

# Præmium Limited

## Investor Presentation

Michael Ohanessian  
18 September 2012

# Disclaimer

The material contained in this document is a presentation of general information about the Præmium Group's activities current as at the date of this presentation (18 September 2012). It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered, with or without professional advice when deciding if an investment is appropriate.

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# Executive Summary

*Praemium has delivered a significantly improved financial result, especially in the second half of FY2012*

**Praemium is:**

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**Praemium has two important upcoming transactions:**

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**These transactions will transform the company by:**

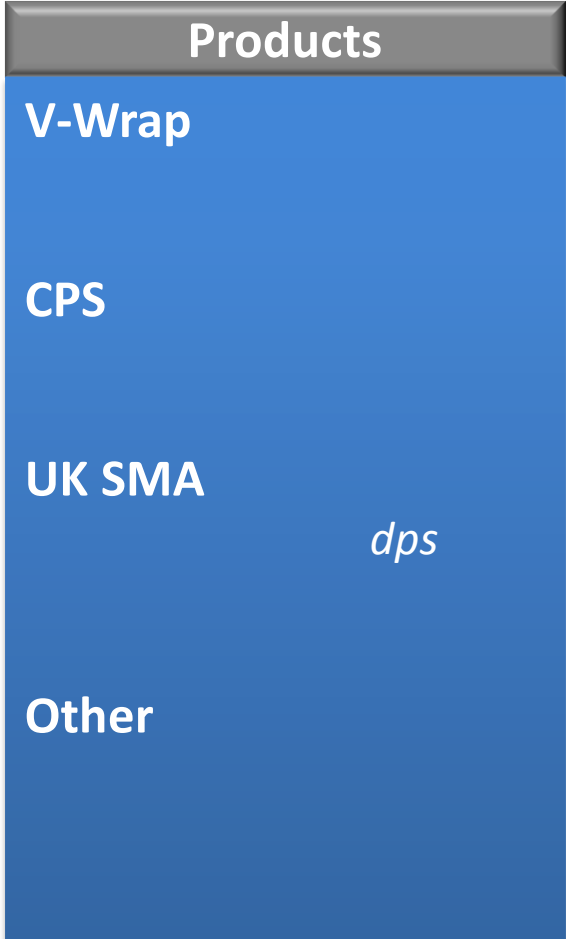
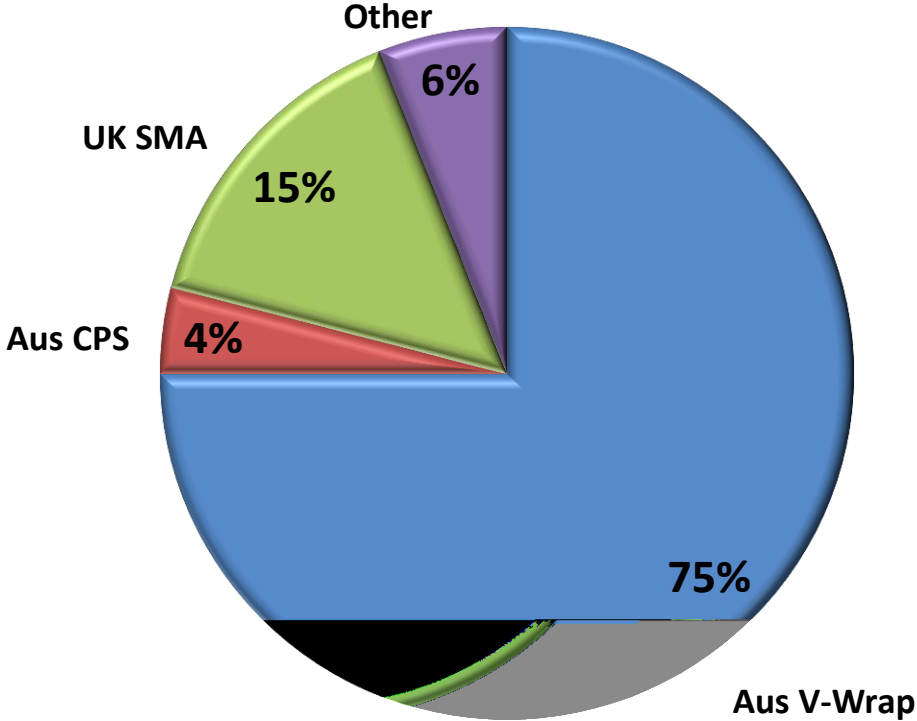
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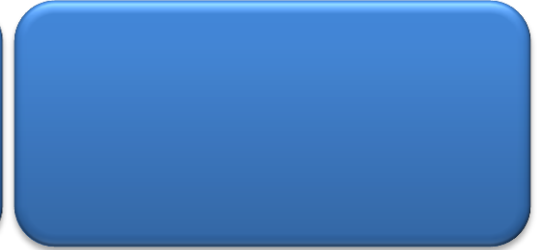
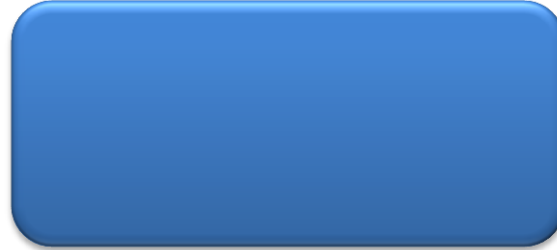
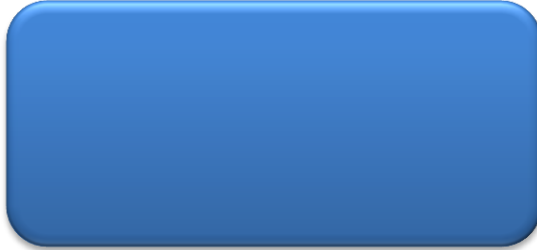
## Product Overview

