Netwealth

netwealth

See Wealth Differently

Presented by Michael Heine Joint Managing Director 26 October 2018



Important notice and disclaimer

General Information only

Information provided is general information presented in a summary format as at 26 October 2018, and is therefore not necessarily complete. This presentation is for informational purposes only and is not to be relied upon as advice to investors or potential investors. This presentation does not take into consideration the investment objectives, financial situation or particular needs of any particular investor. Investors should not rely on this presentation to make any investment decision, and should make their own assessment, conduct their own research of Netwealth and the Netwealth Group and consider these factors with their legal, tax, business and/or financial adviser before making any investment decision.

Forward-looking statements

This presentation may contain certain forward-looking statements with respect to the financial condition, operations and business of the Netwealth Group and certain plans and objectives of the management of Netwealth. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "expects, "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of the Netwealth Group to be materially different from the results or performance expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Netwealth Group's present and future business

strategies, the political and economic environment in which the Netwealth Group will operate in the future and financial market conditions, which may not be reasonable, and are not guarantees or predictions of future performance. No representation is made that any of these statements or forecasts will come to pass or that any forecast result will be achieved, or that there is a reasonable basis for any of these statements or forecasts. Forward-looking statements speak only as at the date of this presentation and to the full extent permitted by law, Netwealth, the Netwealth Group, and their respective affiliates and related bodies corporate and each of their respective related parties and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Financial data

All figures in the presentation are provided in Australian dollars. Financial data may be subject to rounding.



Our purpose is

To enable people to see wealth differently and discover a brighter future

The foundations of Netwealth's success

Our purpose

To enable people to see wealth differently and discover a brighter future

See Wealth Differently

netwealth

Our values

- Curious
- **Optimistic**
- Collaborative
- Agile
- Genuine
- Courageous

Our strategy



Best-in-class technology

Market leading, home grown platform, agile and tailored to client needs



Best-in-class service

Award winning, nimble and highly responsive – 'we make our clients look good'



Delivery of insights

Provide deep insights to our clients and spot change that matters

Business and financial highlights



Business highlights

Continued strong growth in Q1 FY2019



\$19.3B FUA

Growth \$5.6B (+40.6%) PCP



\$1.1B

FUA net inflows Q1 FY2019 Growth \$0.2B (+28.7%) PCP



\$3.1B FUM

Growth \$1.1B (+55.3%) PCP



FUM net inflows Q1 FY2019



Financial Intermediaries using the Platform at Jun 2018



rated by Investment Trends: Overall platform functionality & adviser satisfaction

- Number 1 ranked platform 3rd year in Θ a row for functionality by Investment Trends(1)
- Number 1 ranked Platform for overall **€** satisfaction, 7th year in a row (2)
- Management alignment with \ni performance
- Continued focus on delivering the \Rightarrow highest level of service to advisers across the country
 - Investment Trends December 2017 Platform Competitive Analysis and Benchmarking Report

PCP-Prior comparative period being Sep 2017 quarter

Investment Trends - December 2017 Platform Competitive Analysis and Benchmarking Report & May 2018 Planner technology report

FY2018 Pro forma financial highlights

FY2018 NPAT growth was \$12.2 (1) million (an increase of 72.7%) in the year















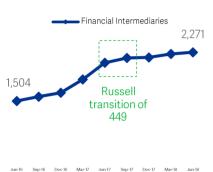


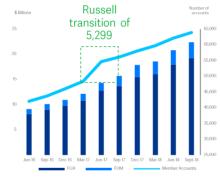


⁽¹⁾ Pro forma EBITDA, NPAT, Operating Cashflow and EPS have been prepared consistently with the IPO Prospectus, adjusted to exclude the impact of the IPO transactions costs and the company's discontinued operations. Reconciliation provided in Annual Report Presentation. EPS has been calculated based on the ordinary and performance shares held post completion of the IPO.

