Netwealth to provide domestic platform solution for Morgan Stanley Wealth Management Australia and Market Update

ASX Release – 7 July 2026

A significant milestone for both Netwealth Private and iHIN offering and upgrade to outlook

Highlights

- Expansion of the relationship with Morgan Stanley Wealth Management Australia[1] to provide a platform solution for ASX listed equities and domestic investments.
- Preliminary result for FY26 FUA net flows of $15.4 billion.
- Expected FY27 FUA net flows of $18B - $20B, an increase of 17% - 30% on FY26, reflecting underlying momentum and new growth initiatives.
- Expected FY27 EBITDA margin of 47%, reflecting the planned step-up in high-ROI growth-focused investments.
- Ambition to double FUA over the next four years, with EBITDA margin trending towards 50% over that time as growth delivers scale benefits.

Overview

Netwealth[2] is pleased to announce it has entered into an agreement to expand its existing relationship with Morgan Stanley by providing a platform solution for ASX listed and domestic investments.

Netwealth's recent investment in product and technology solutions for the stockbroking and private wealth management sector, including the integration of sponsored iHIN functionality was a key component of the platform capability assessed by Morgan Stanley, alongside our broader private wealth offering, service model, and governance framework.

Designed to support a wide range of stockbroking and wealth management participants and operating models, the new capability reflects Netwealth's strategic focus on extending platform functionality across a broader spectrum of advice models and businesses.

The agreement represents an important milestone in Netwealth's expansion into the stockbroking and private wealth market, which is estimated to represent an addressable opportunity of approximately $600 billion in FUA and underscores the long-term growth potential of this segment.

The agreement is an expansion of Netwealth's existing relationship with Morgan Stanley's wealth business in Australia and provides a tailored and streamlined offering including:

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[1] Morgan Stanley Wealth Management Pty Ltd ABN 19 009 145 555, AFSL No. 240813

[2] Netwealth has entered into this agreement via Netwealth Investments Limited, ABN 85 090 569 109, AFSL No. 230975

- A single technology, execution and administrative platform solution
- Access to a curated list of domestic investments, including ASX listed securities, managed accounts, managed funds, cash and term deposits
- Consolidated portfolio, performance and tax reporting
- A branded mobile, web and reporting experience for advisers and clients
- Integrated iHIN administration and flexible execution.

This agreement represents the first major client as a result of Netwealth's broader investment in this segment. A subset of Morgan Stanley's clients will have the option to transition their assets from Morgan Stanley's legacy domestic platform to the Netwealth platform. Morgan Stanley's financial advisers will retain and manage client relationships on the Netwealth platform, which will be available alongside the firm's proprietary global Private Wealth Management platform.

Matt Heine, CEO and Managing Director commented, "We are pleased to announce the expansion of our relationship with Morgan Stanley, which reflects the deliberate, multi-year investment we have made to extend our product and platform capabilities in a highly scalable way. The investment has underpinned the continued development of our product offering, including the delivery of Netwealth Private and individual HIN capability, alongside a platform designed to deliver scale, digital enablement, and a high-quality client experience that supports our adviser clients and their growth."

Lindsay Coates, Executive General Manager – Private Wealth and Private Banking commented "The expanded capability of the Netwealth platform supports a wider range of advice and private wealth models whilst maintaining strong governance and operational discipline. This agreement demonstrates the strength of our technology, people, and service model, and underscores the relevance of the Netwealth platform to an attractive and growing segment of the advice market. We look forward to building a long-term, valued relationship with Morgan Stanley's wealth business in Australia."

Preliminary FY 26 update

Netwealth today provides an update on FY26 FUA net flows which are expected to be $15.4 billion. Q4 net flows were modestly impacted by the recent Middle East conflict, associated market volatility and recently proposed tax changes, which resulted in a softening of net flows in the latter half of the quarter. We believe this impact is temporary.

Netwealth today reaffirmed its FY26 EBITDA margin[3] guidance of approximately 49%, investment in capitalised software of approximately $12M and FY26 dividend to be based on underlying earnings.

[3] Excluding the impact of First Guardian and Reviewing Investment Standards and Excellence expenses

Outlook

Netwealth is experiencing strong growth momentum, supported by expanding structural and demographic tailwinds across the platform market. These dynamics provide a pathway for continued FUA growth over the medium term and increasing platform scale.

