



# 2018 Annual General Meeting



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## Presenters

### **Rob Coombe**

Executive Chairman  
Generation Development Group

### **Catherine van der Veen and Lucy Foster**

Joint Chief Executive Officer  
Generation Life

### **Grant Hackett**

Incoming Chief Executive Officer  
Generation Development Group

# Group financials and results

Presenter:

**Rob Coombe**

Executive Chairman of Generation Development Group



# Generation Development Group

A compelling shareholder value building model

Generation Development Group (ASX:GDG) is a licenced Pooled Development Fund (PDF) owning a recurring revenue producing life/investment income



Shareholders receive tax exempt dividends



A full life insurance licence allowing it to issue all style of life products including risk and annuity based products



Shareholders benefit by tax-free capital gains on shares



Currently a singular focus on investment bonds



Most of Generation Development Group's PDF income is taxed favourably



No debt & low capital business model



# FY18 Financial Result Summary

	FY18	FY17	Change	Change %
Revenue* (A\$'000)	13,054	10,726	2,328	22
Expenses (A\$'000)	-11,536	-9,894	-1,642	17
Underlying EBITDA (A\$'000)	1,479	824	655	79
Underlying NPAT (A\$'000)	1,518	832	686	82
Underlying EPS (cps)	0.32	0.19	0.13	68
DPS (cps)	0.02	0.02	-	-
FUM (A\$'000)	887,400	720,000	167,400	23
Cash and cash equivalent (A\$'000)	12,292	9,293	2,999	32

\* Includes income tax benefit

# In 2018, we invested into our future growth



## Brand

- + Renamed and launched the new brand from Austock Group and Austock Life to Generation Development Group and Generation Life



## IT

- + Modernised and refreshed the website and improved navigation and content
- + Built out the adviser portal and delivered better self-service functionality



## People

- + Recruited experienced professionals into the management team with broad industry experience
- + Rolled out a Long Term Incentive scheme for the senior executives



## Products

- + Introduced a new tiered fee structure with no investment switching cost
- + New product rollout including Funeral Bonds and estate planning features
- + New investing options including dollar cost averaging, auto re-balancing and automatic increases in regular savings plan amount
- + Added 4 new investment options and repriced our index fund



## Distribution

- + Developed key account strategy
- + Strategic educational partnerships with key groups
- + Targeted events, webinars, presentations & masterclasses
- + Adopted a new sales & operating rhythm focused on productivity, pipeline & sales outcomes

# New Executive Management Team



**Robert Coombe**

**Executive Chairman of  
Generation Development Group**

Joined 18 July 2017

- + Non-executive Chairman of Craveable Brands
- + Deputy Chair of the Australian Indigenous Education Foundation and Surfing Australia
- + Advisory Boards - UTS Faculty of Law and 5V Capital Investors
- + Director of CIMB Group
- + Former CEO of BT, Craveable Brands and Group Executive for Westpac Retail & Business Banking



**Chris Freeman**

**Independent Non Executive  
Chairman of Generation Life**

Joined 22 November 2017

- + 40 years experience in financial services
- + Deep experience and contacts in IFA market
- + Chairman, Templeton Growth Fund Limited
- + Chairman of Advisory Board to Barrons Magazine
- + Member of the Institute of Chartered Accountants and Australian Institute of Company Directors



**Catherine van der Veen**

**Joint Chief Executive Officer of  
Generation Life**

Joined 8 January 2018

- + Previously Joint Head Wealth Strategy CBA
- + Extensive product, marketing, distribution background
- + Worked in Sydney, London, Singapore, Boston
- + Degree in Agricultural Economics from Sydney Uni and graduate of Harvard Business School (Leadership Program)



**Lucy Foster**

**Joint Chief Executive Officer of  
Generation Life**

Joined 8 January 2018

- + Previously Joint Head Wealth Strategy CBA
- + Extensive experience in financial services strategy and execution in Australia and overseas
- + MBA (distinction) from the University of Strathclyde and an undergraduate degree in Medical Sciences from the University of Glasgow

