



ASX Company Announcement
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April 2015 Investor Presentation

Managed Accounts Holdings Limited (MGP) advises that the attached April 2015 Investor Presentation will be presented today by Don Sharp and David Heather.

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About Managed Accounts Holdings Limited

Managed Accounts Holdings Limited is listed on the Australian Securities Exchange (ASX: MGP) and is a financial services company established in 2004. Its focus as a specialist managed account provider allows it to create, operate and administer customised managed discretionary account solutions for a growing number of Australia's leading financial advisers, Australian Financial Services Licensees and fund managers using best-of-breed globally sourced technology and custodian. The Company was previously known as Investment Administration Services. For further information, please visit: www.managedaccounts.com.au

Managed Accounts Holdings Limited

Investor Presentation
April 2015



Disclaimer

Summary information

This presentation contains summary information about Managed Accounts Holdings Limited (Company) and its activities as at the date of the presentation. The information in this presentation is of a general nature and does not purport to be complete or contain all information that a prospective investor should consider when evaluating an investment decision in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). This presentation should be read in conjunction with the Company's other periodic news releases or ASX disclosure documents as available from time to time.

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This presentation contains forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks that may cause the actual results, performance or achievements of the Company to be materially different from the statements in this presentation. Actual results could differ materially depending on factors such as the availability of resources, regulatory environment, the results of advertising and sales activities and competition.

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About MGP

- Founded in 2004, Board and management with significant experience in managed accounts and financial services
- Unconflicted specialist managed account provider to leading dealer groups, advisory firms and investment managers
- Exposure to the growing SMSF market through SMSF specialist advisors
- Financially sound, profitable and no operational cash requirement, first dividend paid in November 2014
- ASX listed (ASX: MGP) in June 2014, exceeded key prospectus forecasts in 2014, on track to deliver revised earnings guidance released on 29 January 2015

MGP Business Model

- Integrated solution across SMSF, non-Super and Retail Super across asset types (cash, term deposits, bonds, equities and funds) and asset classes
- No one size fits all; managed account solution is customised for each dealer group, advisory firm or investment manager to meet specific requirements including branding, fee flexibility and portfolio design
- Outsourced back end software via NASDAQ listed SS&C complemented with own IP to reduce unnecessary development cost; outsourced custody via HSBC for brand
- Integrated approach; maximise client retention

Changing Market Dynamics

- 2014 SMSF market in AUS = \$557bn *(Source: FSC - USB State of the Industry Report June 2014)*
- Progressive rise in SG contributions to 12%
- MDA regulatory requirements – potential increased Net Tangible Asset (NTA) requirement of up to \$5m placed on ~190 AFSL's with MDA licensing by ASIC, removal of Limited MDA arrangements
- Record inflows into listed investments (27% of new client monies growing to 33% by 2017) *(Source: Investment Trends March 2014 Planner SMA Report)*
- Institutionally aligned advisers now branching out and attaining own AFSL
- Change to financial planning practice valuation models from recurring income to EBITDA

