

Magellan Financial Group

ASX CEO Connect

Brett Cairns | Executive Chairman

21 November 2017



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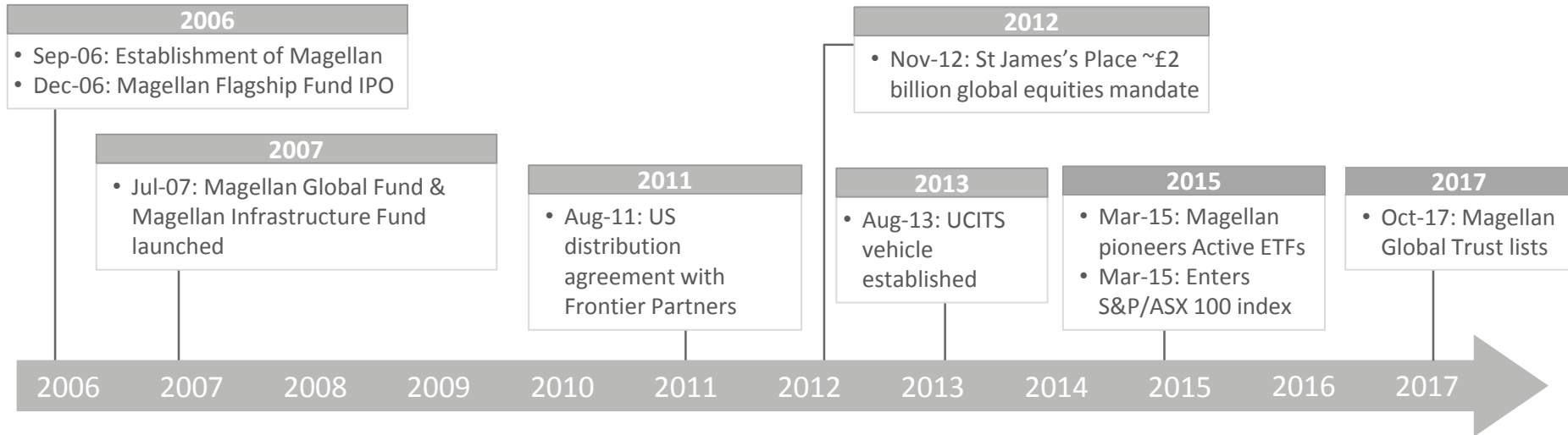
Where we stand today

- Sydney-based specialised, long-only global equities and global listed infrastructure fund manager
- ASX listed code: MFG. Market cap \$4.5 billion
- \$56 billion in funds under management
 - Retail funds under management of \$17.7 billion, with over 250,000 underlying unitholders
 - Institutional funds under management of \$38.3 billion, with over 130 clients¹
- Two business activities:
 - Magellan Asset Management (funds management business)
 - Principal Investments (balance sheet investments)
- Simple and scalable business model
- Offices in Sydney, Melbourne, Brisbane, Perth, Auckland and Newport Beach
- 110 employees

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11-year journey

\$1,000 invested in 2007, worth
~\$30,000 today, ~39% p.a.¹



¹ Based on investment in recapitalisation in May 2007 at \$0.975 per share, assuming dividends are reinvested and MFF in-specie distribution held.

Magellan Financial Group

What do we do for our clients?

We believe that successful investing is about finding, and owning for the long term, the world's best companies to grow and safeguard our clients' wealth.

