

FY26 Full Year Results

18 August 2026

HUB²⁴

Overview

Highlights & operating review

Andrew Alcock, Managing Director & CEO

Financial results

Kitrina Shanahan, Chief Financial Officer

Strategy & outlook

Andrew Alcock, Managing Director & CEO





Empowering better financial futures, together.

Supporting Australians to meet their financial goals



Delivering a range of investment, superannuation and retirement solutions to support clients across life stages



Offering choice and flexibility to enable better outcomes



Innovating and leveraging technology to increase engagement and customer experience



Trusted to provide wealth solutions across more than 600,000 customers¹

Highlights & operating review

Andrew Alcock
Managing Director &
CEO

FY26 financial highlights¹

Total FUA
\$164.3b ▲ 20%

Platform FUA
\$139.5b ▲ 24%

\$144.1b as at 13 Aug 2026³

PARS FUA
\$24.8b ▲ 5%

Revenue

Total Group
\$501.1m ▲ 23%

Platform
\$406.9m ▲ 26%

Tech Solutions
\$84.0m ▲ 9%

Underlying EBITDA²

Total Group
\$211.4m ▲ 30%

Platform
\$186.7m ▲ 31%

Tech Solutions
\$29.3m ▲ 8%

Statutory NPAT
\$120.2m ▲ 51%

Underlying NPAT²
\$137.3m ▲ 40%

Final Dividend
Fully franked⁴
42.0cps ▲ 31%

Underlying EPS (diluted)
166.7cps ▲ 42%

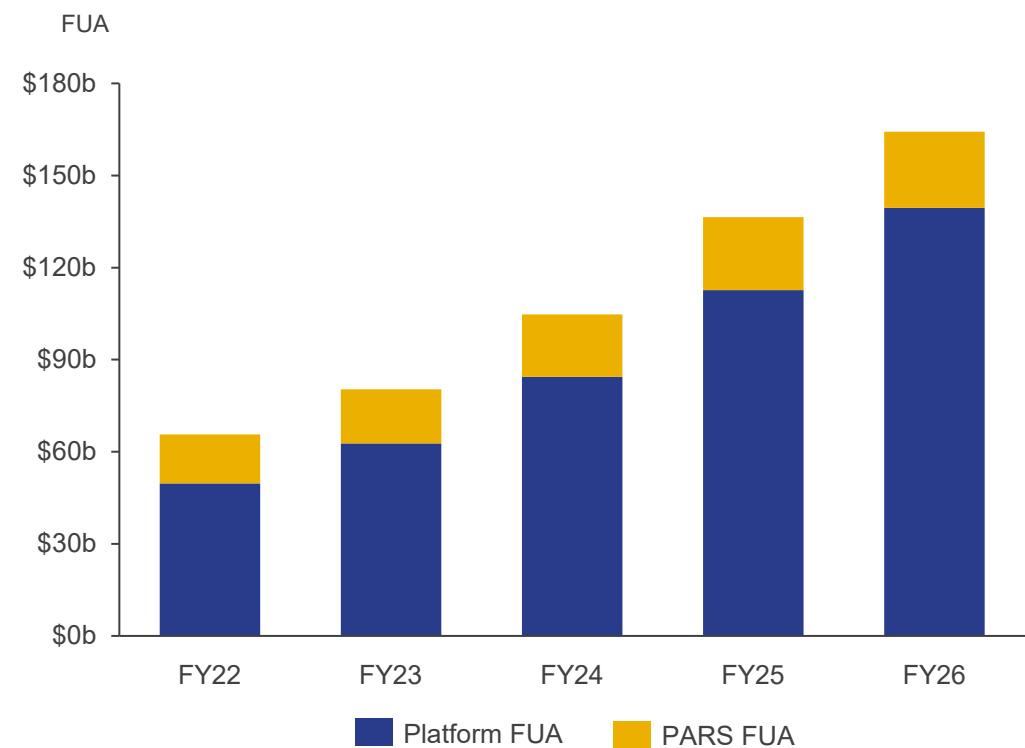
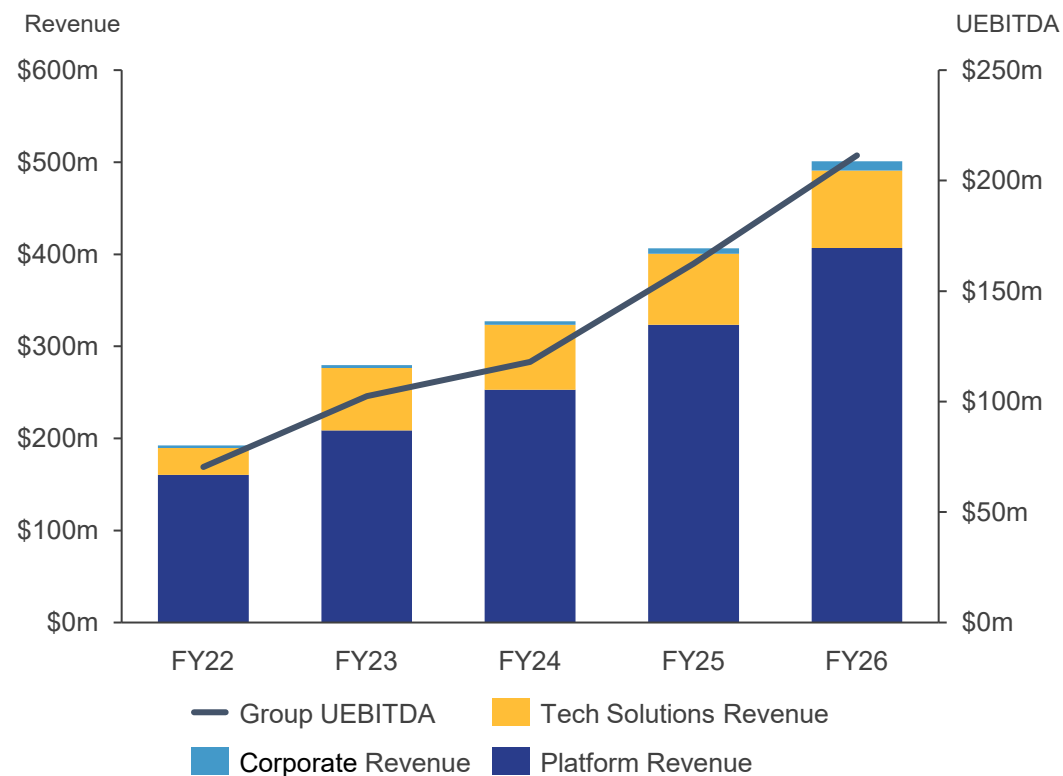
Consistently delivering growth and profitability

Group Revenue¹ 4-year CAGR +27% 

Group UEBITDA¹ 4-year CAGR +32% 



Funds under administration
4-year CAGR +26% 



FY26 business highlights

Leadership and growth



- Record net inflows of \$18.9 billion excluding large migrations¹
- #1 net inflows and market share gains over last 12 months²
- Continued recognition as industry leader
- New offers gaining strong market traction and supporting growth
- Largest annual increase in Class accounts since FY18
- NowInfinity growing >2x system³

Executing our strategy



- Commenced development of myhub, wealth tech solution integrating leading advice technology with HUB24 Group capabilities
- Launched market-leading Engage reporting with ~7,200 advice practice users⁴
- Enhanced proposition for all customer lifestages, including the launch of an Innovative Lifetime Retirement Solution
- Class & NowInfinity delivering multi-year enhancement program

Building for the future

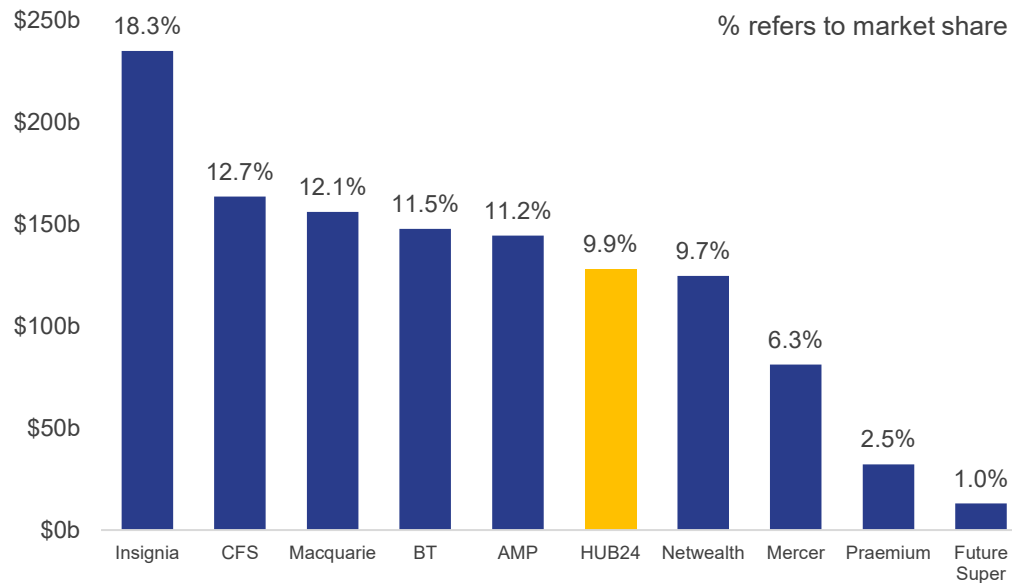


- Aligning the organisation to drive growth and execute our strategy
- Leveraging and investing in innovative technologies to support growth and unlock value for customers and shareholders
- Advocating on behalf of our customers and industry for positive change with a strong focus on risk and governance
- Strategic decision to transition HUB24 Super Fund trustee inhouse⁵

