

Presentation to Proactive Investors

MARTIN SMITH, CEO
MAINSTREAM GROUP HOLDINGS LIMITED

19 November 2018



Company highlights

Snapshot (12 Nov 2018)

ASX Code:	MAI
Founded	2006
Listing date:	1 October 2015
Share price:	\$0.70
Market cap:	89m
Shares on issue:	128.5m
Industry group:	Diversified financials

Major shareholders

Founders/directors (40%):

- › Martin Smith (CEO)
- › Byram Johnston (Chairman)
- › John Plummer, Non-Executive Director

Institutional shareholders (30%):

- › Forager Funds Management
- › Regal Funds Management
- › 5 other well known fund managers

Retail shareholders 1,200 (30%)

Company highlights

Overview

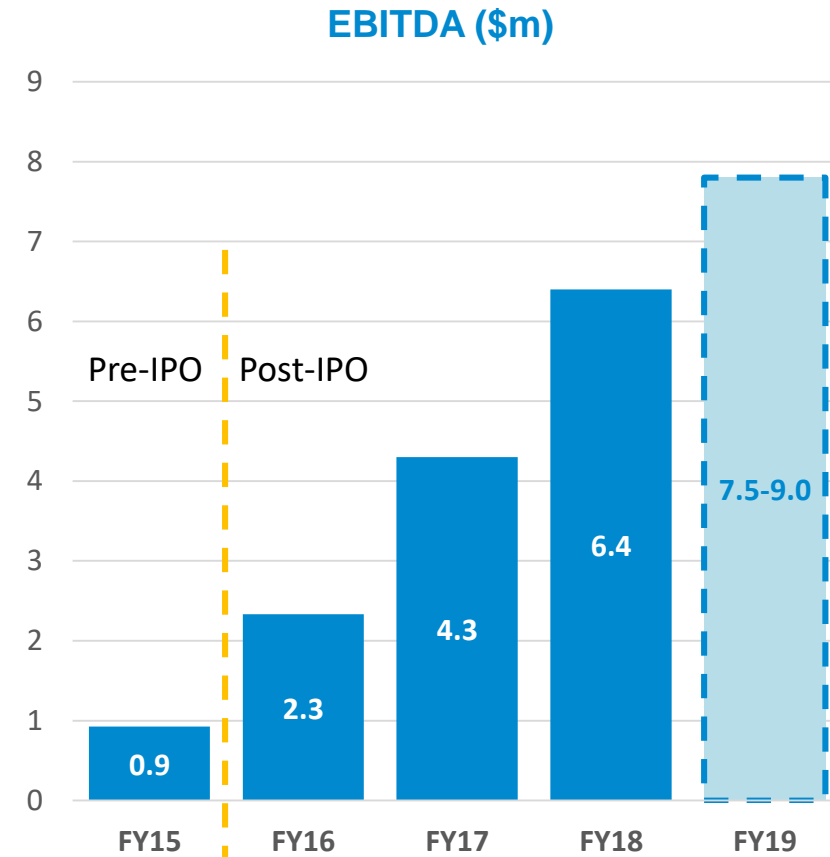
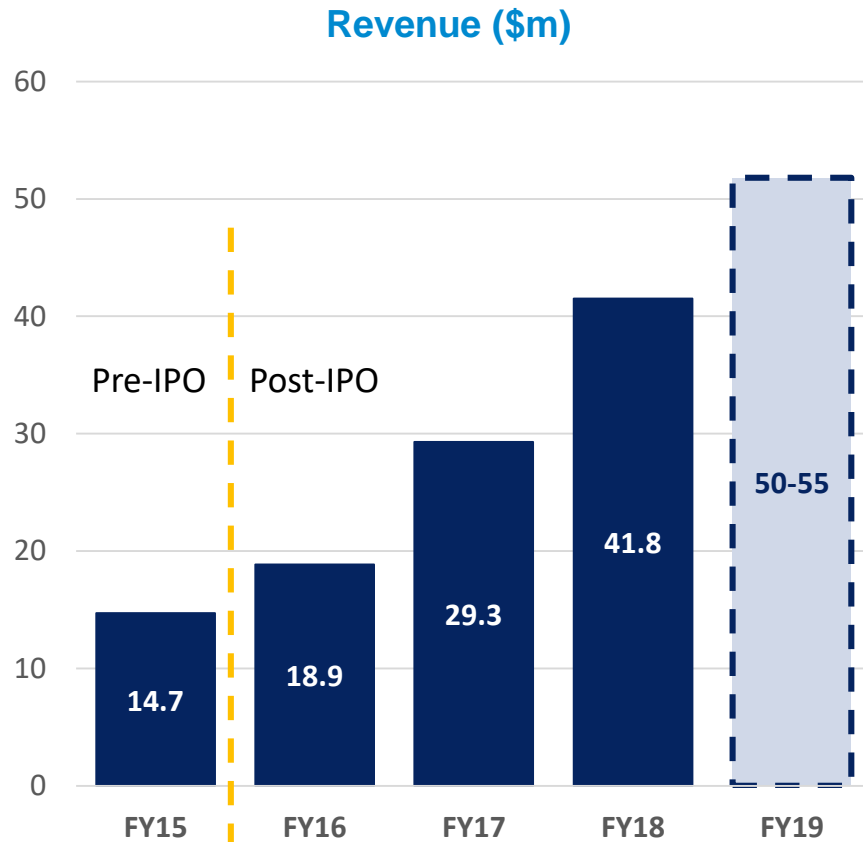
- › Global service provider to the financial services industry
 - › Provides fund administration services in markets with \$31 trillion investment assets
 - › Recurring revenue grows in line with underlying funds via long-term service contracts
- › Operating in strong market with robust outlook
 - › \$2.18 trillion Australian market growing 10% p.a.
- › Recognised as one of Australia's fastest growing companies

