

21 July 2020

ASX Announcement

Mainstream reports \$196.6 billion in Fund under Administration (FuA) for the quarter ended 30 June 2020

Highlights

- › Funds under custody up 79% during quarter, to \$9.8 billion
- › 36 net additional/new funds live during quarter
- › Year on year FuA growth of 14% (\$23.8 billion increase)

Mainstream key statistics

	30 Jun 2020	31 Mar 2020	31 Dec 2019	30 Sep 2019	30 Jun 2019	QoQ* growth %	YoY** growth %
FuA (\$billion)	\$196.6	\$187.1	\$187.5	\$183.1	\$172.8	5%	14%
No. of Clients	350	348	348	363	356	1%	-2%
No. of Funds	1,078	1,042	1,011	1,015	1,012	3%	7%

*QoQ growth represents the growth over the previous quarter ended 31 March 2020.

**YoY growth represents the growth over the previous 12-month period ended 30 June 2019.

Mainstream Group Holdings Limited (ASX: MAI) today announced Funds under Administration (FuA) of \$196.6 billion as at 30 June 2020. This represented a 14% increase on the prior 12 months.

The number of clients increased by 2 and net funds increased by 36 compared to the prior quarter, with continued wins in US private equity and Australian business despite COVID-19.

The \$9.5 billion increase in FuA during the quarter can be broken down to:

- › Net inflows¹ from clients of \$5.1 billion (net of \$1.6bn of distribution outflows)
- › Market movements of \$4.4 billion

The \$23.8 billion increase in FuA over the past 12 months was comprised of:

- › Net inflows¹ from clients of \$16.8 billion (71%)
- › Market movements of \$7.0 billion (29%)

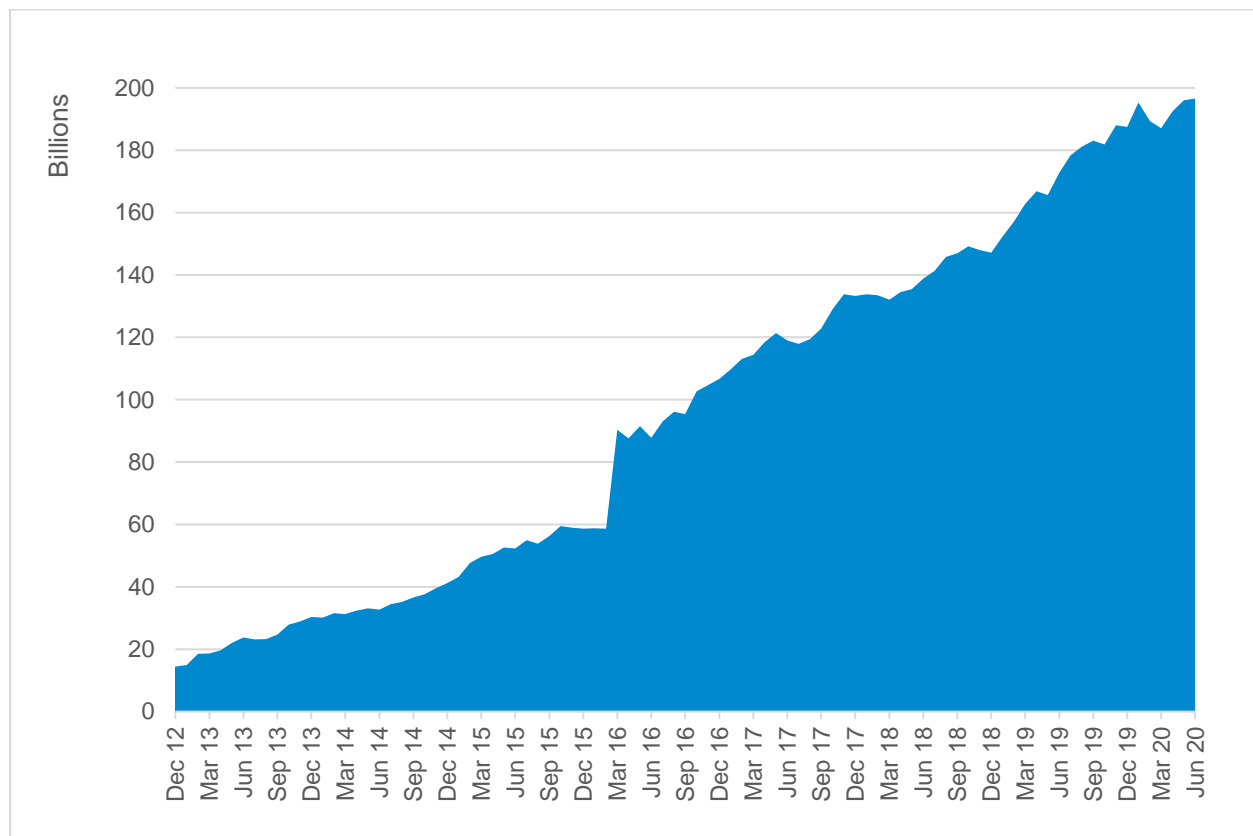
¹ Net inflows refers to applications and new clients less redemptions, cash distributions and any lost clients.

Mainstream’s funds under custody rose to \$9.8 billion (up 79% during the quarter) from \$5.5 billion, with 34 additional funds onboarded, many being existing fund administration clients. The US private equity business increased its FuA by \$0.7 billion, or 7%, to \$10.8 billion during the quarter, with 11 new 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 with the result considering the macro economic factors caused by COVID-19. It demonstrates the resilience of our business, both in geographic and product diversity, the quality of our clients as well as a continued conversion of our pipeline to new business.”

Mainstream’s Funds under Administration (FuA) to 30 June 2020



Authorisation

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

For more information

Alicia Gill
Head of Marketing and Company Secretary
Mainstream Group Holdings Limited
agill@mainstreamgroup.com
T +61 2 8259 8859

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 2020 the Group provides administration services to 1,078 funds and more than 93,000 investors with funds under administration in excess of AUD \$196 billion.

Mainstream employs 272 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>.