Growing our market share

HUB24 ranked #6 by FUA (up from #7)¹

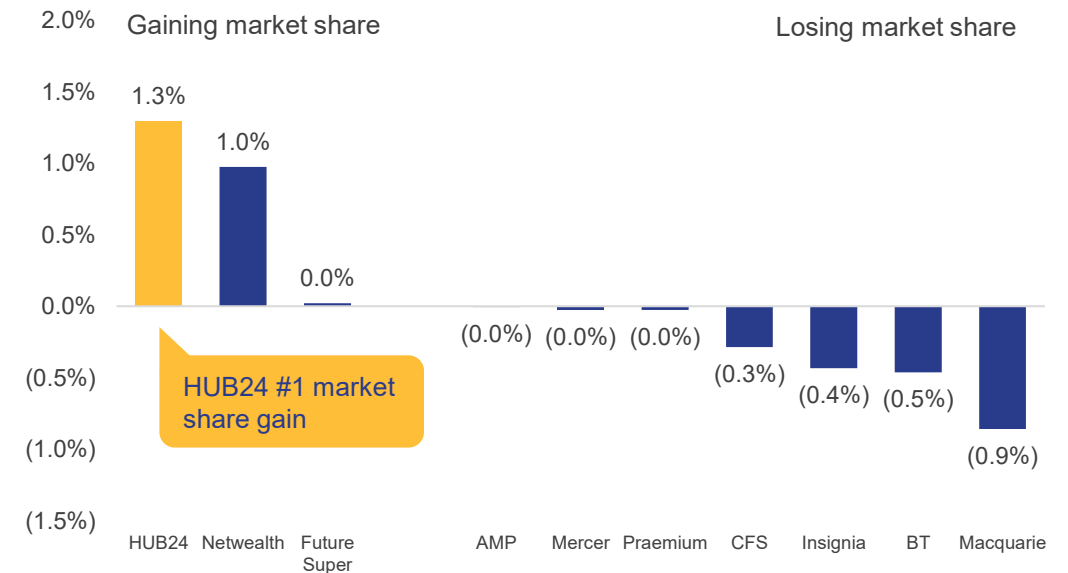
Top 10 platforms by FUA as at 31 March 2026¹



Industry annual net flows of \$45b (pcp \$36b)¹

HUB24 increased market share by 1.3% to 9.9% over last 12 months¹

12-month change in market share of top 10 platforms¹



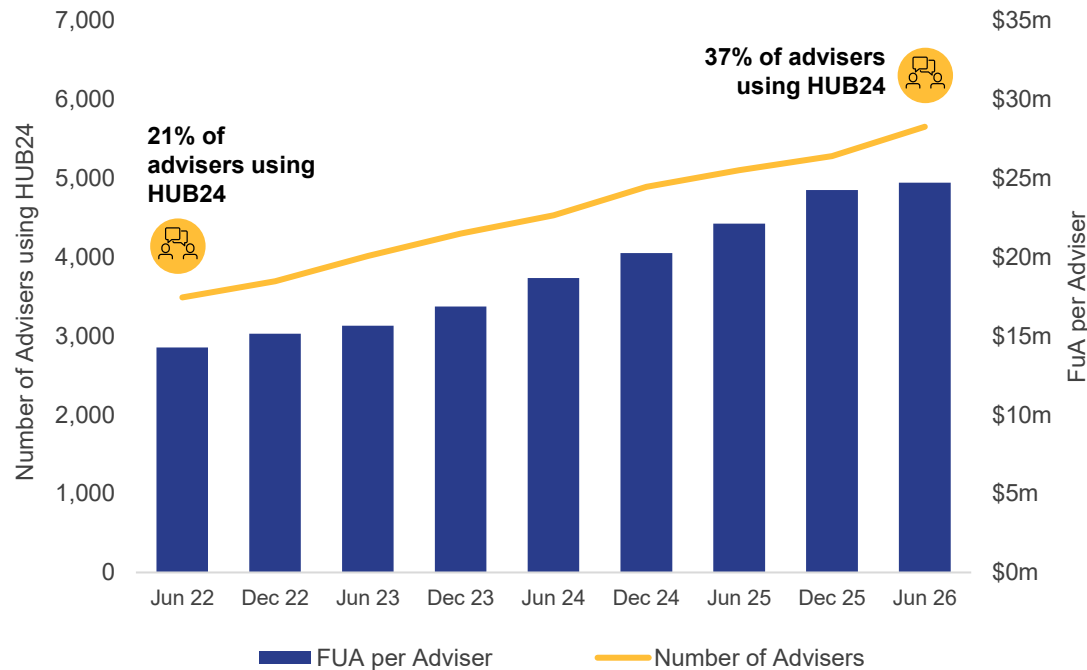
HUB24 #1 net inflows for ten consecutive quarters¹

Growing adviser base and increasing FUA per adviser

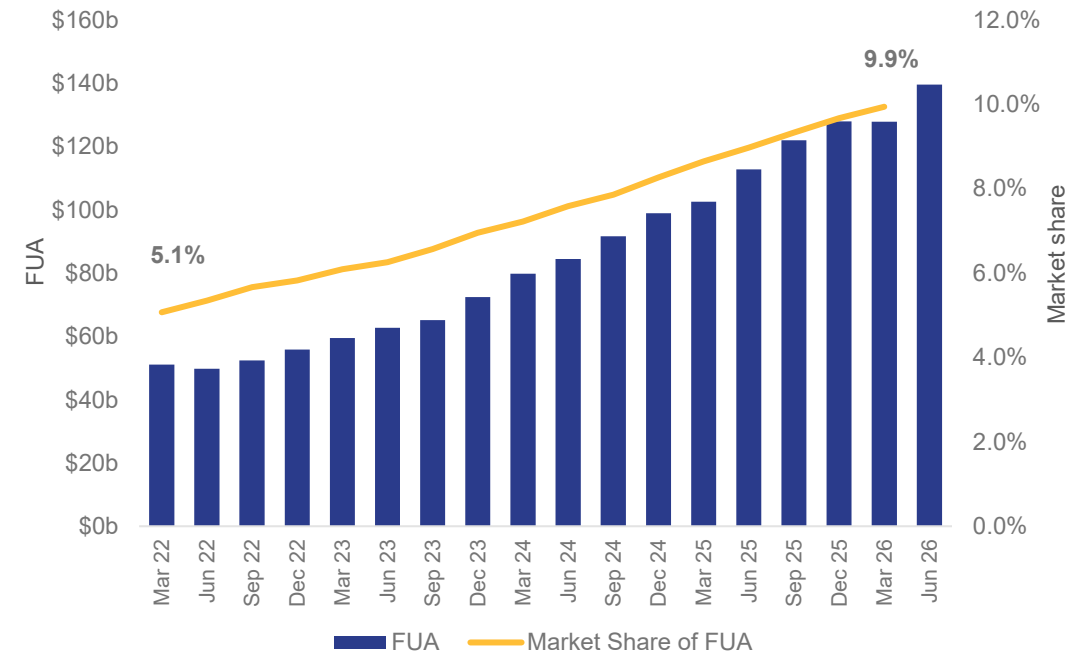
Advisers 4-YR CAGR +13%
37% of advisers use HUB24¹

Market share increased from 5.1% to 9.9% over last 4 years²
#1 market share gains over last 12 months²

Advisers using HUB24 and FUA per adviser¹



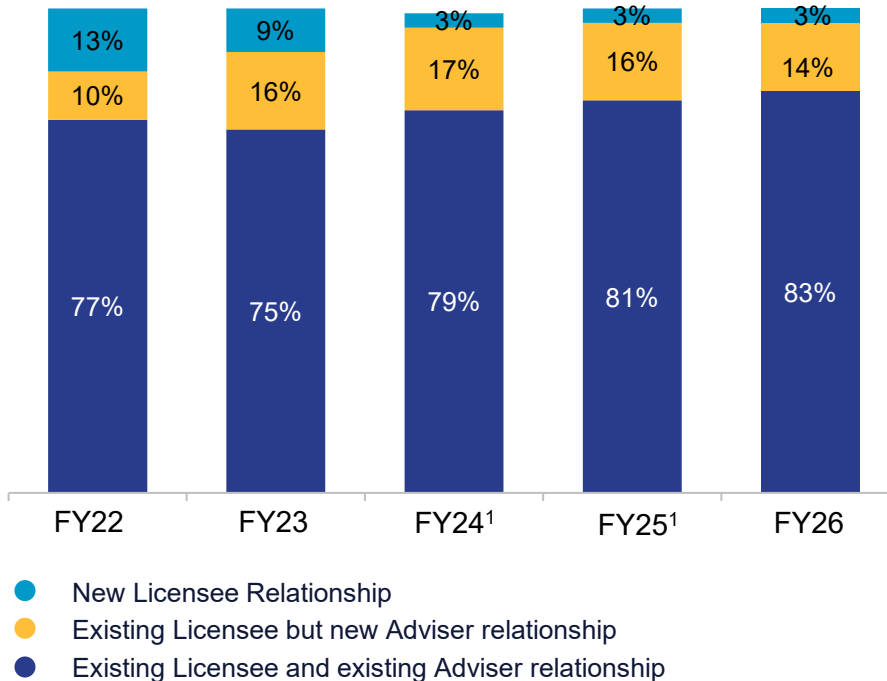
HUB24 Platform FUA and market share²



Significant growth opportunity from existing and new advisers

Net inflows from new and existing advisers

Composition of net inflows by tenure of adviser relationship



Latent opportunity



HUB24 has access through relationships to more than **79%** of the total adviser market²



