

ASX Announcement

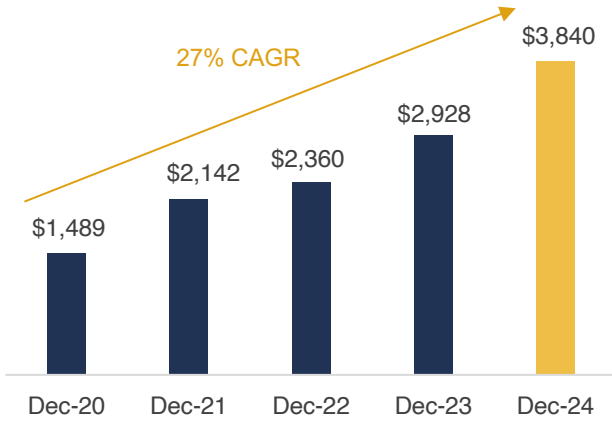


22 January 2025

Generation Development Group December Quarter Update

For personal use only

Closing Funds Under Management in \$m (Dec)



Funds Under Management

31% 

Up on previous corresponding period

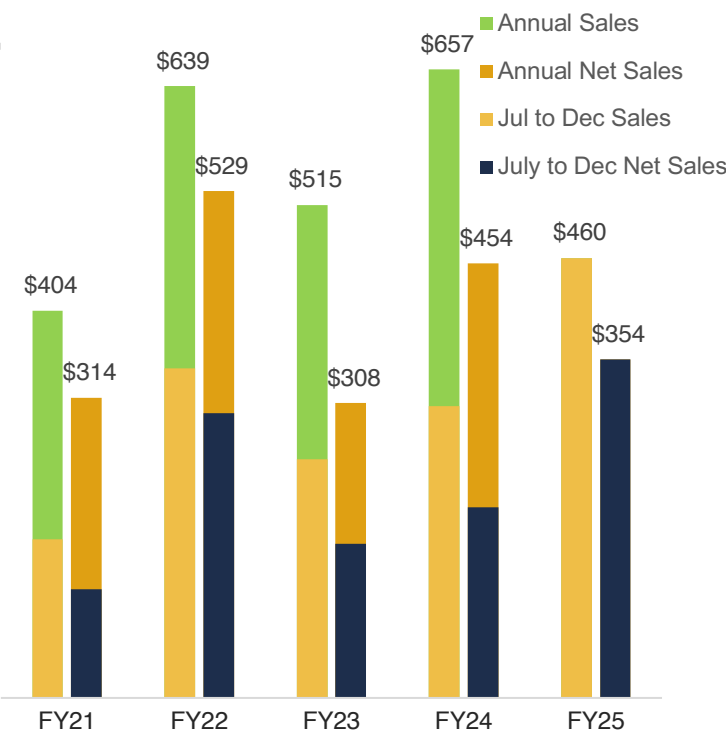
\$3,840m

Total FUM as at December 2024

\$254m

FUM growth September 2024 to December 2024

Annual Sales & Net Inflows in \$m



Gross inflows

61% 

Up on previous corresponding period

\$250m

Sales inflows September 2024 to December 2024

\$194m

Net inflows September 2024 to December 2024

\$812m

Sales inflows December 2023 to December 2024

Note: Excludes LifeIncome sales and funds under management.

A message from Grant Hackett OAM

Group CEO of Generation Development Group

Continued Record Quarterly Flows

Generation Life finished the calendar year with an outstanding result, achieving its third record quarter in a row. For the first time in our history, we accomplished over \$250 million of gross inflows for Investment Bonds and we achieved a record 59% market share of inflows for the September quarter.¹ This was a material increase in gross inflows on the prior corresponding period of 61%. Our inflows have been very consistent throughout 2024 and for the first time in our history, we surpassed \$100 million of gross inflows in the month of December. This saw a material increase in our funds under management to finish the year with \$3.84b or a 31% uplift in the last twelve months.

While the anticipated Royal assent of the Division 296 legislation, in relation to the additional tax on earnings on superannuation balances above \$3 million, was not passed in early December, and we remain uncertain on whether it will be legislated, we have not seen any negative impact to our sales pipeline or inflows. Investors and financial advisers appreciate that an individual's wealth needs to be distributed and accumulated in multiple structures to avoid any unforeseen changes in legislation. Over the period, our active financial adviser numbers continue to grow off the back of the significant sales and marketing activity that we have undertaken throughout the year. Generation Life has seen a substantial increase in the engagement of financial advisers throughout 2024, utilising investment bonds as a complementary product to their clients' overall wealth and estate planning needs, and helping their clients increase their after-tax returns.

There are several initiatives planned for the second half of the financial year including offering more tax optimised investment options for our investors. These investment options are anticipated to have an effective tax rate of 10%–15% for investors, regardless of their marginal tax, which is consistent with our long-term track record of our tax optimised investment options. We have also kicked off a campaign for our Investment-Linked Lifetime Annuity, which has led to an increase in our sales pipeline for this product.