Over the past four years, Netwealth has more than doubled FUA, reflecting consistent execution against its growth strategy and increasing adoption of the platform by advisers. Looking ahead, the company sees a pathway to doubling FUA again over the next four years, subject to market performance, driven by continued gains in core segments and expansion into adjacent opportunities.

Recent investments are delivering tangible high returns on investment (ROI). The continued development of Netwealth Private and the introduction of iHIN capability have expanded Netwealth's addressable market and are generating new growth opportunities beyond traditional advice channels. The agreement with Morgan Stanley is an example of investment translating into new client wins, incremental FUA net flows and an expanding pipeline of opportunities. The company continues to see a range of attractive opportunities to deploy capital that underpins meaningful FUA growth and high ROIs.

Netwealth's planned investment is focussed principally on product and technology (including platform capability), as well as service delivery, and sales and marketing. This investment is expected to scale proven growth initiatives, expand participation in adjacent segments, enhance adviser and client experiences, and increase platform capacity to support a significantly larger business over time.

These initiatives are expected to support continued strength in FUA net flows and revenue growth in FY27 and beyond. Netwealth will maintain strong financial discipline with its investments, allocating capital to opportunities expected to generate attractive ROIs and support long-term earnings growth.

For FY27, Netwealth currently anticipates (subject to normal market and trading conditions and assumes no material adverse changes in market sentiment, economic conditions, or regulatory environment):

- FUA net flows of $18B - $20B, an increase of 17% - 30% on FY26, reflecting underlying momentum and new growth initiatives;
- Operating with an EBITDA margin[4] of approximately 47%, reflecting the planned step-up in growth focused initiatives for FY27; and
- Investment in capitalised software of approximately $17M

[4] Excluding the impact of First Guardian and Reviewing Investment Standards and Excellence expenses

Over the next four years, Netwealth's ambition is to double FUA on the platform. This is underpinned by:

- FUA net flows from underlying momentum in the business and planned growth initiatives;
- We expect annual FUA net flows to grow from the FY27 guidance provided above; and
- Deliver operating leverage that supports EBITDA margin expansion trending towards 50% as growth initiatives deliver scale benefits.

Matt Heine further commented "We see a significant opportunity to continue to grow. We will continue to invest in a disciplined manner to capture these opportunities, supported by a clear pipeline of initiatives with attractive returns. We remain focused on balancing growth and profitability, maintaining our financial discipline as we scale, and are excited by what the future holds."

A call has been arranged for today and will commence at 9:30am (AEST). Investors are invited to join this call and can register at https://s1.c-conf.com/diamondpass/10055720-jcbmge.html .

Other key dates to note include:

- Netwealth will release its Q4 trading update on Thursday 16th July 2026
- Netwealth will announce its FY26 results on Wednesday 26th August 2026

About Netwealth

Netwealth is a financial services company listed on the Australian Securities Exchange (ASX: NWL). Netwealth was created with an entrepreneurial spirit to challenge the conventions of Australia's financial services.

We are a technology company, a superannuation fund trustee, and an administration business. Above all we exist to inspire people to see wealth differently and discover a brighter future.

Founded in 1999, Netwealth is one of the fastest growing wealth management businesses in Australia.

Our financial products are:

- superannuation including accumulation and retirement income products;
- investor directed portfolio services for self-managed super and non-super investments;
- managed accounts;
- managed funds;
- self-managed superannuation funds administration; and
- non-custodial administration and reporting services.

Netwealth's digital platform supports how our financial products are delivered to market. Financial intermediaries and clients can invest and manage a wide array of domestic and international products through the platform.

The platform is created, developed, and maintained by our technology team. It is continuously enhanced based on feedback from financial intermediaries, clients and other users and is widely acknowledged for its industry-leading capabilities.

To ensure the effective operation of our financial products and technology platform, Netwealth invests heavily in its people and resources for support, custodial and non-custodial services, and risk and governance management.

About Morgan Stanley

In Australia, Morgan Stanley Wealth Management manages more than $40 billion in assets under management and provides access to a wide range of products and services to individuals, businesses and institutions, including brokerage, investment advisory services, and financial and wealth planning.

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