Active advisers using HUB24² (37% of market)

Advisers covered by a HUB24 licensee agreement who are not using the platform (42% of the market)²

Active advisers using HUB24 increased by 552 in FY26 to 5,649

Platform FUA per adviser in FY26 was \$25m, up from \$14m in FY22

Industry average FUA per adviser estimated to be \$83m per adviser, providing further opportunity for growth³

12% of advisers using the platform at FY26 have more than \$50m FUA on HUB24, up from 11% in FY25

New adviser relationships deliver transition/flow benefits for up to 6 years⁴

Recognised for innovation, customer service and product leadership



2025 Platform Competitive Analysis and Benchmarking Report

Best Platform Overall

HUB24

#1 Best Platform Overall

- 4 years running

#1 Best Platform Managed Accounts Functionality

- #1 Best in Product Offering
- #1 Best in Decision Support Tools
- #1 Best in Reporting
- #1 Best in Online Business Management



2026 Adviser Technology Needs Report

Overall Satisfaction: Wrap Platform

HUB24

#1 NPS

#1 Actual Advocacy

Highest adviser satisfaction in nine categories, including:

- #1 Managed Accounts Capabilities
- #1 Client Onboarding Tools
- #1 Tax Reporting & Optimisation
- #1 Online Transaction Capabilities
- #1 Range of Investments & Products

Investment Trends 2026 Managed Accounts Report

- #1 Overall Satisfaction



Adviser Ratings 2026 Australian Financial Advice Landscape Report

#1 NPS

HUB24 ranked first in nine platform capability categories including:

- #1 Overall Platform Functionality
- #1 Client Experience
- #1 Ease of Client Onboarding
- #1 Investment Options
- #1 Quality of Reporting



Wealth Insights 2026 Platform Service Level Report

- #1 Platform Offering
- #1 BDM Support
- #1 Reporting & Communication
- #1 IT & Web functionality
- #1 Image & Reputation

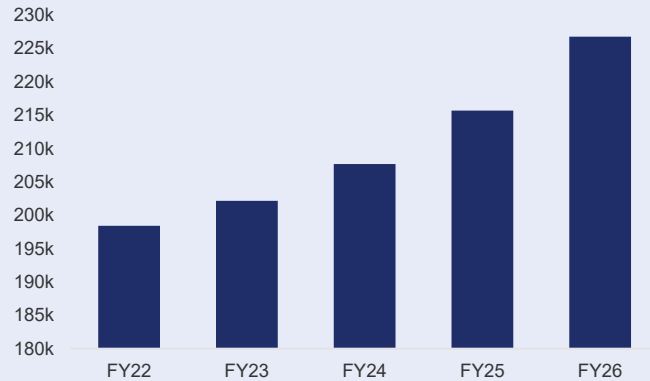
Wealth Insights NPS Report¹

- #1 NPS for all platform users

Class and NowInfinity continuing to grow



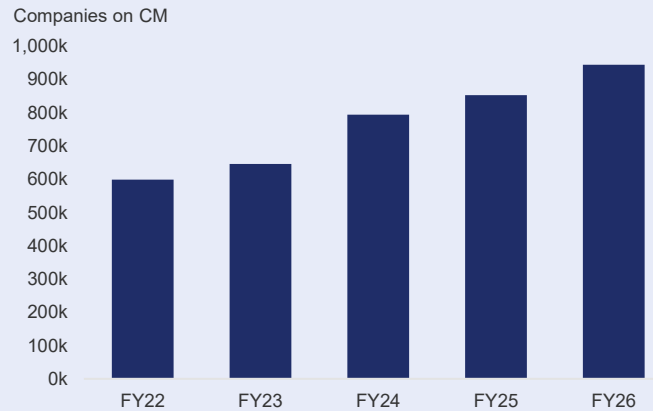
Class accounts
4-year CAGR +3%



- Class SMSF market share 30.5%¹
- Growth accelerating with largest annual increase in Class accounts since FY18



Companies on Corporate Messenger
4-year CAGR +12%



- Corporate Messenger market share 25.2%²
- Companies on Corporate Messenger growing at 2.1x system growth²

Industry recognition

Investment Trends 2026 SMSF & Accountant Report

Class ranked

- #1 Innovative
- #1 Brand Awareness
- #2 Feature Rich
- #2 Good Service
- #2 Educator

NowInfinity ranked

- #1 Most used legal document provider for SMSFs
- #2 Brand Awareness
- #2 Feature Rich

Investing in our people



Leadership and talent

- Building leadership capability to support strategic execution
- Investing in career growth at all levels and empowering female leaders for long-term success
- Award-winning graduate and early-careers programs strengthening future talent pipelines¹



Values-led Culture

- Values-led culture driving strong performance
- 80% employee engagement, ranking HUB24 in the top quartile²
- Diverse workforce supporting stronger decision-making and outcomes
- Flexible, collaborative and inclusive workplaces that attract and retain talent



Future-ready workforce

- Executive team strengthened with appointment of Chief Operating and Innovation Officer
- AI-enabled workforce driving productivity, growth, and client outcomes
- Innovation Incubator building future talent, capability and innovation

Our values



Enable
our clients



Create
possibilities



Succeed
as one



Deliver
with integrity



Continued progress across sustainability priorities



Delivering for our customers with leading NPS



High employee engagement and continued community investment



Maintained gender diversity targets across Board, leadership and total workforce



Continued commitment to United Nations Global Compact



Enhanced privacy and data governance capabilities



AI governance framework launched



Significant progress toward the 2030 net zero goal for Scope 1 and 2 emissions¹



Adoption of AASB S2 climate-related financial disclosure standards



Committed to robust governance and advocating for a stronger retirement system



Trust and oversight

- Continued focus on robust investment governance and consumer protection
- Collaborating with FSC to develop best practice principles for platform and adviser governance
- On track to transition HUB24 Super Trustee (HTFS) to HUB24 in 1H FY27¹
- Working with Trustee to ensure investment governance practices aligned with regulator expectations



Industry leadership

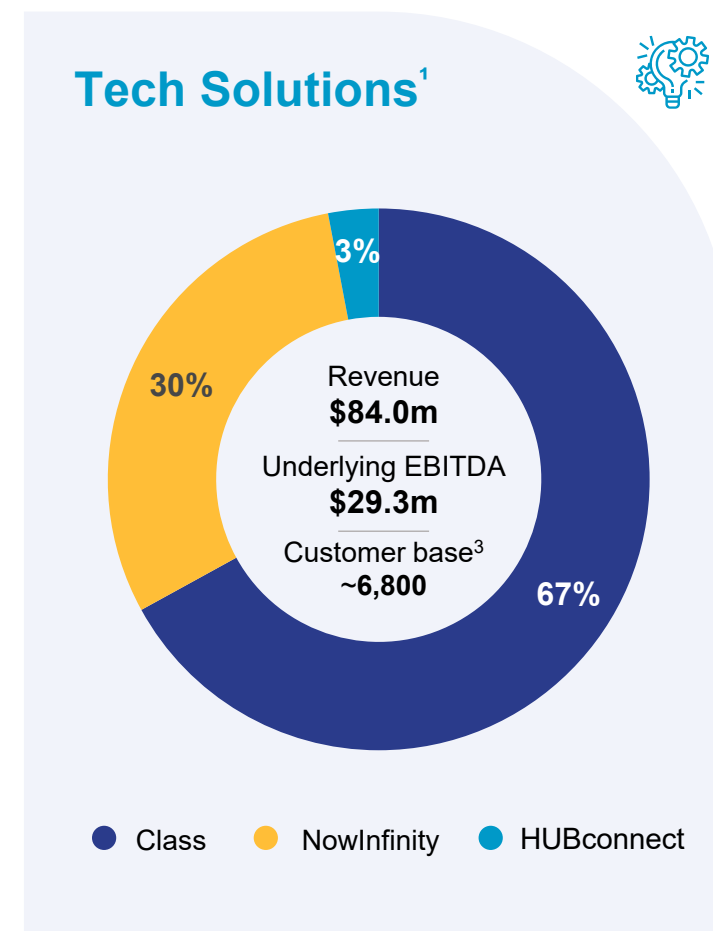
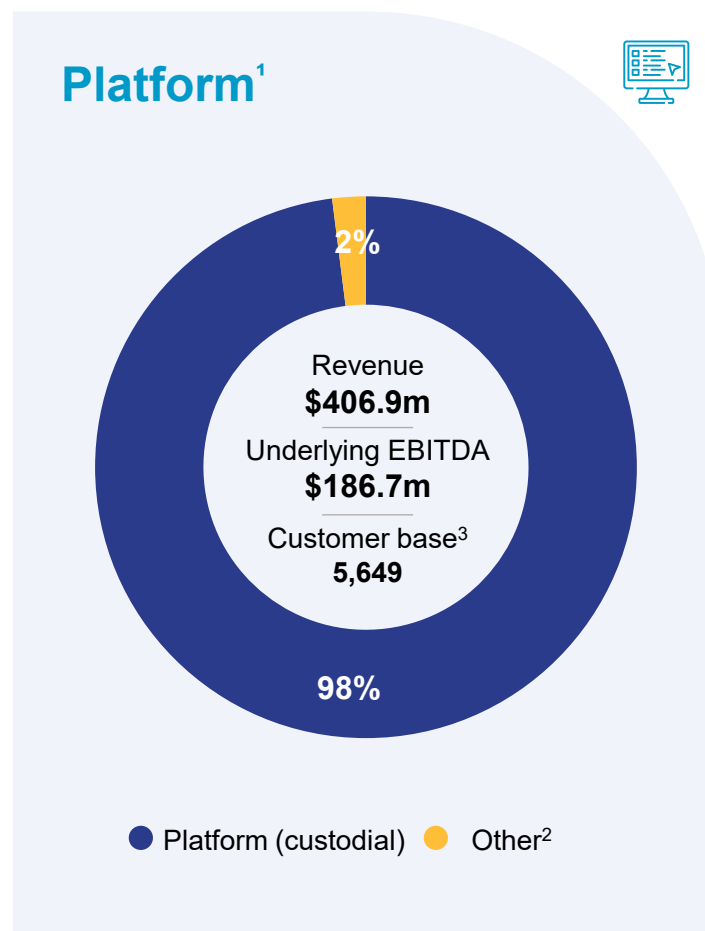
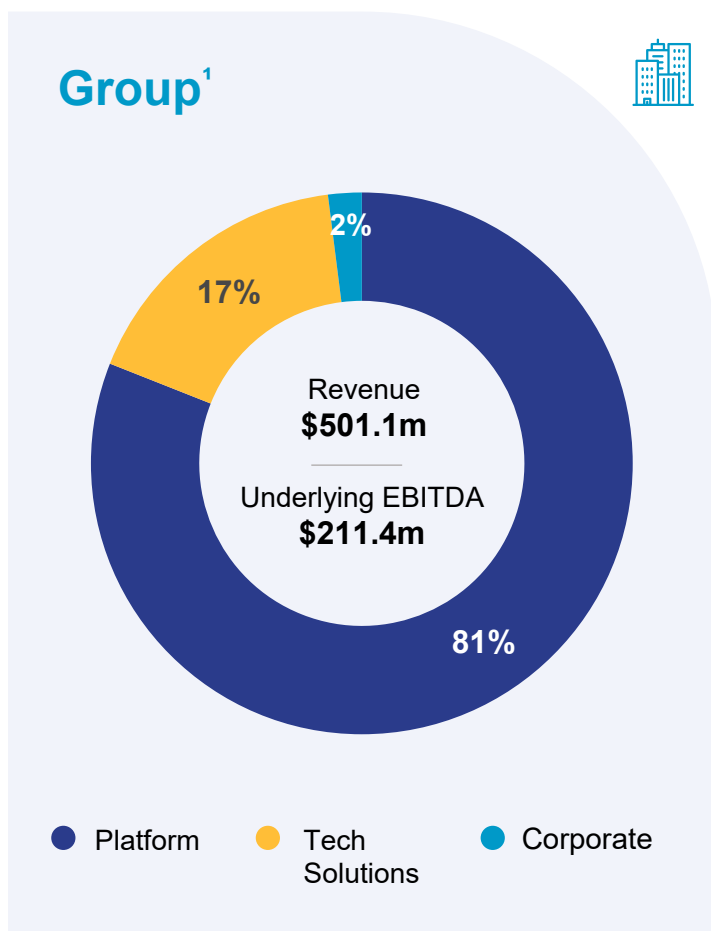
- Championing member choice with strong focus on governance
- Advocating for greater access to quality financial advice
- Engaging with government and industry bodies on policy reform to strengthen Australia's retirement system
- Shaping industry outcomes to drive better financial outcomes for Australians

