

XPLORE WEALTH

Independent specialist platform provider

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A WORLD OF
[INVESTMENTS](#)

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Who are we?

\$13.3 billion assets under administration including over \$2.6 billion in direct international securities (as at 28 February 2019).

A **broad range** of platform solutions including off the shelf and bespoke offerings, with access to local and global markets.

Deep industry expertise and experienced management team. Proven track record providing platform solutions for over **14 years**.

Independent platform provider - not institutionally owned.

Providing solutions to over **150** financial services groups including IFAs, stock brokers and institutions.

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Industry state of play

Change, choice and increased regulation remain the biggest themes within the financial services arena today.

- Advisers took a **wait and see** position prior to the Hayne Royal Commission
- There has been a marked **pick up** in interest from advisers post Royal Commission
- The Royal Commission shone a spotlight on **fee for no service**
- We are seeing a strong emphasis on **compliance obligations** and **transparency**
- We expect and are seeing greater **scrutiny** from regulators
- There is an increased emphasis on advisers acting in the **best interests** of their clients
- **Uncertainty** due to the Federal election and potential changes such as Labor's franking credit policy
- Increased interest from advisers for **international** exposure for their clients' portfolios

Fee for no service

Background

- The main **headline** coming out of the **Hayne Royal Commission**
- A primary focus for **regulators** post the Royal Commission

Impact

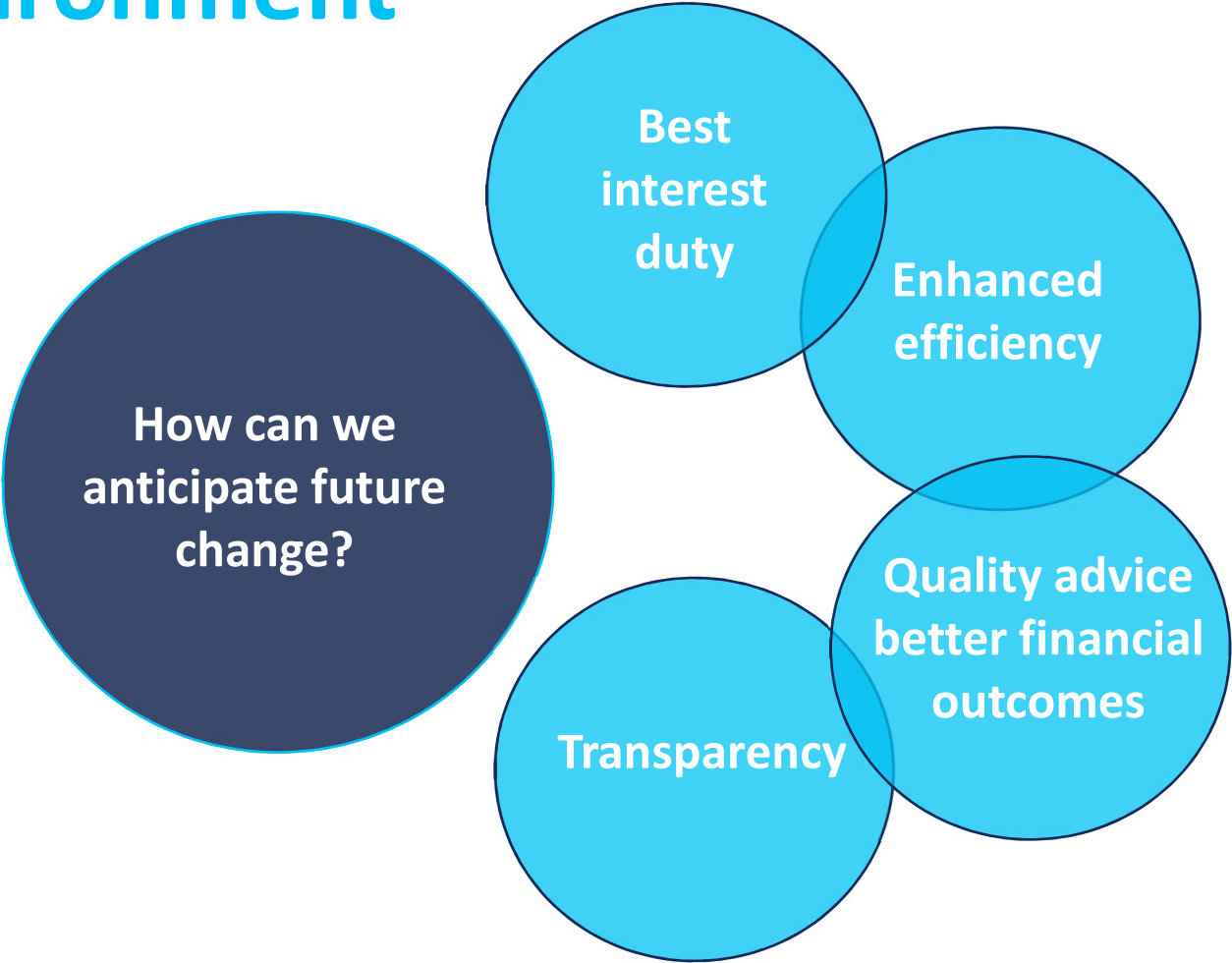
- Response from **APRA** and **ASIC**
- **Unbundling** of fees in superannuation



Looking forward

- **Transparency**
- Other **platform models** under scrutiny
- **Customer centric** service offering and advisory services

Our response to the regulatory environment



Our Platform Solutions

Multi-platform single backend

XPLORE PAS

Non-custody or custody
outsourced administration
and taxation service

Any domestic and global
asset via inhouse execution
and trading team.

