

# Q4 FY 25 Update

Presented by

Anthony Wamsteker – CEO  
Simon Moore – Interim CFO

**At Praemium we acknowledge the Traditional Custodians  
of Country.**

**We pay our respect to their Elders past and present.**

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# Agenda



Anthony Wamsteker  
CEO



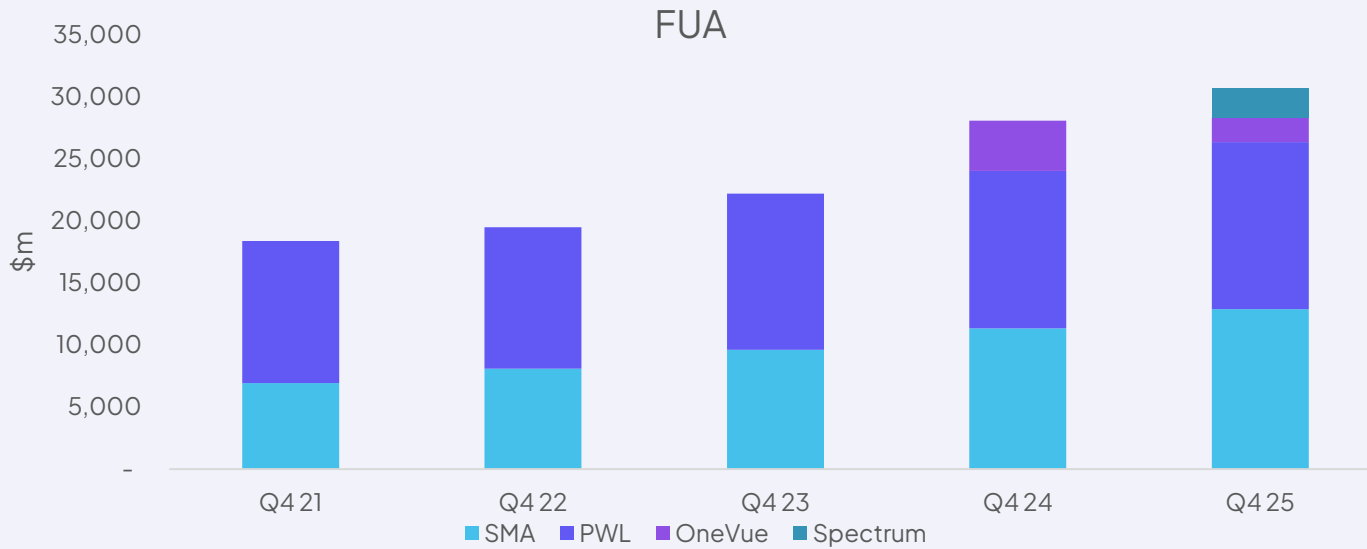
Simon Moore  
Interim CFO

- ▶ Strategy progress
- ▶ FUA and Flows
  - ▶ Platforms
  - ▶ Non-custodial
- ▶ Detailed tables
- ▶ Questions