Financial results

Kitrina Shanahan
Chief Financial Officer



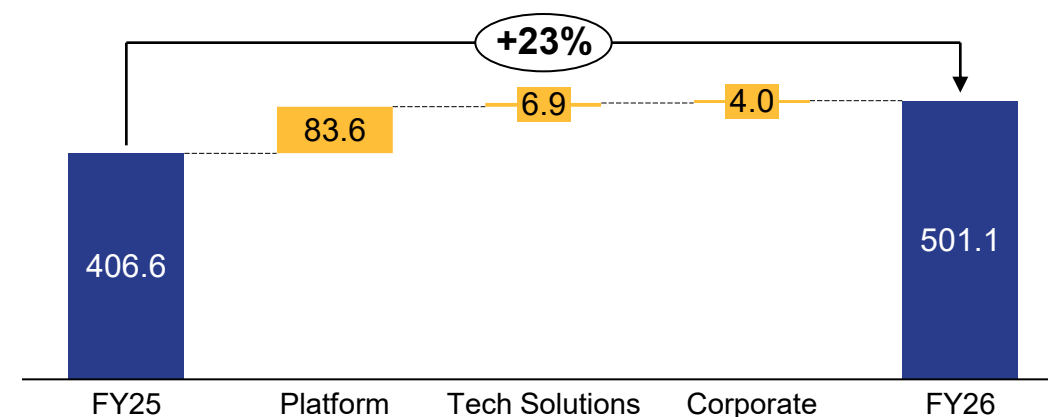
Group snapshot as at 30 June 2026¹



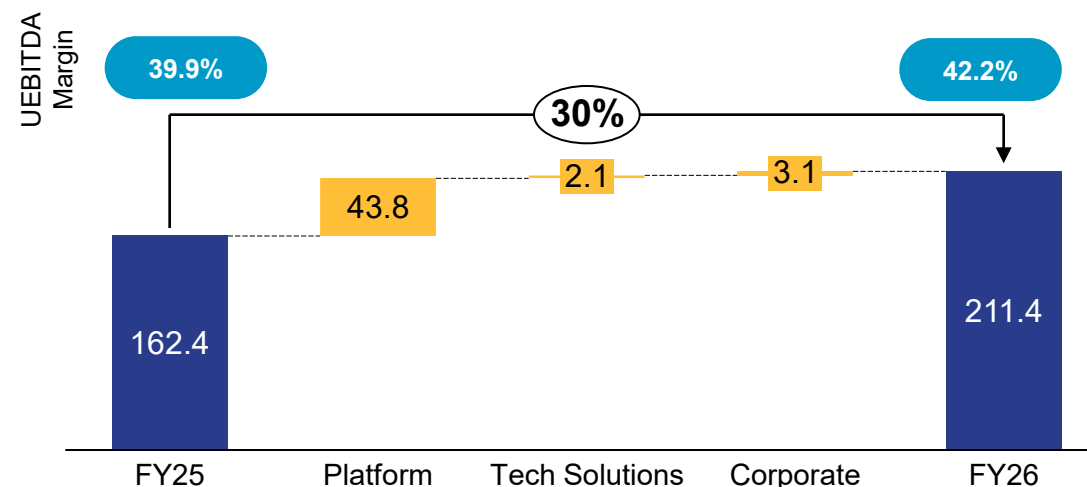
Group financial results

	FY26	FY25	Change
Revenue (\$m)	501.1	406.6	23%
Operating Expenses (\$m)	(289.7)	(244.2)	19%
Underlying EBITDA (\$m) ¹	211.4	162.4	30%
Underlying EBITDA margin (%)¹	42.2	39.9	2.3
EBITDA (\$m)	198.0	148.5	33%
Underlying NPAT (\$m) ²	137.3	97.8	40%
Statutory NPAT (\$m)	120.2	79.5	51%
Full Year Dividends (cents per share, fully franked)	78.0	56.0	39%
Underlying Diluted Earnings per share (cents)	166.7	117.8	42%

Revenue (\$m)



Underlying EBITDA (\$m)

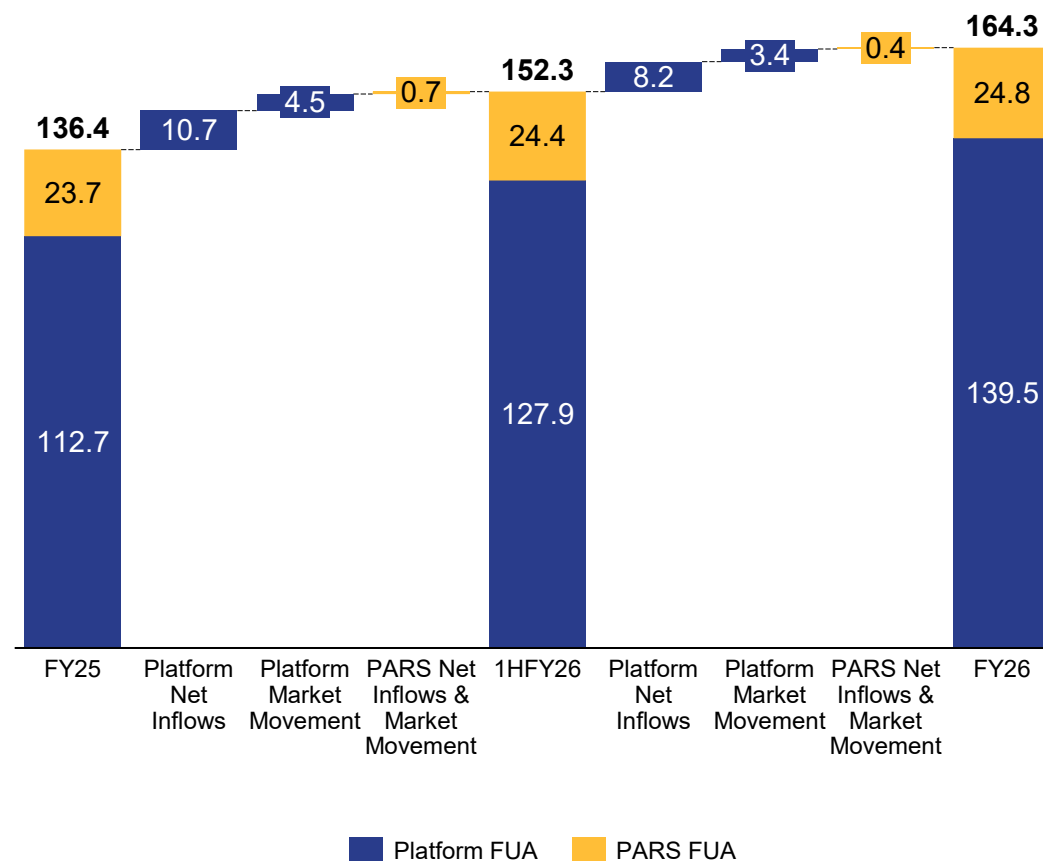


Platform financial results

- Strong Platform FUA growth of 24% to \$139.5b in FY26
 - Net inflows of \$18.9b, up 20% from the \$15.8b in FY25 excluding \$4.0b of large migrations
 - Positive market movements of \$7.9b
- Platform UEBITDA growth of 31% in FY26 from higher FUA balances and revenue
- Platform UEBITDA margin expanded to 45.9% in FY26