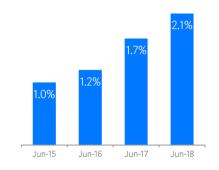
Continuing growth momentum

Australia's largest specialist platform provider









Financial Intermediaries increased by 51% from June 2016 to June 2018

Consecutive years of FUA, FUM and member account growth

34% growth in FUA net inflows for the 12 months to Sep 2018 (excluding a one off client transition in FY2017)

Gaining market share in a marketplace of \$847B that continues to shift towards specialist platforms

Source: Netwealth

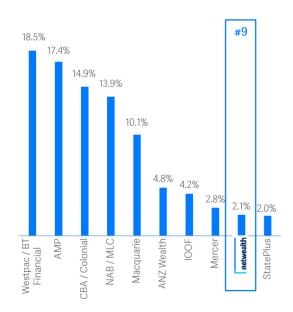
Source: Netwealth

Source: Netwealth

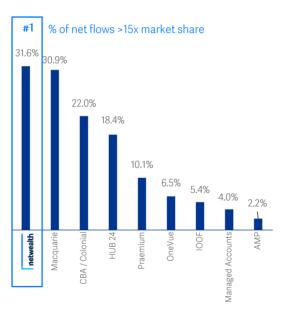
ource: Strategic Insights: Master trust, Platform & Wrap (Jun 2017 & Jun 2018)

Netwealth has the highest netflows

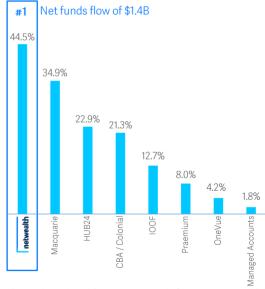
Platform providers by FUA market share(1)% market share (June 2018) Platform provider net funds flows⁽²⁾% market share (12 months to June 2018) Platform providers net funds flow⁽³⁾ % market share (quarter to June 2018)



Source: Strategic Insight: Master Trusts, Platforms & Wraps (Jun 2018) Total industry retail FUA of A\$847.3bn (as at Jun 2018)



Source: Strategic Insight: Master Trusts, Platforms & Wraps (Jun 2018) Total net flows of A\$13.2bn (12 months to Jun 2018)



Source: Strategic Insight: Master Trusts, Platforms & Wraps (Jun 2018) Total net flows of A\$3.2bn (quarter to Jun 2018)

Comprehensive range of products and services

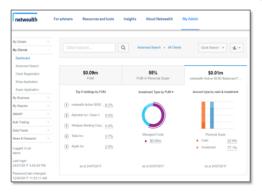
Servicing different sectors of the market



Key features of the platform

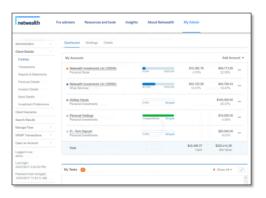
Market leading adviser portal

- Rated No.1⁽¹⁾ for functionality
- Intuitive design and useability
- Quick access to information
- Sophisticated portfolio tools
- In depth business and client reporting



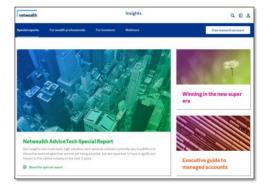
Market leading client portal

- Rated No.1⁽¹⁾ for functionality
- Intuitive design and useability
- Can be white labelled for adviser groups
- Allows consolidation of all accounts



Research and insights

- Engaging investor and adviser insights
- Articles, webinars and white papers
- Wide range of investment research
- Managed funds and equities

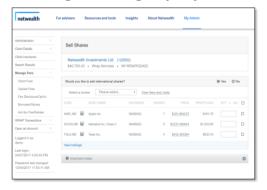


⁽¹⁾ Investment Trends: Dec 2017 Platform Competitive Analysis and Benchmarking Report

Key features of the platform

Innovative transactional capability

- Online domestic & international trading
- Online fund switching
- Sophisticated rebalancing technology (SMART)
- Range of automated account and cash settings, including "Pay Anyone"



Comprehensive reporting

- A wide range of business, client & portfolio reports
- Interactive and static reports available
- · Can be white labelled



Mobile access

- PC, tablet and mobile access
- Adviser and client versions available



Accelerating forces reshaping financial advice



The age of the customer

Customers compare us to Netflix and Amazon, not other financial intermediaries and as such their expectations continually increase.



Proliferation of advice technologies

New low-cost cloud based online software services continually get released, but where do you start?



A shift from investment expertise to wealth coach

An increase focus on relationship services providing life services and coaching.



