
UBS AUSTRALIAN EMERGING COMPANIES: FINTECH CONFERENCE

MainstreamBPO

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Chairman and Managing Director

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Who we are

MAINSTREAMBPO SPECIALISTS IN BUSINESS PROCESS OUTSOURCING

Overview: Australia's leading independent fund administrator, delivering fund services to financial services clients through 3 wholly owned subsidiaries.

Business:

FUNDBPO
SPECIALISTS IN FUND ADMINISTRATION

SUPERBPO
SPECIALISTS IN SUPERANNUATION ADMINISTRATION

SHAREBPO
SPECIALISTS IN SHARE REGISTRY

Services:	Investment administration, fund accounting, unit registry and middle office services	Superannuation administration services	Share registry services
Target clients:	Investment managers	Superannuation trustees	Listed companies, exchange-traded funds
Markets:	Australia, Hong Kong, Singapore	Australia	Australia

\$84 billion 
funds under administration (FUA)

123,000 
of unitholders supported

420+ fund 
administered

100+ 
clients

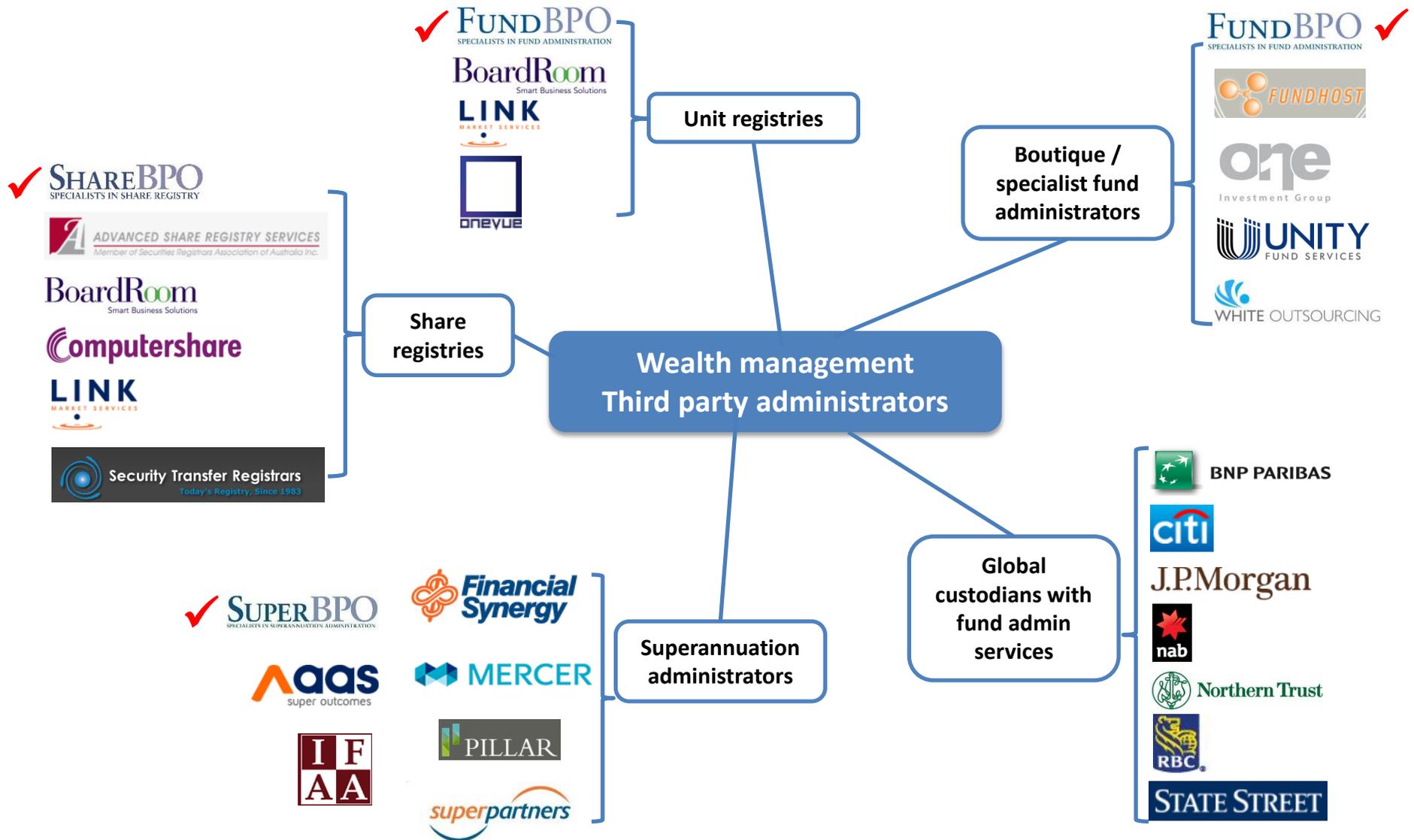
What we do

Products	Fund services
Managed funds	Responsible entity services
	Custody
	Investment administration ✓
	Unit registry ✓
Listed shares	Share registry ✓
Superannuation	Super administration ✓
	Self managed super solutions
Product support	Software development
	Product development / platform

MainstreamBPO's scalable business model:

1. Sole focus on third party administration.
2. Built on people, process and technology.
3. Recurring revenue tied to growth of wealth management sector.

Competitive landscape - Australia



Trusted by our clients

A snapshot of our more than 100 clients

Banks, global wealth managers:

Boutique and alternative managers:

A global financial services institution

A global investment bank

