



ASX ANNOUNCEMENT
ANNUAL GENERAL MEETING PRESENTATION

SYDNEY, Thursday 26 November 2015: Managed Accounts Holdings Limited (ASX: MGP)

Attached is the presentation to be given by the Company's Chief Executive Officer (David Heather) at the Company's annual general meeting to be held today at 11:00am (Sydney time) at the offices of Grant Thornton Australia at Level 17, 383 Kent Street, Sydney, New South Wales.

For further information, please contact:

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Chief Executive Officer
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Managed Accounts Holdings Limited

Annual General Meeting
26th November 2015



MGP: Disclaimer

Summary information

This presentation on 26th November 2015 contains summary information about Managed Accounts Holdings Limited (Company) (ASX: MGP) and its activities as at the date of 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.

Forward looking statements

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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MGP: Proxy Votes

Resolution	Proxy Votes			
	For	Against	Discretion	Abstain
Resolution 1 Adopt the Remuneration Report for year ended 30 June 2015	15,330,476	Nil	Nil	Nil
Resolution 2 Re-election of Donald Sharp as a director	88,552,008	Nil	Nil	Nil
Resolution 3 Appointment of Auditor	88,552,008	Nil	Nil	Nil

MGP: 2015 Company Achievements

for the year ended 30 June 2015



NPBT of \$815,578 with
18.7% net profit before tax
on revenue



Company revenue up **41%**



Increased Funds Under
Administration to
over \$1.5 Bn



Annual unfranked dividend of 0.8
cents per share representing a
4% yield
on issue price of \$0.20



FUA growth of **43%**
for the 2014/15 financial year



**Successful
launch**
of **Planner Holdings Limited** to
facilitate acquisitions by IFA firms



A record **ten** Memorandums
of Understanding (MoU) executed
for the 2014/15 financial year



**Additional
RESOURCES**
recruited and implemented to
support existing growth

MGP: Company Profile & Statistics

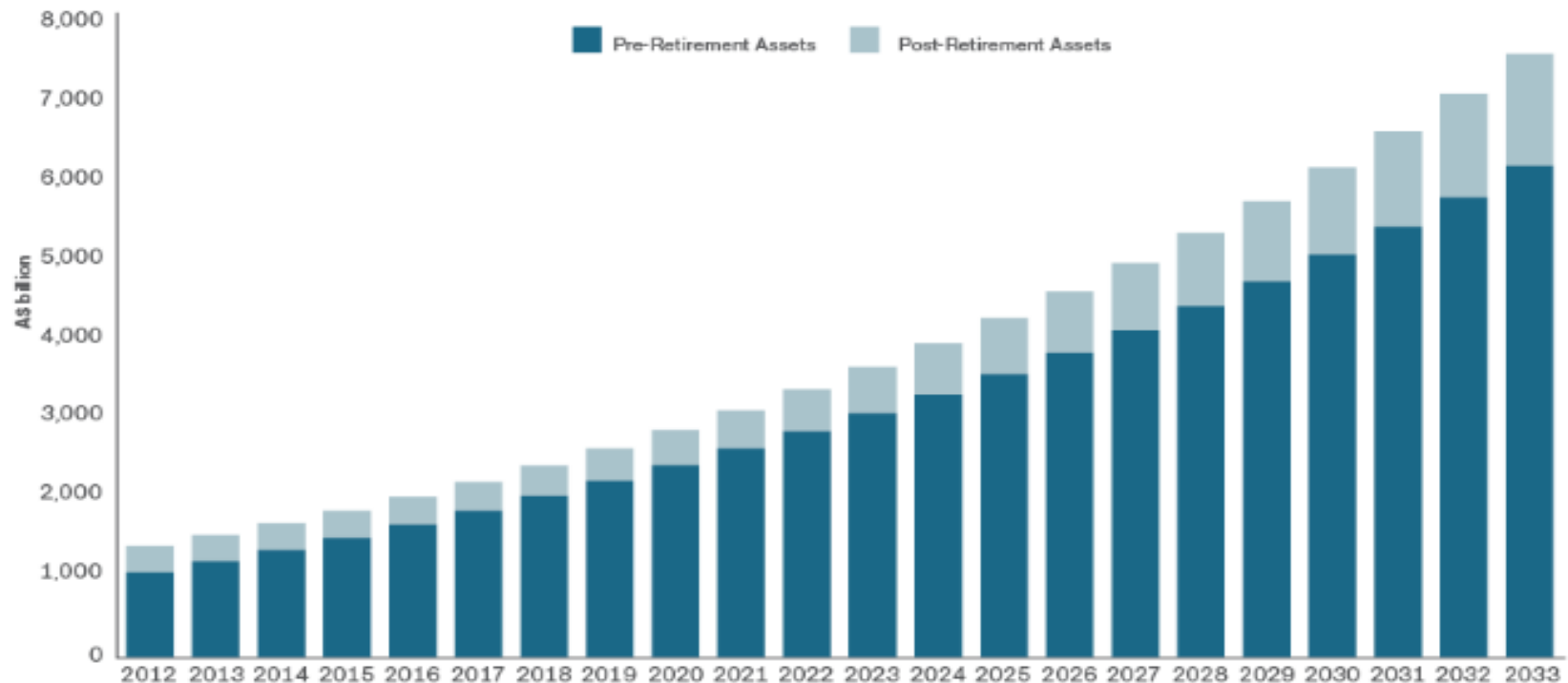
- National footprint with Services in all main States (36 Services)
- Market cap ~\$44m as at 24 November 2015
- \$1.67bn in FUA as at 24 November 2015
- Strong balance sheet
- Over \$5.6m in cash as at 30 September 2015
- Providing ability for an advisory firm to increase efficiency and potential EBITDA
- Solutions across private clients, SMSF and retail superannuation & pension
- High profile IFA client base nationally
- Brand recognition (2nd) in crowded market