— FINANCIAL REVIEW —
LISTS 2018

100
FAST

Strong financial track record since IPO








High organic growth underpinned by inflows into wealth management industry



^ Initial Public Offering: 1 October 2015.

* FY19 guidance for the year ended 30 June 2019.

Transformational growth in three years

	@ IPO		@ Sep 2018
 Revenue	\$14.7m	↗	\$41.8m
 Countries	4	↗	8
 Employees	100	↗	249
 Funds under Administration	\$56bn	↗	\$146bn
 Funds administered	314	↗	895
 Clients	103	↗	354
 Acquisitions	3	↗	9

Initial Public Offering: 1 October 2015.

Revenue @IPO refers to year ended June 2015. Revenue @ Sep 2018 refers to year ended 30 June 2018.



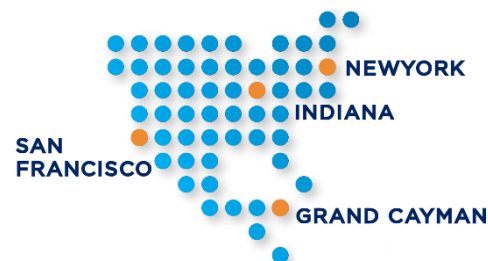
Diversification across regional markets

Region

Asia-Pacific



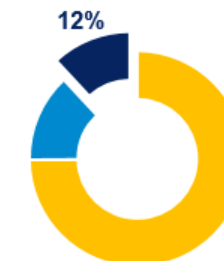
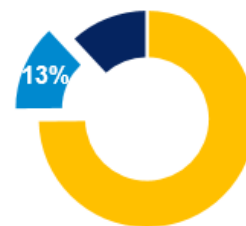
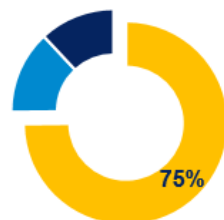
Americas