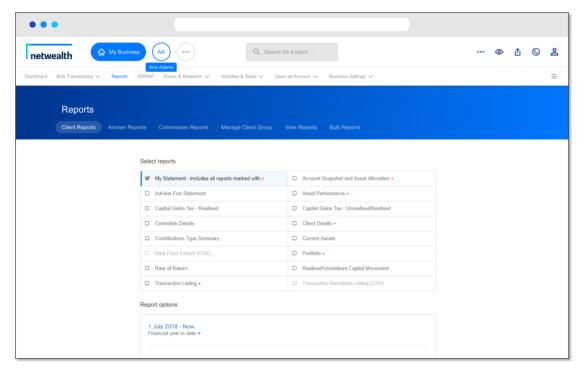
A need to modernise the advice delivery model

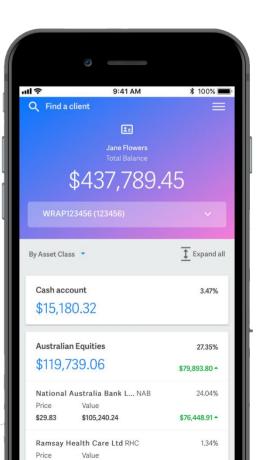
Margin squeeze as a result of increased compliance burdens, higher wages, fee for service models, etc. require radical rethinking of the operating model (and perhaps even the business model).



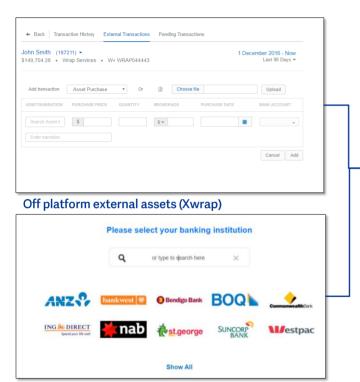
A focus on usability

Ease of use = efficiency and experience

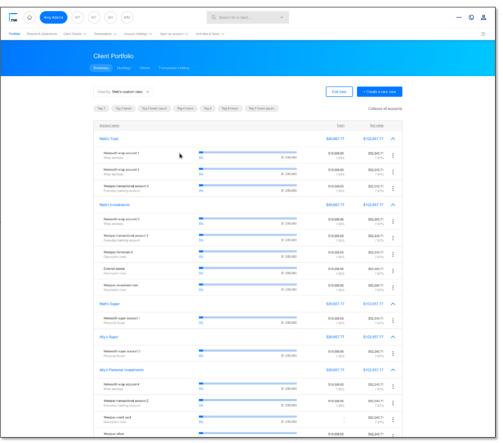




Household wealth



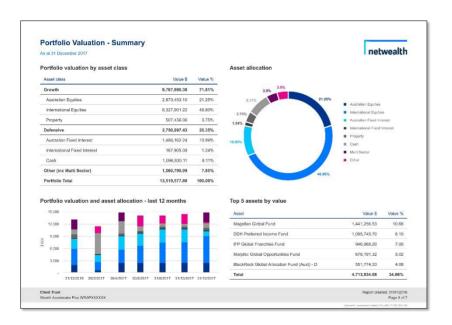
Data feeds from over 100 financial institutions (Bank feeds)