# Revenue profile

Product Segment Revenue - FY2012



# What we do now



**SMA Platform**

dps  
SMARTfunds

**SMA Platform**

dps

**Software**

V-Wrap  
SMA  
Powerwrap

# Post the transactions



**SMA Platform**  
CPS

**SMA Platform**  
dps  
SMARTfunds

**SMA Platform**  
dps

**Software**  
V-Wrap  
Powerwrap  
WealthCraft CRM

**Software**  
WealthCraft CRM

**Software**  
WealthCraft CRM

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## FY2012 Financial Overview



# Key FY12 Highlights

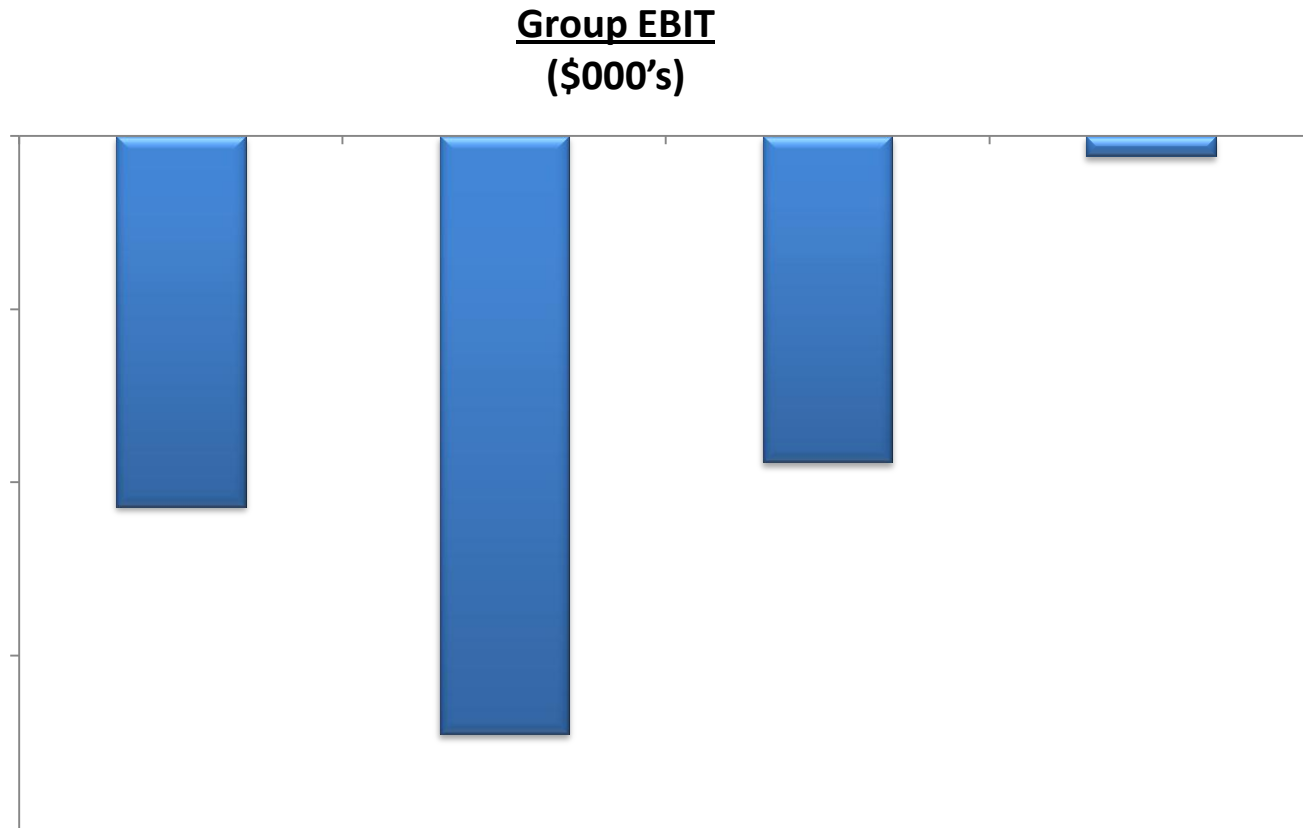


*(dps)*

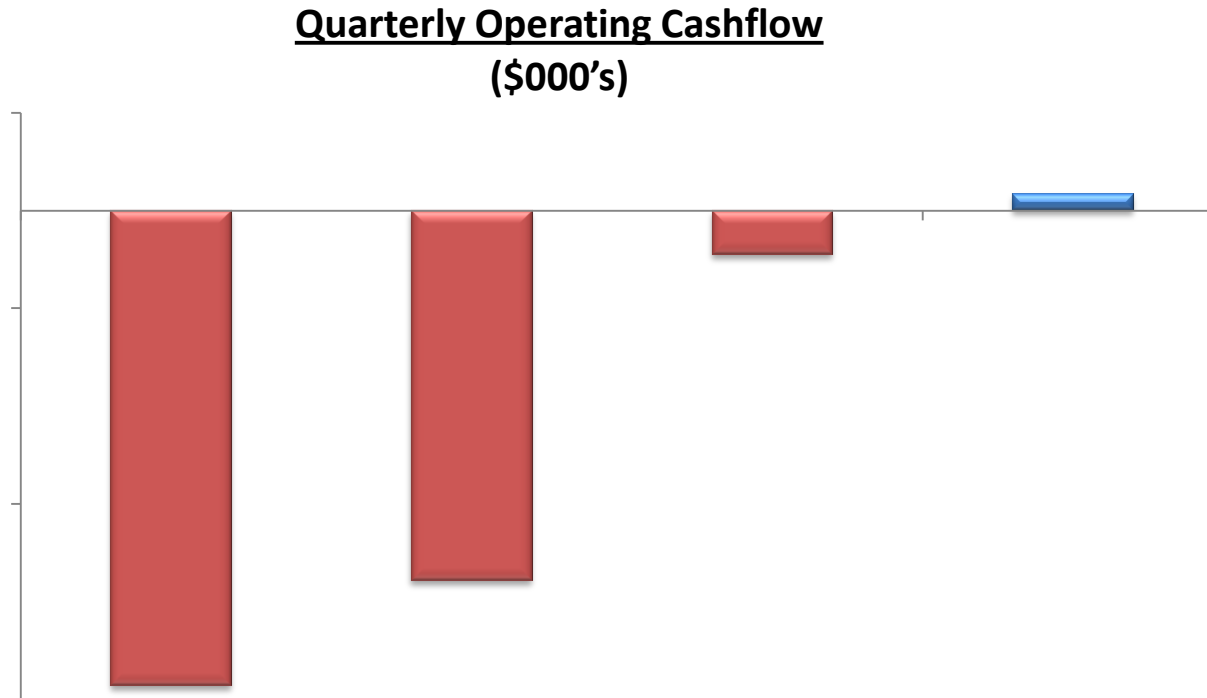
# Financial Summary

Præmium Group	FY2012 \$000	FY2011 \$000	Change %
EBIT*	(1,996)	(5,586)	64%
Cash at Reporting Date	4,713	4,644	1%
Operating Cashflow*	(3,082)	(5,854)	47%
Earnings per Share	(1.4)	(2.5)	44%

