

26 April 2021

ASX Announcement

Mainstream reports \$272.2 billion in Fund under Administration (FuA) for the quarter ended 31 March 2021

Highlights

- › \$47.4 billion FUA increase for the quarter
- › Net inflows of \$41.7 billion during the quarter
- › Funds administered increased by 162 in the quarter to 1,364
- › Investor numbers increased by circa 19,000 in the quarter to 176,000

Mainstream key statistics

	31 Mar 2021	31 Dec 2020	30 Sep 2020	30 Jun 2020	31 Mar 2020	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$272.2	\$224.8	\$210.9	\$196.6	\$187.1	21%	45%
No. of Clients	367	362	358	350	348	1%	5%
No. of Funds	1,364	1,202	1,149	1,078	1,042	13%	31%

*QoQ growth represents the growth over the 3-month period of 31 December 2020 to 31 March 2021.

**YoY growth represents the growth over the 12-month period of 31 March 2020 to 31 March 2021.

Mainstream Group Holdings Limited (ASX: MAI) today announced FuA of \$272.2 billion as at 31 March 2021. This represented a 21% increase on the prior quarter, attributable to the onboarding of a key client, Pandal Australia, as well as strong inflows across the rest of the existing Australian client base.

The net number of clients increased by 5 and net funds increased by 162 compared to the prior quarter.

The \$47.4 billion increase in FuA during the quarter can be broken down to:

- › Net inflows¹ from clients of \$41.7 billion
- › Market movements of \$5.7 billion

The \$85.2 billion increase in FuA over the past 12 months was comprised of:

- › Net inflows¹ from clients of \$66.5 billion (78%)
- › Market movements of \$18.6 billion (22%)

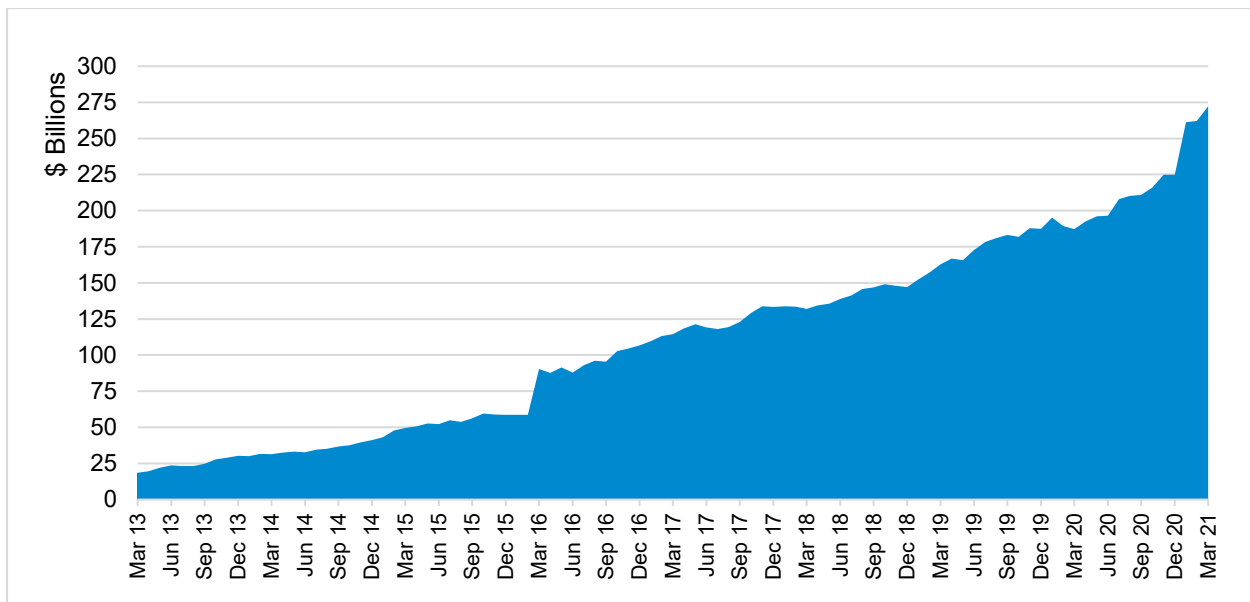
¹ Net inflows refers to applications and new clients less redemptions, cash distributions and any lost clients.

Funds under custody increased by \$0.5 billion to \$16.9 billion (up 3% during the quarter), with a net increase of 12 funds. Private equity funds in the US rose by \$1.3 billion to \$22.3 billion (up 6% during the quarter), with a net increase of 33 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, “We are delighted with this result. It is beyond our expectations and our strongest quarter to-date. This result reflects our ongoing investment in enterprise solutions for larger fund managers. We are well positioned to attract more clients of this calibre and expect to see ongoing demand for our scale and expertise in functional outsourcing in areas such as unit registry (transfer agency), middle office and custody.”

Mainstream’s Funds under Administration (FuA) to 31 March 2021



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 2021 the Group provides administration services to 1,364 funds and more than 176,000 investors with funds under administration in excess of AUD \$272 billion.

Mainstream employs 330 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>.