MAGELLAN
FINANCIAL GROUP LIMITED

CEO's Address
to the 2021 Annual General Meeting
Thursday 21 October 2021

Thanks Hamish, and thanks everyone for attending the meeting today. Hopefully this is the last year we will be doing this as a virtual only meeting, as I think we are all looking forward to the difference it makes to be able to meet in person.

Picking up from Hamish's remarks I would like to start by briefly discussing the results for the 2021 financial year and then spend some time discussing our asset management business, its progress, and growth prospects. I will then briefly update shareholders on each of the businesses in Magellan Capital Partners before we turn to questions.

As Hamish has touched upon, we believe the 2021 financial results were satisfactory with average funds under management increasing 9% to a little under $104 billion. This in turn drove a 10% increase in the profit before tax and performance fees for our asset management business to $526.6 million.

We focus on the profit before performance fees because performance fees tend to be lumpy and irregular and so can distort year-on-year comparisons, which has been the case this year. Including performance fees and the "equity accounted" effects of our investments in Magellan Capital Partners, our adjusted net profit after tax decreased 6% from the previous year to $412.7 million. It is important for shareholders to understand the nature and nuances of "equity accounting" and I would point you to our annual report where we provide more detail.

We have also discussed in the annual report the adjustments made to arrive at the adjusted net profit after tax figure, so I won't dwell on those here, other than to say the vast bulk of those adjustments related to investments we made as part of the restructure of the global equities fund, and the required accounting treatment of the associated options. We believe these strategic investments will add substantial value to Magellan over time.

Without the adjustments, the group's statutory net profit after tax for the year was $265.2 million.

Dividends for the year totalled 211.2 cents per share (75% franked at the corporate tax rate of 30%), down marginally from a total of 214.9 cents per share last year. This comprised an ordinary dividend of 199.7 cents per share which was up 8% from the previous year and broadly in line with the increase average funds under management, and a reduced performance fee dividend of 11.5 cents per share. The dividend policy is to pay out 90-95% of the asset management business after tax profit. This includes performance fees and so their lumpy nature will also be seen in our total dividends from time to time.

Turning to our asset management business.

Magellan's asset management business was founded a key premise, that we put our clients first. The business has always focussed on achieving the investment objectives we have set for our investors and we are constantly reminded of the responsibility we have in managing other people's money.

We have sought to provide improved outcomes for our clients by solving problems, reducing transactional friction, broadening access to our products, and investing to provide benefits for our investors in what we have always considered to be a partnership.

And nothing has changed. Our client focus is as zealous today as it was when the business was first started.

Our business has developed considerable strength and resilience and is founded on a highly scalable platform. Our investment process is rigorous, risk focussed and supported by a skilled team with an accumulation of experience. Our distribution team is relationship centred and firm-wide our team has developed deep knowledge. We have invested to develop a range of offerings targeted at specific needs which have substantial growth opportunities.

We believe the growth prospects for our asset management business to be very bright.

The business has grown significantly since the global fund was launched over 14 years ago. Today the business serves a broad and diverse global client base which spans over 130 institutions located here and around the world, plus many thousands of retail customers across Australia and New Zealand.

Our retail business is founded on the bedrock of deep and longstanding relationships with the very important financial advice industry, including all the major stockbroking firms. We also have a large and growing direct unitholder base of over 120,000 reflecting, in part, the increasing use by self-directed investors of our 14 retail funds, the majority of which can now be seamlessly accessed both on and off exchange.

Our flagship global equities franchise consists of a main strategy managed by Hamish and Arvid Streimann and a high conviction strategy managed by Hamish and Chris Wheldon. Together they represent over $80 billion of funds under management spread across both institutional and retail clients.

Our investment process focuses on quality and we aim to invest in the world's best.

The main global equities strategy utilizes a portfolio of 20-40 stocks and has a particular objective of targeting compounding returns of 9% p.a., net of all fees, while importantly limiting downside risks.

Most significantly, these objectives have been consistently met over the 14 years since inception, including across the various sub-periods that may be of interest.

It is important to understand a fund's overall objectives and how a manager sets about achieving them, especially during the inevitable periods where outcomes may differ from other approaches or broad markets indices at any one time.

