

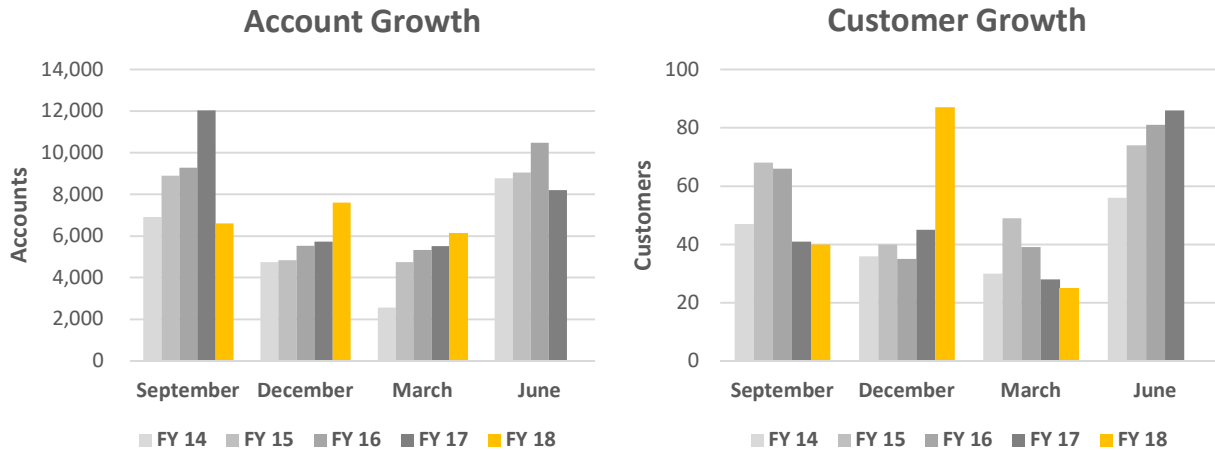
3 April 2018

## CLASS LIMITED (CL1) - QUARTERLY SHAREHOLDER UPDATE

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

### Total Account Growth

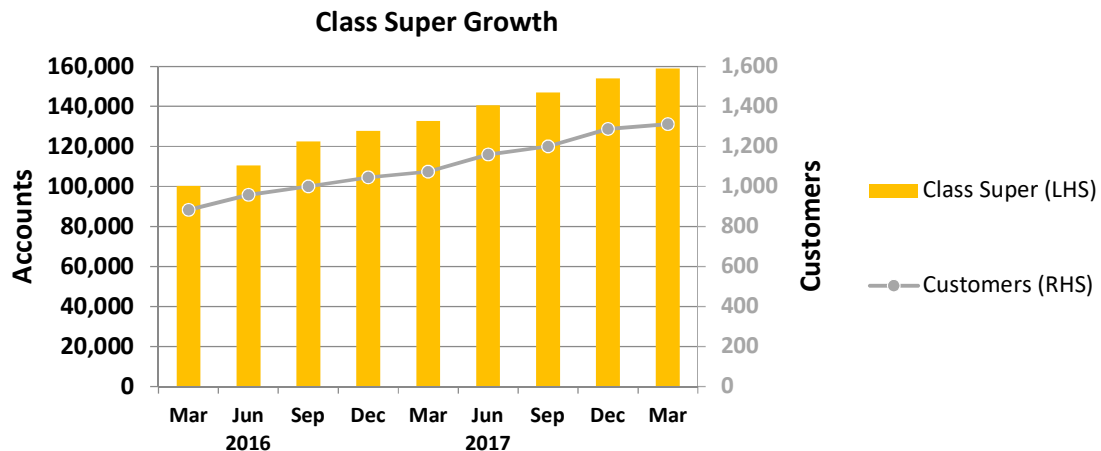
- Total accounts increased by a record March quarter growth of **6,102** to **164,255**
- Total accounts include **158,938** SMSFs on Class Super and **5,317** Class Portfolio accounts
- Total Class customers increased to **1,316** with a quarterly increase of **25** new customers



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.