Why choose Magellan



ACTIVELY MANAGED

Investing in the
world's best



GLOBAL INVESTING

Benefiting from
themes driving the
world



CLIENT FOCUSSED

Putting investors
first



DELIVERING OUTSTANDING RESULTS

Achieving
competitive
returns while
protecting capital



INTEGRITY

Doing the right
thing
by everyone

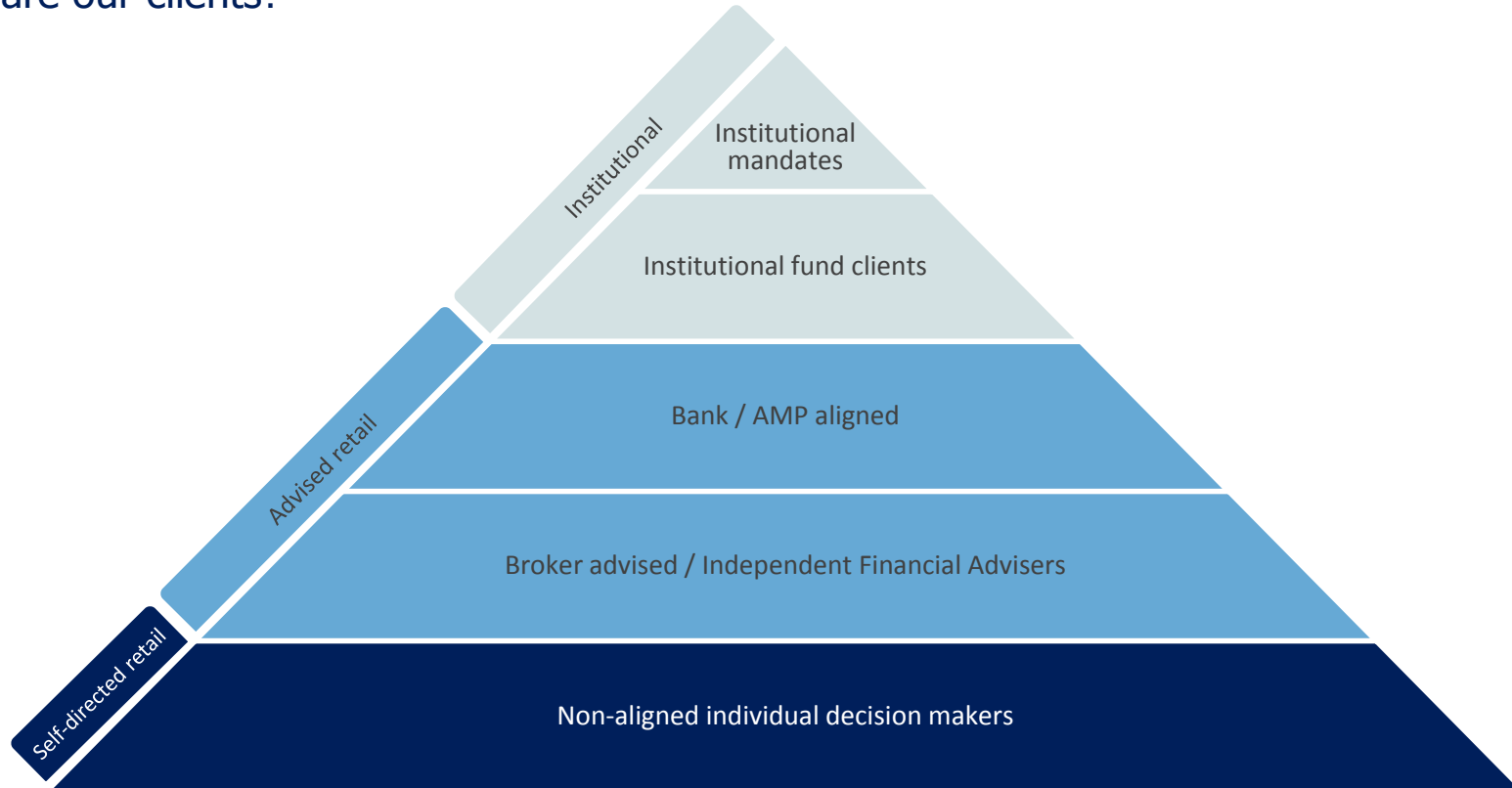


LEADERSHIP

Always focussed
on what the future
looks like

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Who are our clients?