Hamish participated in a webinar last week in which he clearly and succinctly discussed these issues in relation to the global fund, and I would encourage shareholders, and others who may be interested, to watch the replay which can be found on our website.

Away from our global equities franchise we have around $30 billion of funds under management across five different areas:

- Infrastructure
- Australian Equities (Airlie)
- ESG/Sustainable
- MFG Core Series and
- **Future***Pay*.

Each of these are at different stages of their development and each has significant growth opportunities.

Each represents a differentiated offering, and each addresses a particular need or helps solve a particular problem.

The longest standing and largest in this group is our Infrastructure business led by Gerald Stack.

Gerald and his team have developed a significant business over the years. The business serves both institutional and retail clients and has a broad base. For example, the ASX quoted active ETF, MICH, is now approaching 20,000 unitholders.

Infrastructure is continuing to be more broadly accepted as an asset class of interest by consultants and institutions, but it remains still relatively underrepresented in portfolios. Magellan has a unique approach to defining suitable infrastructure investment. This, coupled with it being available to investors either actively managed in the Select strategy, or systematically overseen at lower cost via the Core strategy, provides a differentiated offering of wide appeal.

We are confident of continued growth in our Infrastructure business with the Select strategy having additional capacity of more than US$2 billion and the Core strategy many multiples of that.

Our Australian Equities business is run by the team at Airlie. Led by John Sevior, Matt Williams, and Emma Fisher, the Airlie business is backed by some of the most experienced and trusted people in the industry.

Airlie's client base is largely institutionally focussed with John and the team having deep and multi-decade long relationships. Airlie's experience and approach have served those clients well over many years and across a variety of different market environments.

In addition to this institutional business, Airlie is building a retail franchise which is beginning to gain real traction.

The Airlie Australian Share Fund (ASX: AASF) recently passed its three-year track record and has performed strongly, meaningfully outpacing its benchmark. The fund carries recommended ratings by the main ratings houses, is appearing on a growing number of approved products lists, and is available on key platforms with even more being added.

As Hamish has noted, this has led to increasing and consistent inflows, and we believe there are great prospects for this to continue and accelerate.

AASF was the very first fund to be offered with dual access – that is, off exchange via the traditional routes of direct application, redemption and via platform, and on exchange via trading on the ASX. Both routes have been actively and consistently used and the fund in now nearing 1,000 unitholders.

Our ESG/Sustainable strategies have passed their four-year track record, an important milestone in what is becoming a fast growing and important space globally. Led by Dom Giuliano and Alan Pullen, Magellan has established a differentiated offering, particularly with regards to our approach to carbon.

Hamish has rightly pointed out that success is not built overnight, and we have used the past few years not only to develop track records but also to build client and consultant relationships in this field.

We are very pleased that this is beginning to bear fruit, with our Global Sustainable strategy being awarded several new mandates and with others to be finalised. We are confident there is a growing recognition of our approach to, and time in, the ESG/Sustainable space. We believe there are significant growth prospects for these strategies in what is already a large addressable market that is growing quickly as custodians and trustees respond to their constituents' concerns.

We also launched the Global Sustainable strategy as a retail fund late last year with dual access and listing on the Chi-X exchange.

Our capacity in ESG/Sustainable area is around US$20 billion.

Also, late last year, we launched the MFG Core Series. Currently, there are three retail funds in the series: Core International managed by Vihari Ross; Core ESG managed by Elisa Di Marco; and Core Infrastructure managed by David Costello. Each of these funds are dual access and are listed on the Chi-X exchange.

The MFG Core Series leverages Magellan's core research "DNA" to actively construct portfolios of between 70-100 stocks. These portfolios are then continuously monitored and systematically managed over time using a proprietary technique. Management fees are attractively price at 0.50% p.a.

We believe the approach employed by the MFG Core Series is thoughtful and differentiated relative to many systematic or factor-based fund alternatives. There is growing demand for lower-cost exchange traded funds to build portfolios, stretching from the millennial investor to the evolving managed account sector. We believe the MFG Core Series offers an attractive choice in this regard. The funds have received recommended ratings, are beginning to appear on approved product lists and are available on some key platforms with more to be added.

Although it is very early days, we believe the MFG Core Series has significant growth prospects and is an area of very large capacity.

Lastly, **Future***Pay*.

