



ASX Release: 14 December 2021

Managing Director's Presentation to the HUB24 Annual General Meeting

The Managing Director's Presentation is attached that will be delivered to the HUB24 AGM.

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About HUB24

HUB24 Limited (ACN 124 891 685) (ASX: HUB) is a company listed on the Australian Securities Exchange. The company consists of the award-winning HUB24 platform, HUBconnect business and Xplore platform. HUB24 offers advisers and their clients a comprehensive range of investment options, including market-leading managed portfolio solutions, and enhanced transaction and reporting functionality. As one of the fastest growing platforms in the market, the platform is recognised for providing choice and innovative product solutions that create value for advisers and their clients. HUBconnect focuses on leveraging data and technology to provide solutions to common challenges for licensees and advisers and enable the delivery of professional advice to more Australians.

This release is not financial product advice. Past performance is not indicative of future performance and any forward- looking statements in this release are not representations or guarantees as to future performance.

This announcement was authorised for release to the market by the Managing Director.

For further information, please visit www.HUB24.com.au

MANAGING DIRECTOR'S ADDRESS

Andrew Alcock
Managing Director

HUB24 OVERVIEW

HUB²⁴

is a leading Australian provider of wealth management products & services.

HUB24's investment platforms offer superior functionality, market-leading managed portfolio capability and a comprehensive range of investment options. The company also provides data & technology solutions for the financial services industry.

HUB²⁴ XPLORE_{WEALTH}

PLATFORM

Custodial administration



Platform FUA
\$45.4BN



3,221 ADVISERS
using the platform



Managed Portfolio
& MDA FUA
\$18BN*

PARS

Non-custodial administration



PARS FUA
\$17.8BN



PARS accounts
7,538*

Total FUA \$63.1BN

HUB^{CONNECT}



92* FINANCIAL
SERVICES CLIENTS

HUBconnect Broker

Customer management & operational support for stockbrokers

HUBconnect Insight

Data insights to support advice licensees with business management & compliance obligations

FY21 FINANCIAL HIGHLIGHTS¹



\$110.9m

34%

Total Group Revenue³



\$36.2m

47%

Group Underlying EBITDA



\$101.1m

36%

Platform Revenue³



\$37.9m

32%

Platform Underlying EBITDA³

Total FUA at 30 June 2021 **\$58.6bn**
Platform FUA **\$41.4bn** | PARS FUA **\$17.2bn**

Statutory NPAT

\$9.8m Up 20%

Including \$7.5m of transaction & implementation costs

Underlying NPAT²

\$15.0m Up 53%

Full Year Dividend

10cps Up 43%

Fully franked

Final Dividend of 5.5cps

EPS (diluted)

