

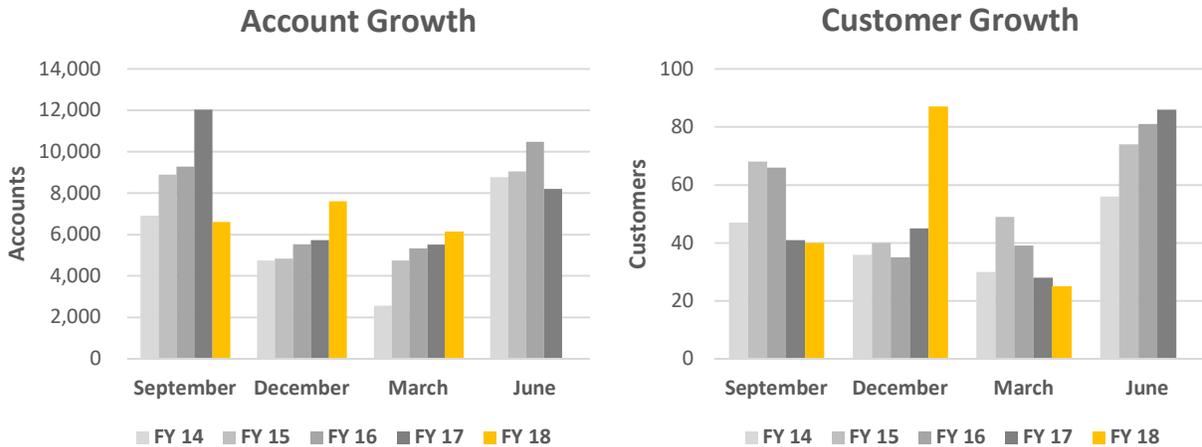
3 April 2018

## CLASS LIMITED (CL1) - QUARTERLY SHAREHOLDER UPDATE

Welcome shareholders to our update for the quarter ending 31 March 2018.

### Total Account Growth

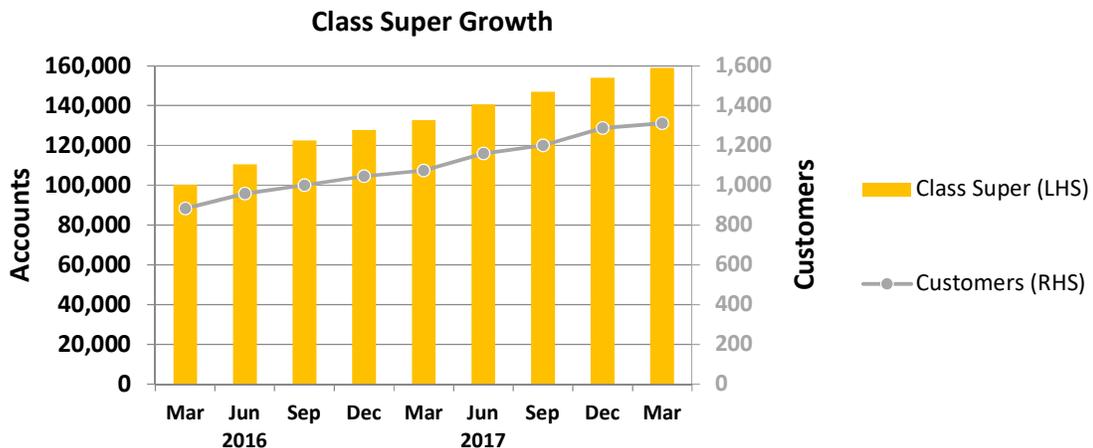
- Total accounts increased by a record March quarter growth of **6,102** to **164,255**
- Total accounts include **158,938** SMSFs on Class Super and **5,317** Class Portfolio accounts
- Total Class customers increased to **1,316** with a quarterly increase of **25** new customers



AMP continues to migrate accounts off Class; as at 31 March 2018, they had ~8,800 SMSFs on Class. March quarter growth would have been ~7,000 accounts were it not for AMP's migration.

### Class Super

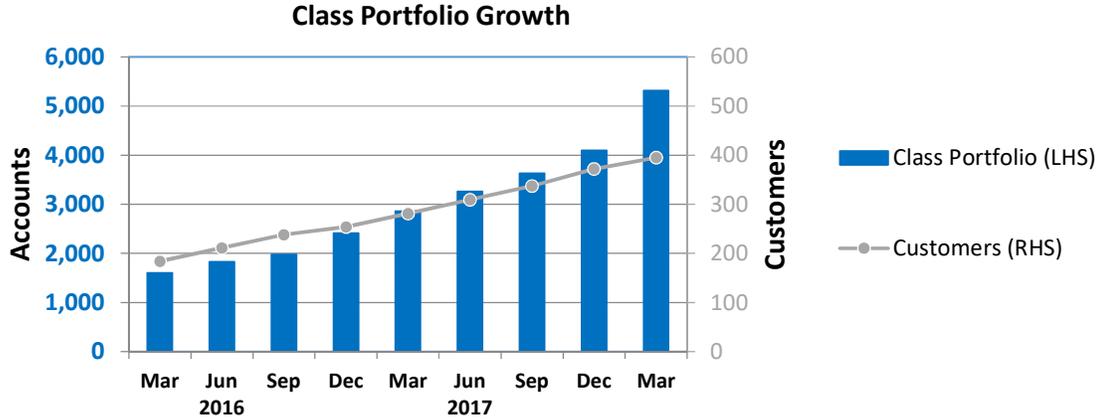
SMSFs increased by **4,885** to **158,938**. This growth was helped by clients who signed up under the Q2 'Better move' campaign and continue to load their SMSFs onto Class Super.



### Class Portfolio

Class Portfolio grew by **30%** to **5,317** accounts and **30%** of Class Super clients now use Class Portfolio.

The Q3 Class Portfolio 'Profit. Ability' campaign received a strong response, with **1,217** portfolios added via a mix of cross-sell and new business. The campaign has also generated a healthy prospect pipeline which is expected to drive sales activity through Q4 and into FY19.



### Class SMSF Benchmark Data

Class will soon release the March 2018 quarterly *SMSF Benchmark Report*. Key metrics are:

<b>58</b>	<b>1,311</b>	<b>121</b>
 Median number of SMSFs per practice	 Number of Class Super subscriber practices	 Average number of SMSFs per practice
<b>1.9</b>	<b>\$ 213<sub>b</sub></b>	<b>\$ 1.3<sub>m</sub></b>
 Average number of members per fund	 Total value of assets administered on Class Super across <b>158,938</b> SMSFs	 Average SMSF balance <b>\$706,000</b> Average member balance

You can [register](#) to receive this report when available, and request previous reports from [class.com.au](http://class.com.au).

Thanks for your continued support of Class.



**Kevin Bungard, CEO**  
Class Limited

**For further information please contact:**

Kevin Bungard, CEO  
0404 097 977  
kevin.bungard@class.com.au

Ebby Carson, Manager, Investor Relations  
02 8045 0062  
investor@class.com.au