



MainstreamBPO Limited Interim Results

For the half year ended
31 December 2016

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Update

Australia's leading full service fund administrator continues historical growth trend and capitalises on leadership position in Australia to expand global footprint.

Strategy

1. Continue strong growth in Australia as a dominant full service administrator serving managed funds, hedge funds, managed accounts and superannuation funds.
2. Grow in key global financial centres through acquisitions leveraging common technology and processes in the fund administration sector covering hedge funds, private equity funds and mutual funds.

Agenda

1. HY17 financial results
2. Outlook



MainstreamBPO Limited HY17 interim results

Highlights

- › Continued profitable growth
- › Significant increase on prior corresponding period
- › HY17 actual result exceeded management half year budget
- › Group well placed to exceed FY17 forecast

\$	HY17 actual	Increase to HY16	Increase to HY budget
Revenue	\$13.1m	↑49%	↑9%
EBITDA	\$1.8m	↑58%	↑37%
Net profit	\$0.7m	↑106%	↑40%











HY17 balance sheet

Highlights

- › Strong balance sheet with debt to finance strategic acquisitions and related technology upgrades
- › Capacity for further profitable growth

\$	HY17	FY16
Current assets	\$8.5m	\$5.0m
Non-current assets	\$18.6m	\$9.0m
Total assets	\$27.1m	\$14.0m
Current liabilities	\$5.6m	\$3.2m
Non-current liabilities	\$6.8m	-
Total liabilities	\$12.5m	\$3.2m
Net assets	\$14.6m	\$10.8m
Equity	\$14.6m	\$10.8m

Transition to a global fund administrator

	31 December 2015	31 December 2016
Countries	3 	7
Funds administered	270 	602
Funds under Administration (FuA)	\$50 bn 	\$106 bn
Number of clients	108 	187
Employees	100 	160
HY revenue	\$8.8m 	\$13.1m
HY EBITDA	\$1.1m 	\$1.8m
EBITDA margin	11.3% 	13.7%
Revenue per employee*	\$160k 	\$210k
% of revenue from offshore*	22% 	35%

*Calculation based on the December 2016 and 2015 month end run rate.