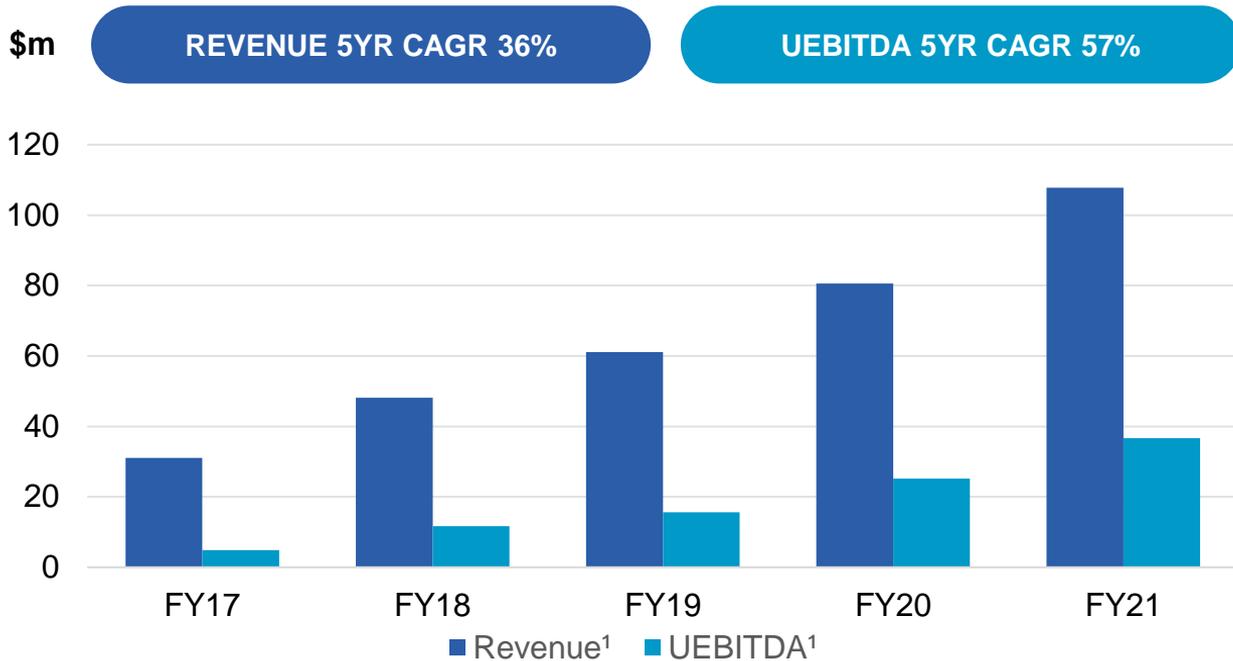
14.3cps Up 11%

1. Comparisons are from FY20, unless stated otherwise

2. A non-IFRS measure which is used to assess the operating performance of the business. Underlying NPAT represents Net Profit After Tax excluding abnormal items. See the HUB24 Analyst & Investor Pack for a reconciliation

3. From continuing operations

STRONG TRACK RECORD OF SUSTAINABLE GROWTH

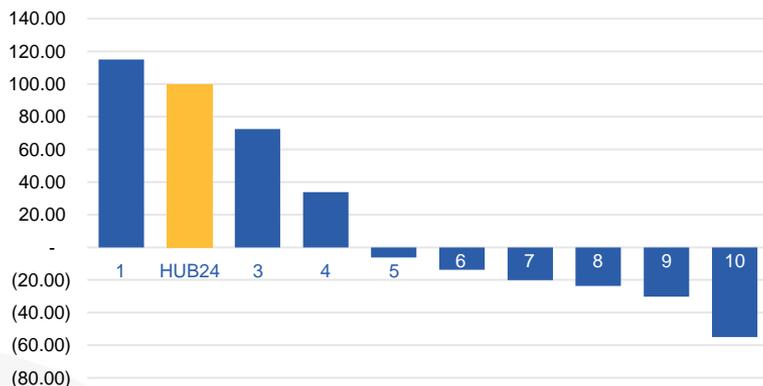


Australia's Best Platform Overall²

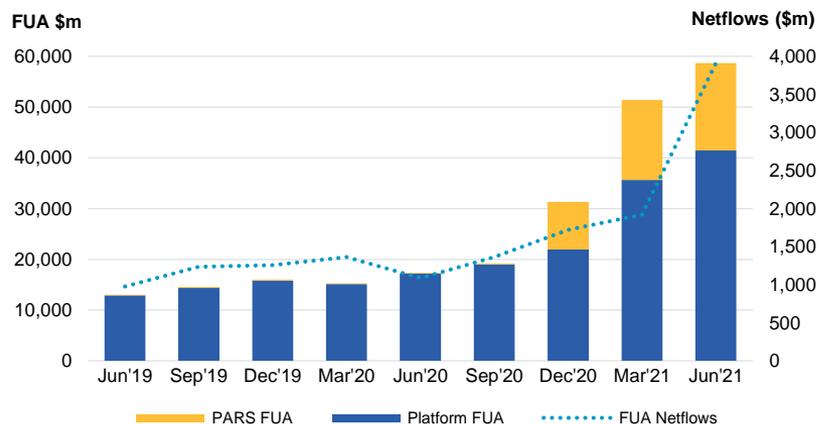
Growing rapidly with 4.3% market share and significant opportunity for further growth³

GROWING FUA AND MARKET SHARE

Netflow share to underlying market share ratio¹



Growth in Platform FUA, PARs FUA & net flows per quarter pcp²



- ➔ HUB24 market share has grown from 2.1% to 4.3%³
- ➔ Now 7th largest platform by market share up from 9th ³

- ➔ Maintaining our No.2 position for annual net inflows³
- ➔ Platform FUA 5-year CAGR 66%

1. Custodial platform data sourced from Strategic Insights. Analysis of Wrap, Platform and Master Trust Managed Funds at June 2021