Household wealth portfolio reporting

Enhanced reporting

New design and additional features for HNW segment



Portfolio Performance - International equities & foreign currency

Asset	Code	Open value	Purchases	Sales	Close value	Change	Income	Return \$	Return %	С
International Equities										
Apple Inc	AAPL.ND	-	196,694.00	-	227,043.10	30,349.10	612.47	30,961.57	15.76	
Deutsche Boerse AG	DB1.DB	-	237,148.02	-	243,685.86	6,537.84	3,758.22	10,296.06	4.36	
Ebay Inc	EBAY.ND	-	47,174.67		47,718.13	543.46		543.46	1.15	
HCA Healthcare Inc	HCA.NY	-	132,668.99		145,623.81	12,954.82		12,954.82	9.76	
JPMorgan Chase & Co	JPM.NY	-	187,652.31		191,543.81	3,891.50	681.87	4,573.37	2.44	
LVMH Moet Hennessy Louis Vuitton SE	MC.PA		104,234.06		120,913.14	16,679.08	988.41	17,667.49	17.06	
Norwegian Cruise Line Holdings Ltd	NCLH.NY	-	89,697.79		88,531.41	-1,166.38		-1,166.38	-1.30	
Oracle Corp	ORCL.NY	-	89,390.38		95,104.65	5,714.27	266.39	5,980.66	6.70	
PayPal Holdings Inc	PYPLND	-	88,944.89		99,889.49	10,944.60		10,944.60	12.30	
Praxair Inc	PX.NY	-	99,620.93	-	111,475.09	11,854.16		11,854.16	11.90	
Rolls-Royce Holdings PLC	RR.LN	-	63,647.12		58,969.42	-4,677.70		-4,677.70	-7.35	
Royal Caribbean Cruises Ltd	RCL.NY	-	115,025.39		102,131.89	-12,893.50		-12,893.50	-11.21	
TE Connectivity Ltd	TELNY	-	96,295.42	-	94,703.28	-1,592.14		-1,592.14	-1.65	
Twenty-First Century Fox CL B Voting	FOX.ND	-	68,694.14		75,467.19	6,773.05		6,773.05	9.86	
Wells Fargo & Co Class B Com Stk	WFC.NY	-	179,547.07		192,707.52	13,160.45	948.97	14,109.42	7.87	
Zillow Group Inc. (Class A)	ZG.ND	-	61,195.77	-	71,177.68	9,981.91		9,981.91	16.31	
Zillow Group Inc. (Class C)	Z.ND	-	121,938.24		142,950.69	21,012.45		21,012.45	17.23	
zooplus AG	ZO1.DB	-	108,791.05		113,959.44	5,168.39		5,168.39	4.75	
			2,088,360.24		2,223,595.60	135,235.36	7,256.33	142,491.69		
International Fixed Interest										
EURO	FXEUR		20,477.76	-15,432.74	4,700.67	-344.35		-344.35	-6.87	
US Dollar	FXUSD		19.901.72	-16.956.36	2,488.37	-456.99		-456.99	-10.42	



Ecosystems























CİTRIX. **Right**Signature











Advanced tech for advice delivery and client engagement



A focus on usability and experience



Data and Al



Automated investment services



Ecosystems

Financial performance



Q1 FY2019 Key performance metrics

	Sep-17	Sep-18	Change	% Change
Platform Statistics	Actual	Actual		
Funds Under Administration				
FUA (eop)	13,710	19,277	5,567	40.6%
Fee Paying FUA %	67.7%	60.9%	(6.8%)	(10.1%)
FUA net inflows	824	1,060	236	28.7%
Funds Under Management				
Managed Account	1,005	2,050	1,045	103.9%
Managed Funds	984	1,041	57	5.8%
FUM (eop)	1,990	3,091	1,101	55.3%
Managed Accounts net inflows	282	162	(120)	(42.5%)
Managed Funds net inflows	125	52	(73)	(58.3%)
FUM net inflows	408	215	(193)	(47.4%)
Member Accounts (eop, number)	56,100	63,871	7,771	13.9%

^{*\$&#}x27;M unless otherwise stated

- FUA was \$19.3B at Sep 2018 quarter end, an increase of \$5.6B (40.6%) on the prior year corresponding quarter (PCP).
- FUA net inflows were \$1.1B for the quarter, an increase of \$0.2B (28.7%) on PCP.
- Market movement was positive \$257M for the quarter.
- Administration fee paying FUA % decreased from 67.7% to 60.9% in the 12 months to Sep 2018. The decrease is primarily driven by higher value account transfers onto the platform.
- FUM including the Netwealth Managed Account was \$3.1B at Sep 2018, an increase of \$1.1B (55.3%) on PCP.
- The Netwealth Managed Account continues to be a significant driver of our FUM growth. In Sep 2018 it grew to \$2.1B, an increase of \$1.0B (103.9%) on PCP.
- Member accounts was 63,871 at 30 September, 7,771 member accounts joined.
- Average cash as a percentage of FUA remained similar to 30 June 2018 position.

