



# Managing Director 2016 AGM Presentation

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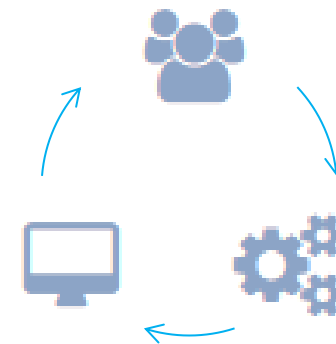
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# MainstreamBPO: Global growth strategy underpinned by scalable business model


Clients	Services
<ul style="list-style-type: none"><li>› <b>Managed funds</b></li><li>› <b>Hedge funds</b></li><li>› <b>Private equity funds</b></li></ul>	<p>Investment administration including unit pricing, valuation, fund accounting and incidental custody</p> <p>Unit registry</p>
<ul style="list-style-type: none"><li>› <b>Listed products</b></li><li>› <b>Exchange Traded Funds</b></li></ul>	<p>Listed registry</p>
<ul style="list-style-type: none"><li>› <b>Superannuation funds</b></li></ul>	<p>Member administration, investment administration and accounting</p>


## Business model


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




## Off the back of a successful IPO in October 2015, highlights of FY16 include...


Funds under  
Administration  
up 68% to   
**\$88 billion**

Clients  
up 45% to   
**119**

Funds  
up 64% to   
**434**


Revenue  
up 28% to   
**\$18.9 million**

NPAT  
up 173% to   
**\$1.0 million**

Underlying  
EBITDA up  
152% to   
**\$2.3 million**

Executed large  
unit registry  
transition   
**\$25 billion**

Going global   
**129 people in 5  
offices**

Fully franked  
dividend   
**\$0.01 per issued  
share**

› The above data is current as at 30 June 2016. All percentage changes are relative to the 12 month period ended 30 June 2015.

# Post reporting period update

● Current offices (Sept 2016)



## North America:

- › *Fundadministration, Inc* acquisition to complete on 30 Sep 2016.

## Europe:

- › In-principle regulatory approval to act as Fund Administrator in Malta.
- › Opened serviced offices in London and Dublin and hired business development manager.

## Australia:

- › Debt funding agreement to support acquisitions.

# FY17 Forecast

	FY16	Budgeted growth	Acquisitions	FY17 forecast	Change
<b>Revenue</b>	\$18.9m	\$23.4m	\$3.1m	\$26.5m	↑41%
<b>EBITDA</b>	\$2.3m	\$2.7m	\$0.6m	\$3.3m	↑43%
<b>EBITDA Margin</b>	12%	12%	20%	13%	

## Organic growth

- Growth in clients' FUA / investors
- New fund launches
- New business transitions

## Acquisitions/ carve outs of complementary businesses

- Includes 9 months of *Fund Administration, Inc* operations
- Evaluating Australian and international fund services businesses (not included in FY17 table above)

## Broadening of service offering

- Investment with core group of technology partners in integrated services, workflow, reporting and transacting for market leading capability





# FY16 Full Year Results

Justin O'Donnell, Chief Financial Officer

# FY16 full year results

## Highlights

- › Profitable growth
- › Significant increase on prior corresponding period

\$	FY16	FY15	Change
Revenue	<b>18,853,574</b>	<b>14,716,461</b>	<b>↑28%</b>
Operating expenses	16,521,184	13,791,530	
Underlying EBITDA*	<b>2,332,390</b>	<b>924,931</b>	<b>↑152%</b>
Amortisation/depreciation	462,565	400,581	
Interest expense	91,871	111,377	
Share-based payments expense	411,790	-	
Income tax expense	336,929	36,622	
Net profit after tax	<b>1,029,235</b>	<b>376,351</b>	<b>↑173%</b>

- › Underlying EBITDA excludes the effect of Amortisation and Depreciation expense, interest expense, share-based payments expense and income tax expense incurred in the twelve months to 30 June 2016 and 2015.



# FY16 balance sheet

## Highlights

- › Strong balance sheet
- › Capacity for further growth

\$	FY16	FY15
Current assets	5,026,735	3,157,531
Non-current assets	8,986,595	7,553,346
<b>Total assets</b>	<b>14,013,330</b>	<b>10,710,877</b>
Current liabilities	3,167,696	6,373,073
Non-current liabilities	0	1,692,533
<b>Total liabilities</b>	<b>3,167,696</b>	<b>8,065,606</b>
Net assets	10,845,634	2,645,271
<b>Equity</b>	<b>10,845,634</b>	<b>2,645,271</b>