2. June Quarter 2021 includes bulk transition of \$1.4bn

3. Strategic Insights. Analysis of Wrap, Platform and Master Trust Managed Funds at June 2021.

¹Market share increase in previous 12 months

HUB24 – AUSTRALIA'S BEST PLATFORM OVERALL & VOTED NO.1 BY ADVISERS

1st Best Platform Overall¹



1st Platform Service²



HUB24 ranked #1 by advisers for **Overall Satisfaction** in the Wealth Insights Platform Service Level Report 2021

1st Managed Accounts Functionality 2016, 2017, 2018, 2019, 2020¹



- ➔ HUB24 has the **highest adviser consideration** when choosing a new platform³
- ➔ HUB24 achieved the **highest increase in number of adviser relationships³**
- ➔ Advisers who use HUB24 are the **least likely to look for a replacement platform** in the next 12 months³

A YEAR OF GROWTH, INNOVATION & DELIVERING ON STRATEGY



Record platform
annual net
inflows
\$8.9bn



PARS FUA
\$17.2bn across
7,538 accounts



997
new advisers up
48%¹



Completed
\$1.4bn bulk
FUA transition



Launched new
private label
offers with 2
large national
licensees



Strengthening financial
position, increasing
dividends & positive
underlying operating
cashflow of \$26.4m

Completed three strategic transactions

Acquisition of Xplore & Ord
Minnett PARS delivering
FUA growth, HNW & PARS
capabilities

Divestment of Paragem,
strategic investment in
Easton & agreement to
collaborate on data &
technology solutions

Continued to enhance our offer

Delivered platform customer
service enhancements,
increased investment
options & supported
advisers and licensees with
flexible solutions to manage
regulatory change

Streamlined our managed
portfolios into MIS scheme
to build the foundations for
future innovation &
launched Managed Portfolio
Academy

Collaborated with licensees
to build & pilot HUBconnect
Insight

STRATEGY AND OUTLOOK

ANDREW ALCOCK

Managing Director

EMPOWERING BETTER FINANCIAL FUTURES, TOGETHER

Strategic pillars

DELIVER CUSTOMER VALUE & GROWTH



Continue to develop our platform proposition to meet evolving customer needs, extend our market-leadership and grow market share

CONTINUE TO BUILD THE PLATFORM OF THE FUTURE



Deliver new innovative solutions and an integrated customer experience across platform services and PARS

COLLABORATE TO SHAPE THE FUTURE OF THE WEALTH INDUSTRY



Leverage our technology & data expertise, collaborate with industry participants & build solutions that enable the evolution of our industry

Lead the wealth industry as the best **provider** of integrated **platform, technology & data solutions**

HUB24 WELL POSITIONED TO CAPTURE MARKET OPPORTUNITIES

Superannuation Market¹

Growing at **11.3%⁵**



Retail & Corporate **\$710bn** Public Sector **\$719bn**

█ HUB24 addressable market
█ Unaddressable market

Australian Investment Platform Market²

HUB24 market share **3.9%**

Investment **\$289.33bn**

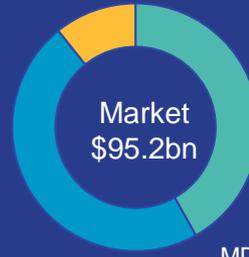


Superannuation **\$635bn**

Managed Account Market³

HUB24 market share **19%**

Other services **\$10.25bn**



SMA **\$39.86bn**

MDA **\$39.86bn**

PARS Market⁴

HUB24 market share **12%**

Inhouse **\$70.5bn**



Outsourced **\$78.5bn**

PRIORITISING FUTURE GROWTH OPPORTUNITIES

CUSTOMER VALUE & GROWTH



- Create further value for clients by enhancing our managed portfolio offer
- Expand executive team to capitalise on emerging market opportunities
- Expand our distribution team to build new relationships
- Increase brand recognition & industry influence
- Develop value propositions for new customer segments
- Continuous improvement of adviser & client experience & delivery of customer service excellence

CONTINUE TO BUILD THE PLATFORM OF THE FUTURE



- Complete integration of strategic transactions & develop combined customer offer to expand and build market share
- Invest in technology infrastructure to support scale & ongoing innovation
- Develop integrated solutions for reporting & transacting between Platforms & PARS
- Develop product solutions to enable advisers to improve retirement outcomes for clients

