



15 August 2017

CLASS LIMITED (CL1) ASX ANNOUNCEMENT

CLASS – STRONG REVENUE & PROFIT GROWTH

Class today announced its FY17 full year results, posting strong growth in revenue and earnings. The Company recorded a 37% increase in net profit after tax, and a 39% increase in earnings before interest, tax, depreciation and amortisation ('EBITDA').

Total revenue for the year grew by 28%. Revenue was primarily driven by record growth in billable accounts which increased by 31,503 in the last twelve months.

A summary of FY17¹

Operating revenue	\$28.89m	up 28%
EBITDA ²	\$13.97m	up 39%
Net profit before tax ²	\$11.7m	up 36%
Net profit after tax ²	\$7.99m	up 37%
EPS ²	6.8 cents	up 31%

Billable accounts and market share

At 30 June 2017, Class had a total of 143,944 billable accounts (30 June 2016: 112,441) including 140,690 billable Self Managed Super Funds (SMSFs) on the Class Super product. Class Super's share of the SMSF market at 30 June 2017 was approximately 24% (estimated total market 594,000 SMSFs).

Class Portfolio continued to grow this year and had 3,254 billable accounts as at 30 June 2017 (30 June 2016: 1,827). 26% of Class Super subscribers are now using Class Portfolio.

Kevin Bungard, CEO of Class said: "These positive financial results have been driven by the continued strength of the SMSF industry despite the disruption caused by the recent super reforms. Class' financial performance demonstrates a strong business which continues to grow and remains well positioned to take advantage of new business opportunities as they arise."

Announcement of dividend

As part of the transition to half-yearly dividend payments, Class today declared a final dividend for FY17 of two cents, payable on 5 September 2017.

AGM

The Class Limited Annual General Meeting will be held on Monday 16 October 2017 at 3:00pm at the Hilton Sydney, 488 George Street, Sydney.

Further information

More detailed information is available in the Appendix 4E, Annual Report for the full year ended 30 June 2017, and Investor Presentation lodged with the ASX.

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1. All comparisons are to the year ended 30 June 2016 unless otherwise stated.
2. All references exclude one-off FY16 expenses relating to the Initial Public Offering. They are non-IFRS measures and are used by management to assess the performance of the business.