



**26 February 2016**

**ASX Release**

### **FundBPO signs five year unit registry outsourcing contract**

- Provision of registry services for approximately \$25 billion in Assets Under Management
- Lift and shift transition approach
- Five year contract for expected minimum of \$7.5 million in new revenue over the period

FundBPO Pty Ltd, part of the MainstreamBPO Limited group (ASX: MAI), has announced the signing of a significant contract to provide unit registry services for approximately \$25 billion in funds under administration to a major financial services provider.

The service agreement is expected to be worth more than \$7.5 million in revenue to the Company over five years and is one of the “sole-source contract negotiations” that will contribute to the forecast growth in pro forma revenue for FY2016, as stated in MainstreamBPO’s initial public offer (IPO) prospectus.

FundBPO Chief Executive Officer (CEO) Martin Smith said “FundBPO has been working hard to develop its unit registry (transfer agency) capability in Australia and Asia. This arrangement will provide further enhancements to our capability as we deploy automated workflow for fax, email and paper transactions, online transacting, XPLAN transacting and reporting, Calastone and banking automation. We will have market-leading capability in unit registry for custodians and large scale fund managers.”

He added “Unit registry has evolved into a specialised operations function with heavy compliance and monitoring requirements. Elsewhere we are also seeing custodians and banks outsource their anti-money laundering obligations to specialist providers. We are well positioned to provide enterprise solutions to financial institutions who can benefit from our scale and expertise and we are winning contracts accordingly.”

It is anticipated that the funds will begin transitioning to FundBPO from April 2016, with completion expected by October 2016. The transition will involve the Company’s trademark ‘lift and shift’ of existing operations. Martin Smith has relocated back from Asia to oversee this transition.



### **For more information**

Justin O'Donnell  
Company Secretary  
MainstreamBPO  
[jodonnell@mainstreambpo.com](mailto:jodonnell@mainstreambpo.com)  
T +61 2 8259 8842

### **About MainstreamBPO**

MainstreamBPO is one of the largest independent fund administrators in Australia. The Company provides fund administration, superannuation administration and share registry services for a diversified client base of fund managers and superannuation trustees.

The Company operates three businesses:

- > FundBPO: provides fund administration services for investment managers
- > SuperBPO: provides superannuation administration services for superannuation trustees
- > ShareBPO: provides share registry services for listed companies and exchange-traded funds.

MainstreamBPO has seen exceptional growth since its inception nine years ago. As at December 2015 administration services are provided to over 320 funds with assets in excess of \$59 billion, supporting more than 110,000 investors.

The Company's operations generate predictable revenue streams based on ongoing contracts with clients for the supply of administration services. The Company has a strong competitive position and track record of providing outsourcing services.

MainstreamBPO has operations across Asia-Pacific, with offices in Sydney, Melbourne, Singapore and Hong Kong, employing over 115 people.