COLLABORATE TO SHAPE THE FUTURE OF THE WEALTH INDUSTRY



- Collaborate with licensees to develop tech & data solutions to enable cost effective advice
- Expand HUBconnect data sources to deliver best of breed integrated solutions for licensees and advisers
- Extend our 'single view of wealth' capabilities improving client connectivity and experience
- Leverage machine learning & AI capability to deliver solutions to enable cost effective advice

Lead the wealth industry as the best **provider** of integrated **platform, technology & data solutions**

PROPOSED ACQUISITION OF CLASS

STRATEGIC RATIONALE

The combined business will benefit from increased scale, capabilities, product offering, distribution reach and technology resources



Aligns to our purpose to empower better financial futures together, accelerates our platform of the future and data services market leadership strategy



Delivers growth opportunities by leveraging combined capabilities to increase value & efficiency for existing customers and new customers



Delivers shareholder value through diversification of revenue, opportunities for growth and a compelling and unique competitive advantage



Combines market leading businesses and teams with a track record of innovation and capacity for ongoing investment

HUB²⁴

Lead the wealth industry as the best provider of integrated platforms, technology & data solutions

- ➔ Deliver customer value & growth
- ➔ Continue to build the platform of the future
- ➔ Collaborate to shape the future of the wealth industry

COMPLEMENTARY BUSINESSES



Product Suite 

Custodial administration – Platforms
Non-custodial administration - PARS
HUBconnect

Clients 

Over 3,200 Advisers²

Client segments 

Licensees	Advisers
Brokers	Clients
Investment Managers	

Data aggregation & connectivity 

96 integrations¹ **HUBconnect**

Industry recognition 

		
<small>2020 Platform Competitive Analysis and Benchmarking Report Best Platform Overall</small>	<small>2020 Platform Competitive Analysis and Benchmarking Report Best Platform Managed Accounts Functionality</small>	<small>HUB24 ranked #1 by advisers for Overall Satisfaction in the Wealth Insights Platform Service Level Report 2021</small>

SMSF administration – Class Super
Trust Administration – Class Trust
DocTech – NowInfinity
Portfolio Reporting & Portfolio Administration – Class Portfolio

Over 7,700 Unique Customers²

Enterprises (Institutions)	Administrators
Accountants	Auditors
Advisers	SMSF trustees

250+ integrations¹ **APIs & data services**



INDICATIVE TIMELINE

2021



15th December 2021



First Court Hearing



20th December 2021



Class to dispatch Scheme Booklet to its shareholders

2022



Mid to late January 2022



Class Shareholder Scheme Meeting



Early February 2022



Second Court Hearing



Early February 2022



Effective Date



Mid to late February 2022



Implementation Date

OUTLOOK



POSITION HUB24 FOR ONGOING SUCCESS

- Continued investment in product innovation & customer service excellence
- Complete integration of new capabilities
- Collaborate with industry participants to solve key advice challenges
- Progress towards the successful the completion the proposed acquisition of Class



PURSUE GROWTH

- Leverage current licensee and adviser relationships and develop new opportunities
- Leverage new product capability for new customer segments
- Capitalise on current favourable conditions to continue market share growth and build on strong Q1 result



CONTINUING STRONG FINANCIAL RESULTS

- Leverage FUA growth and business scalability to deliver shareholder value
- Increase profitability



FY23 Platform FUA target (excluding PARS FUA)¹

\$63bn-\$70bn



Disclaimer

→ SUMMARY INFORMATION

The material herein is a presentation of general background information about HUB24 Limited's ('HUB') activities current as at date of presentation. This information given in summary form does not purport to be complete and should be read in conjunction with previous ASX filings, Half Year Report and the audited Annual Report as applicable. Any arithmetic inconsistencies are due to rounding.

→ NOT INVESTMENT ADVICE

This presentation is not a prospectus or a product disclosure statement under the Corporations Act 2001 (Cth) and has not been lodged with ASIC. The information provided in this presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

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An investment in HUB shares is subject to investment and other known and unknown risks, some of which are beyond the control of HUB. HUB does not guarantee any particular rate of return or the performance of HUB nor does it guarantee the repayment of capital from HUB or any particular tax treatment.

→ FORWARD LOOKING STATEMENTS

This presentation contains certain forward-looking statements. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of HUB, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You should not place reliance on forward-looking statements and neither HUB nor any of its directors, employees, consultants, contractors, advisers or agents assume any obligation to update such information.