

Chief Executive Officer's presentation



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Overview of MainstreamBPO

- › MainstreamBPO is a global service provider to the financial services industry
 - › Provides fund administration services in international financial centres
 - › Earns recurring revenue which grows in line with underlying funds via long-term service contracts
- › Established in 2006, now employs 180 staff in 6 countries
- › Serving 667 funds with assets in excess of \$119 billion

Core growth strategy



FY17 highlights

Revenue

\$29.4m

▲ 56% on FY16

EBITDA

\$4.3m

▲ 83% on FY16

NPAT

\$1.4m

▲ 36% on FY16

Funds under
administration

\$119 bn

▲ 35% on FY16

Funds
administered

667

▲ 54% on FY16

Final fully franked

dividend

0.75 cents

per share

(full year: 1.25 cps)

- › Continued strong inflows into client funds
- › Completed 3 international acquisitions in FY17 to build global distribution capability
- › Two further fully funded acquisitions announced for completion in FY18:
 - › Trinity Fund Administration - established fund services operations in Ireland and Cayman Islands
 - › Part of IRESS's superannuation administration business - expand presence in the growing superannuation administration sector

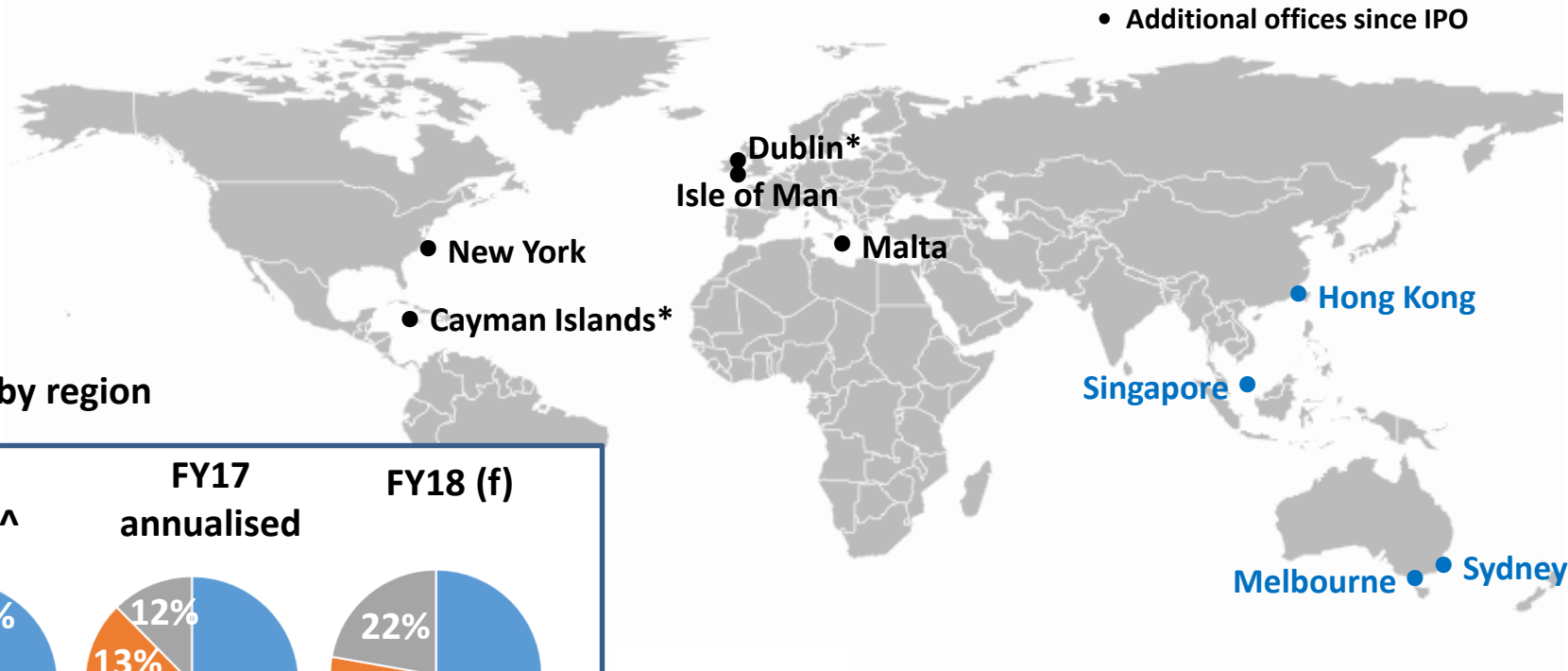
Acquisitions performing well, building scale and global reach