HIN for shadow brokers

Targeted at stockbrokers and
shadow brokers

XPLORE WRAP

Investment Wrap
Super and Pension Wrap – Q2
2019

New **flagship** wrap platform
with broad investment
offering and true multi
country and multi currency
capability

Targeted at IFAs and
stockbrokers.

XPLORE MDA

Investment MDA
Super and Pension MDA

Flexible platform solution
enabling the widest
possible choice of
investments while allowing
efficiency of execution.

Targeted at IFAs,
stockbrokers and investment
managers

XPLORE OUTSOURCING

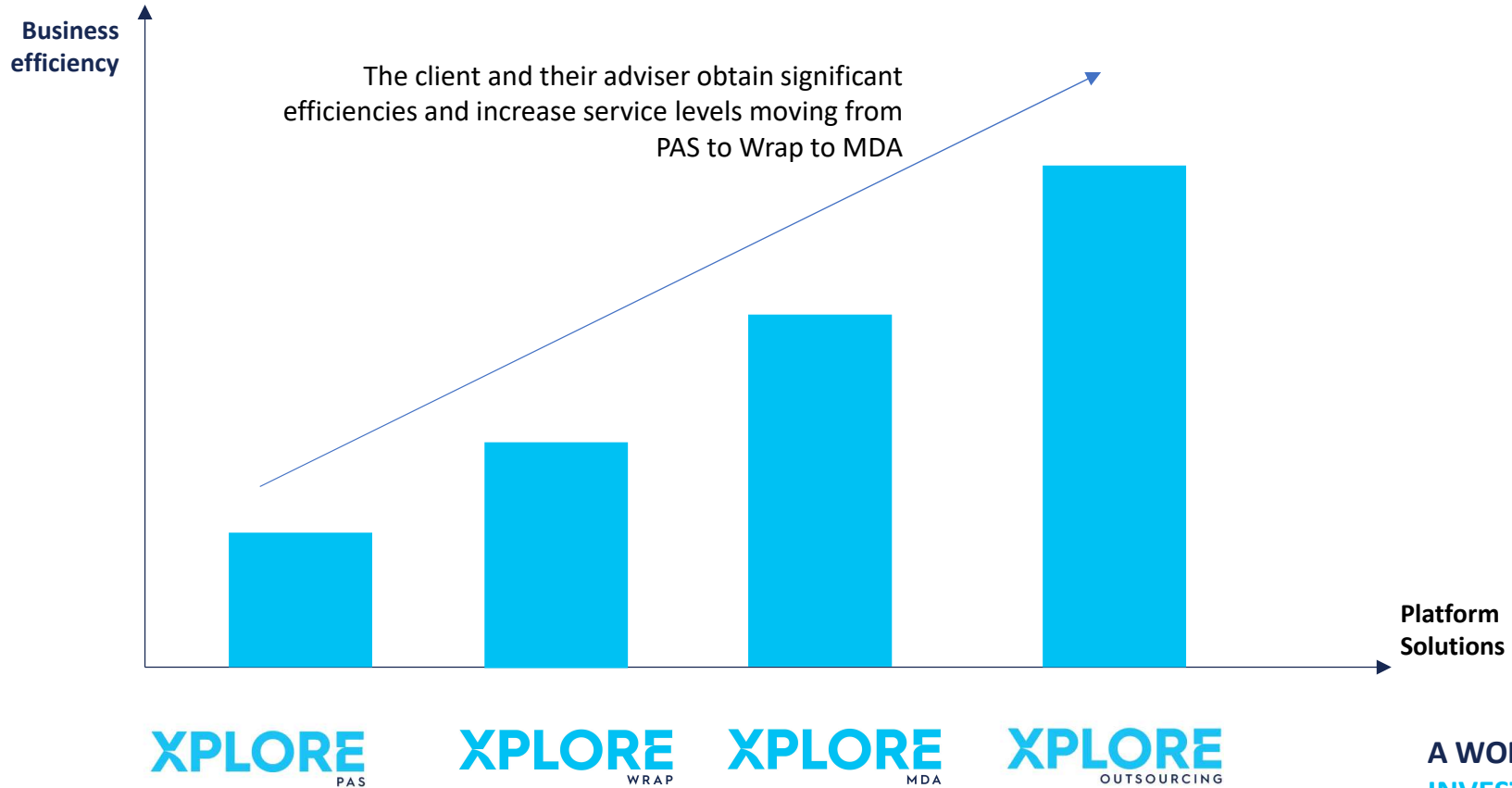
Bespoke outsourcing
solutions

An **unbundled** offering
enabling clients to outsource
non-core activities

Targeted at Institutional
clients and MDA operators.

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Efficiency Dividend



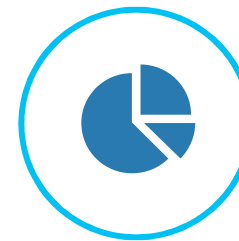
Competitive Strengths



Broad asset offering, local and international assets, multi currency multi market.



Flexible platforms to enable investment managers to optimize investment outcomes.



Broker sponsorship supporting broker of choice and flexible execution options.



Non-custody and custody solutions



Competitive pricing driven by scale and efficiencies.



Experienced team with deep industry expertise.

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Xplore Wealth Ltd ABN 34 128 316 441 is an independent platform provider and investment administrator. We deliver platform, administration and technology solutions to stockbrokers, wealth managers, and financial advisory firms. Suite 1, Level 5, 28 Margaret Street, Sydney, NSW, 2000.