# New Executive Management Team



**Terence Wong**

**Chief Financial Officer of  
Generation Development Group**

Joined 19 March 2018

- + Previously led the Corporate Finance team at EnergyAustralia
- + Significant strategic, commercial, M&A and project finance experience
- + Degrees in Commerce (Honours) and Law (Honours) and Graduate Diploma in Applied Finance
- + Member of the Institute of Chartered Accountants



**Grant Hackett OAM**

**General Manager of Distribution of  
Generation Development Group**

Joined 11 September 2017

**Chief Executive Officer of Generation Development  
Group effective 25 October 2018**

- + Previously Head of Priority Markets Westpac - experience across marketing & distribution
- + Previously Director Regal Funds Management
- + Diploma in Financial Planning and Diploma in Business/Law
- + Executive MBA (First Class Honours)



**Felipe Araujo**

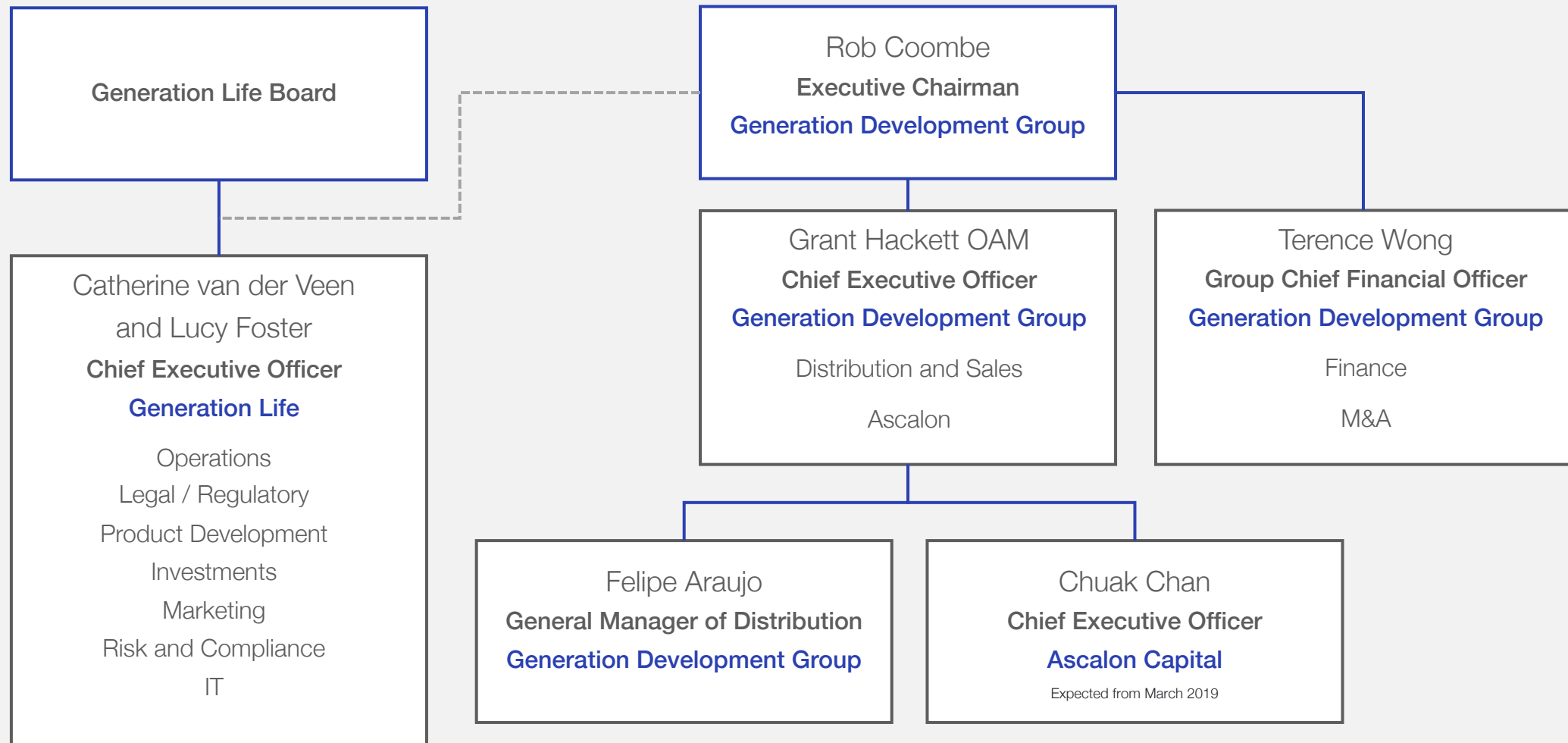
**Head of Key Accounts of  
Generation Development Group**

