

ASX Release: 15 January 2019

HUB24 posts record \$1.5 billion quarter for net inflows

Quarterly update – December 2018

- Quarter net inflows¹ of \$1.5 billion (~\$750 million excluding large transition), the highest for any quarter to date (up 167.4% on pcp), with gross inflows of \$1.8 billion.
- Funds under Administration (FUA) reached \$10.0 billion (up 45.6% on December 2017), in challenging financial markets.
- HUB24 has moved up to 2nd place overall for quarterly net flows ahead of the traditional incumbents and maintained the fastest rate of growth in the industry in percentage terms relative to its size².
- Launched 6 licensee branded versions of the platform for advice businesses.

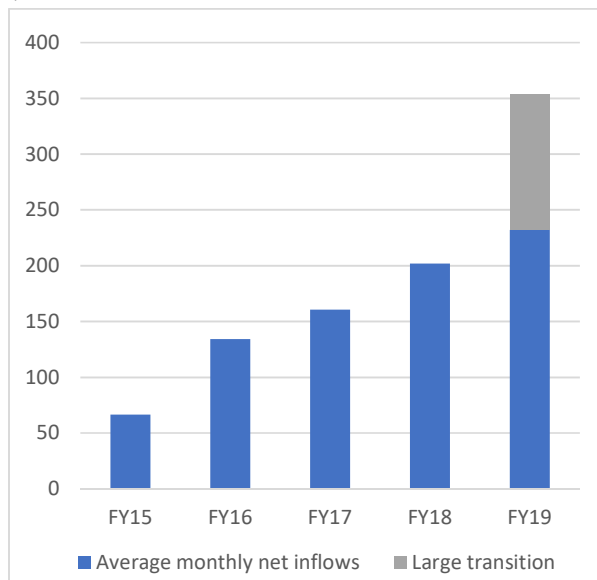
Continuing growth in FUA and net inflows

HUB24 has maintained its strong momentum and growth trajectory, despite structural change and distraction across the industry. HUB24 business development activity has been successful in securing new relationships and the strength of our pipeline presents further growth opportunities.

Quarterly net inflows of \$1.5 billion set a new record including the successful transition of Fitzpatrick's Private Wealth inhouse MDA to the HUB24 platform. Additionally, we continued to experience growth from our adviser base as they win new clients and transition FUA from legacy platforms in order access our market-leading functionality, creating value for their clients.

Average monthly net inflows

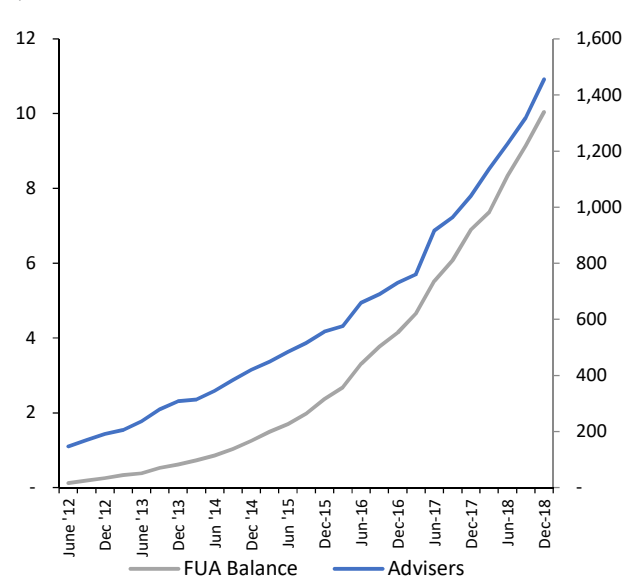
\$ millions



FUA & advisers

\$ Billions

#advisers



¹ Net inflows represent gross inflows less outflows and do not include market movement

² Source: Based on Strategic Insights. Analysis of Wrap, Platform and Master Trust Managed Funds at September 2018. HUB24 is the fastest growing platform provider relative to its size in percentage terms, 3rd highest in terms of annual dollar based net inflows and 2nd highest in terms of quarterly net inflows.

During the quarter, 137 new advisers were introduced to the platform while 10 new licensee agreements were signed.

Platform statistics	DEC '17	MAR '18	JUN '18	SEPT '18	DEC '18	Growth**
FUA	\$6,899m	\$7,363m	\$8,341m	\$9,140m	\$10,046m	45.6%
FLOWS*						
Net Inflows (Qtr)	\$554m	\$595m	\$739m	\$638m	\$1,480m	167.4%
Gross inflows (Qtr)	\$771m	\$820m	\$1,019m	\$935m	\$1,760m	128.4%
Number of Advisers	1,040	1,136	1,227	1,319	1,456	40.0%

Statistics are for each quarter, have been rounded and are not audited.

*Inflows exclude market movements.

** Growth is the percentage increase on prior corresponding quarter.

Business update

In this quarter our operations teams successfully completed our largest transition to date – bringing across the Fitzpatrick's Private Wealth inhouse MDA ahead of schedule providing evidence of both our technology capability and HUB24's expertise in managing large and complex transitions, whilst still maintaining momentum across the business.

Our ConnectHUB offer is progressing and will allow advisers to integrate multiple external data sources in real time, including cash management accounts and annuities, enabling them to tailor their platform experience and provide a consolidated view of wealth for their clients. ConnectHUB, which is currently in pilot with several licensees, is supporting our ongoing business development activities and will be rolled out to the broader market during the remainder of financial year 2019.

The collaboration between HUB24 and our subsidiary Agility Applications continues to provide opportunities, including HUB24 being chosen as platform provider for Patersons Securities and one other large national broker during the quarter. Patersons is one of Australia's most established wealth management firms, advising on approximately \$13.5 billion in CHESS-registered assets through its 113 financial advisers across the country.

Additionally, we signed new agreements with 10 new licensees including national advice group AdviceIQ comprising more than 30 authorised representatives and Portfolio IQ, a collection of 25 smaller licensee businesses. During the December quarter we launched 5 new branded versions of the platform and 1 new white label.

Continuing to broaden our menu and enhance our market-leading managed portfolios offer, we added 77 new portfolios and 10 new portfolio managers to our menu. Of the new portfolios, 33 were single-sector and 44 were multi-sector.

Since announcing the partnership with Open Markets, Agility has delivered an enhanced onboarding and application experience for their clients, along with improved reporting and integration with Macquarie, ANZ, DDH Graham, Bankwest and CBA through Agility's banking gateway. Additionally, OpenMarkets have expanded the relationship with Agility to incorporate the management of their corporate infrastructure and technology environment.



For further information please contact:

Andrew Alcock
Managing Director
HUB24 Limited
(02) 8274 6000

Mark Goodrick
Chief Financial Officer
HUB24 Limited
(02) 8274 6000

About HUB24

The Australian Securities Exchange-listed HUB24 Ltd ABN 87 124 891 685 (ASX: HUB) connects advisers and their clients through innovative solutions that create opportunities. The business is focussed on the delivery of the HUB24 platform and the growth of its wholly owned subsidiaries Paragem Pty Ltd, a financial advice licensee, and Agility Applications Pty Ltd and ConnectHUB Pty Ltd which provide data, reporting and software services to Australian stockbroking and wealth management market. HUB24's award-winning investment and superannuation platform provides broad product choice and an innovative experience for advisers and investors. Its flexible technology allows advisers and licensees to customise their platform solution to fit their individual business so they can move faster and smarter. It serves a growing number of respected and high-profile financial services companies.

This release is not financial product advice. Past performance is not indicative of future performance and any forward- looking statements in this release are not representations or guarantees as to future performance.

For further information, please visit: www.HUB24.com.au