

20 April 2020

ASX Announcement

Mainstream reports \$187.1 billion in Fund under Administration (FuA) for the quarter ended 31 March 2020

Highlights

- › Net inflows of \$7.9 billion during quarter
- › 31 additional/new funds live during quarter
- › Year on year FuA growth of 15% (\$24.3 billion increase)

Mainstream key statistics

	31 Mar 2020	31 Dec 2019	30 Sep 2019	30 Jun 2019	31 Mar 2019	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$187.1	\$187.5	\$183.1	\$172.8	\$162.8	-0.2%	15%
No. of Clients	348	348	363	356	355	0%	-2%
No. of Funds	1,042	1,011	1,015	1,012	959	3%	9%

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

**YoY growth represents the growth over the previous 12-month period ended 31 March 2019.

Mainstream Group Holdings Limited (ASX: MAI) today announced Funds under Administration (FuA) of \$187.1 billion as at 31 March 2020. This represented a 15% increase on the prior 12 months.

The number of clients remained the same and net funds increased by 31 compared to the prior quarter, with continued wins in US private equity and significant growth in the Singapore and Hong Kong businesses despite COVID-19.

The \$-0.4 billion decrease in FuA during the quarter can be broken down to:

- › Net inflows¹ from clients of \$7.9 billion
- › Market movements of \$-8.3 billion

The \$24.3 billion increase in FuA over the past 12 months was comprised of:

- › Net inflows¹ from clients of \$15.6 billion (64%)
- › Market movements of \$8.7 billion (36%)

¹ Net inflows refers to applications and new clients less redemptions, cash distributions and any lost clients.

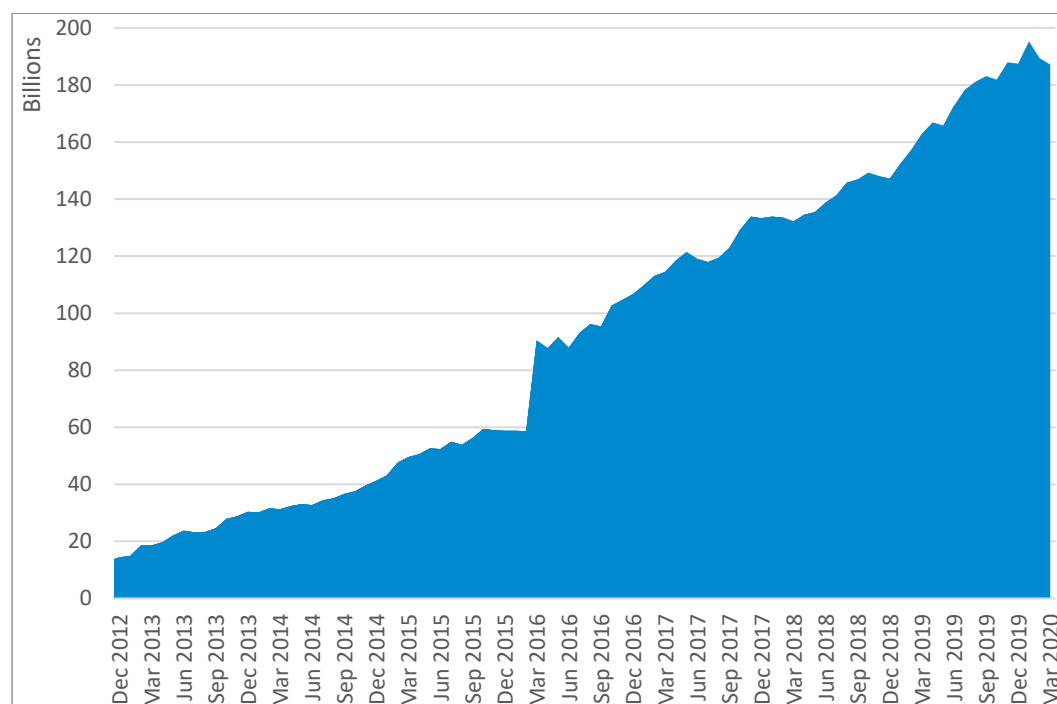
Mainstream’s funds under custody moved in line with markets during the quarter, from \$7.0 billion to \$5.5 billion, with 9 new funds onboarded. The US private equity business increased its FuA by \$3.4 billion, or 50%, to \$10.1 billion during the quarter, with 23 new funds.

Mainstream earns revenue based on long term contracts with its clients, with fees usually calculated based on a combination of minimum fees or basis points plus the number of transactions and investors. Custody income is linked to official interest rates and transaction fees.

Mainstream Chief Executive Officer Martin Smith commented, “This is a striking result for our business considering global markets fell more than 20% during the quarter. It demonstrates our resilience to market conditions, via geographic and product diversity, the quality of our clients as well as a strong pipeline of contracted new business.”

Mainstream will host a teleconference for investors at 9am (AEST) on Wednesday, 22 April 2020 to provide further commentary on the Company’s quarterly statistics as well as a general trading update and update on Mainstream’s COVID-19 response. The teleconference dial-in details and a copy of the presentation slides will be released to ASX prior to the call.

Mainstream’s Funds under Administration (FuA) to 31 March 2020



Authorisation

This ASX Announcement has been authorised by the Company’s board of directors.

For more information

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About Mainstream Group Holdings

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

As at March 2020 the Group provides administration services to 1,042 funds and more than 88,000 investors with funds under administration in excess of AUD \$187 billion.

Mainstream employs 274 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: <https://www.mainstreamgroup.com>.