	FY26	FY25	Change
Platform FUA (\$b)	139.5	112.7	24%
PARS FUA (\$b)	24.8	23.7	5%
Total FUA (\$b)	164.3	136.4	20%
Platform Net Inflows (\$b) ¹	18.9	19.8	(4%)
Revenue (\$m)	406.9	323.3	26%
Operating Expenses (\$m)	(220.2)	(180.4)	22%
Underlying EBITDA (\$m)²	186.7	142.9	31%
Underlying EBITDA margin (%)²	45.9	44.2	1.7

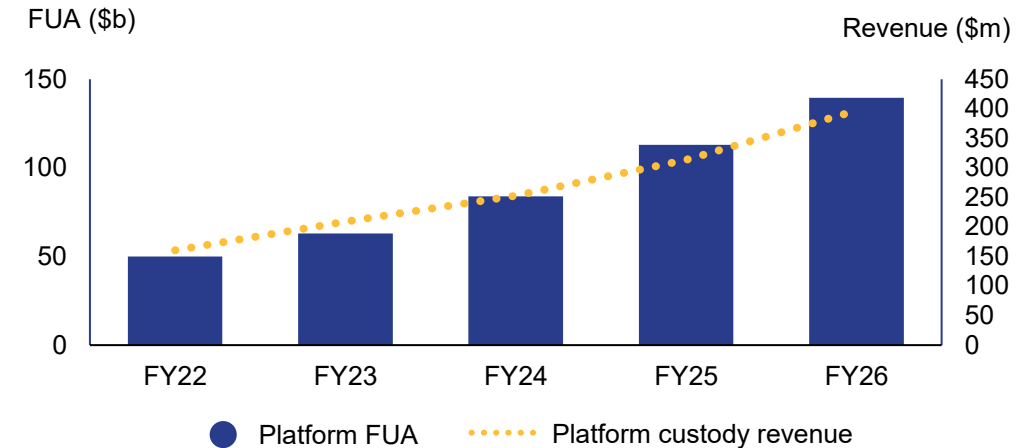
Funds Under Administration (\$b)



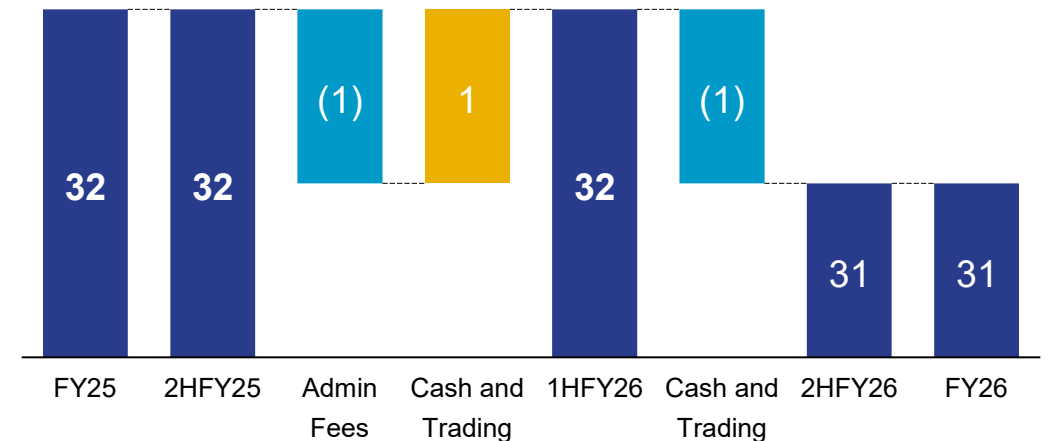
Platform revenue and revenue margin

- Platform revenue up 26% to \$406.9m in FY26 with strong correlation between Platform FUA and revenue growth
- Platform revenue margin decreased 1bp in FY26 to 31bps from a lower admin fee margin due to fee tiers and caps ¹
 - Platform revenue margin decreased 1bp in 2HFY26 compared to 1HFY26 due to a lower revenue margin contribution from cash management and trading fees
 - Platform revenue margin decreased 1bp in 2HFY26 compared to 2HFY25 from a lower admin fee margin due to fee tiers and caps
- The number of accounts on the Platform in FY26 was up 19% on FY25
- The number of PARS accounts increased 10% to 9,519 in FY26

Platform FUA and custody revenue²



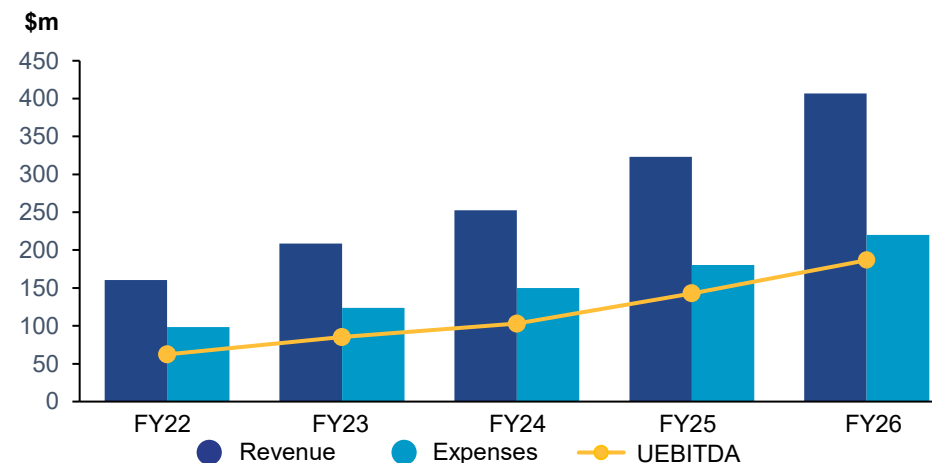
Platform revenue margin (bps)¹



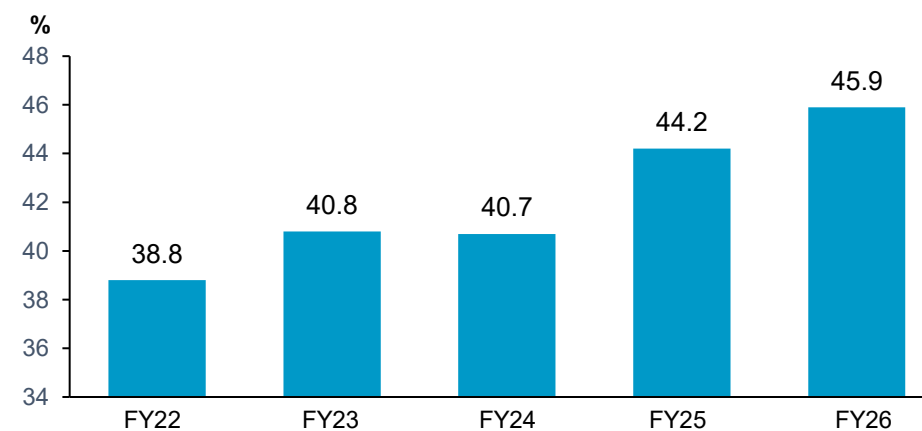
Platform UEBITDA and margins

- Platform UEBITDA growth of 31% to \$186.7m in FY26
 - Growth in FUA and associated revenues
 - Continued investment in people and resources to support growth and strategic objectives
- Delivering consistent growth with Platform UEBITDA 4-year CAGR of 32%
- Platform UEBITDA margin increased 1.7% to 45.9% as a result of strong revenue growth and scale benefits, partly offset by strategic investment to support growth

Platform Revenue, Expenses and UEBITDA



Platform UEBITDA margin (%)

