

## 1 August 2018 ASX Announcement

### Mainstream records annual net inflows of \$19.8 billion in FY18

#### Highlights

- › Strong annual inflows of \$19.8 billion
- › Funds under Administration now at \$138.81 billion, up 17%
- › Organic growth accounted for 86% of inflows
- › 22% net annual increase in funds / products administered

Mainstream Group Holdings Limited group (ASX: MAI) today released an update to the market on its Funds under Administration (FuA) during the 12 months to 30 June 2018 (FY18).

Mainstream's FuA grew by 17% to a total of \$138.8 billion in FY18. Over the same period the Group experienced a net increase of 148 funds administered, taking the total to a record 815 funds for 343 clients.

Mainstream's growth over the past 12 months was largely driven by:

- › **Key clients**, with the Group's top 10 clients accounting for more than 70% of inflows.
- › **Exchange traded fund (ETF) and listed investment vehicle** business grew by \$3.1 billion, including the provision of administration services to the two largest listed investment vehicle transactions on the ASX last year.
- › **Private equity, property and venture capital** fund administration business onboarded 40 funds in the past twelve months. The strong pipeline reflects demand for independent administration in this sector, with growth above expectations in the US and Asia.
- › **Two acquisitions** completed during the period, Trinity Fund Administration and IRESS' superannuation administration business, accounted for 14% of FY18's increase in FuA.
- › **Cayman operations** grew by 35 funds, an increase of 60% since becoming part of the Mainstream Group nine months ago.

Mainstream earns revenue based on long term contracts with its clients, with fees usually calculated based on a combination of the fund's size and the number of transactions or investors.

#### For more information

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## About Mainstream Group Holdings

Mainstream Group Holdings Limited (ASX: MAI) provides fund and superannuation administration services underpinned by investment in people, processes and technology.

As at June 2018 the Group provides administration services to 815 funds and more than 100,000 investors with assets under administration in excess of AUD \$138 billion.

Mainstream employs 245 people, with operations in Australia, Singapore, Hong Kong, the United States, the Isle of Man, Malta, Ireland and the Cayman Islands.

For more information, please visit: [www.mainstreamgroup.com](http://www.mainstreamgroup.com).