^{**}all figures are unaudited & netflows do not include market movement

^{***}growth is the percentage increase on prior year corresponding quarter (PCP)

FY2018 Pro forma financial results

Strong financial performance

Pro forma Financials ⁽¹⁾	FY2017 Actual	FY2018 Actual	Change	% Change
Platform Revenue	60.6	81.5	20.8	34.3%
Other Income	0.6	1.8	1.2	193.2%
Total Income	61.3	83.3	22.0	35.9%
Employee Benefits Expenses	(24.8)	(28.7)	3.9	15.9%
Other Costs & Expenses	(11.5)	(12.2)	0.7	6.1%
Total Operating Expenses	(36.3)	(41.0)	4.6	12.8%
EBITDA	24.9	42.3	17.4	69.7%
EBITDA Margin	40.7%	50.8%	10.1%	
NPAT	16.8	29.0	12.2	72.7%
NPAT margin	27.5%	34.9%	7.4%	
Operating net cash flow pre tax	24.9	39.4	14.5	58.4%
Cash conversion ratio to EBITDA	99.7%	93.1%	(6.6%)	
Key Statistics				
Platform Revenue / average FUA (bps)	60.9	53.4	(7.5)	(12.3%)
EBITDA / average FUA (bps)	25.0	27.7	2.7	10.8%
Platform Revenue / average number of				
accounts (\$)	1,288	1,405	117	9.1%
Financial Intermediaries (eop, number)	2,106	2,271	165	7.8%

\$'M unless otherwise stated

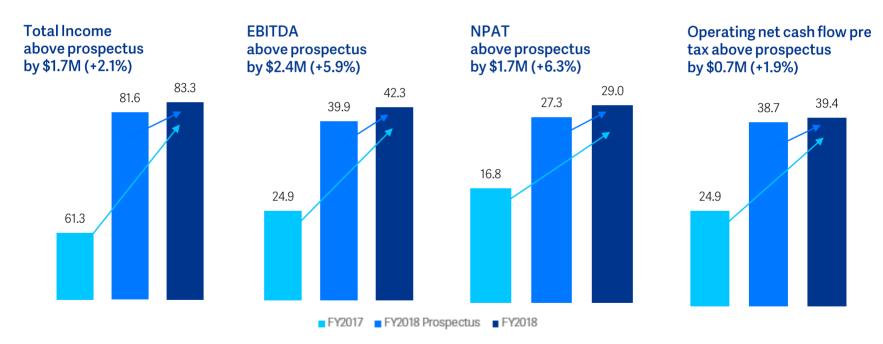
- Revenue increased by \$22.0M (35.9%) to \$83.3M in FY2018, driven by strong FUA growth and improved margins on ancillary revenue throughout FY2018.
- Total operating expenses increased by \$4.6M (12.8%) to \$41.0M in FY2018. Employee benefits expense represents 70% of our operating costs and increased by \$3.9M (15.9%) to \$28.7M for FY2018.
- All IT development costs were expensed.
- EBITDA increased by \$17.4M (69.7%) to \$42.3M for FY2018 and EBITDA margin for FY2018 increased by 10.1% to 50.8%.
- NPAT increased by \$12.2M (72.7%) to \$29.0M in FY2018 and NPAT margin increased by 7.4% to 34.9% in FY2018.
- Operating cashflow pre tax of \$39.4M for FY2018 was 93.1% of FBITDA.
- Strong balance sheet position and debt free.
- Platform revenue per account increased to \$1,405, an increase of \$117 on PCP, our key revenue metric.
- Despite decreasing revenue margins, EBITDA/Average FUA increased by 2.7bps to 27.7bps due to our operating leverage.



Pro forma EBITDA, NPAT and Operating Cashflow have been prepared consistently with the IPO Prospectus, adjusted to exclude the impact of the IPO transactions costs and the company's discontinued operations. Reconciliation provided in Annual Report Presentation.

Surpassed the FY2018 pro forma prospectus forecast

..and delivered growth across all key financial metrics

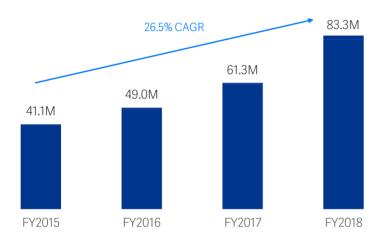


Pro forma EBITDA, NPAT and Operating Cashflow have been prepared consistently with the IPO Prospectus, adjusted to exclude the impact of the IPO transactions costs and the company's discontinued operations. Reconciliation provided in Annual report presentation.