Acquisition	Market	Completion date	Client growth strategy	Technology synergies	Integration on track
	USA	October 2016	✓	✓	✓
	Europe/UK	November 2016	✓	✓	✓
alterDomus*	Europe	November 2016	✓	✓	✓
	Ireland and Cayman Islands	September 2017	✓	✓	✓
	Australia (superannuation)	October 2017	✓	✓	✓

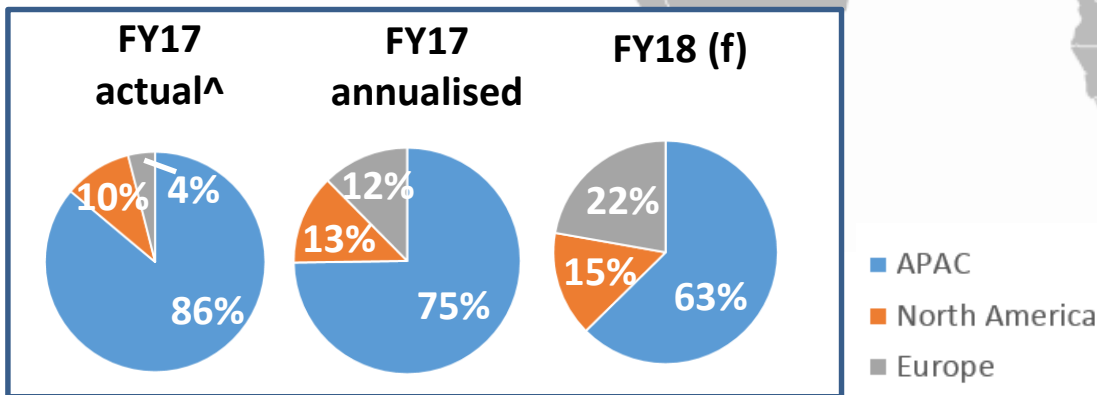
Global operating model supports our client growth strategy

Group offices

- Group offices at IPO (October 2015)
- Additional offices since IPO



Revenue by region



[^] The Group had operations in North America for nine months and Europe for seven months during FY17.

* Subject to completion of Trinity transaction.

Global operating model adding experience and capability

Asia-Pacific



Martin Smith
Group CEO /
CEO, Asia-Pacific



Nick Happell
CEO, Mainstream Fund
Services Australia



Michael Houlihan
CEO, Mainstream
Superannuation Services,
Australia



Amy Lau
Country Manager,
Hong Kong



John Davis
Country Manager,
Singapore

Europe



John McCann
CEO, Europe*



Richard Bolton
Country Manager,
Isle of Man



Malcolm St John
Country Manager,
Malta

Americas



Denise DePaola
CEO,
Americas



Angela Nightingale
Country Manager,
Cayman Islands*

* Subject to completion of Trinity transaction.

Transition to one global brand strategy


- › New look and new name that better reflects our local expertise and global reach
 - › Group: Shareholders to vote on MainstreamBPO name change
 - › Subsidiaries: Australian entities already rebranded as:
 - › Mainstream Fund Services (formerly FundBPO)
 - › Mainstream Superannuation Services (formerly SuperBPO)
- › International subsidiaries to be renamed as Mainstream Fund Services by end of 2017