Joined 23 October 2017

- + Previously Relationship Director and Head of Industry Specialisation Westpac
- + Extensive experience in customer acquisition
- + Bachelor of Business Economics and Finance RMIT



# GDG Executive Management Team





# Generation Life

Presenters:

**Catherine van der Veen and Lucy Foster**

Joint Chief Executive Officer of Generation Life



# FY18

## Highlights & Key Performance Measures

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Life Business FUM

**\$887 m**

Up 23% yoy



Life Product Sales

**\$228 m**

Up 71%



Market share\*

**33.7%**

June quarter 2018



Product rating

**Highly Recommended**

**Zenith**



Active Financial Advisers

**765**

Up 70%



New Bond Numbers

**3,640**

Up 60%



Saving Plans

**\$19.3 m**

Up 68%



**37 investment**

**options**

Up 12%

\* Strategic Insight Actuaries & Researchers



# FY19 Q1

## Highlights and Key Performance Measures



↑ 26%

Life Business FUM  
\$935 m



↑ 42%

Life Product Sales  
\$52 m



↑ 27%

Active Financial Advisers  
784



↑ 76%

New Bond Numbers  
1276



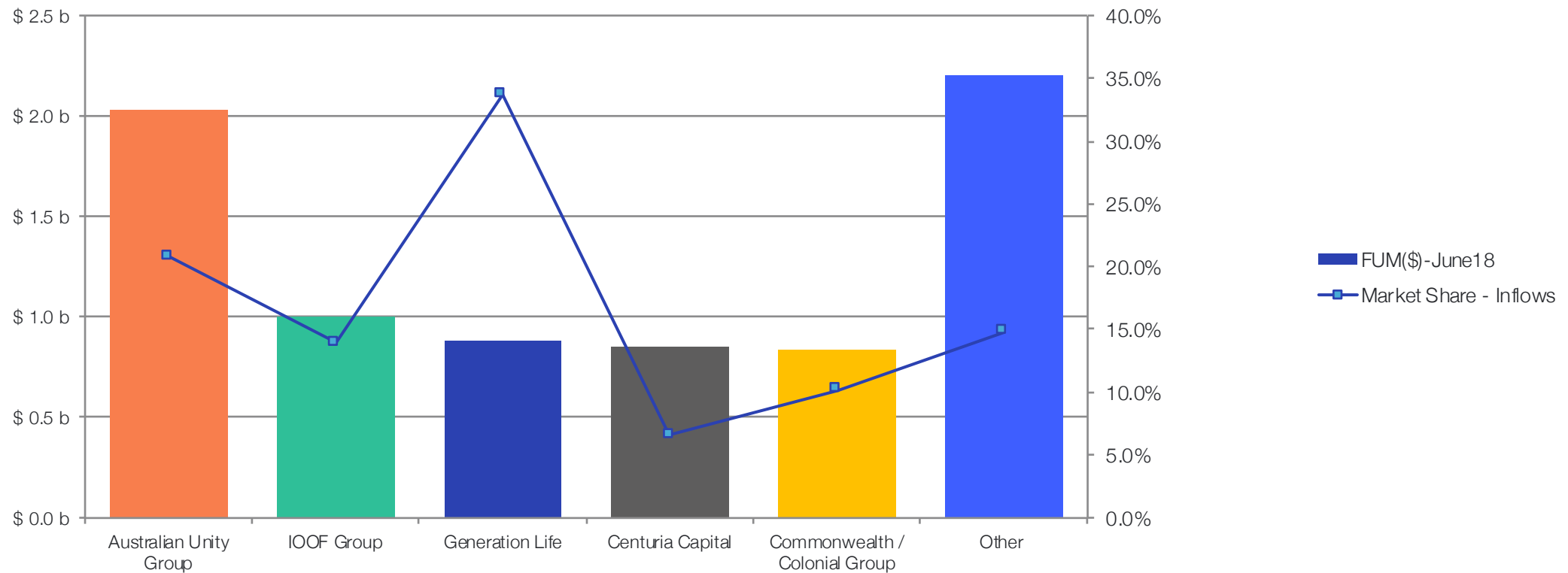
↑ 24%

Saving Plans  
\$22.6 m  
(annualised)