# Strategy progress

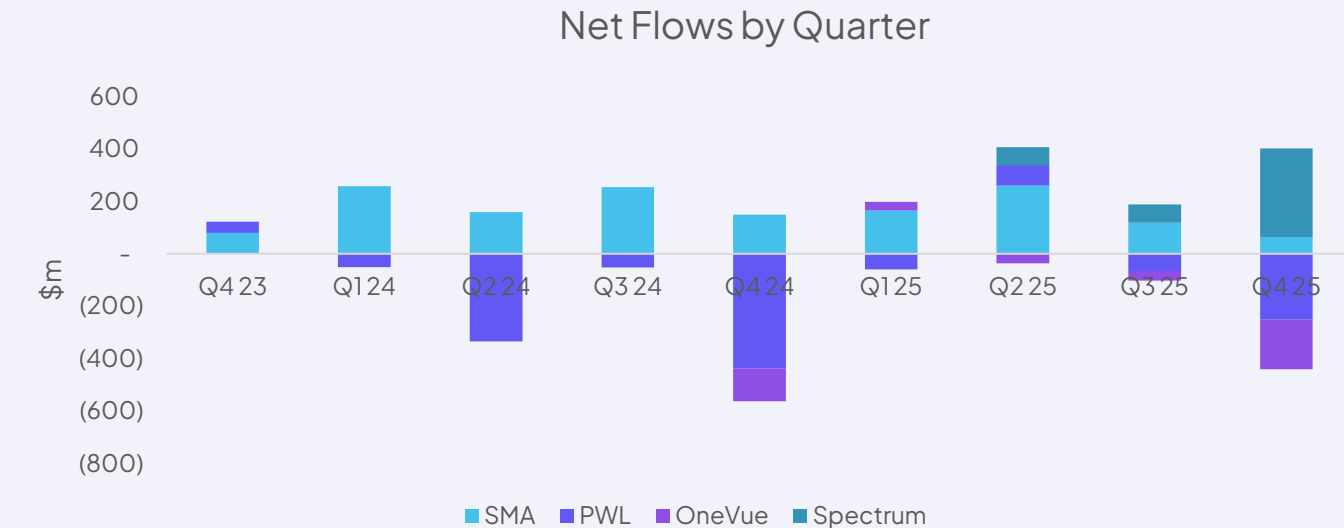
Product	Operations	Service	Superannuation	Growth
<ul style="list-style-type: none"><li>▶ Upgrade to Investor Portal Mobile App in progress</li><li>▶ Functionality enhancements to Adviser Portal to enhance trading / asset allocation efficiency</li><li>▶ API integration improvements to enhance client experience</li></ul>	<ul style="list-style-type: none"><li>▶ Ongoing productivity programme to automate manual processes</li><li>▶ Lean six sigma expansion as demonstrable gains made across Operations team</li><li>▶ GenAI initiatives producing impressive early results</li></ul>	<ul style="list-style-type: none"><li>▶ Initiatives to improve service standards rolled out</li><li>▶ AI-driven Quality Assurance pilot initiated</li><li>▶ New adviser onboarding process delivering significant efficiencies</li></ul>	<ul style="list-style-type: none"><li>▶ Significant improvements with current administration provider</li><li>▶ New technology in UAT to expand inhouse administration capability</li></ul>	<ul style="list-style-type: none"><li>▶ OneVue asset/FUA transition well underway</li><li>▶ Major client partnerships<ul style="list-style-type: none"><li>▶ Euroz - Spectrum</li><li>▶ Bell Potter - Scope+</li><li>▶ Morgans - SMA</li></ul></li></ul>

