

22 July 2021

ASX Announcement

Mainstream reports \$287.8 billion in Fund under Administration (FuA) for the quarter ended 30 June 2021

Highlights

- › \$15.6 billion FUA increase for the quarter
- › Net inflows of \$9.5 billion during the quarter
- › Funds administered increased by 52 in the quarter to 1,416

Mainstream key statistics

	30 Jun 2021	31 Mar 2021	31 Dec 2020	30 Sep 2020	30 Jun 2020	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$287.8	\$272.2	\$224.8	\$210.9	\$196.6	6%	46%
No. of Clients	380	367	362	358	350	3%	8%
No. of Funds	1,416	1,364	1,202	1,149	1,078	4%	31%

*QoQ growth represents the growth over the 3-month period of 31 March 2021 to 30 June 2021.

**YoY growth represents the growth over the 12-month period of 30 June 2020 to 30 June 2021.

Mainstream Group Holdings Limited (ASX: MAI) today announced FuA of \$287.8 billion as at 30 June 2021. This represented a 6% increase on the prior quarter and 46% increase on the prior 12 months.

The net number of clients increased by 13 and net funds increased by 52 compared to the prior quarter.

The \$15.6 billion increase in FuA during the quarter can be broken down to:

- › Net inflows¹ from clients of \$9.5 billion (61%)
- › Market movements of \$6.1 billion (39%)

The \$91.3 billion increase in FuA over the past 12 months was comprised of:

- › Net inflows¹ from clients of \$70.9 billion (78%)
- › Market movements of \$20.3 billion (22%)

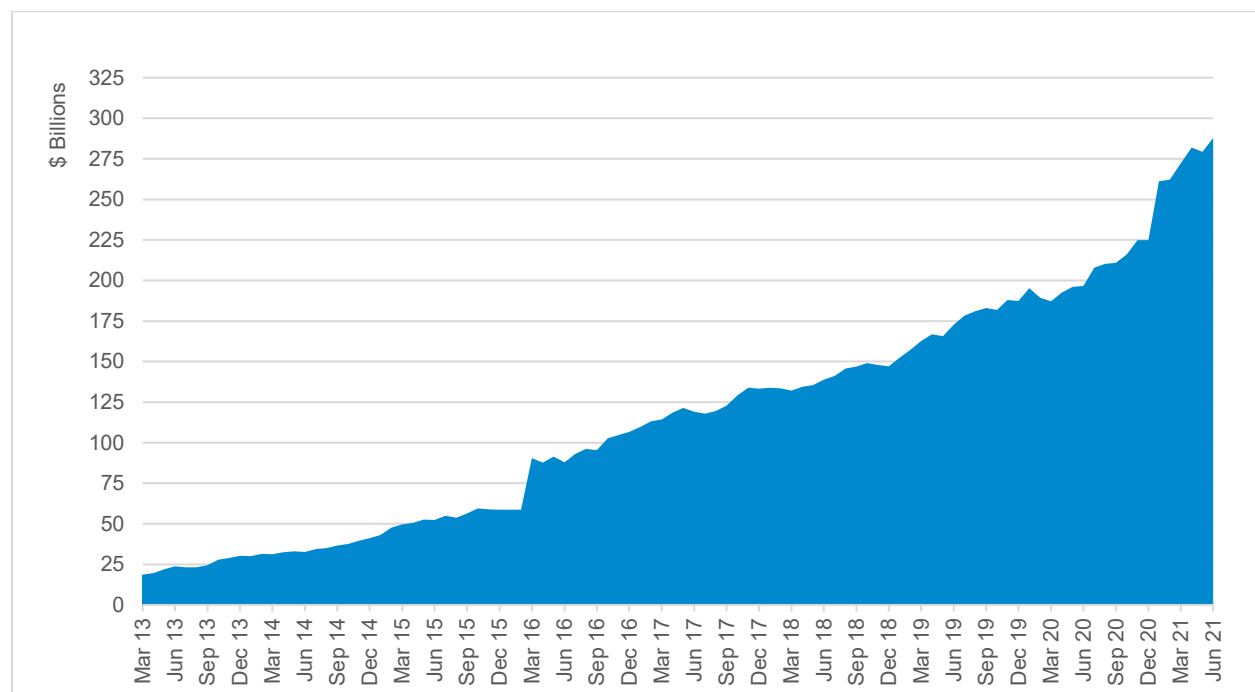
¹ Net inflows refers to applications and new clients less redemptions, cash distributions and any lost clients.

Funds under custody increased by \$1.6 billion to \$18.5 billion (up 9% during the quarter), with a net increase of 11 funds. Private equity funds in the US rose by \$3.5 billion to \$25.8 billion (up 16% during the quarter), with a net increase of 49 funds.

Mainstream earns revenue based on long term contracts with its clients, with fees usually calculated based on a combination of minimum fees or basis points plus the number of transactions and investors. Custody income is linked to official interest rates, account and transaction fees.

Mainstream Chief Executive Officer Martin Smith commented, “We are pleased to report continued strong inflows this quarter to cap off a \$91 billion increase in Funds under Administration over the past 12 months. Our largest fund manager clients contributed much of this growth, reflecting our ongoing investment in enterprise solutions. We expect to continue to attract more clients of this calibre given our scale and market reputation.”

Mainstream’s Funds under Administration (FuA) to 30 June 2021



Authorisation

This ASX Announcement has been authorised by the Company’s board of directors.

For more information

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About Mainstream Group Holdings

Mainstream Group Holdings Limited (ASX: MAI) provides fund administration services underpinned by investment in people, processes and technology.

As at June 2021 the Group provides administration services to 1,416 funds and more than 184,000 investors with funds under administration in excess of AUD \$287 billion.

Mainstream employs 349 people, with operations in Australia, Singapore, Hong Kong, the United States, the Isle of Man, Malta, Ireland and the Cayman Islands.

For more information, please visit: <https://www.mainstreamgroup.com>.