MAINSTREAMBPO
SPECIALISTS IN BUSINESS PROCESS OUTSOURCING

FUNDBPO
SPECIALISTS IN FUND ADMINISTRATION

SUPERBPO
SPECIALISTS IN SUPERANNUATION ADMINISTRATION


Fundadministration


Trinity
Fund Administration Ltd

 **GALILEO**




MAINSTREAM

Closing remarks

FY17 marks a very successful year

- › Growth across all financial and operational metrics
- › Now in 8 countries* with \$119 billion in funds under administration
- › 2.2% margin improvement
- › Investment in technology and automation

FY18 off to strong start

- › Two further acquisitions on track for completion
 - › 1 for 12 Entitlement Offer for existing shareholders
- › Strong organic inflows
 - › Existing client new product launches: listed and unlisted
- › Transition to globally consistent branding
- › Anticipated revenue ~\$40m and EBITDA of ~\$6m through organic growth, acquisition integration and further margin improvement

* Subject to completion of Trinity transaction.

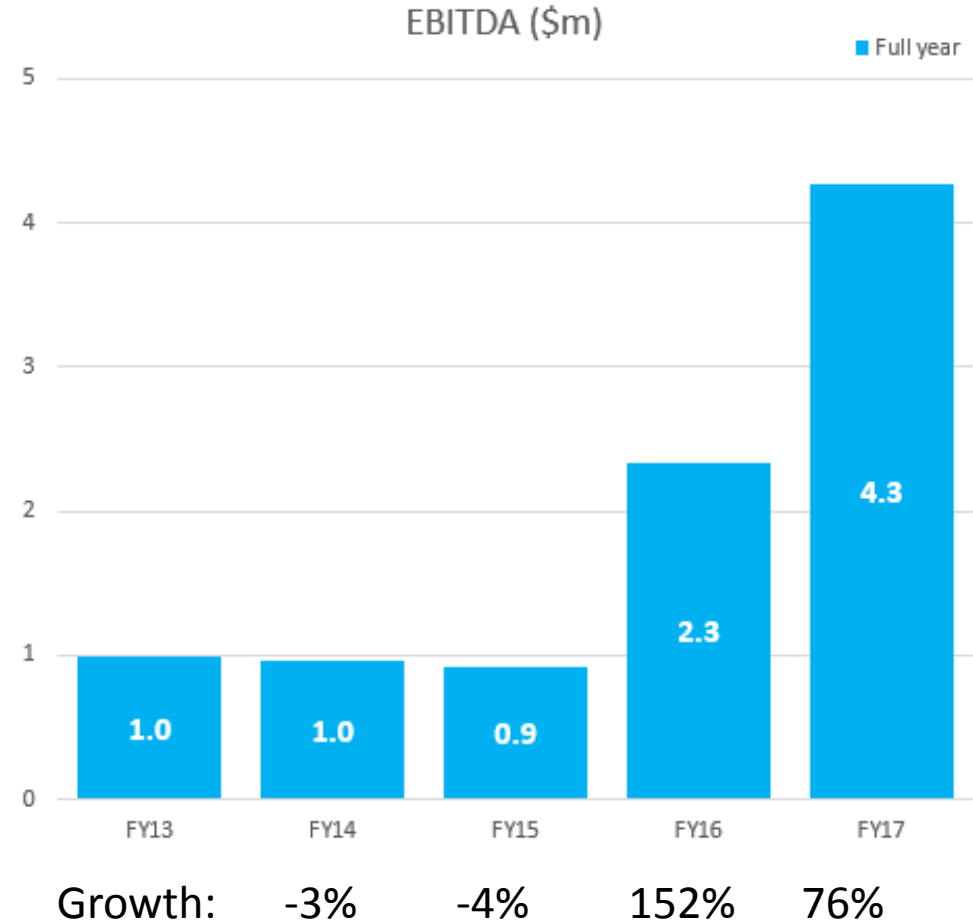
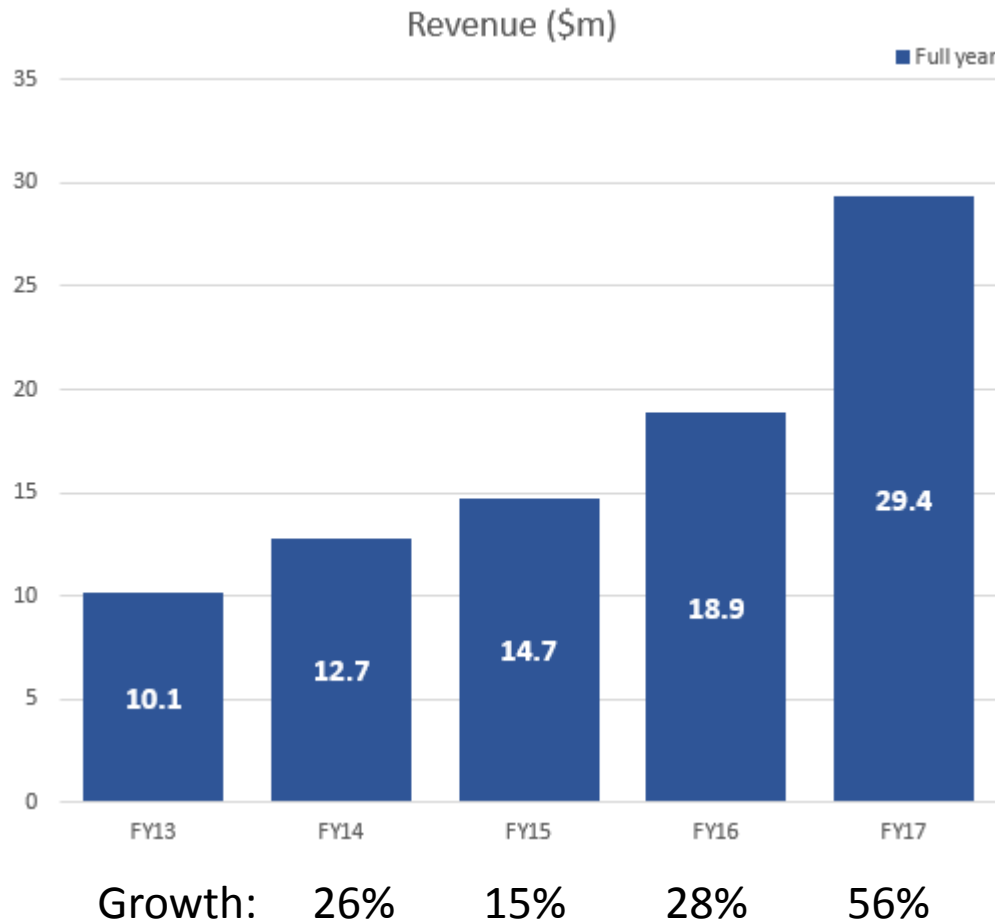
FY17 financial results