# Rising from 5th to 3rd in 2018

## Generation Life – Market share FUM



For the period ended June 2018



# Market expected to continue growing

## Changes to superannuation



Many 'High Net Worth' clients simply can't get money into Super. DEXX&R have estimated this market to be in excess of \$18 billion p.a.

### Investment bonds will benefit:

- + Investors looking for the next best tax structure outside of Super
- + Superior for estate and intergenerational planning





# Several initiatives underway to sustain momentum in FY19

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## New product and enhancements

- + A targeted HNW product offering
- + Improvements in functionality to LifeBuilder



## Distribution Strategy

- + Growing active advisers
- + B2B propositions a clear point of difference with selected dealer groups and large IFAs



## Investment menu

- + Adding 14 new options across new and existing asset classes



## Adviser and investor tools and service

- + Enhance data reporting to platforms
- + New online projection calculator
- + Additional investment forms available online



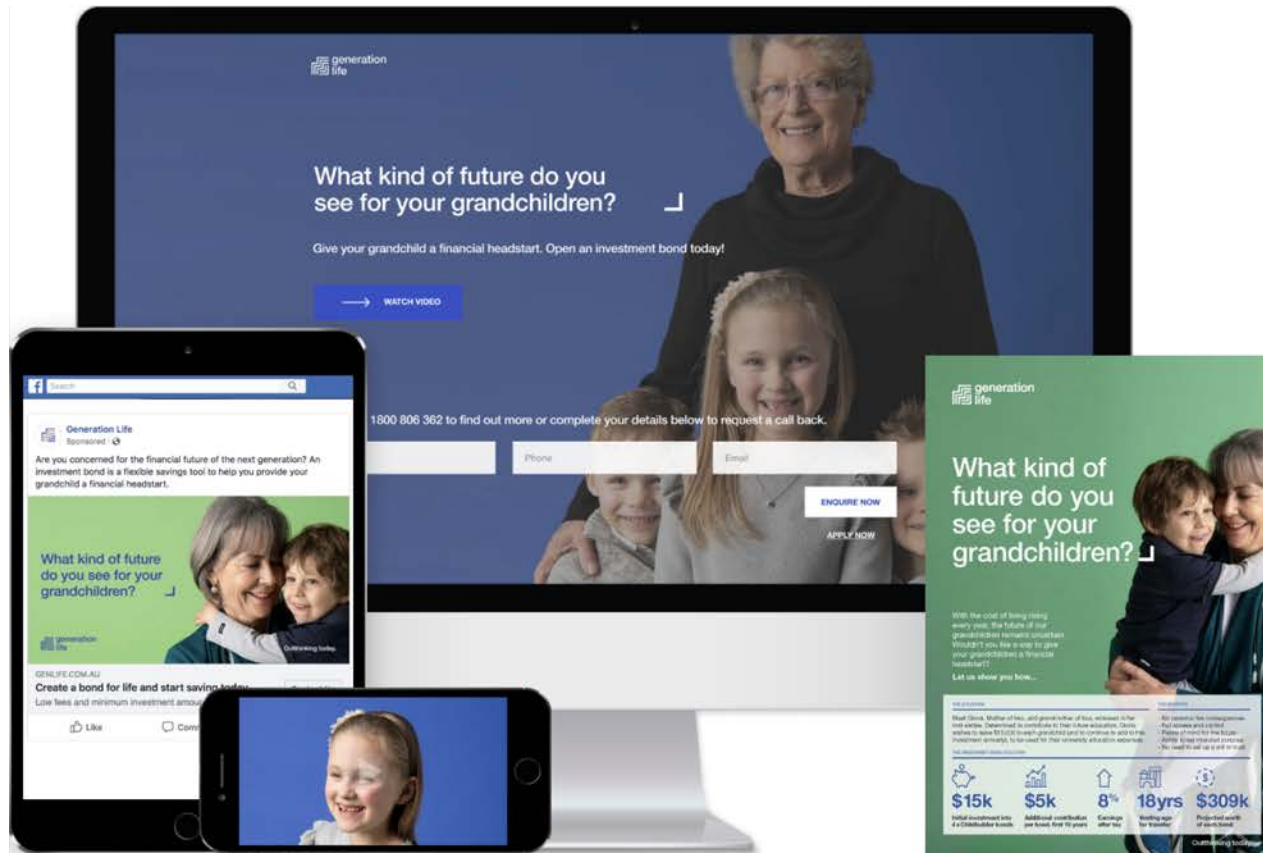
## Marketing Strategy

- + Activation & Retention – drive further activation from existing advisers
- + Brand development – above-the-line marketing campaign



# Grandparents and Parents Campaign

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Capitalising on our strong direct sales with an above the line campaign launching next week

Digital placements only and direct to adviser networks to support both B2C and B2B channels





# Ascalon Acquisition

by Generation Development Group



Presenter:

**Grant Hackett OAM**

Chief Executive Officer of Generation Development Group



# Our investment in Ascalon Capital Managers

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September 2018

Entered agreement with Westpac to invest in Ascalon Capital Managers. Completion is subject to regulatory approval

October 2018

\$20 million Westpac seed investment into the Trium Morphee ESG Long Short fund, a UCITS fund managed by Morphee Asset Management

March 2019

Expected completion date for investment in Ascalon Capital Managers

June to September 2019

Ascalon to launch new Asia Pacific seeding vehicle to invest in alternative investment funds in the Asia Pacific region

# Ascalon deal terms and structure diagram

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Completion is subject to GDG being approved by Hong Kong Securities and Futures Commission and Ascalon Capital Managers capital restructuring