MGP: Our Business Model

- Developing and delivering customised Managed Account Services *i.e. very personalised offering*
- A true-to-label independent not reliant or influenced by in-house products
- Integrating and incorporating technology, portfolio administration, custody and MDA Operator role into one Service
- Very wide investment choice dictated primarily by the client
- Flexibility in allowing portfolio management activity to be performed by the advisory firm, professional manager, broker or research house as long as detailed due diligence requirements are met
- Discretionary approach to portfolio management using sophisticated portfolio modelling technology
- MGP developed front end online technology coupled with SS&C technology. SS&C is used to administer \$44 trillion in assets across 10,000 firms globally
- Unique advantages in working with high profile client base
- Core focus has always been managed accounts *i.e. not 'bolt-on' functionality*

AUSTRALIA'S PROJECTED SUPERANNUATION ASSETS, 2012–2033



Source: Deloitte Actuaries & Consultants, September 2013, *Dynamics of the Australian Superannuation System: The next 20 years: 2013–2033*, Figure 5, Page 12; Austrade

MGP: Market Environment

- Progressive rise in SG contributions
- Compliance environment tightening – potential increased Net Tangible Asset (NTA) requirement of up to \$5m placed on ~190 AFSL's with MDA licensing by ASIC, probable removal of Limited MDA arrangements, increased difficulty in obtaining MDA authorisation in AFSL
- Institutionally aligned advisers now branching out and attaining own AFSL - taking the opportunity to look at new and more advanced service and technology
- Banks exiting from distribution channel ownership
- Change in financial planning practice valuation models from recurring revenue to an EBITDA model
- FoFA driving changes in advice operating models leading to greater demand for managed accounts
- Investment manager business models under pressure – transparency, performance, fees and distribution

MGP: Market Environment

Addressable Australian advisory firm market is expanding as FoFA and institutional ownership conflict