Grant Hackett OAM

Group Chief Executive Officer of Generation Development Group

1. Plan for Life, Investment Bonds Market Report for period ended 30 September 2024.

Key highlights



The December quarter delivered **\$250m of quarterly inflows** being 61% up on previous corresponding period and was the highest quarter in the history of Generation Life. December was the first month in history of **over \$100m**.



2024 delivered the **highest annual FUM growth** in the history of Generation Life and FUM rose 31% on previous corresponding period



59% market share of quarterly inflows into investment bonds for the period ended September 2024¹



Investment bond net inflows of \$194m for the quarter was the highest in the history of Generation Life.

For personal use only

Movements for the quarter and year



Funds Under Management (\$m)

Generation Life Investment Bonds

	Quarter ended Dec2024 (\$m)	Quarter ended Dec 2023 (\$m)	Change (\$m)	Change (%)
Opening	3,586.1	2,696.2	889.9	33.0
Sales inflows	250.4	155.9	94.5	60.6
Investment growth	59.1	140.0	-81.0	-57.8
Withdrawals	-40.1	-44.9	4.8	10.7
Death Maturities	-15.9	-19.1	3.2	16.6
Closing	3,839.6	2,928.1	911.5	31.1

For personal use only



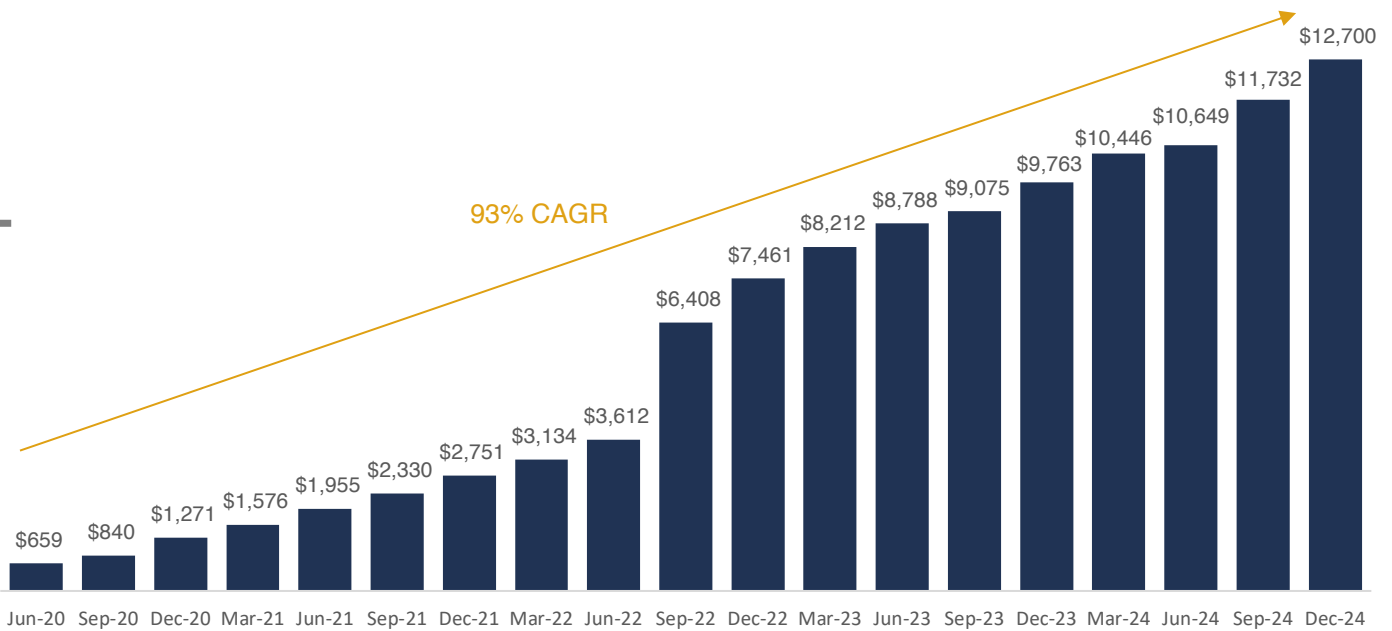
Lonsec Research & Ratings

- Growth in Lonsec Research remains solid with new product growth underpinned by the continuing expansion of the private market offerings from fund managers
- Launched Lonsec Research logos, recognising fund managers who have consistently achieved recommended and highly recommended ratings over the past 5 years
- SuperRatings entered into a new agreement with a UK based firm to support the rollout of data insights and benchmarking for pension funds in the UK

Lonsec Investment Solutions (LIS)

- FUM increased from the September quarter by 8.3% to \$12.7bn as at 31 December 2024 driven by strong inflows
- Strong net inflows for the quarter, increasing by over 200% compared to prior corresponding period. More detail, including fund flow information will be provided when GDG releases its half and full year financial results
- In partnership with Blackrock and AMP Advice, LIS successfully launched a new category of managed accounts to market, offering tailored managed portfolios at scale (TPAS)
- 8 new tailored managed account solutions launched to market in the quarter

Lonsec Closing Funds Under Management in \$m



For personal use only

For personal use only



Outthinking today.

Authorised by and contact for further information:

Terence Wong
Chief Financial Officer

Telephone: +61 3 8601 2021

gendevdevelopmentgroup.com.au

1800 806 362