# Significant improvement in EBIT

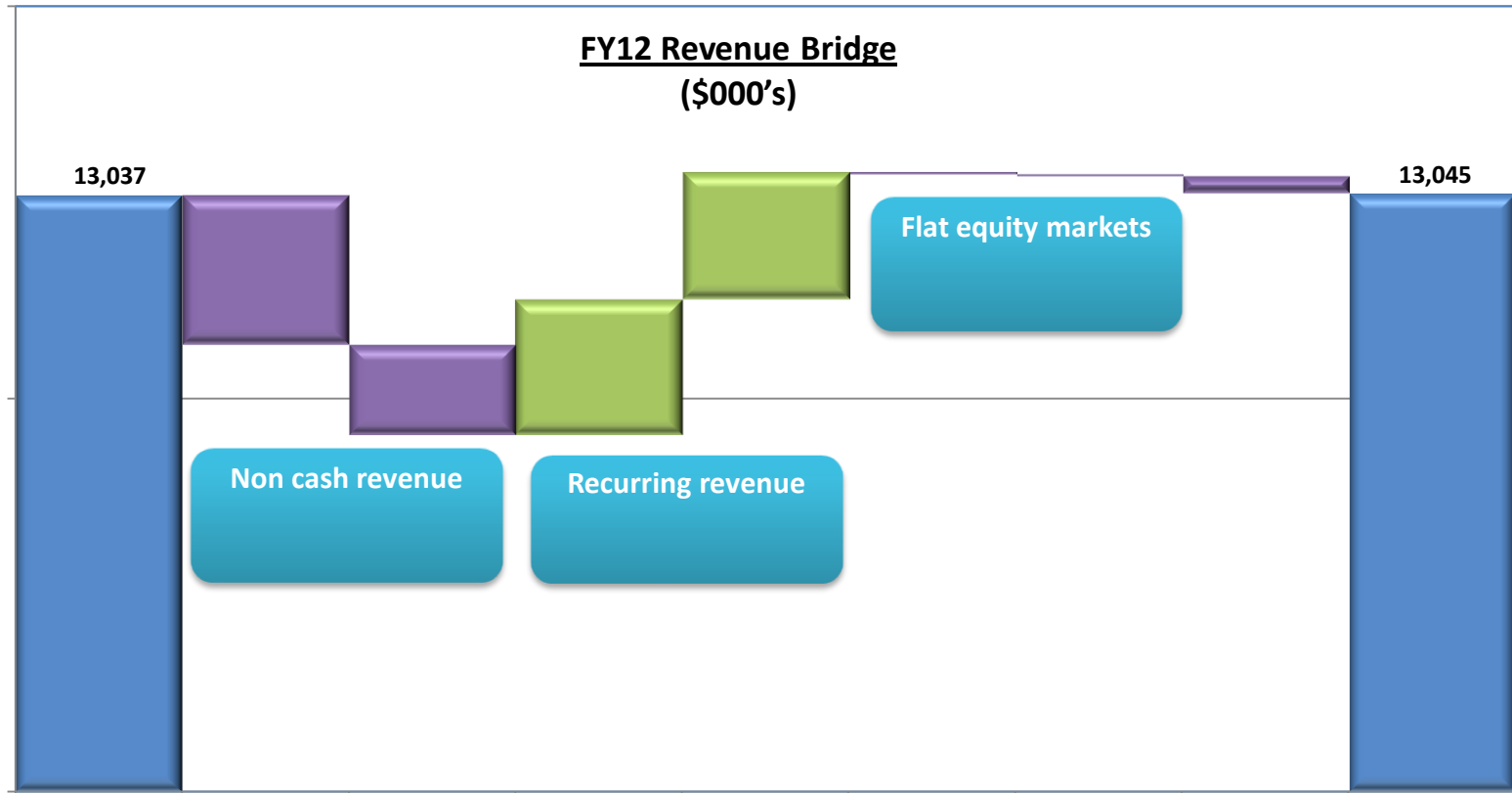


# Operating cash flow: positive last quarter



**\$4.3 million cash with no debt as at August 2012**

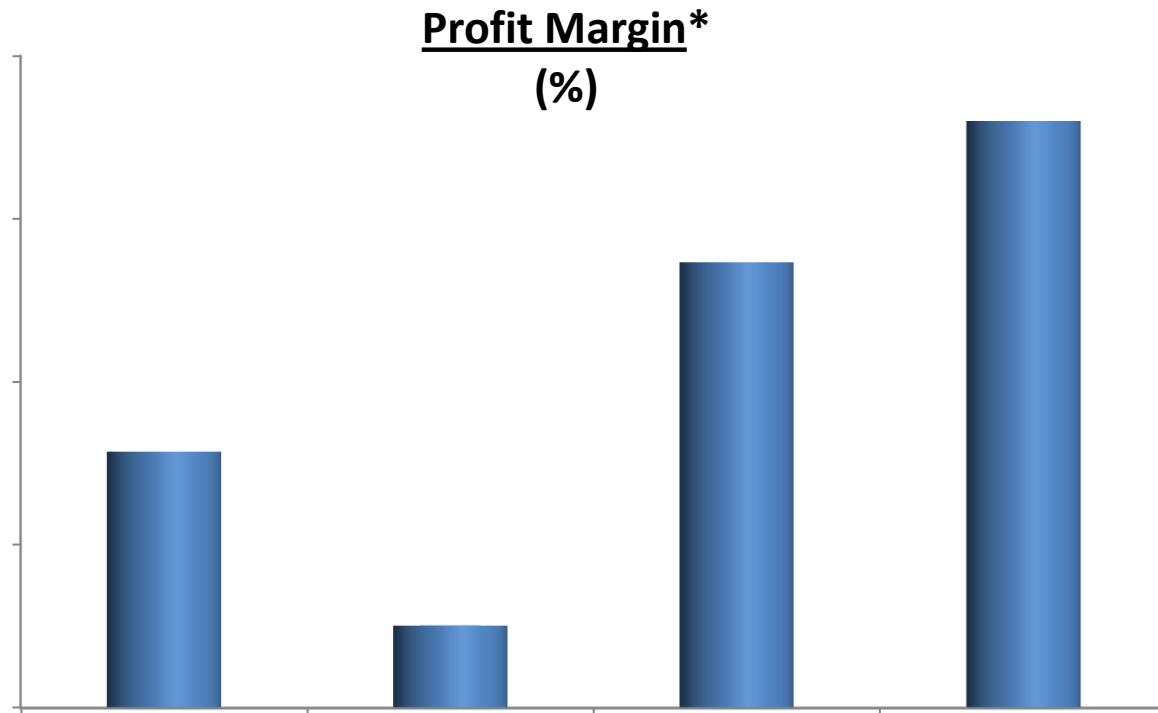
# Growth in underlying revenue



# Divisional Breakdown

Præmium Group	AUS FY12 \$m	UK FY12 \$m	Corporate FY12 \$m	Group FY12 \$m
