



ASX Announcement
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FY2015 Financial Results Presentation

Managed Accounts Holdings Limited (MGP) advises that the attached FY2015 Financial Results Presentation will be made today by Don Sharp and David Heather.

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About Managed Accounts Holdings Limited

Managed Accounts Holdings Limited is listed on the Australian Securities Exchange (ASX: MGP) and is a financial services company established in 2004. Its focus as a specialist managed account provider allows it to create, operate and administer customised managed discretionary account solutions for a growing number of Australia's leading financial advisers, Australian Financial Services Licensees and fund managers using best-of-breed globally sourced technology and custodian. The Company was previously known as Investment Administration Services. For further information, please visit: www.managedaccounts.com.au

Managed Accounts Holdings Limited

FY2015 Financial Results

9th September 2015



Disclaimer

Summary information

This presentation contains summary information about Managed Accounts Holdings Limited (Company) (ASX: MGP) and its activities as at the date of presentation. The information in this presentation is of a general nature and does not purport to be complete or contain all information that a prospective investor should consider when evaluating an investment decision in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). This presentation should be read in conjunction with the Company's other periodic news releases or ASX disclosure documents as available from time to time.

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Overview of MGP

- ❖ Specialist Managed Account provider - integrated portfolio management, administration, custody, technology and reporting
 - ❖ Independent for the independent - providing a non-conflicted model to IFA firms
 - ❖ Delivering an open architecture and custom built solution for IFA firms
- ❖ National footprint of IFA clients
 - ❖ Support SMSF, Investment and Super
 - ❖ Scalable in its operation
- ❖ Profitable, cash flow positive, dividend paying

FY2015 Key Company Achievements

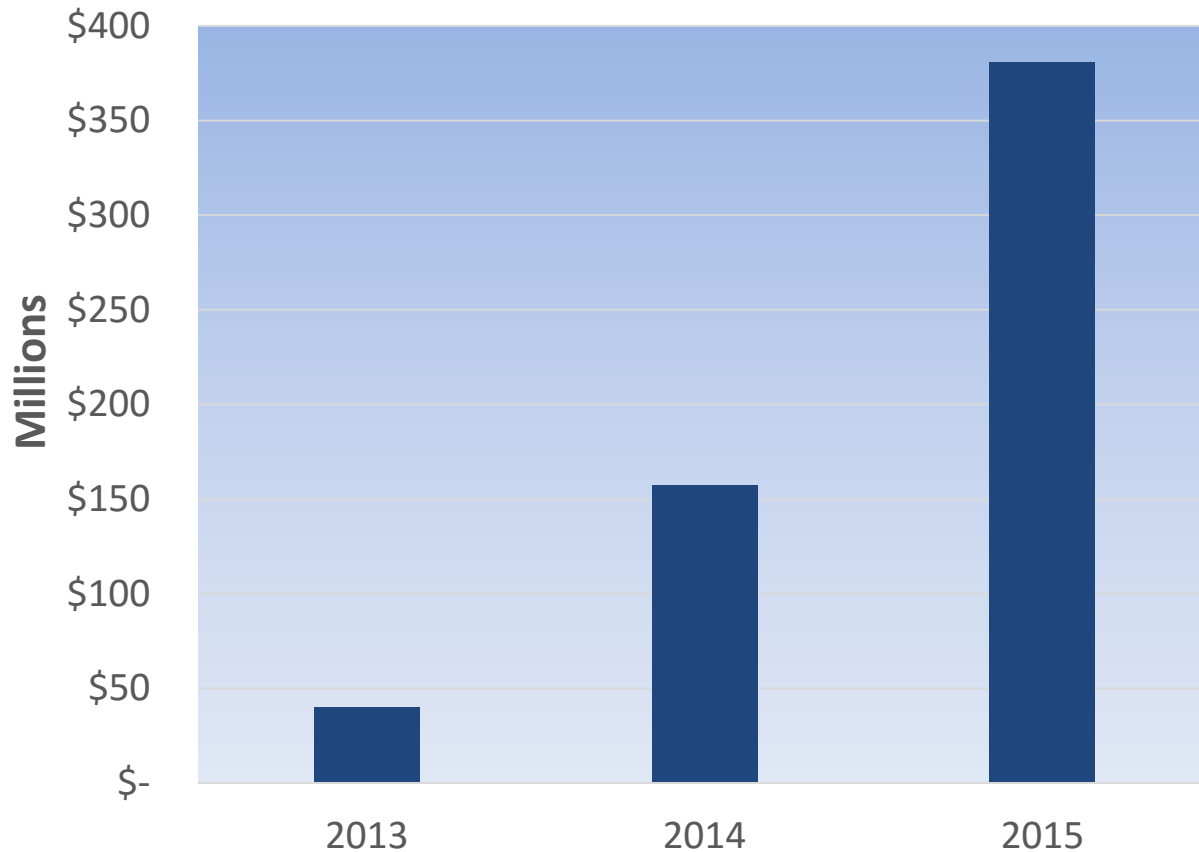
- ❖ Operating revenue up 41% to \$4.35m
- ❖ Funds Under Administration up 43% to over \$1.5bn
- ❖ NPBT of \$815,578
- ❖ 18.7% NPBT margin on operating revenue