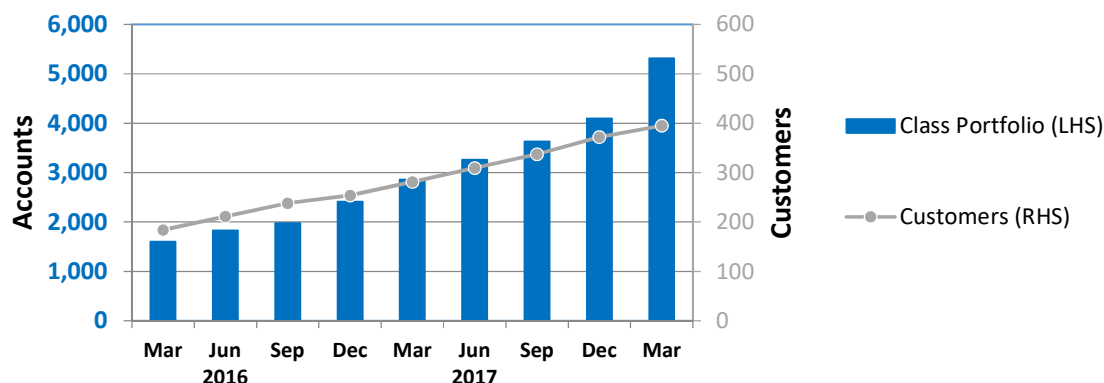


## Class Portfolio

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

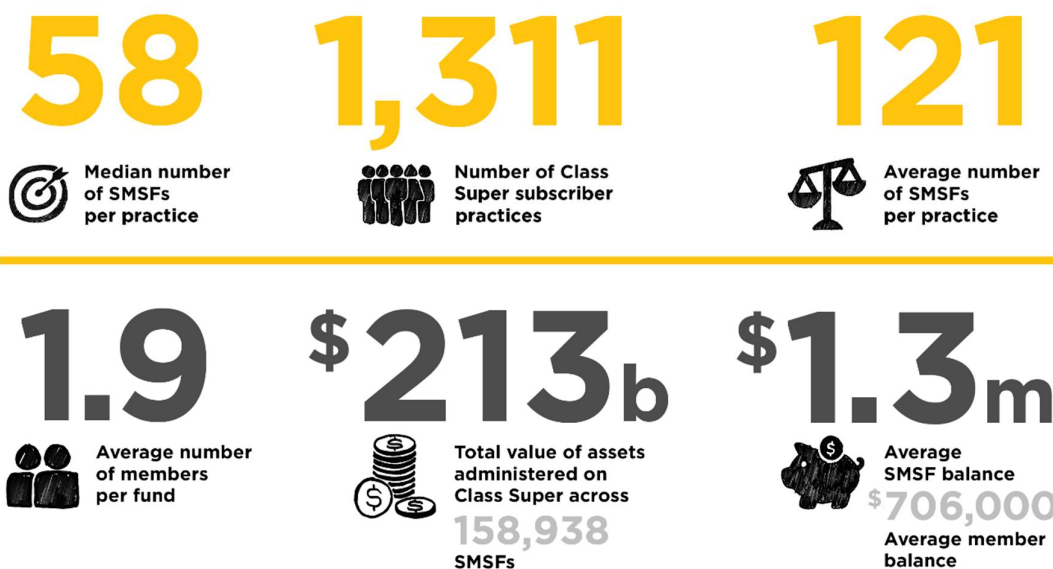
The Q3 Class Portfolio 'Profit. Ability' campaign received a strong response, with **1,217** portfolios added via a mix of cross-sell and new business. The campaign has also generated a healthy prospect pipeline which is expected to drive sales activity through Q4 and into FY19.

### Class Portfolio Growth



## Class SMSF Benchmark Data

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



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**

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