Revenue growth analysis

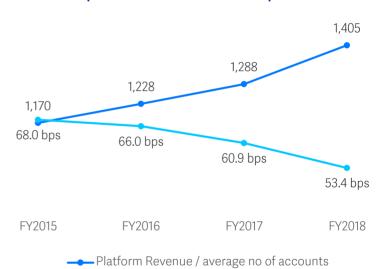
Focused on increasing or maintaining Platform Revenue per account and profitable revenue growth rather than bps

Revenue Growth Rate



■ Total revenue

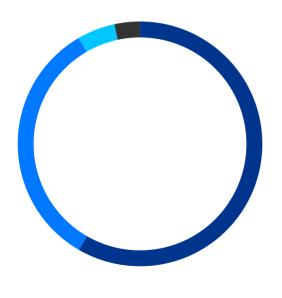
Revenue per account and Revenue Bps



Platform Revenue / average FUA

Platform revenue composition FY2018

Non admin fee income has increased its contribution to platform revenue to 42% (+3%) of platform revenue



Platform revenue split FY2018

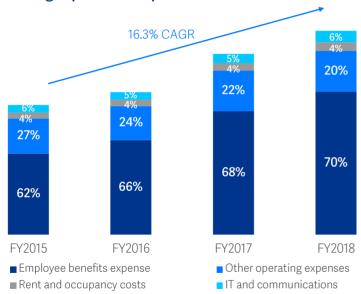
- 58% Administration fees
 - Wrap
 - Super
- 33% Ancillary fees
 - Cash admin
 - International equities admin
 - Managed model service
 - Fund manager service
 - Insurance admin
 - SMSF admin

- 5% Transaction fees
 - Brokerage
 - Share settlement
 - Managed account brokerage
 - Offline transactions
 - IPO & Broker handling
- 4% Management fees
 - NWL Funds
 - Managed account

Benefits of scale

Cost as a % of Income continued to reduce in FY2018

Operating expenses composition

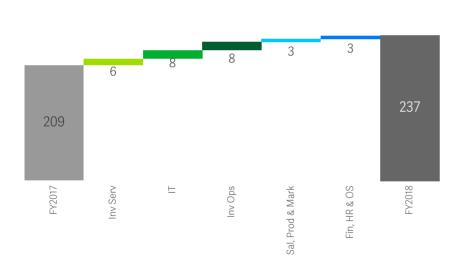


- Employee costs was 70% of total operating expenses (includes inhouse IT development, product development and client service teams).
- Rent and occupancy increased by \$0.2M to \$1.7M in FY2018 as an additional floor was leased in Melbourne.
- IT and communications costs increased \$0.5M to \$2.3M in FY2018 as website facilities and software systems increased by \$0.3M and system licencing and support increased by \$0.2M.
- Over the past 3 years the operating expense CAGR was 16.3%, 10.2% lower than the total income CAGR of 26.5% over the same period.

Despite FUA growth, limited Headcount increases

Continue to invest in technology

Total headcount increase in FY2018 was 28

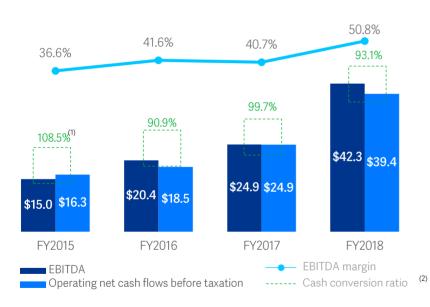


Headcount by function FY2018



Exceptional cash generation

High correlation between EBITDA and cash flow



- Low working capital requirements
- Limited capex
- Internal software and product maintenance and enhancement costs expensed
- Better quality of earnings as no risk of impairment of capitalised software development costs
- Debt free

Source: Netwealth

(1) Includes sales proceeds on investments of \$1.3m

(2) Operating net cashflow pre tax have been prepared consistently with the IPO Prospectus, adjusted for the impact of the IPO transactions fees and the company's discontinued operations