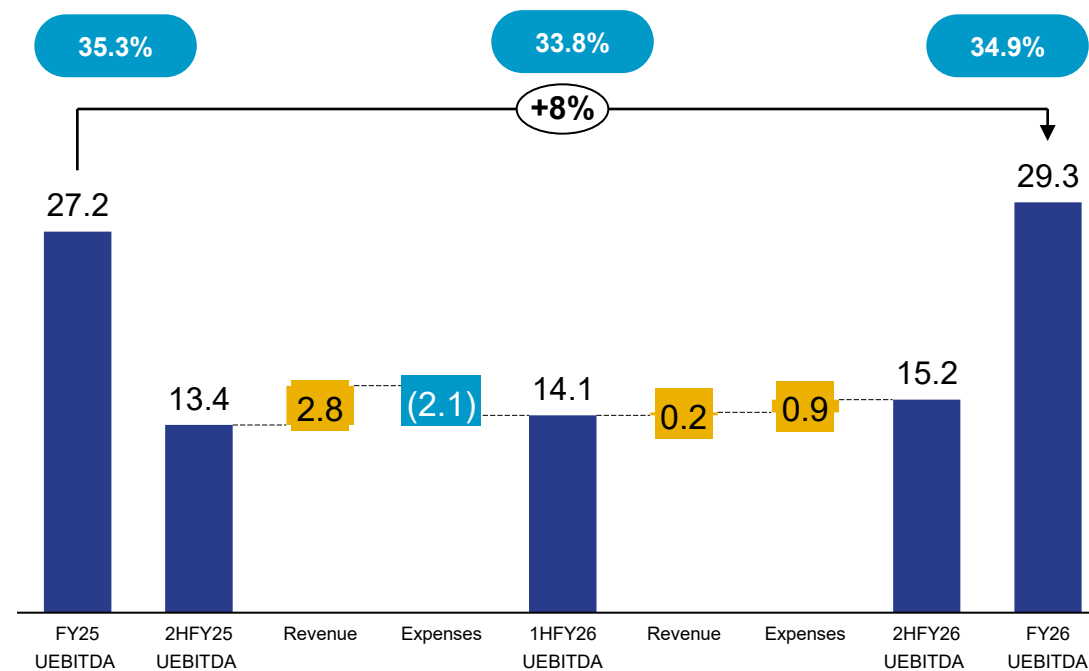


Tech Solutions financial results

- Tech Solutions UEBITDA growth of 8% to \$29.3m in FY26
- UEBITDA margin of 34.9%, slightly down 0.4%:
 - Revenue growth of 9% from price increases and growth in Class accounts and companies on Corporate Messenger
 - Operating expenses increased 10% from higher data related expenses, increased investment, salary increases and the timing of other operating expenses

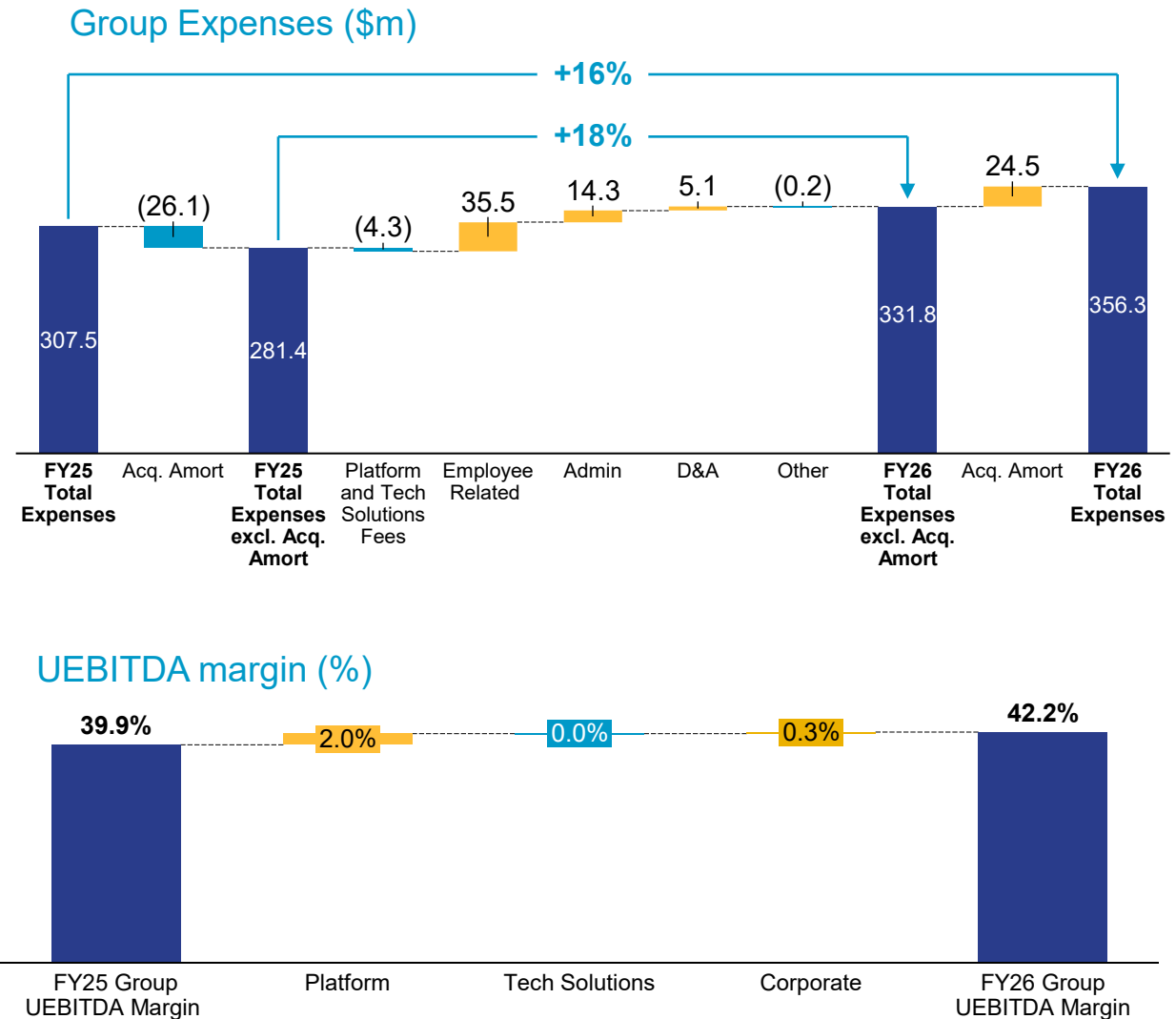
	FY26	FY25	Change
Class accounts ¹	226,767	215,675	5%
Class Document Orders ²	245,359	214,107	15%
Companies on Class Corporate Messenger ³	943,039	852,217	11%
Revenue (\$m)	84.0	77.1	9%
Operating Expenses (\$m)	(54.7)	(49.9)	10%
Underlying EBITDA (\$m)	29.3	27.2	8%
Underlying EBITDA margin (%)	34.9	35.3	(0.4)

Underlying EBITDA (\$m) and margins



Group expenses and margins

- ➔ Investing to support increased scale and strategic growth objectives
- ➔ Total Expenses excluding acquisition amortisation increased 18% due to higher employment related expenses from investment in technology and operations, and higher administrative expenses
 - Group FTE increased by 14% to 1,096 (FY25: 962)
 - Further investments to support scale and new solutions within our existing businesses
 - Accelerated investment into solutions and capabilities to support the Group strategy (eg myhub ecosystem)
- ➔ UEBITDA margin up 2.3% to 42.2% in FY26
 - Scalable operating model
 - Benefits from investment in automation and technology
 - Disciplined management of costs enabling investment alongside UEBITDA margin expansion



Increasing profitability

Underlying NPAT
up 40% and Statutory
NPAT up 51%



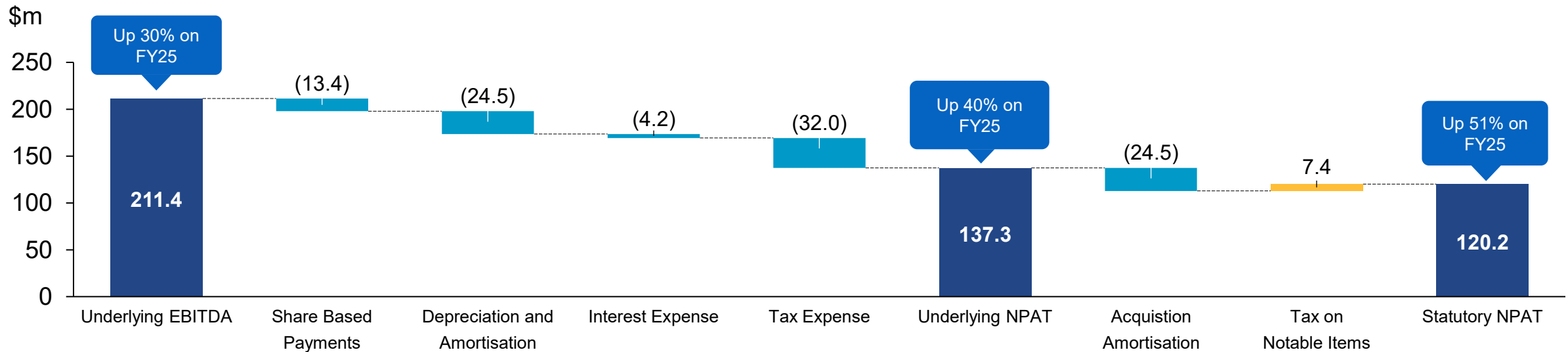
Higher depreciation and amortisation from capitalisation of internally developed software and increased depreciation from new premises



Notable items reflect only non-cash acquisition amortisation from previous strategic M&A transactions

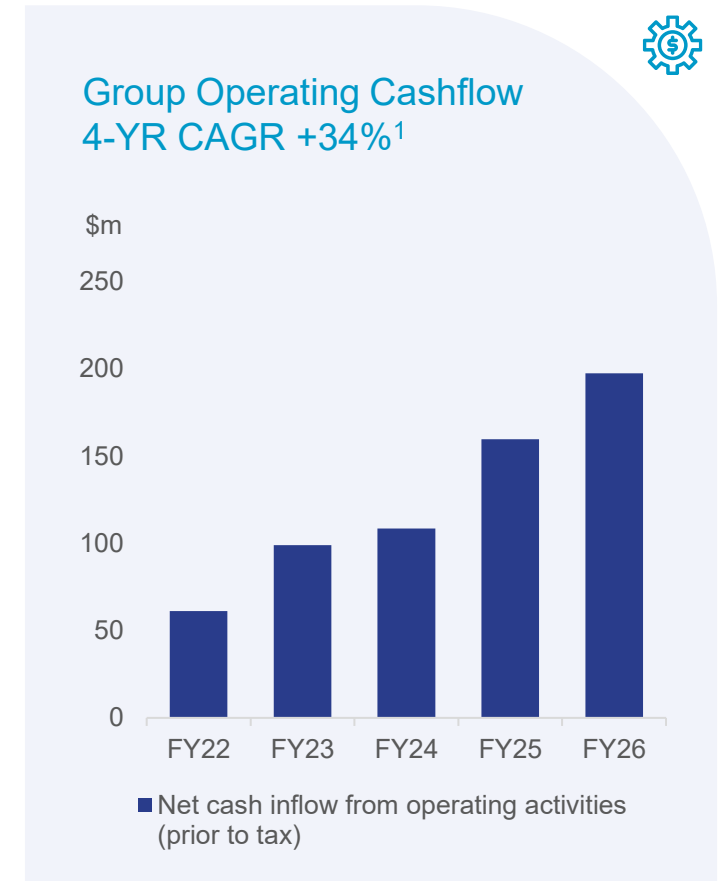


Lower statutory effective tax rate of 17% (FY25: 20%) due to timing of purchases and utilisation of Treasury shares, and R&D benefits