FY2015 Key Company Achievements....continued

- ❖ Annual Dividend paid representing yield of 4% on issue price of \$0.20
- ❖ A record 10 Memorandums of Understanding (MoU) executed with new IFA clients in FY2015
- ❖ Successful establishment of subsidiary Planner Holdings Limited (PHL)
- ❖ Additional resources now in place to support existing growth

FY2015 Business and Operational Performance - Rising Net Inflows

Net Inflows

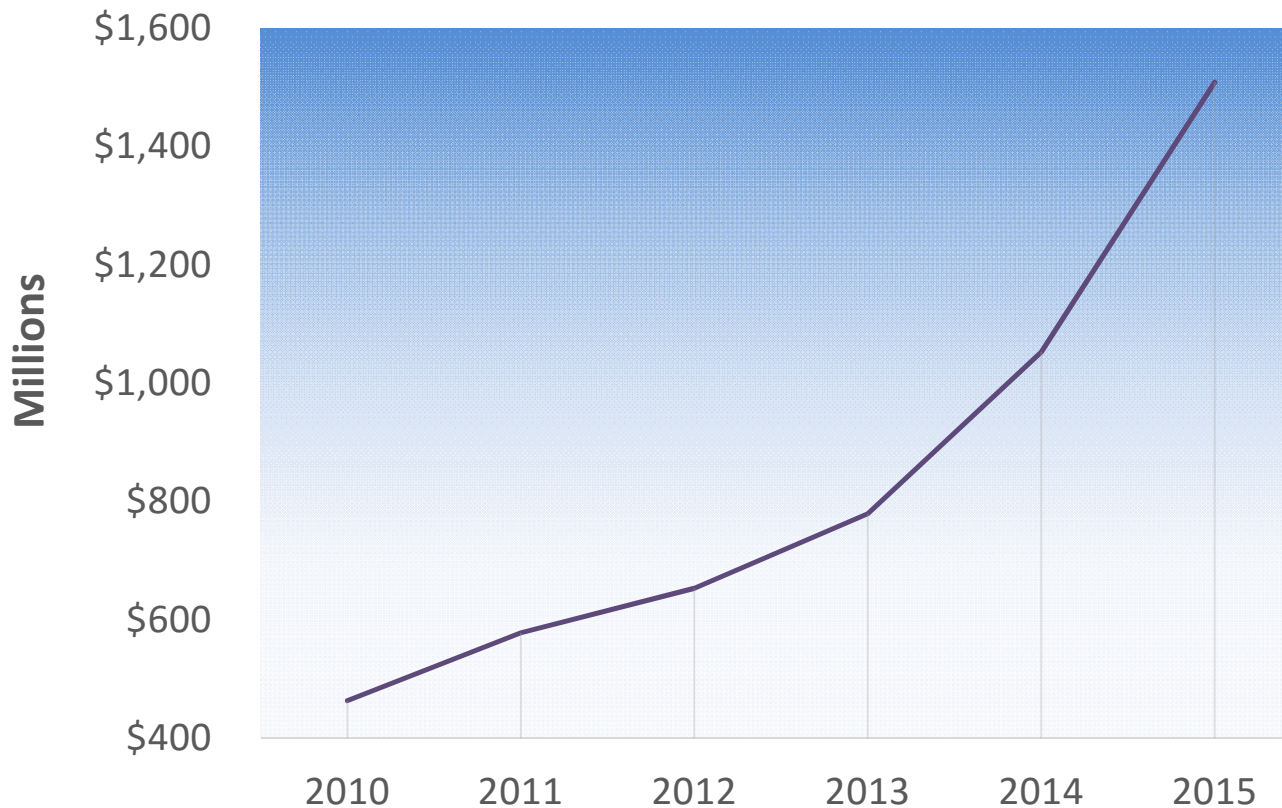


Highlights

- ❖ Increasing annual flow volumes correlating with an increase in the number of Services in place for IFA firms, several that are industry award winning
- ❖ Record year in FY2015 for net inflows
- ❖ FY2015 net inflows represent a 142% increase on FY2014 net inflows

FY2015 Business and Operational Performance - Increasing FUA

Funds Under Administration (FUA)



Highlights

- ❖ Achieved \$1.5bn milestone
- ❖ 43% increase in FUA in FY2015
- ❖ As at 30 June 2015, 73% of FUA are SMSF clients and average MDA FUA size is \$790k per client account

FY2015 Business and Operational Performance - Leveraged Growth

(\$m)	FY2014	FY2015
Operating Revenue	3,086	4,354
<i>less Operating Costs</i>	(720)	(936)
Gross Operating Margin	2,366	3,418
Gross Operating Margin %	76.7%	78.5%
Net Operating Margin %	(6.2%)	18.7%

Highlights

- ❖ Maintenance of Gross Operating Margin highlights the leveraged business model of MGP
- ❖ Supplemented by high revenue stream per client
- ❖ Rising Net Operating Margin objective proven in FY2015

FY2015 Business and Operational Performance - Strong Balance Sheet

(\$m)	FY2014	FY2015
Cash/Term Deposits	6,425	5,902
Current Assets	1,497	1,021