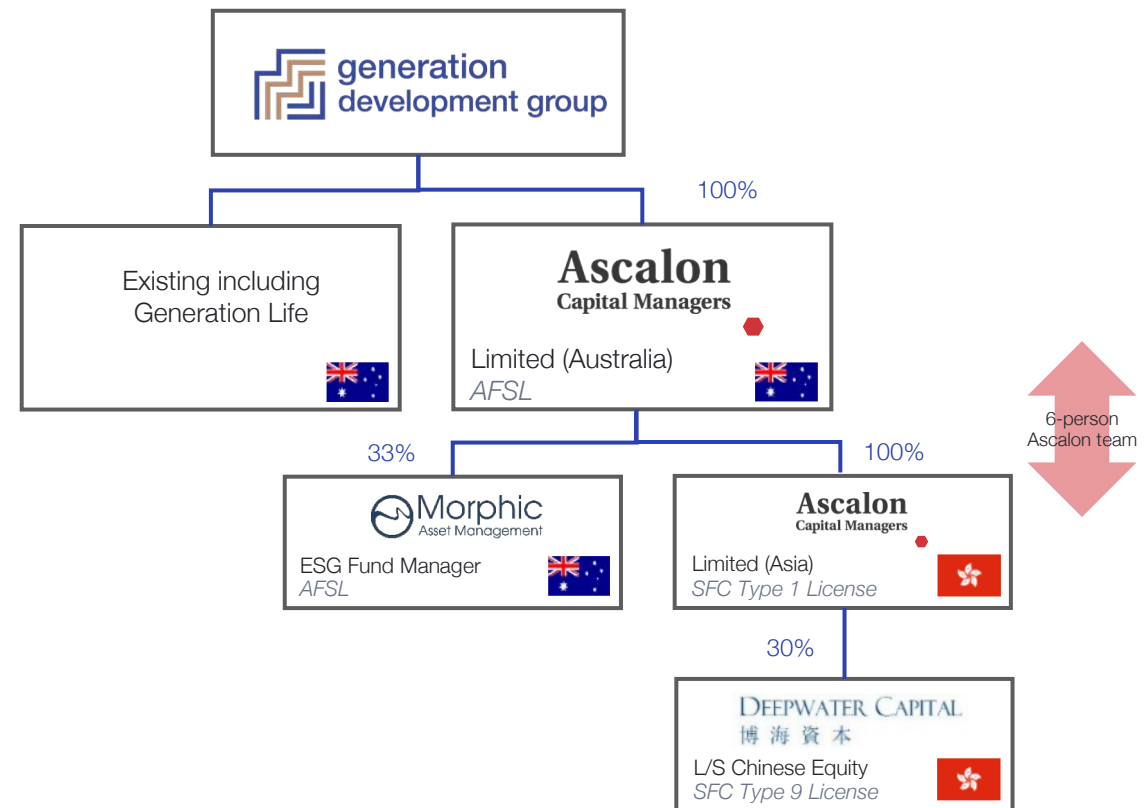
Expected completion date by March 2019



Surplus underlying net assets in Ascalon to fund establishment of new Ascalon fund



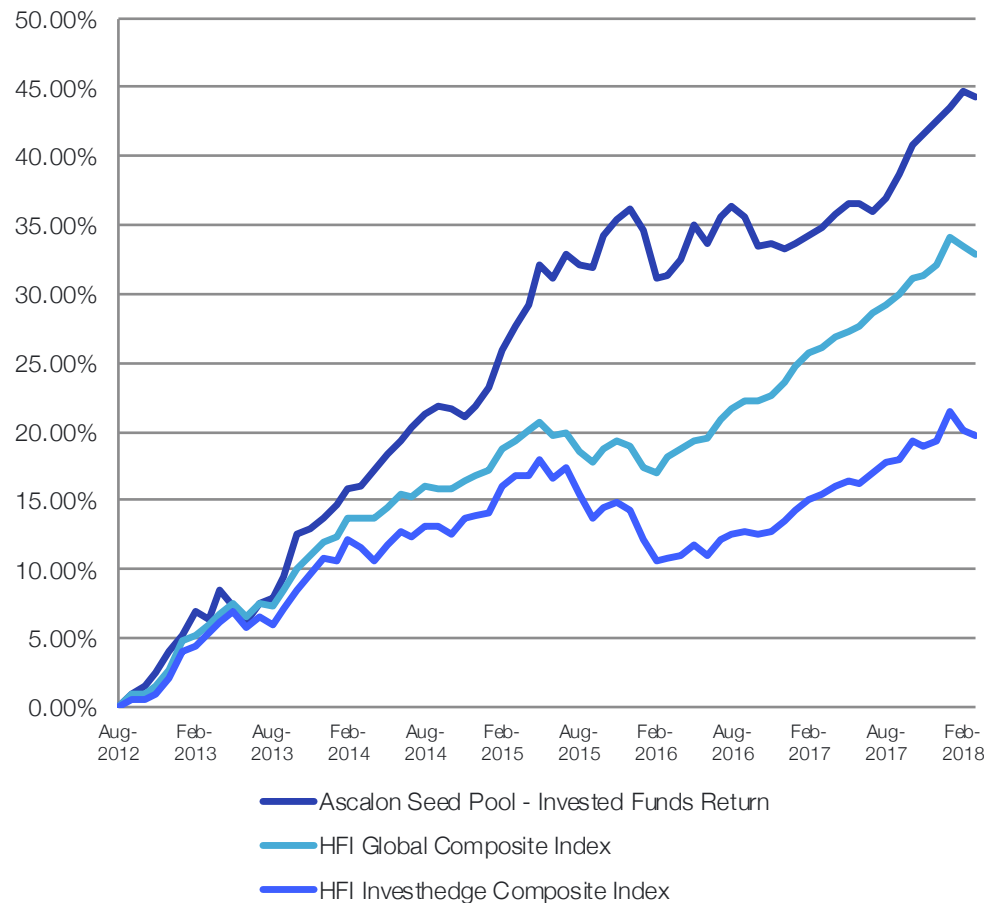
Westpac to invest \$20 million to seed Trium Morphic ESG Long Short fund





# Ascalon

## Proven Track Record



Highly experienced team with a well-developed network in the Asia Pacific hedge fund industry



Well-established investment, operational, governance and risk management processes