Recap of financial highlights & operating update

T ir a

Track record of growth in FUA, FUM, revenue and profitability

2

EBITDA Margin > 50%



Exceptional cash generation

4

Debt free

5

Highly scalable cost base



FY2019 **Outlook**



Attractive industry fundamentals



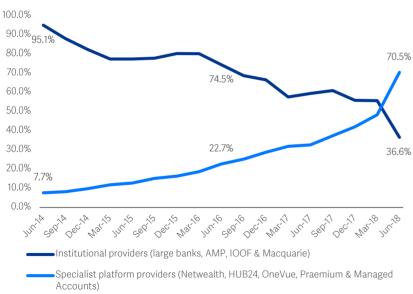
- Source: APRA Superannuation Statistics (Jun 2014, Jun 2015, Jun 2016), ASFA Superannuation Statistics (Aug 2017, Sep 2018), 2020 estimate represents the midpoint of the consensus private sector forecast range as published in ASFA Superannuation Statistics (Sep 2018) and assumed to be as of 30 June 2020; Strategic Insight: Master Trusts, Platforms & Wraps (Jun 2011 2018); IMAP/Milliman Managed Account FUM Census as at 31 December 2017
- Willis Towers Watson Global Pension Asset Study (January 2018)
- Strategic Insights: Analysis of Wrap, Platform and Master Trust (June 2018 / March 2018)
- Credit Suisse, Australia platforms released 29 June 2018
 - Morgan Stanley: Disruptors Australia Financials (June 2016)

- Australia is the fourth largest pension market globally (1)
- Superannuation assets are forecast to increase at a CAGR of 12% to 2020 and are underpinned by compulsory super contributions
- Platform market currently at \$847B and is forecast to increase to \$1.55 Trillion by FY2026⁽²⁾
- Credit Suisse have estimated that the churn between platforms is set to increase to 2.25% of FUA or ~ \$20 billion per
- 2.25% of FUA or ~ \$20 billion per annum by FY2020 (a~50 % increase from current levels) favouring specialist platforms⁽³⁾
- Industry managed accounts are forecast to increase at a CAGR of 35% to 2020⁽⁴⁾
- Netwealth is a market leader in the high growth managed accounts sub-sector



Shift in platform flows to specialist providers accelerating

Market share percentage of net funds flows (12 month rolling)



- Net funds flow for the specialist platform providers (SPPs) (70.5%) exceeded the net funds flows for institutional providers (36.6%) for the first time in the 12 month period to June 2018.
- In FY2018, NWL achieved the highest flows in the industry of \$4.2B (31.6%).
- Furthermore, NWL achieved the highest flows in the industry of \$1.4B (44.5%) for the quarter to Jun 2018.
- NWL holds the largest market share of the SPPs, 2.1% (\$18B) of total industry FUA at June 2018.

What will the Royal Commission mean for the industry?

Positive impact for Netwealth

Potential Outcomes

- Further acceleration of advisers and dealer groups exiting larger institutions and selecting new platforms.
- Increase in number of IFAs who been previously using Institutional platforms switching to SPPs.
- Institutions opening up their Approved Product Lists to SPPs and partnering with a platform to be their approved SPP option.
- Institutional Platforms exit wealth and outsource their platform manufacturing to a SPP.
- Banning of Rebates a large part of market is subject to pre FOFA Grandfathered Rebates.
- Regulators placing more onus on platforms to regulate all compliance obligations.
- More regulation on trustees, operators and custodians, adding additional compliance burden to providers, particularly with legacy products.

Impact on Netwealth

 As the best rated platform for functionality and service, NWL is in a prime position to benefit from this opportunity.

- NWL is well positioned to offer White label solutions, but would not act as a Private Label administrator¹.
- Approximately 3.5 % of NWL's FUA is subject to rebates, by banning rebates, a major obstacle to advisers switching platforms will be removed.
- NWL has a strong compliance regime and is developing a sophisticated technology solution that will further enhance this capability.



Pricing competition is set to continue but don't believe every thing you read in newspaper...

- Comparing investment platforms fees is complex and they are all structured differently.
- No platform is the cheapest or most expensive across all clients, the cost to client depends on account size, level of trading activity, investment asset classes, balance of cash held and number of accounts in family group.
- NWL does not seek to be the cheapest provider in the market but rather seeks to offer the most value by providing the best service and functionality, at a competitive price.
- NWL has a range of products competitively priced to meet all segments of the market from simple to low cost investment options through to complex offerings for the high net worth segment of the market.