Non-Current Assets	1,367	1,345
Total Assets	9,289	8,268
Current Liabilities	1,298	497
Non-Current Liabilities	25	55
Total Liabilities	1,323	552
Net Assets	7,966	7,716
Share Capital	12,674	12,674
Accumulated losses	(4,708)	(4,958)
Total Equity	7,966	7,716

Highlights

- ❖ Minimal cash required for working capital
- ❖ Strong cash position to support growth and corporate activity equating to 4.4c per share
- ❖ No intangibles

Project Excellence - Transformation Program

- ❖ Endeavour to achieve sustained leveraged growth and endeavour to maintain MGP position as a market leader in providing managed accounts to IFA firms
- ❖ Capital spend to expand use of SS&C capability where possible and enhance technology that is to be managed by MGP
- ❖ Support expansion of existing MGP services and offering

Planner Holdings Limited (PHL)

- ❖ Established April 2015
- ❖ Initiative aimed at providing expansionary capital for selected IFA firms with MGP investment achieving greater returns than cash
- ❖ Additional benefit of inflows into MGP's managed account offering
- ❖ Non-conflicted model to remain with each business retaining its independence with no PHL Board influence
- ❖ Interest has exceeded expectations in quantum

FY2016 Outlook

- ❖ Strong momentum of inflows to date in FY2016 with \$88m in net inflows for 2 months to 31 August 2015 and FUA at 31 August 2015 of \$1.573bn
- ❖ Six IFA firms committed to building Services in last quarter of FY2015 will be rolled out in first half FY2016 with total Funds Under Advice of \$2bn
- ❖ Targeting a continuance of Gross Operating Margin and targeting increased Net Operating Margin for the year given normal market conditions