# FUA & net flows – platform



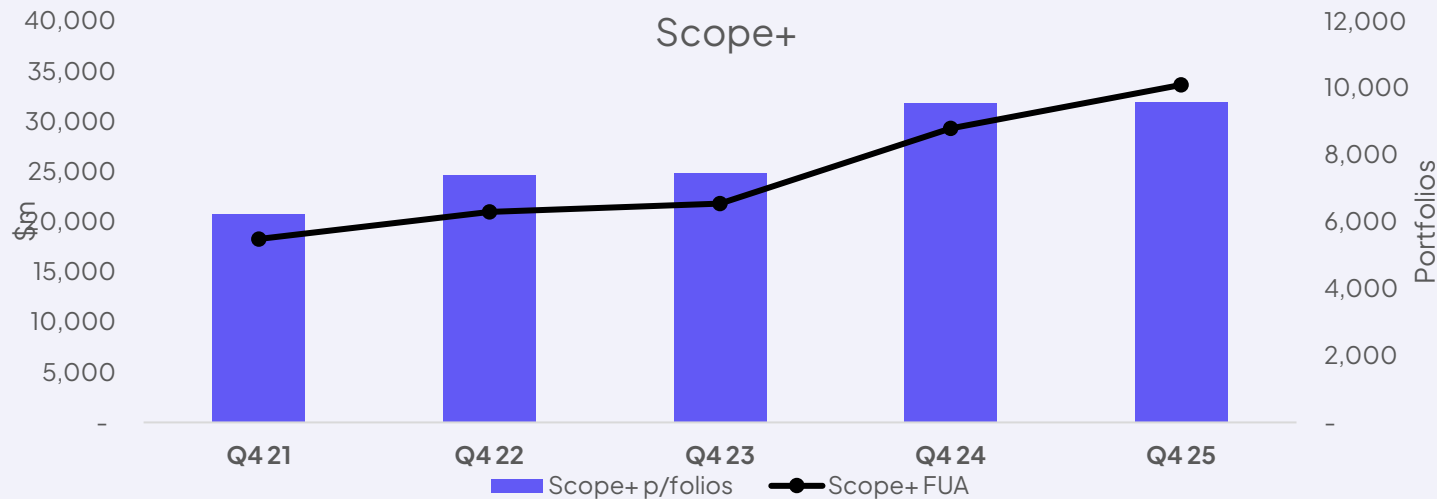
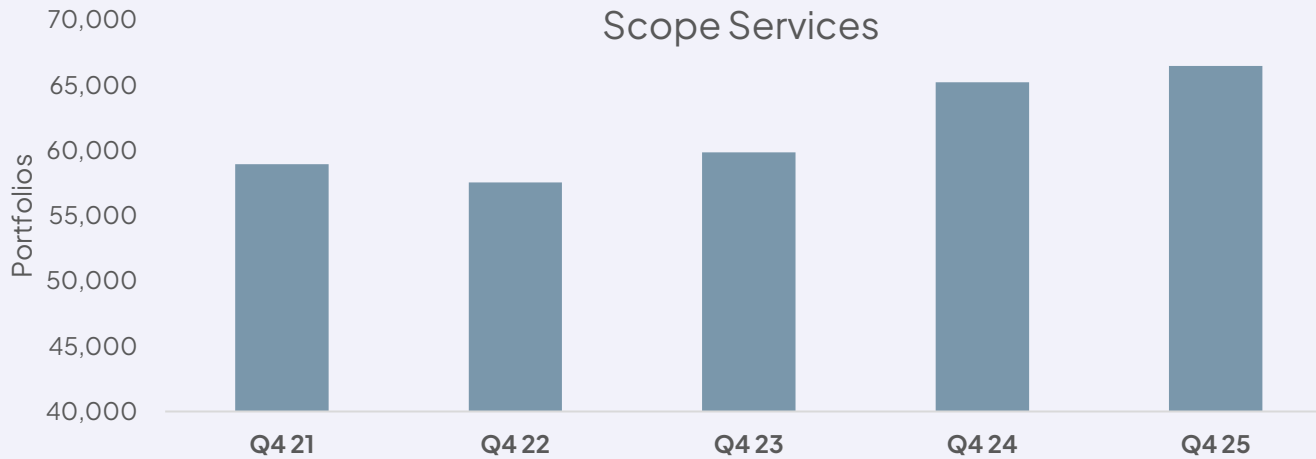
## Comparison to March 2025

- FUA \$30.7b – up 2.2%
  - Spectrum \$2.4b – up 364%
  - SMA \$12.9b – up 5%
  - Powerwrap \$13.4b – up 1%
  - OneVue \$2.0b – down 50%



- Net inflows – \$152m (excluding OneVue)
  - Spectrum \$339m – encouraging sales pipeline, excluded OneVue transfer
  - SMA \$64m – excludes Spectrum
  - Powerwrap – net outflows \$251m (\$188m gross outflow from departed Escala advisers)

# FUA & portfolios – non-custodial



## Comparison to March 2025

- Scope+ FUA \$33.6 b - up 4%
- Portfolios
  - Scope 64,436 increased by 213
  - Scope+ 9,570 increased by 115
- 5 new advice groups added in the quarter
- Excludes Bell Potter which will add 2,200 portfolios and \$6bn FUA