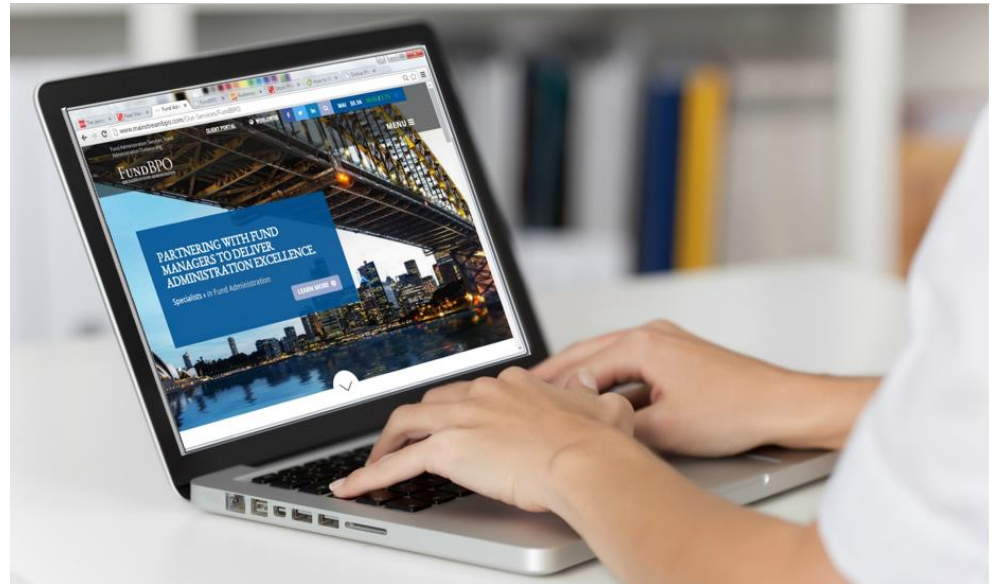
Key half year milestones

1. Significant organic growth progress. Key clients experiencing continued growth in FUM and funds through new products. This trend is expected to continue.
2. Strong pipeline of organic growth opportunities in key markets.
3. Three international acquisitions:
 - New York
 - Isle of Man
 - Malta
4. Strong global leadership team with key executives in place in every geography.
5. Strong pipeline of potential acquisitions meeting the Company's acquisition criteria.
6. Establishment of Acquisition Debt Facility with Masons Stevens to facilitate further growth and expansion.
7. Announcement of fully franked interim dividend of 0.5 cents per issued share with expectation of further fully franked dividends to be announced for full year.
8. Productivity improvement (EBITDA margin increased to 13.7% and revenue per employee increased to \$210k)
9. Key technology upgrades and enhancements.

Technology to support service delivery and growth contributing to continued productivity increases

Commitment to leading edge technologies underpinning growth strategy:

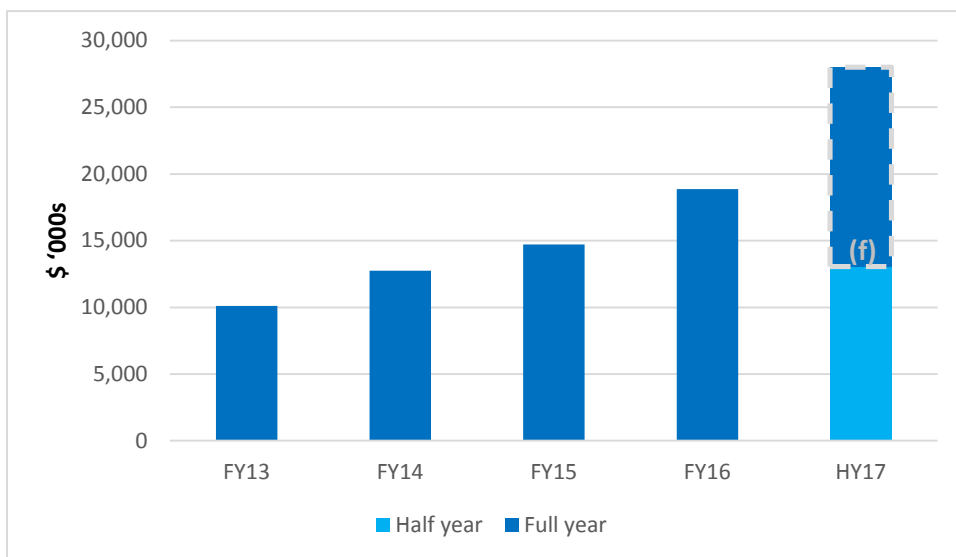
- Paxus
- GBST
- HiPortfolio and HiTrust
- Other