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What problems are we solving for our clients?

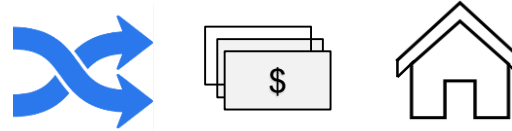


60% of Australian adults or **11.2** million people hold investments outside of their institutional superannuation fund



SMSF use will continue to grow, with **30%** of Australian adults that do not currently use an SMSF planning to set one up in the future.

- 15% of adults claim to have an SMSF
- 13% of adults without an SMSF are planning to establish one within the next year
- 8% are further planning to establish one in the next 13 – 24 months



On-exchange investments are a more common investment choice than cash or property

- 62% of investors hold on-exchange investments
- 56% of investors hold cash
- 37% of investors hold investment property

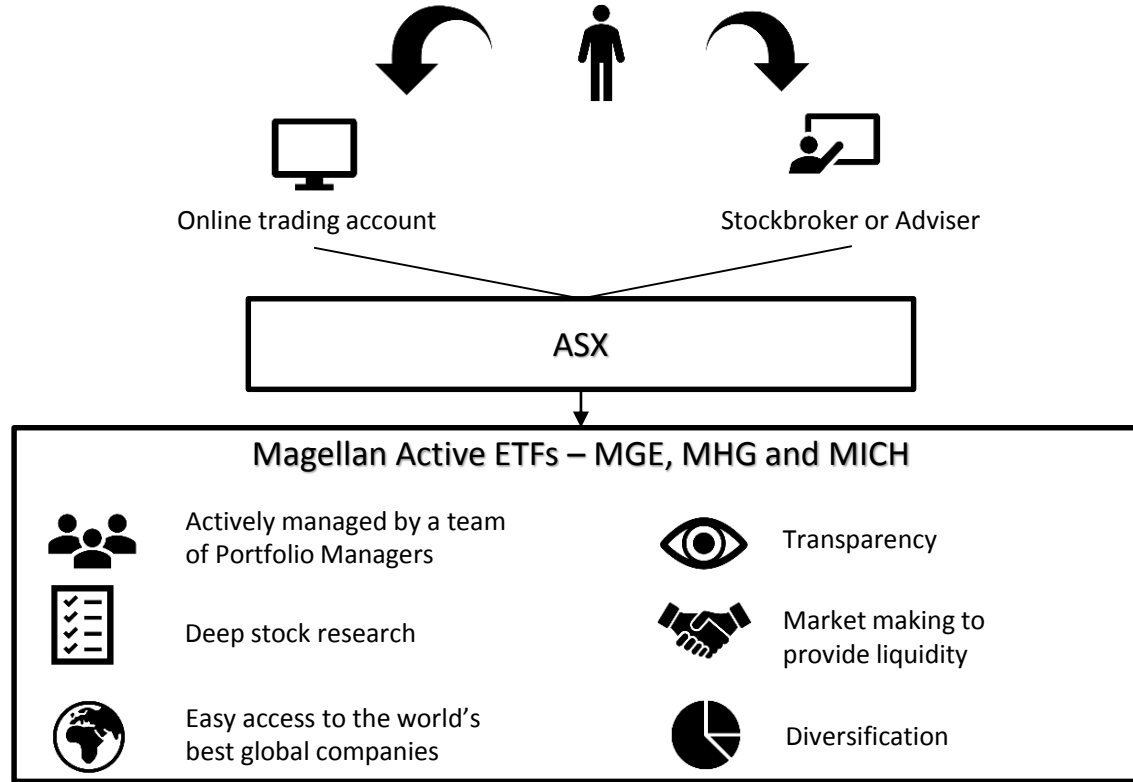


Diversification is still not well understood:

- 46% of investors claim to be diversified and hold 2.7 investment products
- 40% of investors say they do not have diversified portfolios. They hold 1.6 investment products.
- 15% of investors don't know if they are diversified.
- 75% of share owners hold only Australian shares.