# Detailed Tables

Quarterly Platform Flows (\$m)	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
<b>Gross inflows</b>					
Praemium SMA	718	645	742	559	645
Powerwrap	547	716	870	447	529
OneVue	131	227	212	237	265
Spectrum			69	443	428
<b>Total gross inflows</b>	<b>1,396</b>	<b>1,588</b>	<b>1,893</b>	<b>1,686</b>	<b>1,867</b>
<b>Gross outflows</b>					
Praemium SMA	(569)	(480)	(481)	(439)	(581)
Powerwrap	(984)	(776)	(792)	(513)	(780)
OneVue	(257)	(193)	(249)	(367)	(454)
Spectrum			(0)	(3)	(89)
<b>Total gross outflows</b>	<b>(1,810)</b>	<b>(1,449)</b>	<b>(1,522)</b>	<b>(1,322)</b>	<b>(1,904)</b>
<b>Net flows</b>					
Praemium SMA	149	165	261	120	64
Powerwrap	(437)	(60)	78	(66)	(251)
OneVue	(126)	34	(37)	(130)	(189)
Spectrum			69	440	339
<b>Total net flows</b>	<b>(414)</b>	<b>139</b>	<b>371</b>	<b>364</b>	<b>(37)</b>

Portfolios	Jun-24	Sep-24	Dec-24	Mar-25 **	Jun-25
Scope	65,228	66,217	65,706	64,223	64,436
Scope+	9,559	9,605	9,416	9,455	9,570

\*\* 31-Mar-25 Scope number of accounts restated to 64,223 (previously 64,900).

FUA (\$m)	Jun-24	Sep-24	Dec-24 *	Mar-25	Jun-25
Praemium SMA	11,328	11,928	12,357	12,254	12,887
Net Flow % of opening FUA	1.3%	1.5%	2.2%	1.0%	0.5%
Powerwrap	12,685	12,910	13,471	13,260	13,438
Net Flow % of opening FUA	-3.4%	-0.5%	0.6%	-0.5%	-1.9%
OneVue	4,046	4,197	4,189	3,975	1,968
Net Flow % of opening FUA	-3.1%	0.8%	-0.9%	-3.1%	-4.8%
Spectrum			72	513	2,380
Net Flow % of opening FUA				611.1%	66.1%
<b>Australia Platform FUA</b>	<b>28,059</b>	<b>29,035</b>	<b>30,089</b>	<b>30,002</b>	<b>30,673</b>
Scope+	29,307	30,386	31,912	32,324	33,649
<b>TOTAL FUA</b>	<b>57,366</b>	<b>59,421</b>	<b>62,001</b>	<b>62,326</b>	<b>64,322</b>

Platform FUA Movement (\$m)	Jun-24	Sep-24	Dec-24 *	Mar-25	Jun-25
<b>Opening Platform FUA</b>	<b>24,252</b>	<b>28,059</b>	<b>29,035</b>	<b>30,089</b>	<b>30,002</b>
<b>Net flows</b>					
Praemium SMA	149	165	261	120	64
Powerwrap	(437)	(60)	78	(66)	(251)
OneVue	(126)	34	(37)	(130)	(189)
Spectrum	-	-	69	440	339
<b>Total net flows</b>	<b>(414)</b>	<b>139</b>	<b>371</b>	<b>364</b>	<b>(37)</b>
OneVue acquisition	4,078	-	-	-	-
Market revaluation / other	142	838	683	(451)	708
<b>Closing Platform FUA</b>	<b>28,058</b>	<b>29,035</b>	<b>30,089</b>	<b>30,002</b>	<b>30,673</b>

\*31-Dec-24 SMA FUA restated to \$12,357m (previously \$12,458m). Closing platform 31-Dec-24 FUA restated to \$30,089m (previously \$30,190m). Market movement for the quarter-ended 31-Dec-24 restated to \$683m (previously \$784m).



# Questions