Deal experience in multiple Asia-Pacific jurisdictions in acquisition, fund investing and exits




Expertise with structuring investment vehicles in Asia-Pacific, Europe and Cayman Islands



Expansion of GDG's client base to global institutional and professional investors

# Ascalon

A leading incubator and partner of boutique fund managers in the Asia Pacific region

<p>2018 Nominated Best Asian Event Driven Fund by</p>  <p>Athos Capital</p>	<p>2018 Nominated Best Asia-Based Global Macro Fund by</p>  <p>RV Capital</p>	<p>2018 Nominated Best Global Equity Fund by</p> <p>AsiaHedge</p> <p>Morphic Asset Management</p>	<p>2016 Awarded Best Asian Event Driven Fund by</p>  <p>Athos Capital</p>	<p>2015 Awarded Best Asia-Based Global Macro Fund by</p>  <p>RV Capital</p>	<p>2015 Nominated Best Global Equity Fund by</p> <p>AsiaHedge</p> <p>Morphic Asset Management</p>
<p>2015 Awarded Best Asian Fixed Income Fund by</p>  <p>RV Capital</p>	<p>2014 Nominated Best Early-Stage Hedge Fund Investor by</p>  <p>Ascalon Capital Managers</p>	<p>2014 Awarded Best Asian Long Term Value Event Driven by</p>  <p>Athos Capital</p>	<p>2013 Nominated Best New Fund of the Year by</p> <p>AsiaHedge</p> <p>Morphic Asset Management</p>	<p>2013 Awarded Best Asian FX Investing Fund by</p>  <p>RV Capital</p>	<p>2011 Awarded Best Investor Supporting Australian Managers by</p> <p>The Australian HEDGE FUND AWARDS</p> <p>Ascalon Capital Managers</p>

**Strong track record**  
more than 50 industry award  
wins and nominations

# Ascalon management team

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**Chuak Chan**  
Chief Executive Officer,  
Executive Director

- + 30 years in fund management industry, in Hong Kong, Singapore, and Australia
- + Chuak joined Ascalon in 2011 to establish and lead the Asian business
- + Prior to this, he was a cofounder and partner of a leading Asian hedge fund
- + 1998-2007 - Senior regional management with ING Investment Management in Hong Kong
- + 1988-1998 - Bankers Trust funds management in Australia and Singapore



**Andrew Hutson**  
Head of Investments

- + 23 years in financial services, of which 17 in hedge fund industry in Hong Kong & UK
- + Andrew joined Ascalon in 2012
- + He was previously an Investment Manager in the Multi-Manager Group at GAM, a top-tier global fund of hedge funds
- + Andrew was responsible for sourcing and managing investments in Asia-Pacific hedge funds and established GAM's on-the-ground research team in Hong Kong in 2004



**Delia Burrage**  
Chief Operating Officer

- + 22 years experience; both in-house legal & compliance and private practice in Australia
- + Delia joined Ascalon in 2013
- + She was previously working at Avoca Investment Management where she provided consulting services to establish a new boutique funds management business
- + She has worked at Herbert Geer and Mallesons Stephen Jacques, focusing on financial services, before moving to in-house legal and compliance at Westpac



**New Key Hire**  
Head of Distribution

- + 20+ years track record of building and managing client focused businesses
- + Deep client and industry relationships across hedge funds, family offices and external asset managers
- + Internationally experienced, having worked in Australia, United Kingdom, Hong Kong, Singapore and Japan
- + Significant Asia Pacific market experience in wealth management and investment banking



# Ascalon new fund launch

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- + GDG working with Ascalon to transform business from a principal to fiduciary investor
- + New Fund will seed and accelerate Asia Pacific hedge funds in exchange for investment manager economics to enhance returns for fund investors
- + New Fund will target return in excess of 10% per annum
- + Sources of returns for investors will include capital appreciation from fund investments, income from share of fund manager economics and potential future monetization of fund manager economics
- + Ascalon will earn fee revenues from management fees, performance fees and a share of revenues and monetisation events

## Target New Fund size:

US\$ 250m – 500m

## New Fund Fee Structure:

Management Fee (1%)

Performance Fee (10%)





# Thank you!

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