External Revenue	11.1	1.9		13.0
Total Expenses	(7.6)	(6.3)	(0.7)	(14.6)
EBITDA	3.5	(4.4)	(0.7)	(1.6)
EBIT	2.1	(4.7)	(0.7)	(3.3)
NPBT	2.1	(5.3)	(0.7)	(3.9)

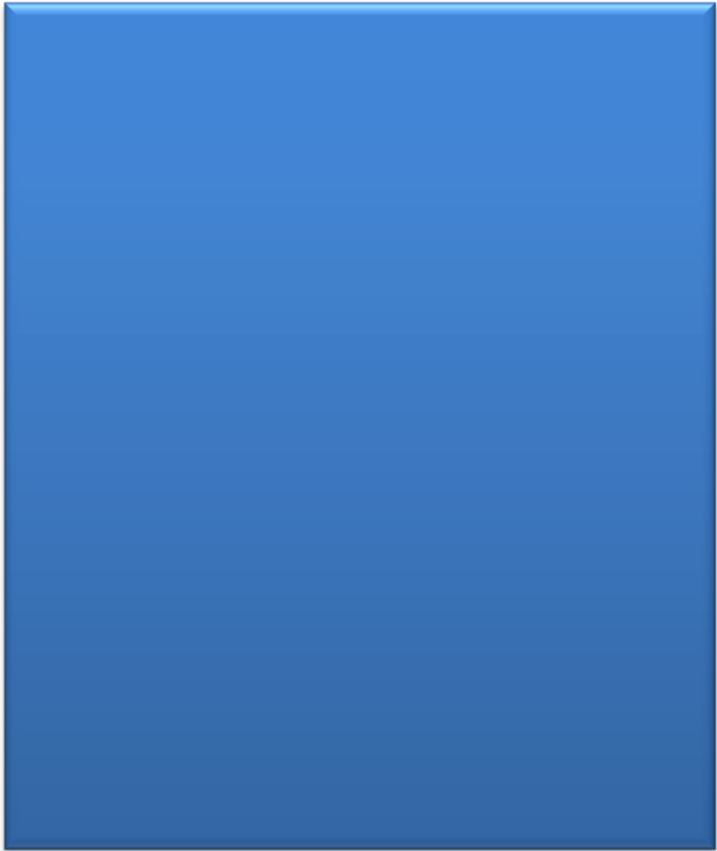
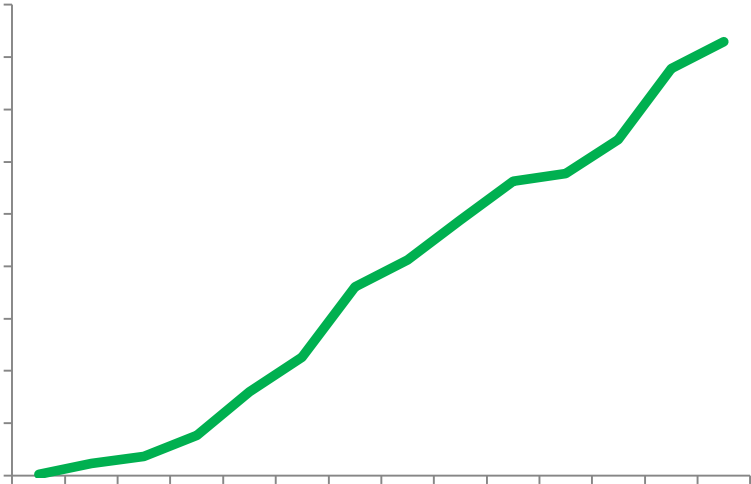
# AUS – strong underlying earnings



Continued focus on profitable growth

# UK Growing

Funds on Platform  
(£m)





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## Strategic Acquisitions

# Praemium to execute two acquisitions



# Acquisition 1: BlackRock/Praemium SMA

Launched in late 2005 as a revenue share partnership with Praemium receiving 20%.