4 'top 100' global asset managers

An Australian 'big 4' bank

Multiple Australian investment and trustee groups



Smarter Money Investments™



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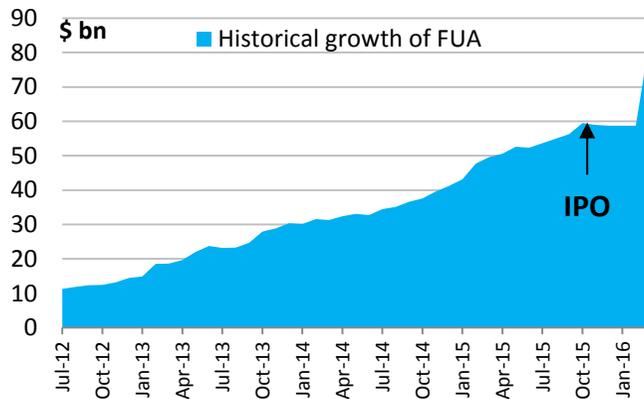
Key markets

Segment	Super administration	Fund administration	
Markets	Australia	Australia	International
Focus	<ul style="list-style-type: none"> ✓ Industry and emerging retail funds ✓ High service levels 	<ul style="list-style-type: none"> ✓ Large unit registry clients ✓ Boutique managers of retail / wholesale unit trusts ✓ Innovative funds (ETFs, managed accounts) 	<ul style="list-style-type: none"> ✓ Hedge funds and alternative strategies ✓ Acquisitions and network referrals

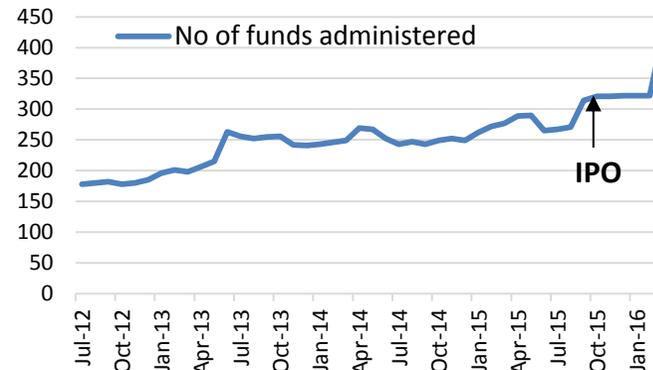
Post-IPO update

- › Listed on 1 October 2015
- › Now able to pursue future growth opportunities with increased profile and credibility
- › Funds under administration (FUA) up 70% in 12 months
- › No. of funds up 52% and clients up 51%

Growth in Funds under Administration



Growth in funds



6 months to 31 Dec 2015

- › Revenue up 25% to \$8.8 million
- › Underlying EBITDA up 315% to \$1.1 million

Outlook

Stated growth strategy:

Organic growth

Acquisition of
complementary businesses

Broadening of
service offering

- › FY16 full year:
 - › In line with prospectus
 - › Revenue up 30% on last year
 - › EBITDA \$2.3m
- › Planning for similar growth rates over the next three years

Global fund administration hubs



Criteria for international acquisition targets:

- › Specialist regional fund administrator
- › Consistent technology platform for ease of integration
- › Stand-alone business with committed management team
- › Stable recurring revenue with track record of growth



Questions?

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