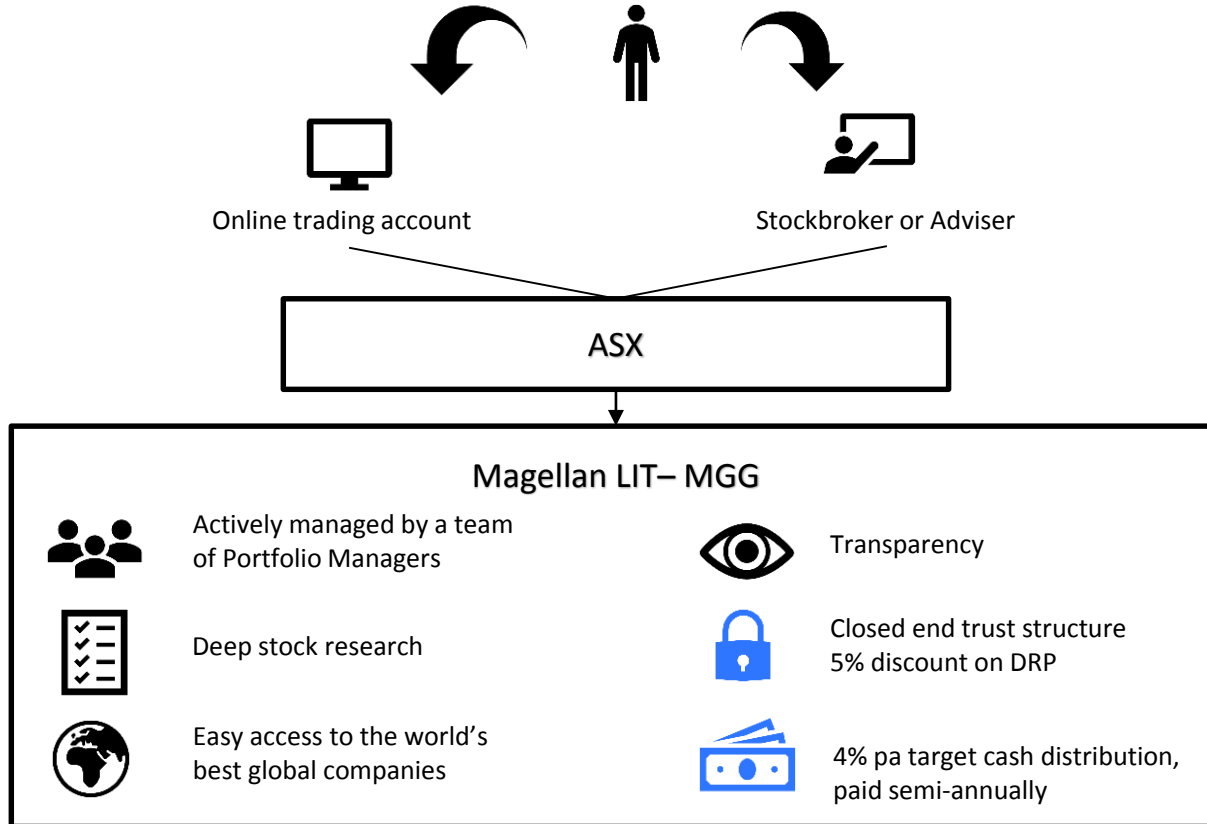
Innovative solutions for investors

Open ended - Active ETFs



Innovative solutions for investors

Closed ended - Listed Investment Trust



Magellan Financial Group

What is next?



Continue our education in global equities amongst self directed investors utilising platforms such as the Cricket Australia domestic test series.



Continue developing innovative products that enable easy access to the next generation of global companies.



Develop innovative financial products that meet retiree's needs.

Thank you

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