MGP Value Proposition to its Dealer Group and Advisory Firm Clients

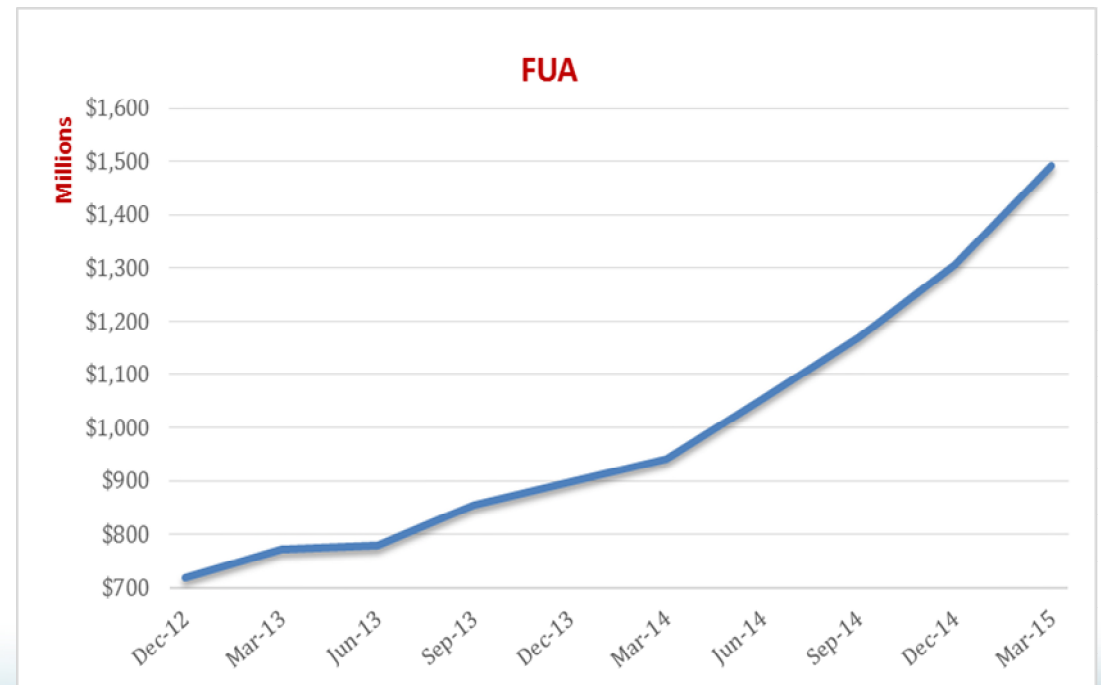
- Provides a total business solution across risk, compliance, efficiency and practice value
 - significant reduction in advice risk
 - significant reduction in administration and compliance burdens
 - refocuses resources on better servicing, retaining existing clients and business development
 - enables Principals to scale up their businesses and expand by acquisition
 - significantly increases EBITDA and capital value of the business

MGP Value Proposition to its Investment Management Clients

- Provides an efficient in demand capability to access the growing SMSF market
 - net outflows from managed funds sector except for international highlighting move to direct investments
 - management of similar portfolios to those run through funds
 - outsourced administration, RE requirement and no unit pricing provides lower cost to market and ongoing costs of delivery
 - manager responsibility for client rebalancing and execution through brokers of manager's choosing
 - institutional approach to retail

FUA Growth Supporting Changing Market Dynamics

- Total FUA \$1.5 billion as at 24 April 2015, June 2015 forecast of \$1.56 billion (50% increase on June 2014 FUA)
- Two new advisory firms signed Memorandum of Understanding (MoU) during Q3 FY15
- Two advisory firms signed MoU during Q4 FY15
- Record net inflows of \$107 million for each of Q1 and Q2 FY15
- \$181 million FUA increase in Q3 FY15



New Initiatives To Enhance Delivery and Broaden Services

- Ongoing review of SS&C capability to extend new features and capability to existing MGP clients
- Continued in house technology development where SS&C footprint does not support
- New services to support non-custodial capability
- Review of retail superannuation capability

MGP Peer Comparison

- Independent administration providers with managed account capability (HUB24, OneVue, Linear, Mason Stevens, Powerwrap)
- Wrap providers rolling out managed account functionality (Macquarie, MLC, BT)
- Technology providers providing managed account capability (Praemium)
- Considerations; technology cost, profitable FUA vs FUA, conflicted models competing against clients, legacy solutions

MGP Positioning

- FY15 FUA target on track with prospectus forecasts including new B2B client signings
- Product initiatives in progress to extend MGP capabilities and offering suite
- Proposed MDA legislative change provides potential for increased inflows into MGP to avert NTA
- Existing B2B client acquisition strategies already seeing additional inflows into MGP
- Continued growth in independent planner market and listed investment advice provides potential for growth in MDAs