

21 October 2020

ASX Announcement

Mainstream reports \$210.9 billion in Fund under Administration (FuA) for the quarter ended 30 September 2020

Highlights

- › Funds under administration (FuA) surpasses \$200 billion with net increase of \$14.3 billion
- › US private equity FuA up 85% during quarter, to \$20.0 billion
- › Funds under custody up 23% during quarter, to \$12.1 billion
- › 71 net additional/new funds live during quarter

Mainstream key statistics

	30 Sep 2020	30 Jun 2020	31 Mar 2020	31 Dec 2019	30 Sep 2019	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$210.9	\$196.6	\$187.1	\$187.5	\$183.1	7%	15%
No. of Clients	358	350	348	348	363	2%	-1%
No. of Funds	1,149	1,078	1,042	1,011	1,015	7%	13%

*QoQ growth represents the growth over the previous quarter ended 30 June 2020.

**YoY growth represents the growth over the previous 12-month period ended 30 September 2019.

Mainstream Group Holdings Limited (ASX: MAI) today announced Funds under Administration (FuA) of \$210.9 billion as at 30 September 2020. This represented a 15% increase on the prior 12 months.

The net number of clients increased by 8 and net funds increased by 71 compared to the prior quarter, with continued wins in the US private equity and Australian business despite COVID-19.

The \$14.3 billion increase in FuA during the quarter can be broken down to:

- › Net inflows¹ from clients of \$11.8 billion
- › Market movements of \$2.5 billion

The \$27.8 billion increase in FuA over the past 12 months was comprised of:

- › Net inflows¹ from clients of \$24.3 billion (87%)
- › Market movements of \$3.5 billion (13%)

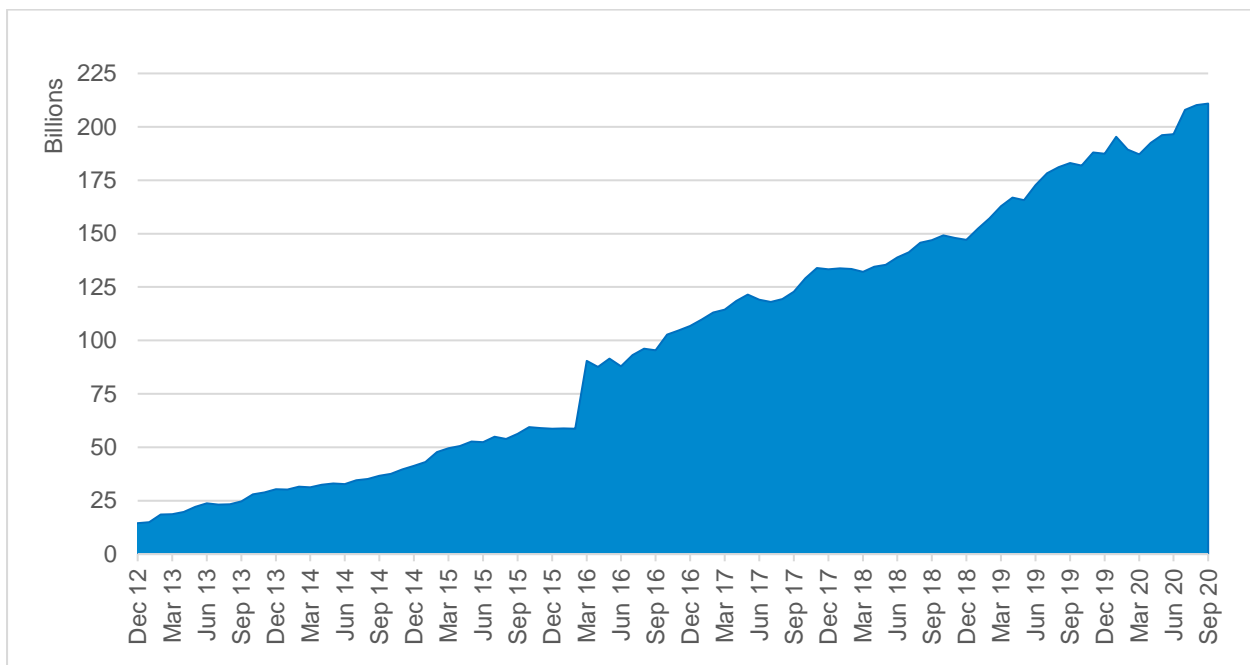
¹ Net inflows refers to applications and new clients less redemptions, cash distributions and any lost clients.

Private equity funds under administration in the US rose by \$9.2 billion to \$20.0 billion (up 85% during the quarter), with a net increase of 64 funds. Funds under custody increased by \$2.2 billion to \$12.1 billion (up 23% during the quarter), with a net increase of 12 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, account and transaction fees.

Mainstream Chief Executive Officer Martin Smith commented, “Mainstream has continued its momentum from the June quarter with strong inflows as our clients adapt to the current environment. We are confident our new business pipeline will continue to grow, especially in our core markets, driven by new fund launches and further industry consolidation.”

Mainstream’s Funds under Administration (FuA) to 30 September 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 September 2020 the Group provides administration services to 1,149 funds and more than 91,000 investors with funds under administration in excess of AUD \$210 billion.

Mainstream employs 284 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>.