Future*Pay*, which is managed by Paddy McCrudden, was launched in June this year and is aimed, primarily, at the retirement income market.

Given **Future***Pay* is relatively new, and there has been some interest in this area, it may be useful for me to outline to shareholders the thinking behind this product and why we believe it helps meet an important client need.

Assets in post-retirement are already large at around half a trillion dollars and this is set to expand to around $2 trillion over the next 20 years. Some $60+ billion moves from accumulation to decumulation each year, and the demographics are such that this must increase. Staggering amounts of money.

What's immediately noticeable in this large market is that there are few, if any, products that truly help retired investors solve the dilemma they are forced to face – which is the stark realisation that they must figure out how to use their accumulated savings to replace what was once a known salary, and they have to do that for an unknowable period of time.

It's a very tricky problem, which may help explain the lack of available products. The reality is that the goals in decumulation are very different to those in accumulation and so it needs to be looked at in a different way.

In accumulation your focus is on maximising the amount of money available when you retire. Your day-to-day living requirements are covered by your ability to work and the salary that comes with it.

Whilst not always easy to execute, the accumulation goal is relatively straightforward and alternative approaches can be considered and measured using familiar terms such as returns and risk.

This is not the case in decumulation. In decumulation the goals switch to a focus on achieving a knowable, stable income, and ideally one that increases to cover inflation because you no longer have the benefit of a salary.

But there's a catch. You can't achieve this by just eroding your capital because you don't know how long you are going to live, and you can't achieve it by locking up all your money because things happen, particularly as you get older, and you may need to access it.

The problem is these three things – a stable, inflation linked income, capital growth to alleviate capital erosion, and access to capital – are all connected and conflict with each other. And the conflict is acute. Maximising one means giving up on another.

So how do you think about this? How do you measure an outcome to figure out if one approach is better than another?

In our view the only way to deal with this realistically is to look at the combination of the objectives, rather than each individually, and so we developed a measure of investor utility. The notion of utility has been around for a long time and essentially reflects the overall benefit to the investor. Looking at ways to maximise investor benefit led to the development of **Future***Pay*.

Without getting lost in the detail, **Future***Pay* is simply a dual access fund (listed on the Chi-X exchange: FPAY) that invests in a portfolio of our combined low volatility global equities and infrastructure strategies. The fund pays a fixed dollar amount of distributions each month, rather than a percentage amount which can move around, and the distributions go up each quarter in line with inflation. This satisfies the objectives of income, growth, and access to capital.

What is unique about **Future***Pay*, however, is that it also has the benefit of an in-built reserving process that utilises an available pool of reserves that sits alongside the fund.

It is the effectiveness and the efficiency of the reserving feature that we believe adds significant utility to the product because:

- the reserves can be used instead of the portfolio in times of poor market conditions to support the regular fixed income to investors, and
- the portfolio can be more invested than otherwise would be the case to take advantage of recovering markets which leads to a better overall outcome over time.

For instance, **Future***Pay* currently has about 31 months of distributions available in the reserve pool, which means at the extreme the distributions would be covered for that period of time without having to touch the portfolio.

Although it is very early days for **Future***Pay* we have received positive feedback and the fund has already attracted over 150 unitholders. We are working our way through the necessary rating and platform processes and very recently **Future***Pay* was added to some key platforms. Indeed, the research house Lonsec has just completed its review of **Future***Pay* and approved it noting in its report it was more intuitive, flexible, and simpler than other retirement income solutions it had seen.

Again, success is not built overnight, and we are very patient in that regard.

Before leaving this topic, it is worth noting the Federal government is in the final stages of introducing what is known as the Retirement Income Covenant. This is to apply to the trustees of Superannuation Funds and seeks to set out what trustees are expected to consider in providing income in retirement for their members.

It is notable that the Covenant, by and large, covers what we just discussed, and that the outcomes of **Future***Pay* are strongly aligned with the objectives the government is proposing to set. As such, we have been approached by a number of institutions and are in the very early stages of discussing possible applications.

As Hamish has noted, we believe our asset management business has significant scale and depth, with material growth prospects across a range of areas. These areas are at various stages in their growth and are targeted to serve a need or help address a problem, which in our opinion maximises the chances of success.