Justin O'Donnell, CFO / COO
› 29 September 2017



Revenue and EBITDA growth

High organic growth underpinned by inflows into wealth management industry



FY17 full year results

Highlights

- › Annualised revenue doubled since listing in Oct 2015
- › \$10.4m revenue increase YoY: \$6.3m from organic growth, \$4.1m from acquisitions
- › 2.2% margin improvement

\$ 000	FY17	FY16	Change
Profit after income tax expense	1,425	1,029	↑38%
Add:			
Income tax expense	387	337	
Amortisation and depreciation expense	998	463	
Interest expense	696	92	
Share-based payments expense	751	412	
EBITDA*	4,257	2,330	↑83%
EBITDA margin (%)	14.5%	12.3%	↑2.2%
EPS - basic	\$0.016	\$0.013	↑21%

* Includes non-recurring acquisition costs of approx. \$250k.

FY17 balance sheet

Highlights

- › YoY cash balance increase of \$5m
- › \$9m debt facility used to fund strategic acquisitions
- › Debtors increased YoY due to significant revenue growth and quarterly billing cycle of international businesses

\$m	FY17	FY16
Current assets	12.7	5.0
Non-current assets	20.4	9.0
Total assets	33.1	14.0
Current liabilities	5.0	3.2
Non-current liabilities	9.4	0.0
Total liabilities	14.4	3.2
Net assets	18.7	10.8
Equity	18.7	10.8