

# Managed Accounts Holdings Limited

Annual General Meeting  
20<sup>th</sup> November 2014



# Agenda

Chairman Report

Proxy Votes

CEO Report

MGP overview – who we are, what we do, market dynamics,  
looking forward

## Chairman Report – 2014 Highlights & Company Achievements

- Successful listing of the Company – June
- Funds Under Administration (FUA) growth of 35%
- Surpassed \$1billion in Funds Under Administration
- Met key prospectus forecasts
- New B2B clients using MDA Service with total advised FUM of over \$1billion
- \$6.4million strong cash position (held in short term bank deposits and cash)
- Share price 10% above issue price of \$0.20 (as at 18 Nov 2014)

## Chairman Report – 2015 Outlook

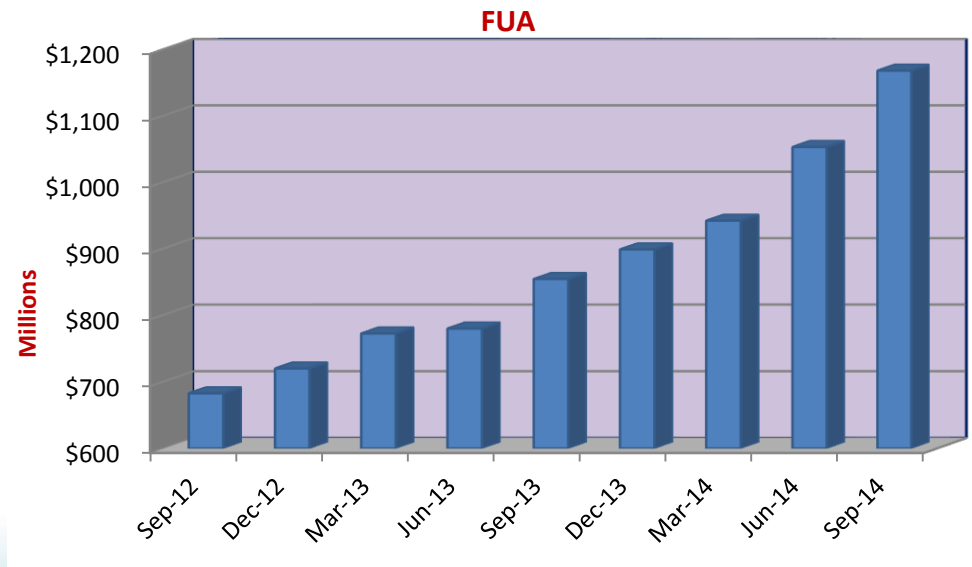
- FUA forecast to grow ~50% to \$1.560billion
- NPBT forecast to grow ~317% to \$1.067million
- Payment of first quarterly dividend – November 2014
- Dividend yield based on four quarterly payments will be 4% on issue price of \$0.20

# Proxy Votes

Resolution	For	Against	Abstain	Proxy's discretion	Invalid
<a href="#"><u>(1) Adopt the Remuneration Report for year end 30 June 2014</u></a>	28,544,923	0	0	20,000	0
<a href="#"><u>(2) Re-election of Non Executive director - Paul Collins</u></a>	101,931,455	0	0	70,000	0

## CEO Report

- Total FUA = \$1.227billion as at 31 October 2014
- Transitions of new Services flowing in line with expectation
- Record net inflows of \$107million for Q1 FY15
- Revenue in line with FY15 forecast



## CEO Report

- Continued sign-ups of new Services
- Recruitment of quality executives to complement existing team now completed:
  - ❖ Doug Kirkman – Southern Region Business Development Manager (former Practice Principal and ex Senior Executive Marketing and Distribution for Asteron Dealer Group)
  - ❖ Trevor Fisher – Head of Product (former Head of Macquarie Managed Accounts for 13 years)
- Portfolio size not market share is key to profitability – average FUA in MGP MDA Service is ~ \$750,000

## MGP overview – Who we are

### Product

- Incorporating SMSF, Investment and Retail Super
- Wide investment choice including listed securities, managed funds, ETFs, LICs, bonds, term deposits of choice, cash and other selected assets
- Further product development and enhancements well underway

### Service

- Independent provider with no advice or funds management capability
- Enabler for B2B clients to create a differentiated solution to their competitors
- Internal IP in addition to best-of-breed global technology and custody

### Corporate

- ASX Listed company (ASX: MGP) with market cap ~\$30 million
- National footprint with key people in place to further growth



## MGP overview– What we do

### Specialist

- Create a customised managed account service for each B2B client to meet their unique needs. One size does not fit all
- High calibre team with in-depth knowledge of managed accounts industry, legislation, custody and technology

### Vision

- Establish market leadership of the managed accounts industry through flexibility of offering
- Continued service offering alignment to the B2B client and its clients

### Value

- Delivering a scalable and profitable MDA solution which is evolving into a key area of growth for the advice market
- Working with our B2B clients to maximise their practice value and in turn grow MGP revenues and profitability

## MGP Overview – Market Dynamics

- 2014 SMSF market in AUS = \$557bn *(Source FSC-USB State of the Industry Report June 2014)*
- Progressive rise in SG contributions to 12%
- MDA regulatory requirements – potential increased Net Tangible Asset (NTA) requirement of up to \$5m placed on ~190 AFSL's with MDA licensing by ASIC, removal of Limited MDA arrangements
- Record inflows into listed investments (27% of new client monies growing to 33% by 2017) *Source Investment Trends March 2014 Planned SMA Report*
- Institutionally aligned advisers now branching out and attaining own AFSL – four of our current Services were previously non-independent
- Change to financial planning practice valuation models from recurring income to EBITDA to drive efficiency improvements

## MGP Overview – Looking Forward

- FY15 FUA target on track with prospectus forecasts including new B2B client signings
- Product initiatives under management of recently recruited executive to extend MGP capabilities and offering suite
- Proposed MDA legislative change provides potential for increased inflows into MGP to avert NTA which MGP already has in place
- Existing B2B client acquisition strategies already seeing additional inflows into MGP
- Continued growth in independent planner market and listed investment advice provides potential for growth in MDAs to meet efficiency requirement

## Disclaimer

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