Average FUM in our asset management business for the first quarter of this financial year stood at $115.5 billion compared to $99.7 billion for the same period last year, and expenses are tracking in line with previous guidance.

Turning now briefly to Magellan Capital Partners.

We established Magellan Capital Partners to consider possible balance sheet investments which could bring strategic benefits to the firm – overlapping directly with our asset management business or indirectly by providing diversification or optionality in a particular area – and to have the scope to enhance the firm's intellectual capital. Because we are investing shareholder's money, we of course also require them to have strong prospects of generating high financial returns.

But there is an important balance that needs to be struck here. We cannot make an investment that may distracted us from our core asset management business and our clients, and this is paramount for Hamish and the investment team. Frankly, this is our first filter when considering an opportunity and necessarily limits our opportunity set because we must be convinced that we are partnering with strong and capable management teams.

We have therefore structured ourselves internally to ensure we remain focussed whilst having the appropriate oversight of our investments. Craig Wright is charged with running Magellan Capital Partners and reports directly to me. Over the years Craig and his team have gained material experience and developed great skills across a range of areas and are well suited to the task.

Let me now discuss each of the Magellan Capital Partners investments.

Firstly, FinClear.

FinClear provides important trading infrastructure, services and technology solutions that support businesses in wealth management and stockbroking. For example, FinClear owns iBroker a post-trade system that underpins more than 15% of all transaction value traded on the ASX and Chi-X exchanges, including all that is executed through CommSec.

FinClear has grown strongly both organically and by acquisition in an industry that has been consolidating. Recently FinClear purchased Pershing Securities Australia which has added significant scale to its business. This has expanded FinClear's effective HIN platform from around $10 billion to over $130 billion and taken its client base to around 250 wholesale intermediaries and more than 300,000 active end user clients.

FinClear is developing a meaningfully connected network across the whole process of trading and execution and is especially focussed on the important changes and opportunities that will arise as the ASX builds out its Distributed Ledger technology. This provides a unique platform and through our partnership with FinClear, we continue to explore ways to improve product access and reduce friction for investors.

We have invested $23 million and own a 15% fully diluted stake in FinClear. It is worth noting that FinClear recently completed a small capital raising at a price around triple our average entry price and is likely to IPO sometime next year.

Next Guzman Y Gomez (GYG)

GYG is a quick service restaurant (QSR) chain that specialises in making and serving made to order, clean and authentic fresh Mexican food. Some shareholders may have already tried their spicy chicken nachos, if not I highly recommend it!

GYG currently has 158 restaurants globally of which 120 are franchised and 38 company owned. Most restaurants, 138, are in Australia with the remainder in Singapore, Japan, and the US. Global sales last year topped $445 million.

Magellan has been a constant investor in the QSR space since our inception and as a result the firm has developed deep industry knowledge and connections.

We believe that GYG has already established a significant brand which, combined with more people trying and enjoying their food because of COVID-19, is leading to GYG capturing an increasing share of the consumer's mind.

GYG has a well-established long-term plan for restaurant rolls outs with 30 planned for next year alone. With 138 Australian restaurants compared with McDonalds at around 1,000 and KFC at over 650, GYG has a long available pathway ahead, especially as it builds out its Drive-Thru offering which has proved very popular, and which has excellent unit economics.

GYG is also making meaningful progress on tackling its opportunity in the US. Whilst still very early days, the opportunity is vast and could be very material for GYG over time. For example, Chipotle has over 2,800 restaurants in the US and has a market capitalisation of around US$50 billion.

Notwithstanding GYG is investing in growth, it is profitable and has significant cash on its balance sheet. We have invested $103 million and own a 12% fully diluted stake.

Finally, Barrenjoey Capital Partners.

Magellan is one of the founders of Barrenjoey and holds a 40% non-dilutive economic stake in the business. We have invested $156 million for this interest.

Barrenjoey is a new full-service financial services firm, which was formally established in September 2020.

Barrenjoey has an unconstrained business mandate and has initially focussed on four key business lines: Corporate Finance (including Equity Capital Markets and Debt Capital Markets), Equities (including sales and trading, equity financing and derivatives), Fixed Income (including sales and trading and derivatives), and Research.

The opportunity to establish Barrenjoey came about because a confluence of unusual events and timing, but also was based on an underlying premise: that a client centric, partnership orientated, globally connected but locally run firm would attract some of the best talent in the industry.