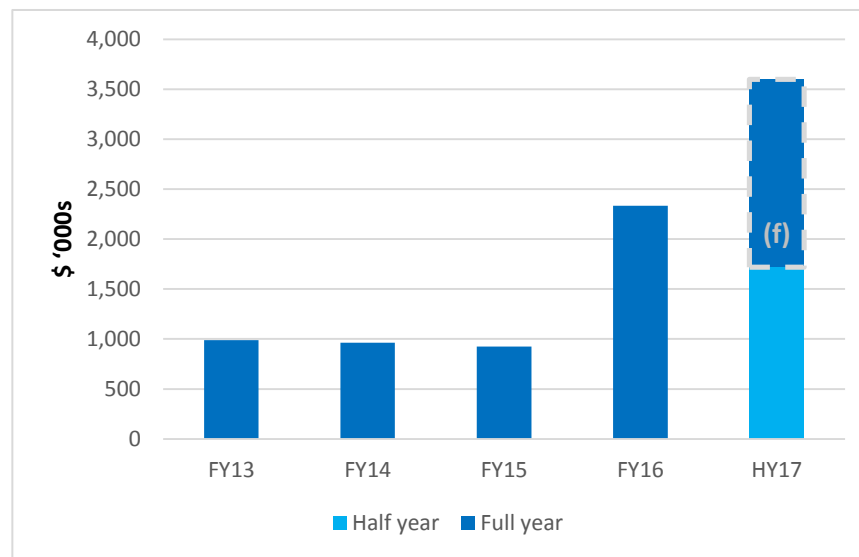
Full year outlook

\$	HY17 actual	Increase to HY budget	Revised FY17 Forecast	Increase on prior guidance
Revenue	\$13.1m	↑9%	\$28m - \$30m	\$3.5m, ↑13%
EBITDA	\$1.8m	↑37%	\$3.6m - \$4.0m	\$0.7m, ↑21%

Revenue trend

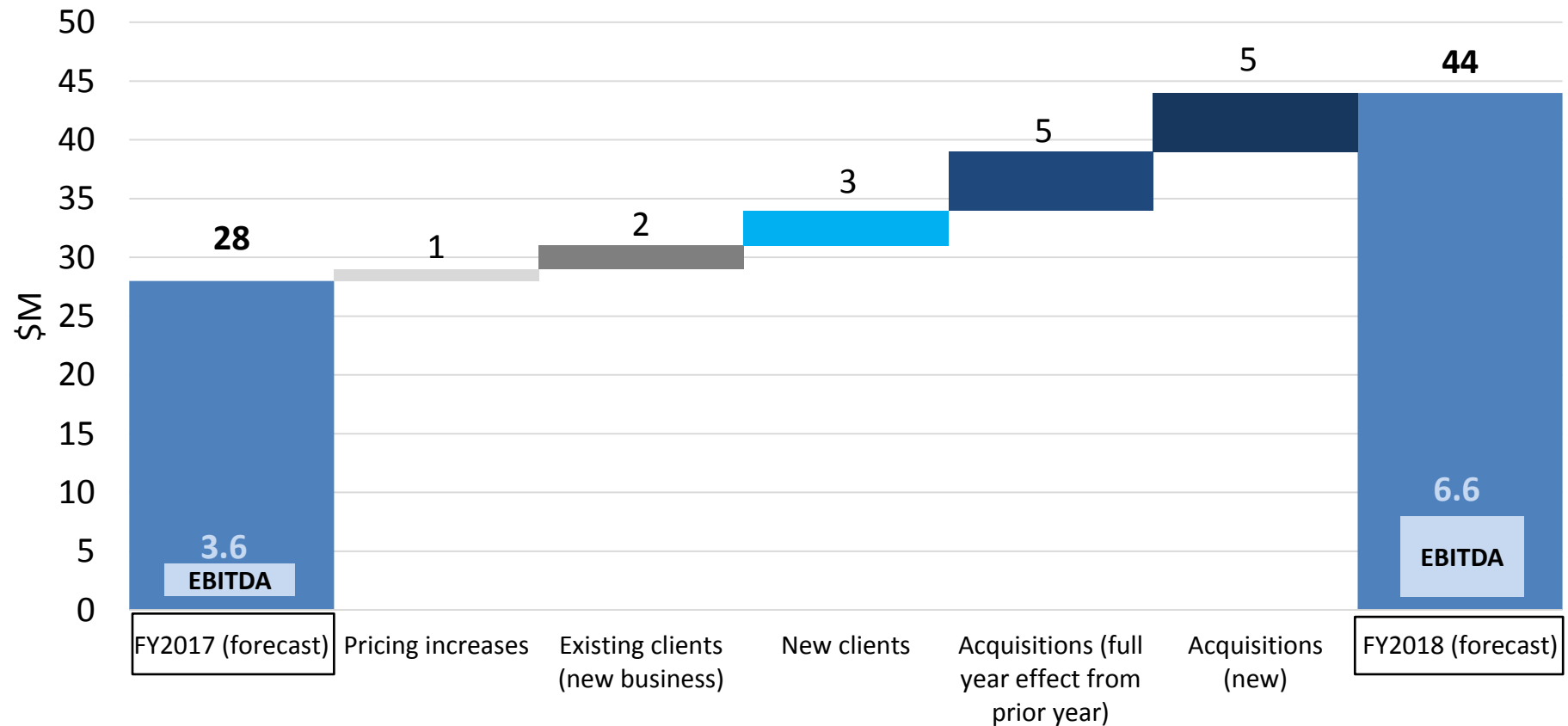


EBITDA trend



(f) = Forecast.