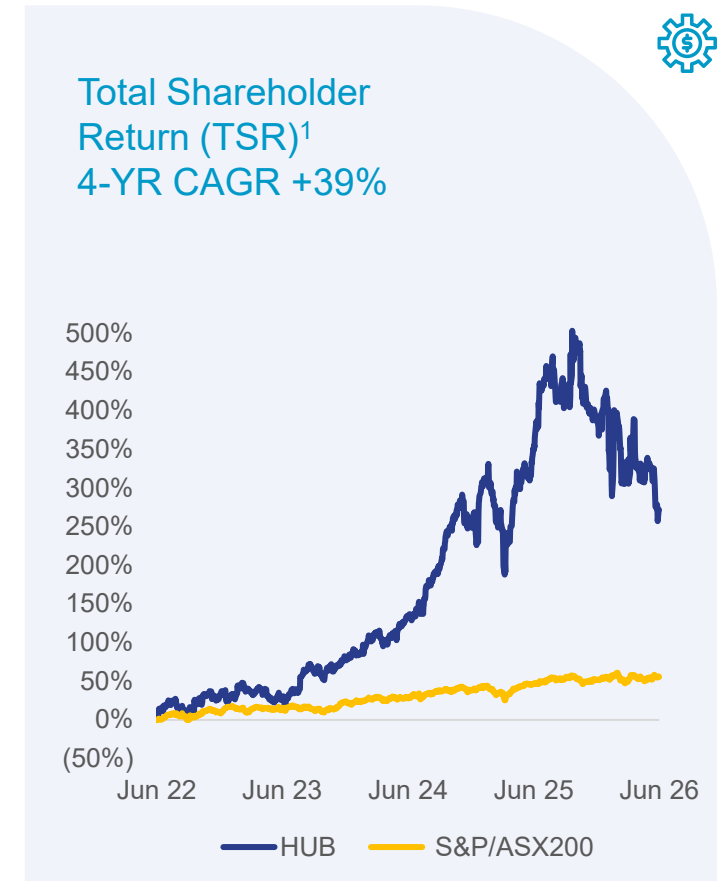
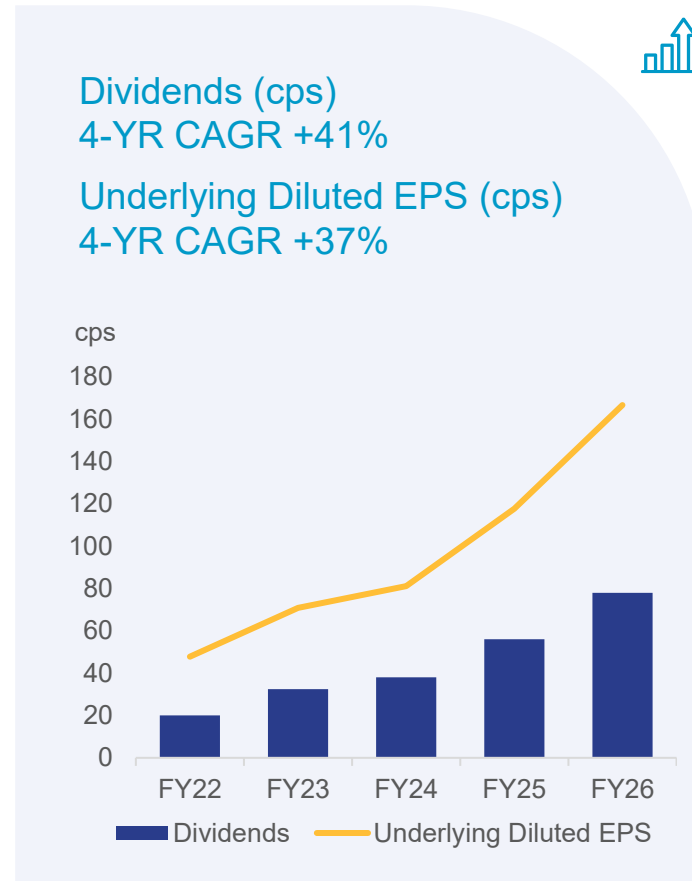
Strong cashflows and balance sheet

- Strong operating cashflows of \$197.5m in FY26 with 93% correlation to UEBITDA¹
- Strong balance sheet with net cash of \$41m
 - Rolled \$30m of maturing debt in June 2026 to retain flexibility
- Mitigating dilution from Employee Share Schemes (ESS) with \$56m of treasury shares purchased on-market in FY26
 - Ongoing purchases expected annually
- Loan agreement to HUB24 Super Fund Trustee to meet Operational Risk Financial Requirement²
 - \$100m loan facility
 - \$78m drawn as at 30 June 2026 reflecting an uplift from 1 July 2025 for regulatory changes
 - Market interest rate
- Strategic decision to transition HUB24 Super Fund trustee inhouse with call option exercised to acquire HTFS Nominees Pty Limited (HTFS) from Equity Trustees
 - Acquisition consideration is nominal
 - Integration of HTFS is not anticipated to have a material financial impact on HUB24's EBITDA in FY27 and beyond
 - Expected completion in 1HFY27, subject to regulatory approvals



Delivering growing dividends and strong shareholder returns

- Fully franked final dividend of 42.0 cps up 31% YoY
- Total FY26 dividend of 78.0 cps up 39% on FY25
- FY26 dividend payout ratio of 46%
 - In line with target payout of 40-60% of UNPAT
- Strong shareholder returns with TSR outperforming the S&P/ASX200 over the last four years



Strategy & outlook

Andrew Alcock
Managing Director &
CEO



Delivering shareholder value through leading today and creating tomorrow



Strong growth outlook in existing established businesses

HUB24 Platform

Market leadership with significant opportunity to capture further market share

- Market leading platform, managed accounts and client portal capability
- Ranked #1 for net inflows¹
- Strong and growing relationships with advisers including privately owned groups
- Well positioned to increase market share from current ~10%¹
- Continue to benefit from industry transformation

Class & NowInfinity

Delivering consistent and sustainable growth

- Leading SMSF and Corporate Compliance solutions
- Class growth accelerating and NowInfinity growing above system, supported by structurally growing markets (SMSFs and company registrations)
- Ongoing investment in customer solutions to enable growth



Creating additional customer and shareholder value

myhub

Investing in solutions to continue to lead and transform the industry

- Leveraging Group capabilities to build solutions that improve outcomes for financial professionals and their clients
- Enhancing client experience, increasing advice productivity and delivering business intelligence and insights
- Unique data capability, providing secure and integrated access to high quality data
- Strengthening advocacy and leveraging Group footprint to deliver more products to more customers



Creating growth synergies



Uniquely positioned to capitalise on structurally growing markets and industry transformation

Strong growth driven by structural tailwinds



Growing superannuation system (reinforced by the proposed tax changes)



Demand for retirement solutions due to shifting demographics



Intergenerational wealth transfer



Demand for advice expected to increase

With industry dynamics providing opportunities to disrupt



- ➔ Ongoing shift towards leading providers offering better client experience and outcomes
- ➔ Emergence of large advice networks leveraging technology and scale
- ➔ Complexity, compliance and disparate data and tech challenging advice firm productivity
- ➔ Emerging technologies and new global capabilities (including AI) creating opportunities to enhance efficiency
- ➔ Demand for safe, reliable and trusted solutions with strong governance

Significant market share opportunity



Platform consolidation with 80% of industry net inflows captured by two platforms over the last year – with 45% flowing to HUB24¹



42% of advisers used a single platform for new account openings over the last 12 months (with a further 38% using two platforms)²

Leveraging our capabilities to lead industry change



Lead today

Delivering customer value and growth



Create tomorrow

Creating integrated wealth technology and platform solutions



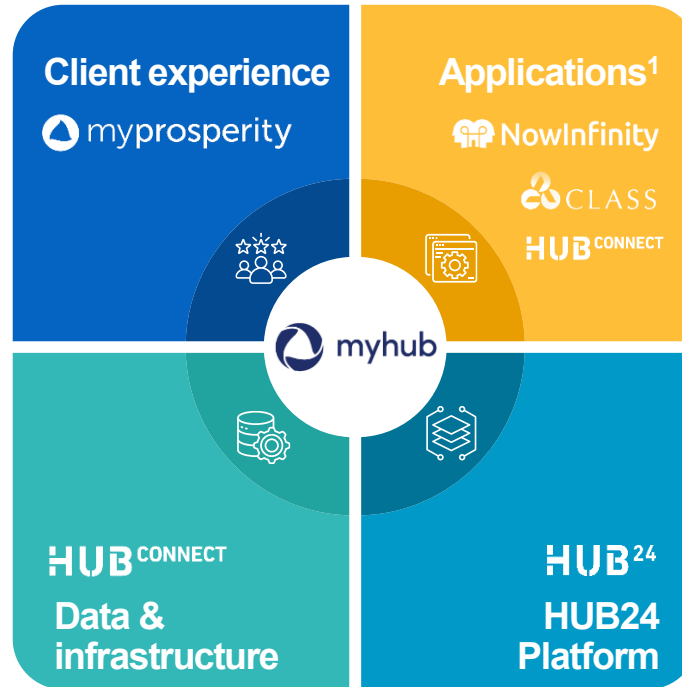
Build together

Collaborating to shape the future of the wealth industry



Be future ready

Developing our people, capabilities and infrastructure to support our future growth strategies