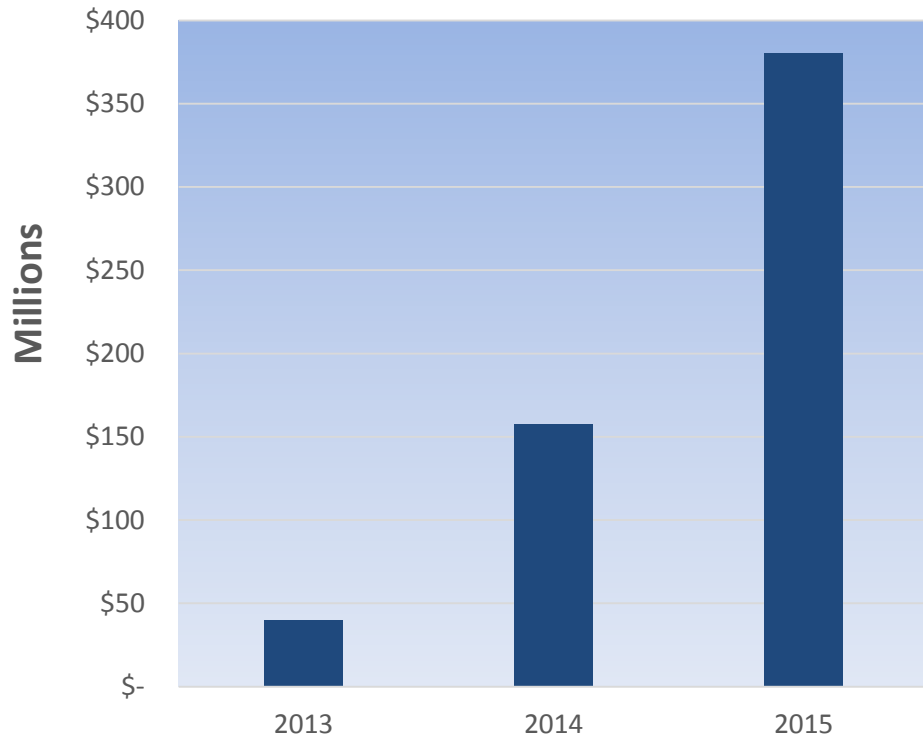
Advisory firms with MDA in AFSL

Advisory firms using Limited MDA

Advisory firms without MDA in AFSL

MGP: Rising Net Inflows

Net Inflows

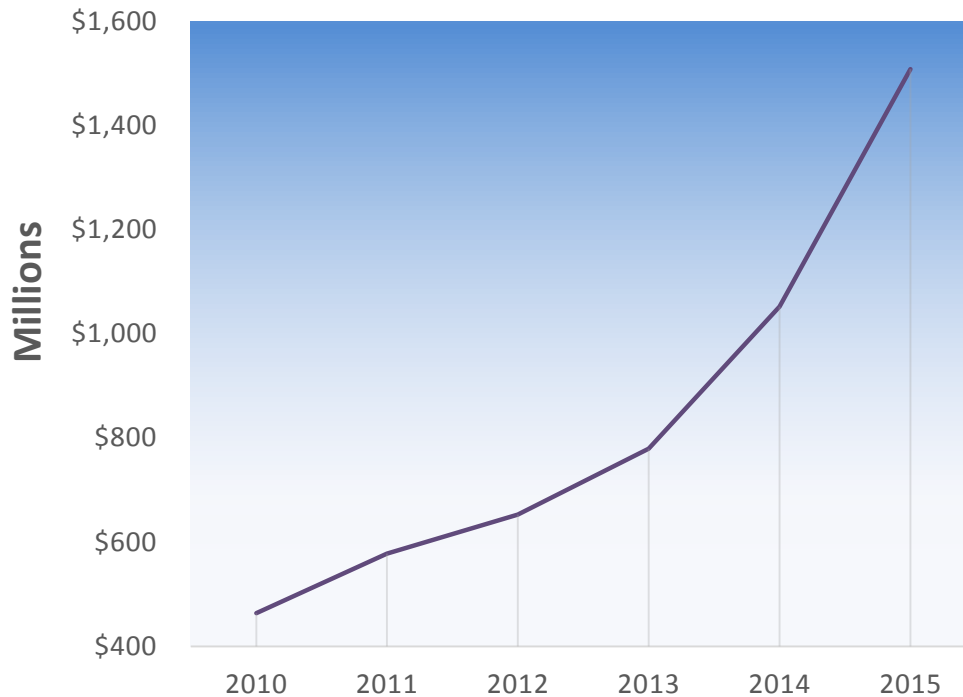


Highlights

- Increasing annual flow volumes correlating with an increase in the number of Services in place for IFA firms, several that are industry award winning
- Record year in FY2015 for net inflows
- FY2015 net inflows represent a 142% increase on FY2014 net inflows
- Record Q1 FY2016 net inflows of \$111m
- Net inflows driven by new Services going live

