

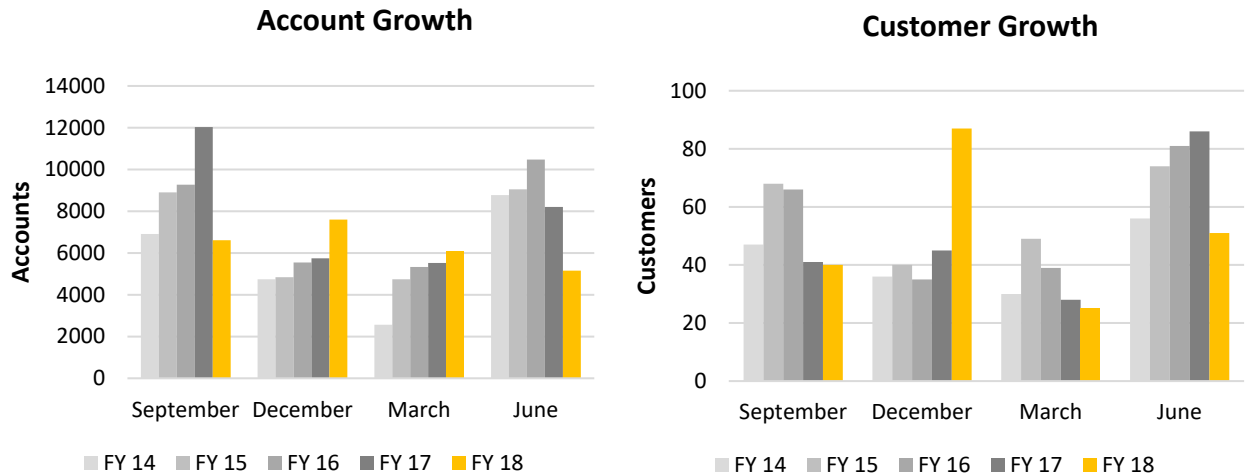
4 July 2018

CLASS LIMITED (CL1) - QUARTERLY SHAREHOLDER UPDATE

Welcome shareholders to our update for the quarter ending 30 June 2018.

Total Account Growth

- Total accounts increased by **5,158** to **169,413**
- Total accounts include **163,464** SMSFs on Class Super and **5,949** Class Portfolio accounts
- Total Class customers increased to **1,367** with a quarterly increase of **51** new customers

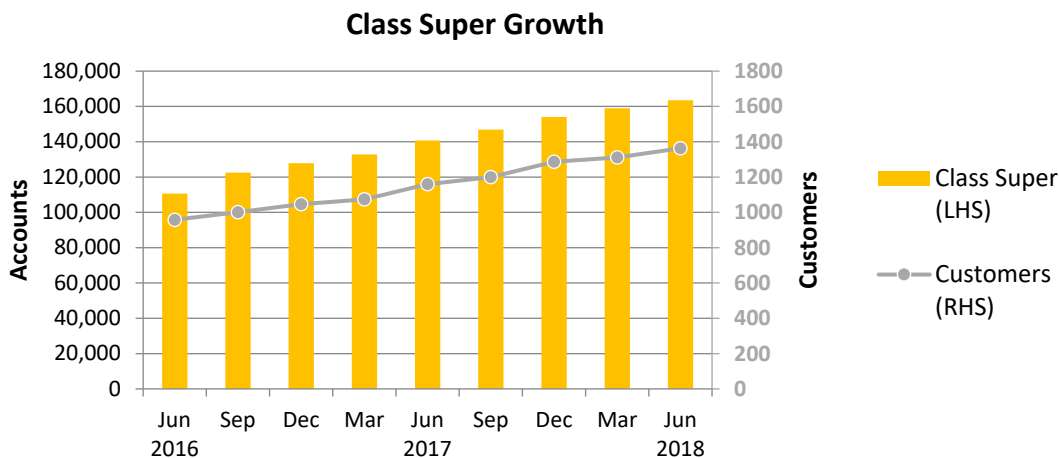


Class Super

The exceptional workload around CGT relief and the flow-on delays to tax lodgments disrupted the SMSF industry in this quarter. ATO data indicates that as of 21 June, 35% of SMSF Annual Returns had still not been lodged.

Despite the disruption, our reform focused marketing campaign still saw over 50 firms signed-up, mostly towards the end of the quarter and those sales, along with organic growth, saw SMSFs on Class Super increase by **4,526** to **163,464**.

Our marketing campaign also generated solid interest in reviewing Class Super in the new financial year and we move into the next quarter with a much stronger sales pipeline compared to last year.

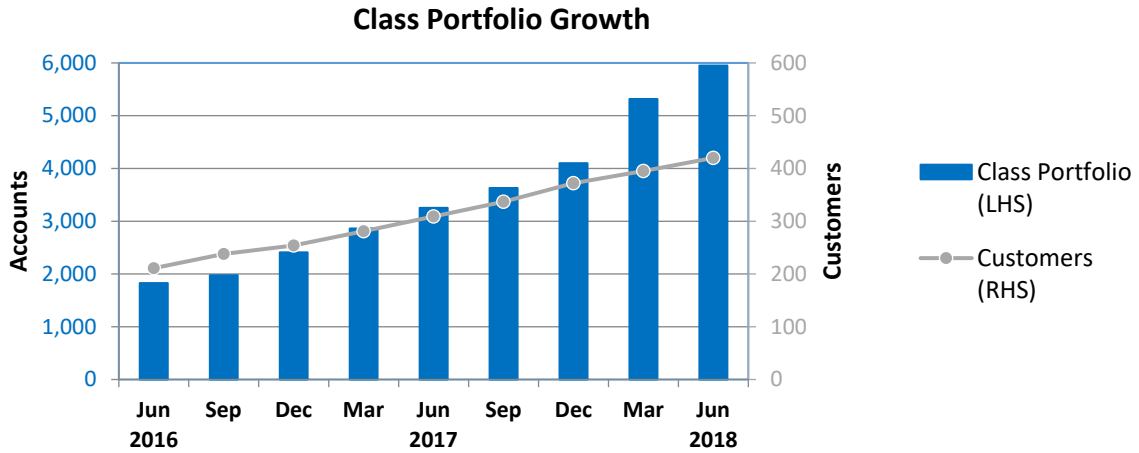


AMP continues to migrate accounts off Class; as at 30 June 2018, they had ~8,300 SMSFs on Class.

Accountants again rated Class Super #1 for *Highest Overall Client Satisfaction* and #1 for *Value for Money* in the 2018 Investment Trends SMSF Software Awards¹. This is the fourth year in a row Class Super has taken out overall first place in these independent survey-based awards.

Class Portfolio

Class Portfolio grew by **12%** to **5,949** accounts, the second largest growth period on record, and **31%** of Class Super clients now use Class Portfolio.




Class SMSF Benchmark Data

Class will soon release the June 2018 quarterly *SMSF Benchmark Report*. Key metrics are:


58

 Median number of SMSFs per practice


1,363

 Number of Class Super subscriber practices


120

 Average number of SMSFs per practice

1.9

 Average number of members per fund

\$228_b

 Total value of assets administered on Class Super across **163,464** SMSFs

\$1.4_m

 Average SMSF balance **\$734,324**
Average member balance

You can [register](#) to receive this report when available, and request previous reports, from [class.com.au](#).

Thanks for your continued support of Class.



Kevin Bungard, CEO
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ⁱ Source: Investment Trends 2018 SMSF Accountant Report, based on a survey of 942 accountants in public practice.