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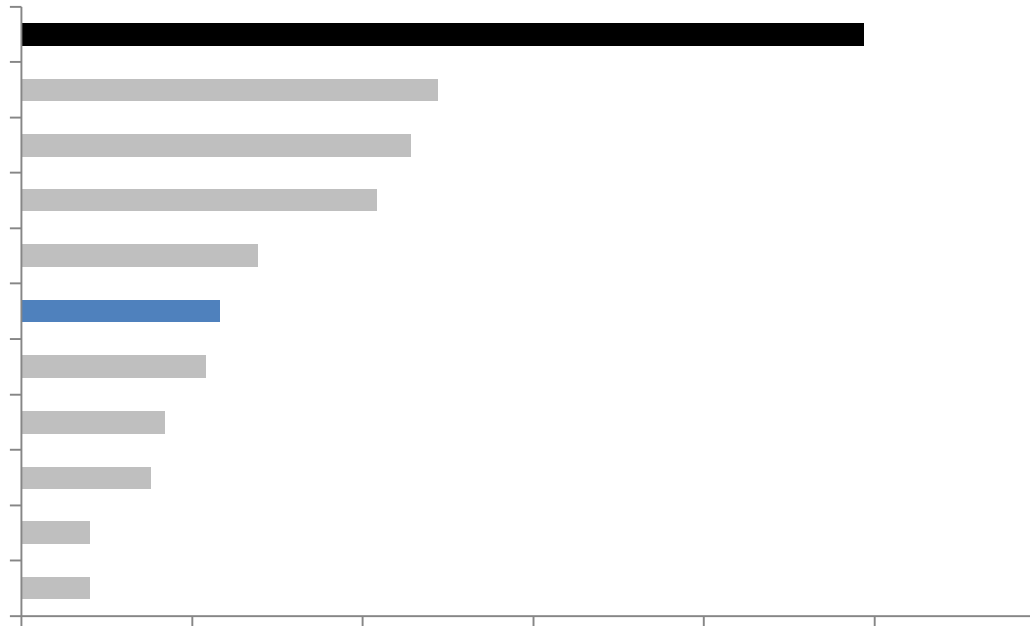
*Praemium will be an SMA Operator in Australia, the UK and Jersey.*

## Key Statistics:

- \$600 million in FUA
- 100 model portfolios
- Over 20 model portfolio managers

# Well placed as the leading SMA brand

**SMA Unaided Brand Awareness**  
**(% of Planners)**



# SMA has many inherent benefits

## Benefits of investing in an SMA

	SMA	Managed Funds	Direct Shares
	✓	X	✓
	✓	X	✓
	✓		X
	✓	X	✓
	✓	✓	X
	✓	X	✓



# Acquisition 2: WealthCraft

*Praemium acquires 100% of the shares in WealthCraft Systems Limited from WealthCraft System Inc. WealthCraft was founded in 2003 and is based in Hong Kong.*

Consideration of \$625,000 in cash plus 2 million Praemium Limited shares:

