

2024 Full Year Results

Statutory NPAT \$8.8 million
EBITDA of \$21.5 million, significant 39% 2H uplift
Strong revenue growth, up 12%
1 cps fully franked dividend

ASX Release: 26 August 2024, Melbourne

Praemium today provided its financial results for the year ended 30 June 2024. Revenue grew 12% to \$84.9 million, underpinned by strong FUA growth of \$13.3 billion.

Key financial results for the year

	FY24		2H24	1H24	
	\$ million	Change cf FY23	\$ million	\$ million	Change 2H v 1H
Revenue & Other Income	84.9	12%	45.2	39.7	14%
Underlying EBITDA	21.5	(8%)	12.5	9.0	39%
Operating cash flows	17.2	(27%)	10.4	6.8	53%
Statutory NPBT	11.6	(15%)	6.1	5.5	12%
Statutory NPAT	8.8	(42%)	4.8	4.0	19%
FUA	\$57.4 billion	30%	\$57.4 billion	\$48.3 billion	19%

Business highlights

- » Directors declared a 1 cent per share fully franked dividend to be paid 19 September (record date 5 September)
- » Revenue and other income of \$84.9 million* was up 12% compared to \$76.0 million for the year to 30 June 2023. Second half revenue improved significantly with re-pricing and FUA and portfolio number growth
 - » 1 April 2024 re-pricing of SMA fees added 6 bps to average revenue margin for SMA (39 bps quarter to June 2024 v 33 bps 9-months to March 2024)
 - » Platform margins overall were stable at 26 basis points. Lower trading volumes, and therefore the fees based on that activity, were offset by the impact of repricing and higher cash administration fees for the full 12 months of the current year (vs 9 months to 30 June 2023).
 - » Higher average Platform FUA (ex OneVue, 2024: \$23.6 billion compared with 2023: \$22.4 billion);
 - » Higher numbers of non-custodial portfolios in VMA (65,228, up from 59,863) and VMAAS (9,559, up from 7,460).
- » Underlying expenses increased to \$61.3 million*, up \$10.4 million or 20% on the prior year's \$50.9 million.
 - » Significant increases in the cost of IT and risk mitigation were also impacted by rising employee expenses. The latter were reflective of wage inflation, capability improvement with more senior employees added and increased numbers of employees more broadly.

* includes \$2.4 million revenue and \$2.7 million expenses for OneVue 15 April – 30 June 2024 (2023: NIL for both)

- » Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) was \$21.5 million, down \$1.9 million. Investments in capability and resilience increased our costs, however the second half of the year showed a significant improvement in revenue with higher margins, higher FUA and higher portfolio numbers.
- » The Group has a strong balance sheet. At 30 June 2024, net assets were \$109.1 million, compared with \$108.1 million at 30 June 2023. Total assets were increased by \$5.1 million to \$134.6 million, largely due to recognising the fair value of a potential earn-out on the acquisition of OneVue as assets acquired.

Commenting on the result, CEO and Executive Director Mr. Anthony Wamsteker said,

"Praemium enters 2025 with optimism and positive momentum. The SMA platform's premium offer is priced at competitive levels consistent with the market we serve. We will look to that experience as a model for ensuring the same rigorous review is applied to our VMA and VMAAS offers in 2025. Our investments in capability and resilience have set us up for long-term success

We are also on the cusp of launching our next generation IDPS. We have listened to our stakeholders and deployed our best operational, technology and product experts to ensure this service will meet the needs of a significant portion of our target market. We already have active portfolios in this IDPS and will launch fully in October 2024.

Our OneVue Platform acquisition is on-track. We have finalised plans for migration of OneVue clients to Praemium solutions. Each client has had this plan agreed with them. Our plans have confirmed that \$3m in synergies is both achievable and expected.

I would lastly like to acknowledge the professionalism, diligence and support of our staff, clients and shareholders."

This announcement is authorised by the Board of Praemium Limited.

**For further information contact Anthony Wamsteker, CEO / Executive Director or David Coulter, CFO
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