

ASX Release Date: 30 April 2019

## March 2019 Quarterly Business Update

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### Highlights

- Successful rebrand of the business from Managed Accounts Holdings Ltd (ASX: MGP) to Xplore Wealth Ltd (ASX: XPL)
  - Group Funds under Administration (FUA) as at 31 March 2019 was \$13.29 Billion
  - Retail Client Gross inflows of \$227.39m and Net Inflows of \$34.4m for the quarter ended 31 March 2019
  - Institutional Client Gross inflows of \$627.5m and Net Inflows of \$157.4m for the quarter ended 31 March 2019
  - Appointed by First Point Wealth Management to provide a new Managed Discretionary Account (MDA) service
  - Appointment of Mr Bruce Hawkins as Group Chief Financial Officer
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Xplore Wealth Ltd (ASX: XPL, the Group) one of Australia's leading independent managed account and platform administrators, provides an update on the Group's activities and business for the three months ending 31 March 2019.

The Group's Executive Director Don Sharp commented, *"The March quarter saw the execution and rollout of the new branding for the business – Xplore Wealth. The new brand has been positively received by clients, staff and the general market. The purpose of the rebrand was to:*

1. *underpin a consolidation and simplification of our market offering bringing together the managedaccounts.com.au and Linear brands under the one new umbrella brand; and*
2. *enable the Group to implement a marketing strategy where the Xplore brand is linked to the underlying products – Xplore MDA, Xplore Wrap, Xplore PAS, Xplore Outsourcing Solutions.*

### Group Quarterly Inflows and Funds Under Administration (FUA) Growth

Group FUA as at 31 March 2019 was \$13.29 billion.

Retail Client (Full Service) Gross inflows for the March 2019 quarter were \$227.4m, strongly up from \$188.7m in the December quarter and Net Inflows of \$34.4m down from \$50.3m in the December quarter.

Institutional Client (Administration Fee Only) Gross inflows for the March 2019 quarter were \$627.5m and Net Inflows of \$157.4m.

Gross Flows over the quarter were up strongly across both the Retail and Institutional sides of the business. Net flows in the Retail business were down where the impacts of the Hayne Royal Commission into Financial Services affected one of the larger clients in the MDA business leading to significant outflows over the quarter which were outside the control of the Group. Retail Net Flows would be up strongly if this client was not removing FUA out of the MDA service.

Capability	Gross Inflows	Net Inflows	FUA
Retail Clients (Full Service)	\$227.4m	\$34.4m	\$4.96Bn
Institutional Clients (Administration Fee only)	\$627.5m	\$157.4m	\$8.33Bn
<b>Total</b>			<b>\$13.29Bn</b>

There remains significant FUA suitable for transition across all products and services from existing clients.

### **Rebrand of the Group to Xplore Wealth Ltd (ASX: XPL)**

On 12 March 2019 the Group announced to the ASX its intention to rebrand to **Xplore Wealth**. The change of company name was approved by shareholders on 12 April 2019. This strong brand was chosen to reflect the company's universal growth plans and underline its offering as a leading Australian independent investment platform solution for wealth management professionals.

The new brand also underpins a consolidation and simplification of our market offering. Xplore Wealth aims to partner with its clients with agility, decisiveness and flexibility to deliver investment management solutions that fundamentally support their businesses and growth opportunities and their own clients' needs and aspirations.

The rebrand has been positively received by staff, clients and the wider market. The brand and marketing material will continue to evolve, and we urge shareholders to visit the new website at [www.xplorewealth.com.au](http://www.xplorewealth.com.au).

### **First Point Wealth Management Appoints Xplore Wealth**

Xplore Wealth has announced previously that it has been appointed by First Point Wealth Management Pty Ltd (First Point Wealth Management) to provide a new Managed Discretionary Account service.

First Point Wealth Management brings together four highly experienced finance professionals (Sam Robson, Brad Matthews, Toby Lewis & Paul Saliba) to run a range of multi asset portfolios incorporating direct Australian shares, ETFs and managed funds.

### **Launch of new Xplore Investment and Superannuation Wrap**

Xplore Wealth is in the process of developing a new wrap platform for both existing clients and the general market. We aim to launch this by the end of Q2 2019. The wrap platform will have:

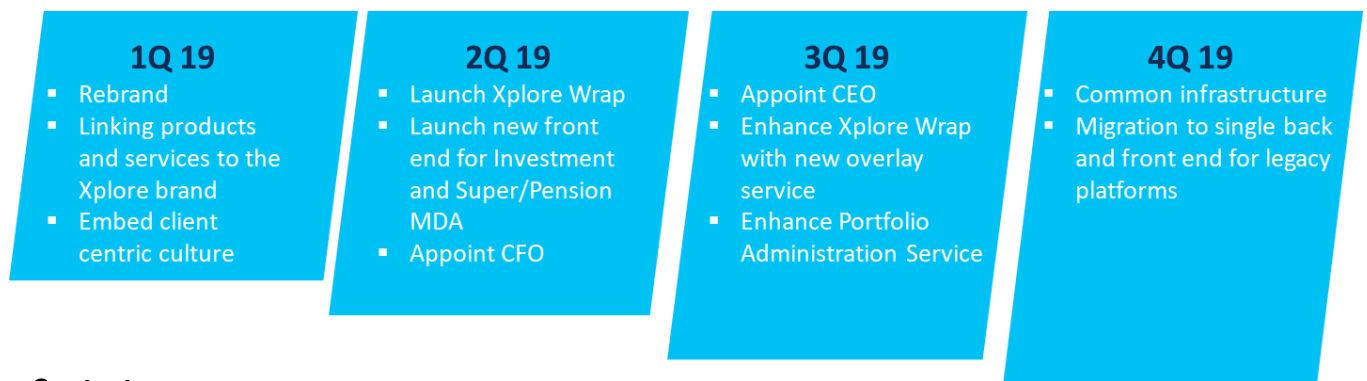
- Any ASX listed equity,
- Direct international equities on 28 exchanges,
- Circa 400 managed investments and SMA model portfolios,
- Enhanced reporting, and
- A competitive fee structure.

## Appointment of Mr Bruce Hawkins as Group CFO

Xplore Wealth has appointed Bruce Hawkins as the Group CFO. A well-regarded finance executive and member of pioneering executive teams within the investment platform sector across the Australian superannuation and wealth management industry, Mr Hawkins brings more than 25 years' experience to his new role.

His organisational experience includes change management, consulting and leadership roles with prominent organisations in the wealth arena including MLC/National Australia Bank, Aviva Australia and ESS Super. A Chartered Accountant, Mr Hawkins holds a Bachelor of Commerce from Deakin University. He has participated in extensive professional development and executive education programs in Australia and internationally.

## Key events and future plans



## Contact

Don Sharp  
Executive Director  
0419 632 315  
[don.sharp@xplorewealth.com.au](mailto:don.sharp@xplorewealth.com.au)

Peter Brook  
Non- Executive Chairman  
0407 727 665  
[peter.brook@xplorewealth.com.au](mailto:peter.brook@xplorewealth.com.au)

## About Xplore Wealth Limited

Xplore Wealth Limited (Xplore Wealth) is one of Australia's leading independent platform providers and investment administrators with a specialisation in managed accounts. Established in 2004, it provides platform, administration and technology solutions to some of Australia's leading stockbrokers, wealth managers, and financial advisory firms. Xplore Wealth is responsible for funds under administration of approximately \$13.3 billion as at 31 March 2019.

## Authorised by:

**Peter Brook**  
Non-Executive Chairman  
Xplore Wealth Limited