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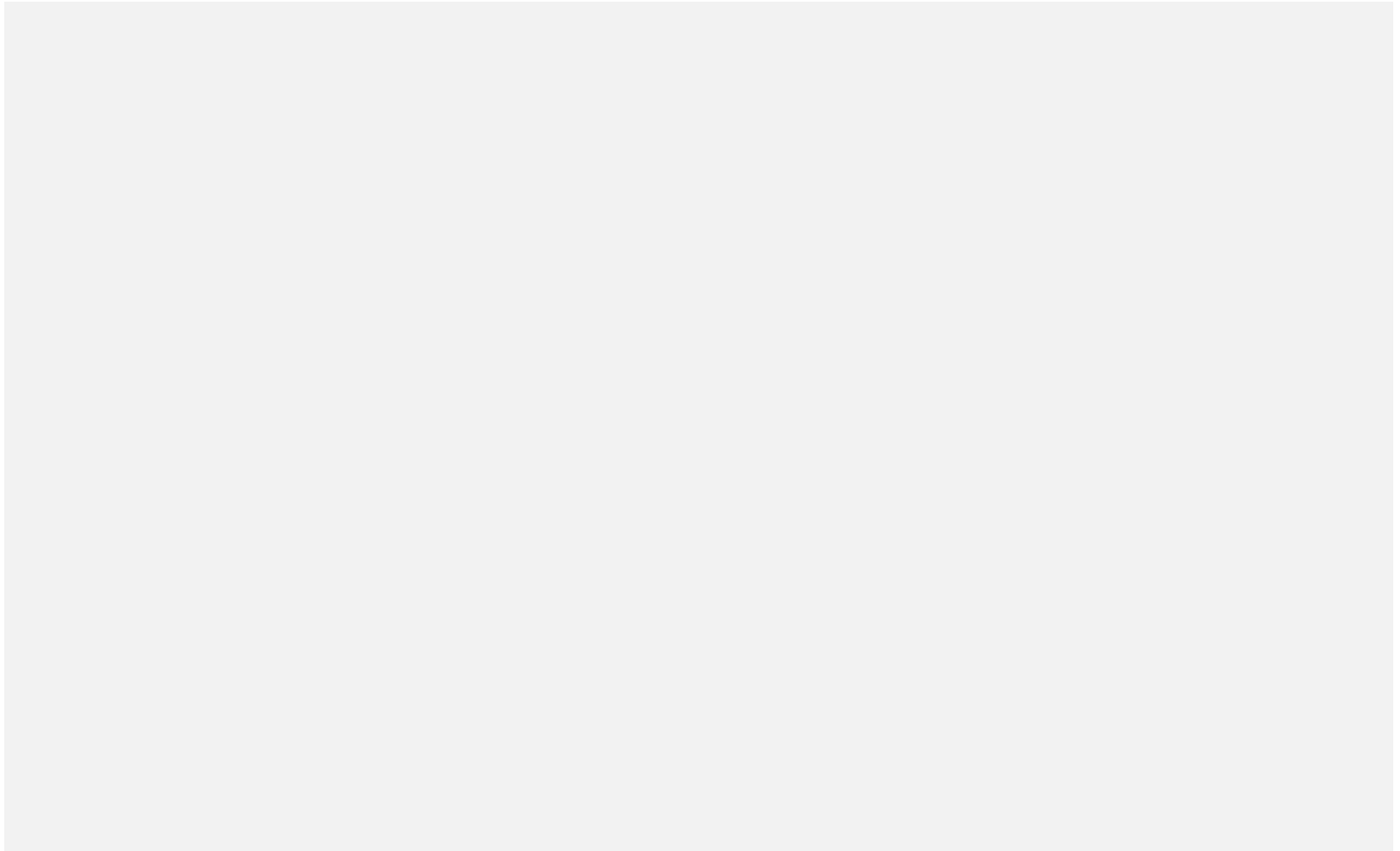
Key product is the Wealthcraft Adviser 5.0:

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The WealthCraft CRM integrates seamlessly into Microsoft Office:

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# Expected benefits



# Summary

## *Praemium to become a global SMA platform operator*

- 1. Will be vertically integrated as the leading SMA Operator in Australia.**
- 2. An emerging leader in the UK platform market with a scalable SMA-based solution.**
- 3. WealthCraft provides an Asian footprint to drive our international SMA platform.**
- 4. Will enhance our investment platform with CRM and financial planning capabilities.**