And this has proved to be the case. The firm has had over 290 people join from over 85 different institutions and the breadth and depth of their skills, and the relationships they bring are extremely impressive.

As is the relationship that is developing with Barclays, one of Barrenjoey's founders. Barclays' broad global connections coupled with its deep financial resources and skills has quickly resulted in meaningful results for Barrenjoey's clients and synergies between the two businesses.

The combination of these things has result in a very successful launch and the business is already capturing meaningful market share. To date the Equities and Corporate Finance business lines are live, Research is building coverage and Fixed Income will begin trading imminently. The Derivatives and Equity Financing offerings within Equites and Fixed Income are planned to come online in the first half of 2022.

Despite not all business lines being up and running, the firm has achieved profitability for the first 3 months of the financial year, with revenues tracking ahead of expectations.

We believe Barrenjoey represents a rare opportunity to invest in a business of potential scale. For context, the addressable market in Barrenjoey's four current lines of business equate to around $5 billion of revenue per year. We believe it is highly likely that Barrenjoey will become very valuable to Magellan over time.

We are pleased with the progress of Magellan Capital Partners and as Hamish has noted, our share of Associates profit or loss is positive in the quarter ended 30 September 2021.

In conclusion, we believe Magellan's business is very well positioned. Our core asset management business has significant scale and serves a diverse client base. There are clear areas of growth, each with substantial prospects and each serving client needs. Our investments through Magellan Capital Partners are performing well and I'm pleased to report we have navigated the impact of COVID-19 well with all our staff safe and fully engaged.

Finally, before handing back to Hamish, I would also like to add my thanks to Paul Lewis, who I'm sure is attending this meeting.

Paul and I effectively joined the Magellan Board at the same time back in late 2006, early 2007 as non-executive directors. The business, of course, was different then to what it is now, and Paul has been a constant throughout that journey. Paul's insights, experience and support have been an important part of the Magellan success story.

Whilst all things must end at some stage, it is nevertheless sad to see Paul retire from the board. On a personal note, thanks Paul for all the help and counsel over the years and especially for our friendship which I look forward to continuing over the coming years.

Back to you Hamish.

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Magellan Financial Group Limited