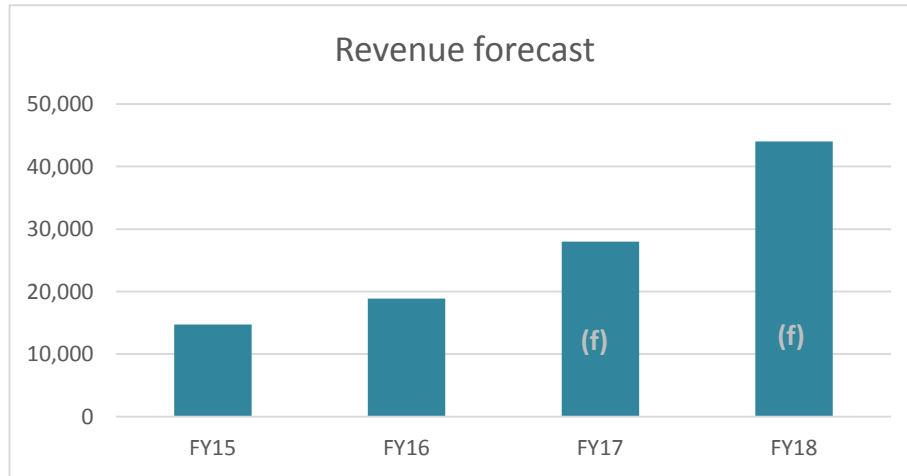
FY2018 revenue and EBITDA forecast



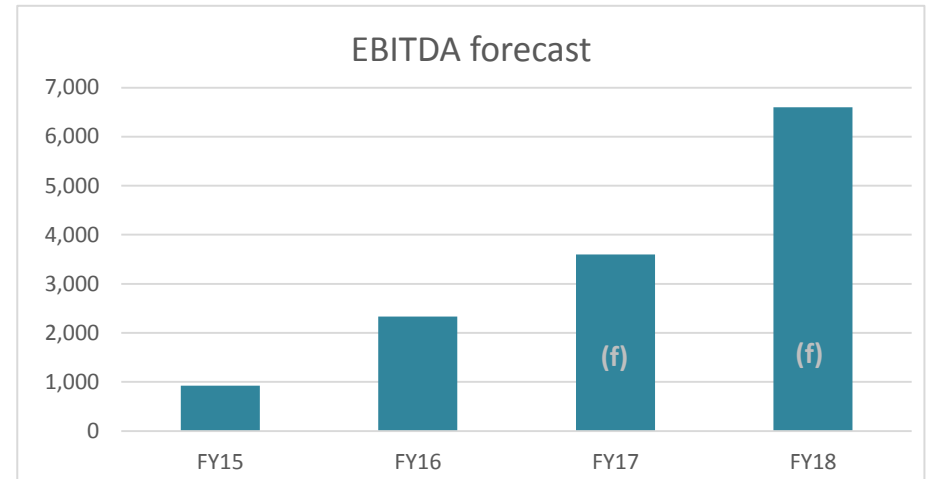
The above chart assumes two acquisitions, each with \$5m annualised revenue, per calendar year.

Closing remarks

Revenue trend



EBITDA trend



- Continued focused growth with annualised revenue growth expected to continue to exceed 30% per annum.
- Anticipate 50% of revenue to be from global operations by FY18.
- Continued strategies to deliver EBITDA of 20%.

(f) = Forecast.





Questions?

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