MGP: Increasing FUA

Funds Under Administration (FUA)



Highlights

- Achieving \$1.5bn milestone (now \$1.67bn)
- 43% increase in FUA in FY2015
- 73% of FUA are SMSF clients and average MDA FUA size is ~\$790k per client account (as at 30 June 2015)
- High FUA per adviser reflects better engagement and business model

MGP: Leveraged Growth

	FY2014 (\$'000)	FY2015 (\$'000)
Operating Revenue	3,086	4,354
less Operating Costs	(720)	(936)
Gross Operating Margin	2,366	3,418
Gross Operating Margin %	76.7%	78.5%
Net Operating Margin %	(6.2%)	18.7%

Highlights

- Maintenance of Gross Operating Margin highlights the leveraged business model of MGP
- Supplemented by high revenue stream per client
- Rising Net Operating Margin objective proven in FY2015

MGP: Strong Balance Sheet

	FY2014 (\$'000)	FY2015 (\$'000)
Cash/Term Deposits	6,425	5,902
Current Assets	1,497	1,021
Non-Current Assets	1,367	1,345
Total Assets	9,289	8,268
Current Liabilities	1,298	497
Non-Current Liabilities	25	55
Total Liabilities	1,323	552
Net Assets	7,966	7,716
Share Capital	12,674	12,674
Accumulated losses	(4,708)	(4,958)
Total Equity	7,966	7,716

Highlights

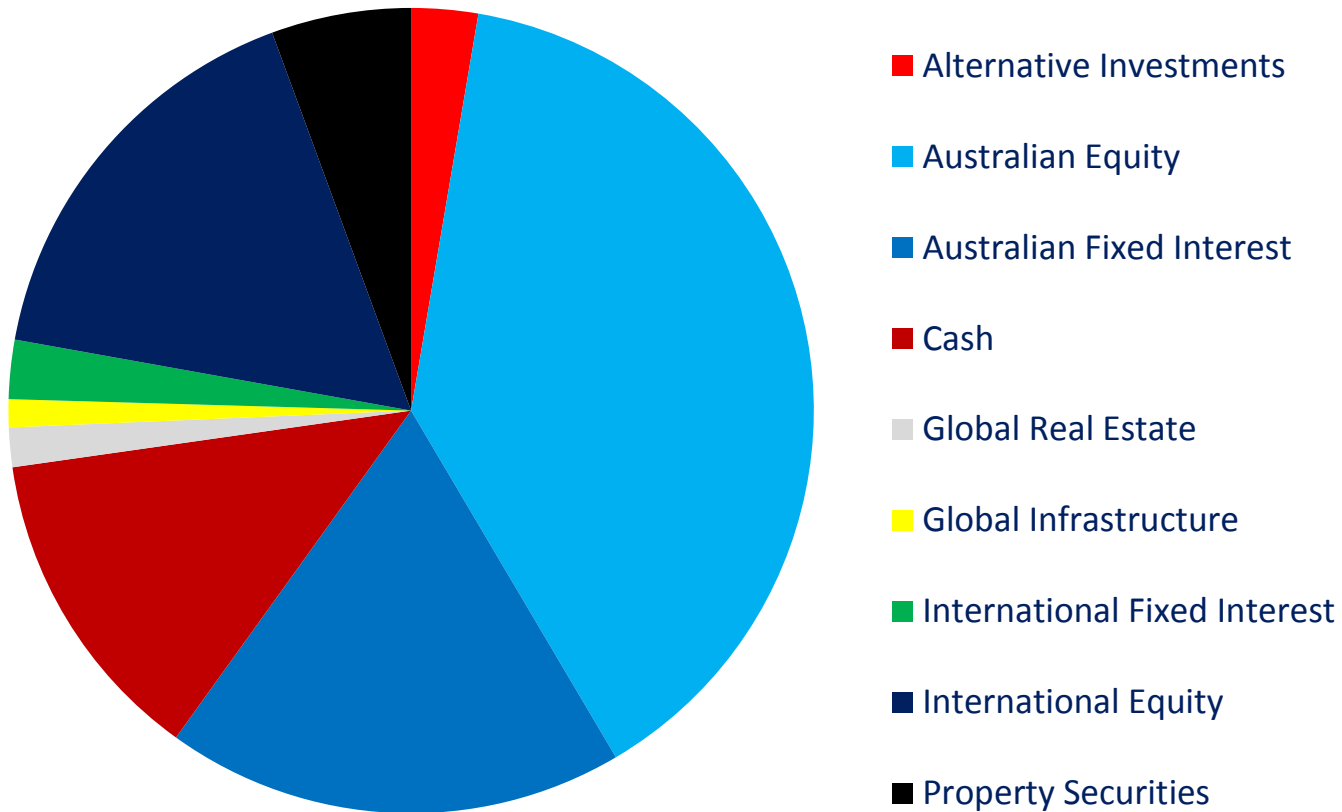
- Minimal cash required for working capital
- Strong cash position to support growth and corporate activity equating to 4.4cps
- No intangibles