- NWL has a superior offering with better functionality⁽¹⁾, better reporting and better business management tools.
- NWL has superior administration and service than our competitors and the highest net promoter score in the industry⁽²⁾.
- NWL has highly competitive pricing for larger practices.
- NWL continues to win new tenders against all of our competitors.

⁾ Investment Trends - December 2017 Platform Competitive Analysis and Benchmarking Report

Adviser Ratings 2018 Landscape Report, results from an online survey conducted in Nov-Dec 2017 responded to by 1,103 financial advisers

Outlook

Best in class technology and client service

- Industry change (structural and regulatory) to accelerate and significantly increase the size of Netwealth's addressable market.
- Our FY2019 Net inflows are forecast to increase from FY2018 levels.
- Netwealth will continue to innovate and increase our investment in technology, sales, marketing and client service, to capitalise on the current market opportunity.
- Revenue per account will continue to be a key metric. Admin fee average basis points are forecast to continue to decrease.
- NPAT growth forecast to be driven by growth of FUA, disciplined pricing, efficient cost management and new sources of incremental revenue.

- We forecast pricing competition to continue. Netwealth's superior service and platform functionality, combined with our competitive pricing, places us in a very strong position to compete and succeed.
- We forecast the ongoing benefits of scale, continued improvements to operational processes and automated technology, will offset any pricing compression and reinvestment costs, with our EBITDA margin % in FY2019, forecast to remain at a similar level to FY2018.
- "Heine Shareholders"

 have confirmed no current intention to sell any of their holdings.



¹ Heine Shareholders: Michael Heine, Matt Heine and Leslie Max Heine and the entities controlled by one or more of them.

Netwealth highlights

Attractive industry fundamentals and a significant structural shift from institutions towards SPP's

2

Significant scope for growth in a large addressable market from 2.1%⁽¹⁾ market share

3

Track record of exceptional growth, profitability and cash generation

Di pe

Dividend paid of 5.38 cents per share and Special Dividend paid of 5.18 cent per share FY2018 5

Highly-scalable awardwinning technology enhanced by exceptional service commitment



Netwealth's experienced Board



Michael Heine Joint Managing Director (Executive Director)

- Founded Netwealth in 1999
- Previously founded Heine Investment Management which was sold to Mercantile Mutual (now ING) in 1999



Matt Heine
Joint Managing Director (Executive Director) (joined 2001)

 Appointed as a Director in 2004 and Joint Managing Director in January 2015



Jane Tongs Chairman and Non-Executive Director (joined 2000)

- Previously a partner at PwC specialising in the financial services sector
- Director of Cromwell Property Group, Warakirri Group, CCI Insurance Ltd and Brighton Grammar



Davyd Lewis Non-Executive Director (joined 2009)

 Was a partner of Mallesons Stephen Jaques (now King & Wood Mallesons) for 20 years, specialising in M&A and Equity Capital Markets, until his retirement in 2008



Tim Antonie
Non-Executive Director (joined 2015)

- Commenced his career at Price Waterhouse (now PwC) and qualified as a CA. Subsequently worked at a number of investment banks, including UBS
- Director of Breville Group Limited, Premier Investments Limited and Village Roadshow Limited

Source: Netwealth

Netwealth's capable Management Team



Grant Boyle Chief Financial Officer and Joint Company Secretary (joined 2017)

- Over 30 years experience in financial services and accounting
- · Was most recently the CFO of EMR Capital
- Has held CFO/COO roles at BlackRock (Aus), Phillip Capital and Powerwrap



John Hanrahan Chief Information Officer (joined 2012)

- Over 20 years experience in financial services technology
- Previously led the Australian technology team for BlackRock



Alistair Densley General Manager, Operations (joined 2002)

- Over 15 years experience in the financial services industry
- Previously held a leadership role in Netwealth's IT Development team



Rachel Axton General Manager, Legal, Risk and Compliance and Joint Company Secretary (joined 2016)

- Over 20 years experience in financial services
- Previously managed CFS Custom Solutions Risk and Compliance team



Philip Coldwell General Manager, Product (joined 2011)

- Over 30 years experience in financial services
- Previously was an owner and director of Integrity Financial Planners

Source: Netwealth

37 Investor Presentation

Questions