Europe



% of Group Revenue



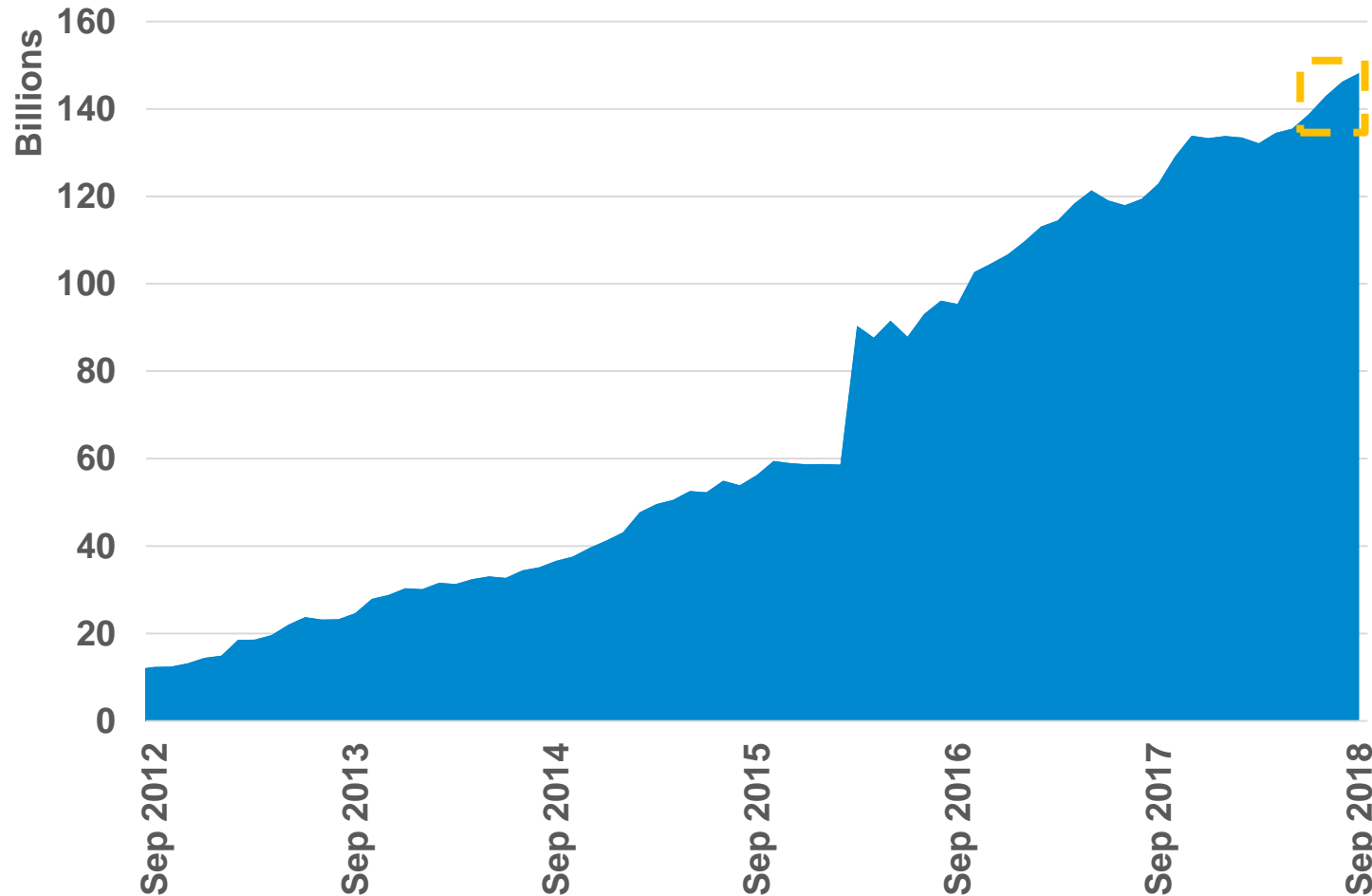
Key growth drivers

- | | | |
|--|---|---|
| <ul style="list-style-type: none"> › New start-up funds › Sweet spot for \$1-\$3bn managers › Product innovation › New services (custody, SMA) | <ul style="list-style-type: none"> › Wins from competitors › New start-up funds › Cross referrals (Cayman) | <ul style="list-style-type: none"> › Cross-referrals › New services (UCITs) › New start-up funds |
|--|---|---|

* % of Group revenue is for the year ended 30 June 2018. The Group had operations in Ireland (Europe) and the Cayman Islands (Americas) for nine months during the year ended 30 June 2018.

Quarterly update: strong growth in Funds under Administration (FuA)

Historical growth in FuA



\$8 billion inflows in Sept 2018 quarter, up 6%

Inflow trends:

- › Existing key clients' investment performance and net inflows
- › New private equity, venture capital and real estate funds
- › New custody clients

Key themes for today

1. Strong recurring revenue supported by underlying growth in wealth management sector
2. Replicating Australian business development success in other regions.
3. Well positioned in key fund jurisdictions with ‘ local service, global reach’ approach.
4. Acquisitions have created strong and scalable platform.
5. Well positioned for future growth to \$100 million revenue enterprise.

Appendices



Appendix 1: Mainstream's operations

MAINSTREAM GROUP HOLDINGS

Area of focus	Fund Services		
	Asia Pacific	Europe	Americas
Markets	<ul style="list-style-type: none">› Australia› Hong Kong› Singapore	<ul style="list-style-type: none">› Ireland› Isle of Man› Malta	<ul style="list-style-type: none">› USA› Cayman Islands
Key services	Full service fund administration, unit registry, middle office, corporate services and superannuation administration		
Investment vehicles	Listed and unlisted investment funds including managed funds, hedge funds, managed accounts, private equity and superannuation funds		

Appendix 2: Proforma Balance Sheet

Balance sheet as at 30 June 2018 adjusted for the impact of post-year end capital movements (for illustrative purposes)

Estimated impact of capital raise:

Placement &

	30 June 2018	Share Purchase Plan	Pro forma
Share capital			
Ordinary shares on issue	109.4m	14.7m	128.5m*
	\$	\$	\$
Current assets	13.0	10.3	23.3
Non-current assets	30.9		30.9
Total assets	43.9	10.3	54.2
Current liabilities	9.4		9.4
Non-current liabilities	9.2		9.2
Total liabilities	18.6		18.6
Net assets	25.3	10.3	35.6
Equity	25.3	10.3	35.6

* Pro forma of ordinary shares on issue has been adjusted to include the issue of:

- 0.5m shares (under the Dividend Reinvestment Plan) on 12 September 2018,
- 3.0m shares (under the Employee Share Plan) on 2 October 2018, and
- 0.9m shares (as deferred consideration for the acquisition of Trinity Fund Administration) on 2 October 2018.

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