Be the best provider of integrated platform, technology and data solutions

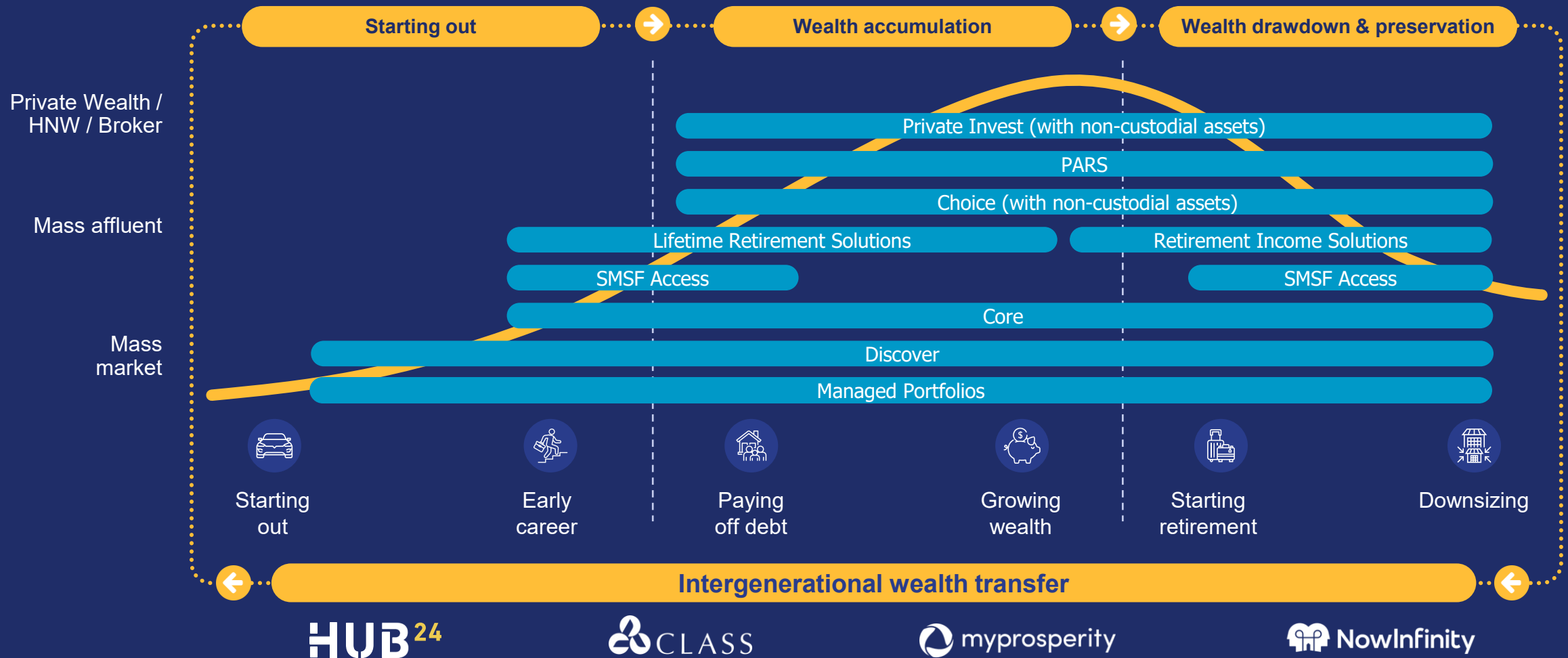
To enhance productivity for financial professionals through

- One way of doing business with access to market-leading solutions
- Single view of wealth for financial professionals and their clients
- Efficient access to ecosystem partners
- Flexibility for advisers and insights for networks
- Reporting and insights for businesses



And deliver solutions to meet needs across the customer lifecycle

HUB24 solving customer needs across segments and life stages



Continuing to expand our superannuation offer to meet customer needs

Empowering advisers to deliver greater confidence for retirement

Demand for superannuation and retirement solutions



\$4.4t

Superannuation assets expected to grow to \$11.2t by 2043 ^{1,2}



3.6m

Australians expected to transition to retirement phase over next 20 years ²



68%

Of Australians say they're worried about outliving their retirement savings ³

Enhancing retirement offer providing choice and flexibility



→ Lifetime super solution launched

- Meets requirements of Innovative Lifetime Retirement Solution (IRIS)
- Developed in partnership with TAL
- Provides income for life
- Manages longevity risk
- Access to concessional Centrelink asset test treatment

→ Pension payment flexibility

- Increased choice and frequency of pension payment days including preferred payment days

Continued innovation enhancing efficiency and client experience



→ Multi-step transitions enhancement

- Digital capability enabling advisers to seamlessly execute complex advice strategies simultaneously
- Implement common strategies such as establishing new accounts, super-to-pension transitions, recontributions and spouse contributions
- Providing greater efficiency and accuracy

Leading HNW offer expanding our reach and delivering growth

Strong established HNW offer and relationships



Recognised as #1 Platform Overall for HNW-focused advisers with flexible and tailored offerings across sales channels¹



Large growing footprint across HNW advice practices, brokers and private wealth/banks

Significant HNW opportunity with demand for integrated solutions



\$4t HNW assets across 760,000 investors²



58% of HNW advisers are either providing advice on or administering off-platform assets⁴



35% of advisers primarily focus on HNW and wholesale clients³



52% of advisers who advise and/or administer off-platform assets do so manually⁴

Continued investment in HNW solutions and capability



- ➔ Private Invest, HUB24's innovative solution for wholesale clients
- ➔ Integrated non-custodial administration & reporting service

Now contributing >\$1b of FUA⁵

- ➔ Access to researched and curated private market investment menu through collaboration with Frontier Advisors & Reach Alts
- ➔ Access to global investment options following upgrade to third-party managed fund clearing capability
- ➔ Enhanced managed portfolio offer, with ability to integrate with third-party rebalancing capabilities
- ➔ Bespoke trading solutions including tailored execution and access to institutional broking services

myhub – open architecture ecosystem evolution

Practice technology stack

CRM & engagement tools

Advice technology

Office technology

Broad range of data sources

AI powered process transformation

Enhanced client experience



Integrated advice workflow¹

HUB²⁴



InvestStream



Business intelligence & insights

Client Analytics

Industry Benchmarking

Adviser Productivity Reviews

Practice Profitability Reports

Compliance Reporting

Ingesting, consolidating & cleansing data

HUB^{CONNECT}



Secure data governance frameworks



Modular & open architecture integrating with existing practice technology stack



AI natural language prompt



Single-sign on providing seamless access to applications



Enabling advice productivity

Progressive rollout of myhub from 1HFY27 including

- Integrated AI prompts that draw on customer data from HUB24 platform and other sources
- AI-enabled Advice Review Tool supporting advice practices with SOA compliance
- Engage reporting expanded to include customer data from Class
- Collaborating with customers and partners to streamline the advice process

Significant opportunity for growth and value creation for customers and shareholders



Leverage structurally growing markets and demand for integrated solutions



Strong and reliable growth from both existing and new customer relationships



Continued focus on governance, risk culture and customer outcomes



Capitalise on unique Group capabilities and technology leadership to unlock value



Scalable operations enabling both UEBITDA margin expansion and ongoing investment



Strong balance sheet, increasing profitability and cash flows supporting ongoing investment and shareholder returns



**Platform FUA Target
(excluding PARS FUA)**



\$186b-\$200b

for FY28¹

Platform FUA target comprises

- Continued strong net inflows
- Range of market growth assumptions

HUB²⁴

HUB²⁴

Questions?

Contacts



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About HUB24

HUB24 Limited is listed on the Australian Securities Exchange, and includes the award-winning HUB24 Platform, Class, NowInfinity and myprosperity.

The HUB24 Platform offers advisers and their clients a comprehensive range of investment options, including market-leading managed portfolio solutions, and enhanced transaction and reporting functionality. As one of the fastest growing platforms in the market, the platform is recognised for providing choice and innovative product solutions that create value for advisers and their clients.

Class is a pioneer in cloud-based wealth accounting software and is recognised as one of Australia's most innovative technology companies. Class delivers SMSF administration, trust accounting, portfolio management, legal documentation and corporate compliance solutions to financial professionals across Australia who depend on Class to drive business automation, increase profitability and deliver better client service.

myprosperity is a leading provider of client portals for accountants and financial advisers, enabling streamlined service delivery, increased productivity and enhanced customer experience for finance professionals and their clients.

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

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Disclaimer

SUMMARY INFORMATION

The material herein is a presentation of general background information about HUB24 Limited's ('HUB') activities current as at date of presentation. This information given in summary form does not purport to be complete and should be read in conjunction with previous ASX filings, Half Year Report and the audited Annual Report as applicable. Any arithmetic inconsistencies are due to rounding.

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This presentation was authorised for release to the market by the Managing Director.

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