

29 July 2019

ASX Announcement

Mainstream reports record FuA for the year ended 30 June 2019

Highlights

- › Funds under Administration (FuA) up by \$10.0 billion, or 6%, on prior quarter
- › Strong organic growth in Asia-Pacific and US businesses saw FuA reach a record total of \$173 billion, equating to YoY growth of 24%

Mainstream key statistics

	30 Jun 2019	31 Mar 2019	31 Dec 2018	30 Sep 2018	30 Jun 2018	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$172.8	\$162.8	\$147.2	\$146.9	\$138.8	6%	24%
No. of Clients¹	356	355	340	326	315	0%	13%
No. of Funds	1,012	959	921	895	815	6%	24%

*QoQ growth represents the growth over the previous quarter ended 31 March 2019.

**YoY growth represents the growth over the previous 12-month period ended 30 June 2018.

Mainstream Group Holdings Limited (ASX: MAI) today announced that its Funds under Administration (FuA) grew to a record \$173 billion during the quarter ended 30 June 2019. This represented an increase of 6% on the prior quarter and 24% on the prior 12 months.

Client numbers increased by 1 on a net basis compared to the restated prior quarter, predominantly as a result of some small client exits offsetting new clients.

The number of funds administered surpassed 1,000 for the first time to a record 1,012 funds, up 53 funds or 6% on the previous quarter. Fund closures were more than offset by new funds including 36 additional US private equity funds and 19 new funds under custody.

This growth in the quarter was driven by:

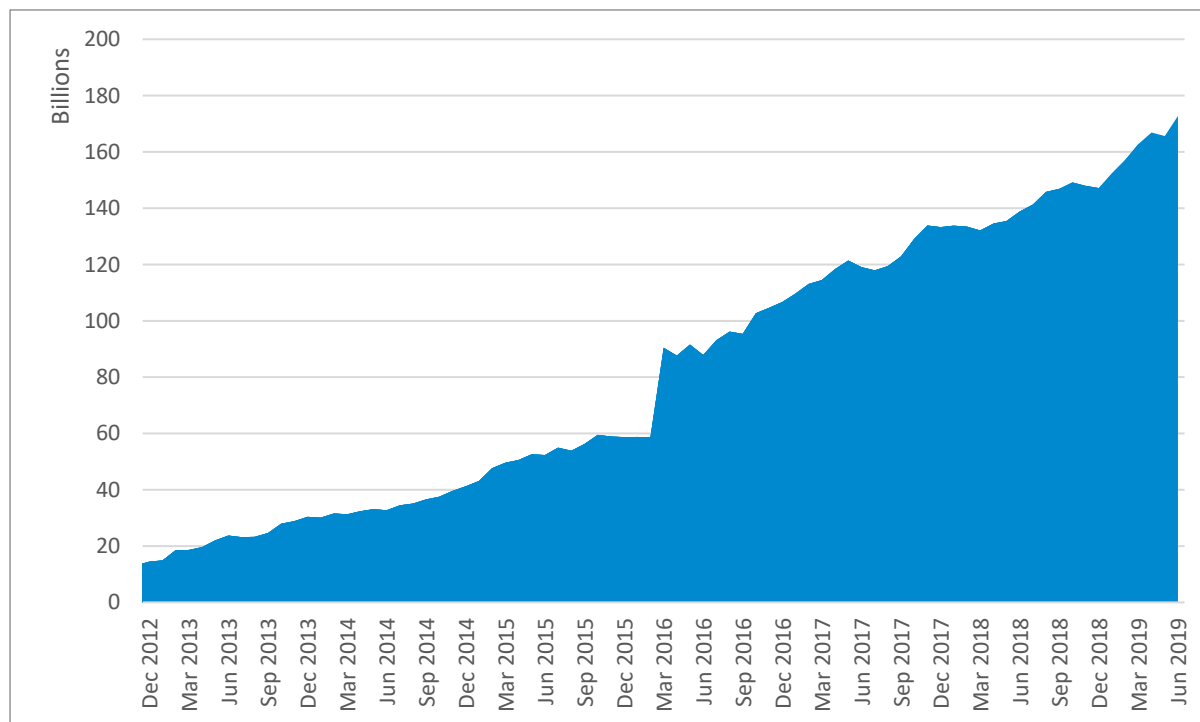
- › Market movements of \$6.1 billion
- › Net inflows² from clients of \$3.9 billion

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/or the number of transactions and investors.

¹ The prior quarters have been restated for comparative purposes to exclude 28 clients with dual contracts.

² Net inflows refers to applications and new clients less redemptions, cash distributions and lost clients.

Mainstream's Funds under Administration (FuA) to 30 June 2019



Mainstream Chief Executive Officer Martin Smith commented “During a period of industry change and market volatility, these results show our resilience in continuing to grow our business. Our global growth strategy is well diversified across regions as well as asset classes. These numbers also demonstrate the growth in the scale and reputation of our operations. Our Funds under Administration grew by \$34 billion or 24% this year, compared to five years ago when our Funds under Administration totalled that amount.”

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 2019 the Group provides administration services to 1,012 funds and more than 101,000 investors with funds under administration of AUD \$173 billion.

Mainstream employs 259 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.