MGP: Financial Drivers

- MGP revenue significantly relates to various revenue streams derived from FUA
- Continuing increase in FUA is translating to further revenue, EBITDA and NPAT improvements
- Investments made in headcount to resource business for growth across Operations, IT and Sales/ Relationship Management
- Project Excellence well underway to target efficiencies and endeavour to both sustain growth and maintain MGP position as market leader in providing managed account solutions
- Planner Holdings Limited (PHL) interest has exceeded expectations in quantum with additional benefit of inflows into MGP
- Three new licensees live in Q1FY16, five live in Q2FY16 – increasing inflows from new Services
- Supplemented by organic growth and acquisitions from advisory firms
- Portfolio size not market share/adviser numbers is key to profitability

MGP: Asset Diversification Not Correlated with ASX

- Not all FUA correlated to Australian shares – reflecting the diversified portfolio approach of appointed Investment Managers



Source: managedaccounts.com.au
Asset Allocation as at 23 November 2015

MGP: Enhancements, Features and New Initiatives

- Enhanced Retail Superannuation – finalisation of replica MDA business model in Retail Super
- Enhanced cash solution – to increase returns and provide additional functionality for clients, potential for increased revenue to MGP
- Non-custodial MDA – service a part of the market that does not wish to use custodial
- International direct securities – increasing demand requires a solution at end of 2015/16 FY
- Project Excellence – process re-engineering, technology build/ upgrade and new features to endeavour to sustain increased FUA

MGP: Employee Share Option Plan

- Proposed grant of 6,350,000 options vesting over three years (July 2016, July 2017, July 2018)
- Vesting will be based on percentage of KPI's achieved for financial years ending 30 June 2016, 2017 and 2018
- Allocation of options to all staff were based on 50% of salary divided by strike price of 22 cents (market price of MGP at time of offer)
- CEO David Heather allocated 2,000,000 options on the same terms as all staff

MGP: Outlook

- Continued signing of advisory firms to MoUs – 3 signed in Q1 representing FUA over \$350m, several on cusp of signing in Q2, expectation of 10 to 20 signings in 2015/16
- Continued conversion of advisory firms from MoUs to live Services – 3 live in Q1 with FUA over \$400m, 5 ready for use in Q2 with FUA over \$1bn, expectation of 15 new Services live in 2015/16
- Strong pipeline with several in advanced discussions
- Continued strong cost controls
- Some capitalised cost to underpin future growth
- Endeavour to maintain Gross Profit Margin, enhanced Net Profit Margin

Questions?