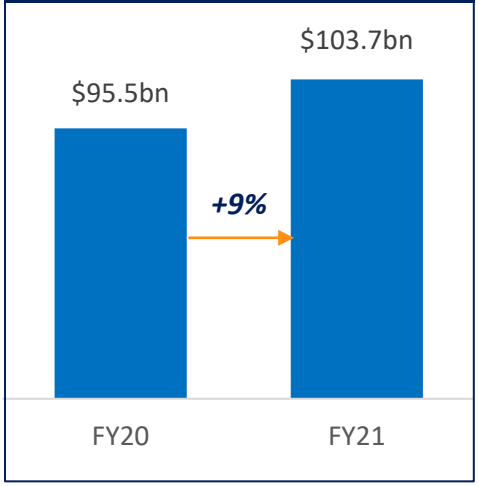
2021 AGM Presentation

Brett Cairns| CEO

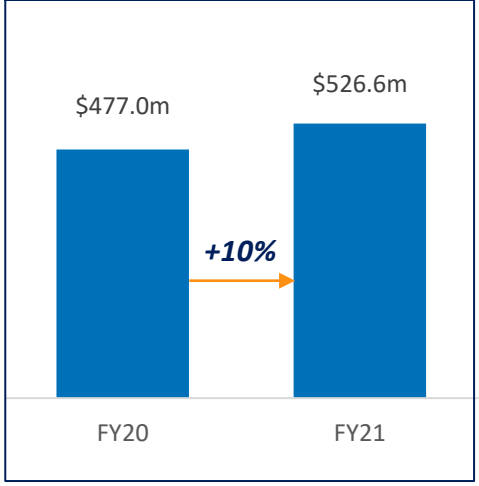
MAGELLAN FINANCIAL GROUP

Overview of FY21 results

Average funds under management

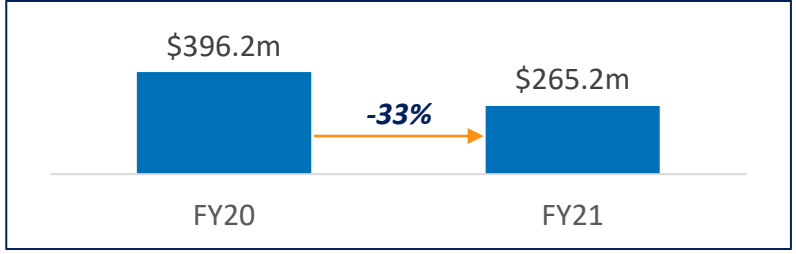


Funds Management business: Profit before tax and performance fees



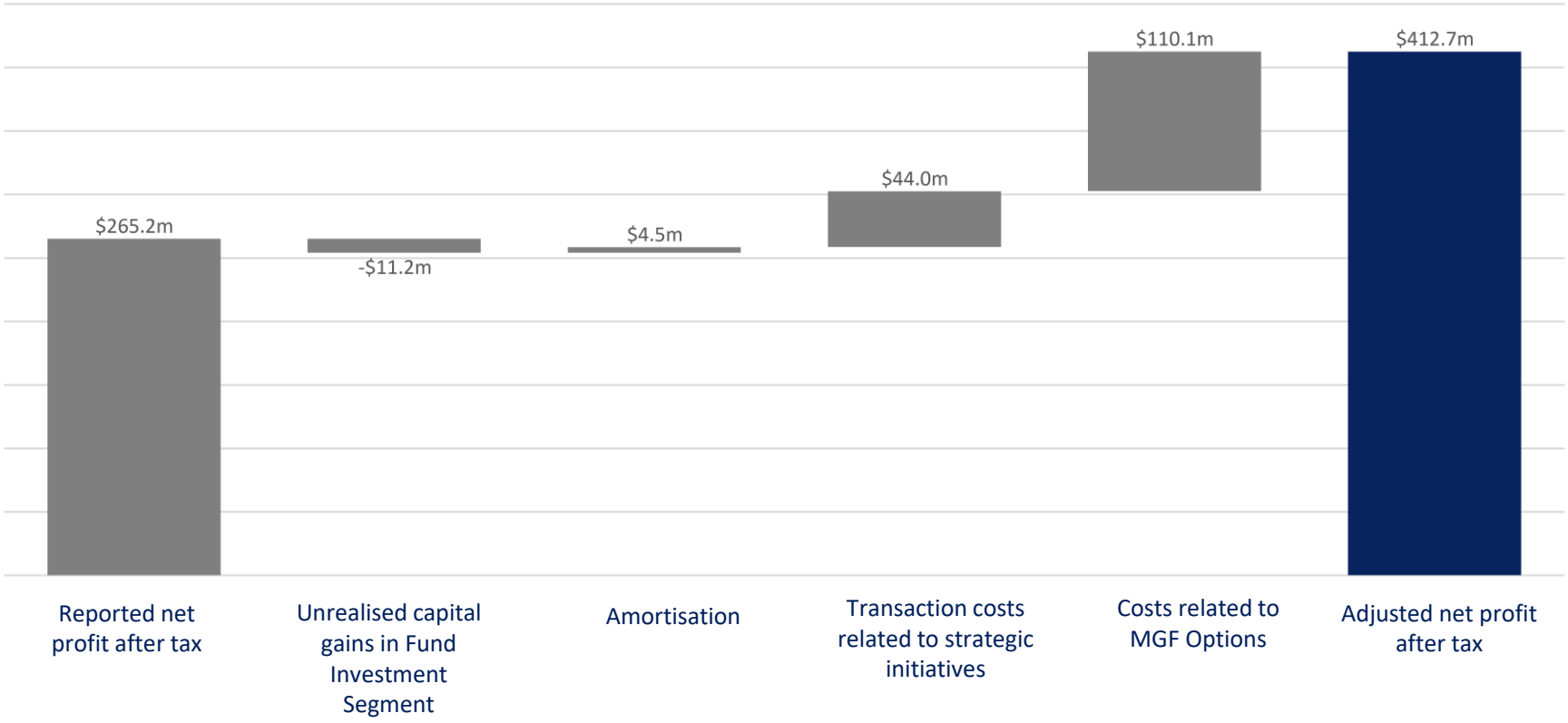
Adjusted net profit after tax

Statutory net profit after tax

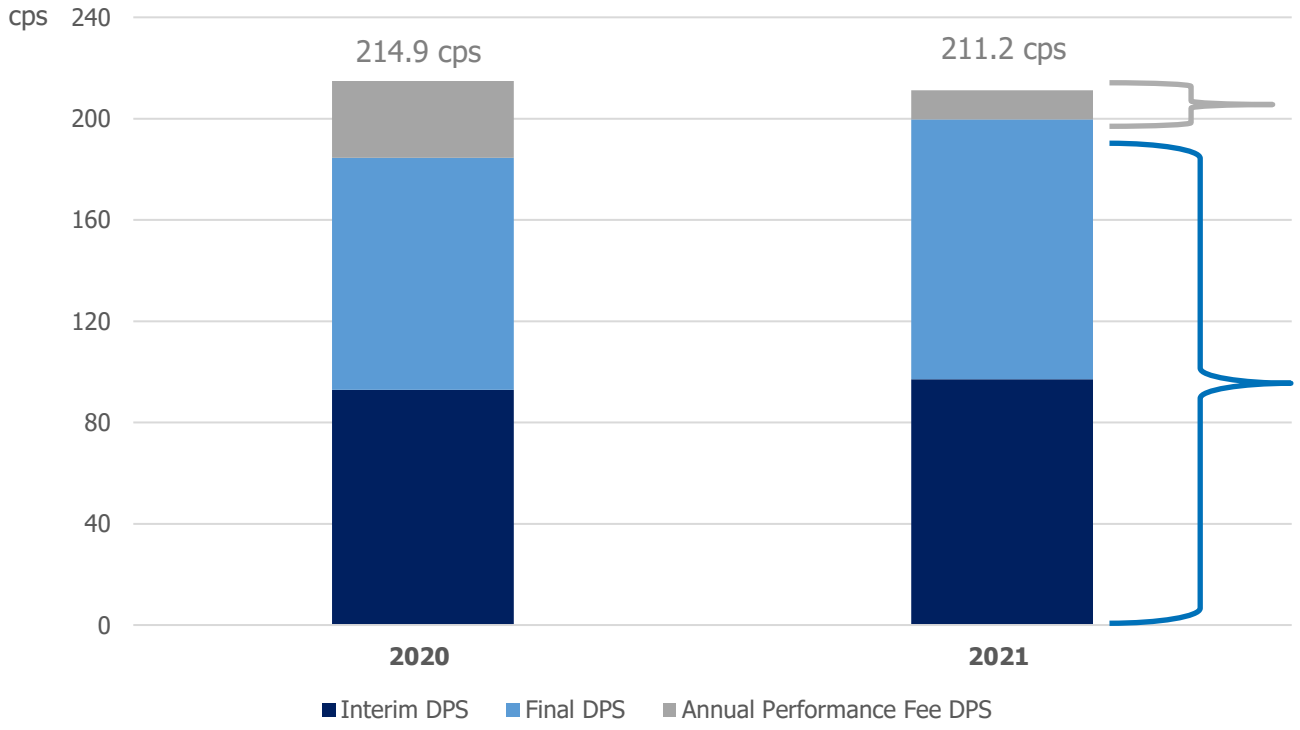


Strong underlying performance driven by 9% growth in average funds under management

Adjusted net profit



Dividends



Performance fee dividend of 11.5cps

Ordinary dividends of 199.7cps

MAGELLAN FINANCIAL GROUP

Funds Management Business

Funds Management business

- Founded on a key premise: put clients first
- Improve outcomes for clients
- Highly scalable platform
- Rigorous, risk focussed investment process
- Relationship centred distribution
- Firm-wide deep knowledge

Funds Management business has developed considerable strength and resilience

Diverse client base

Significant number of institutional clients…

>130

Institutional clients

…with meaningful diversity

Only **FOUR** Institutional clients represent **more than 2%** of total management and services fees

Deep and long standing adviser relationships…

>11,500

Financial planners and all the major stockbroking firms

…and growing direct unitholders

>120,000

Direct unitholders across **14 retail funds**

Global Equities franchise

>$80bn in FUM

Three portfolio managers:

- Hamish Douglass
- Arvid Streimann
- Chris Wheldon

Two strategies - main strategy and high conviction strategy

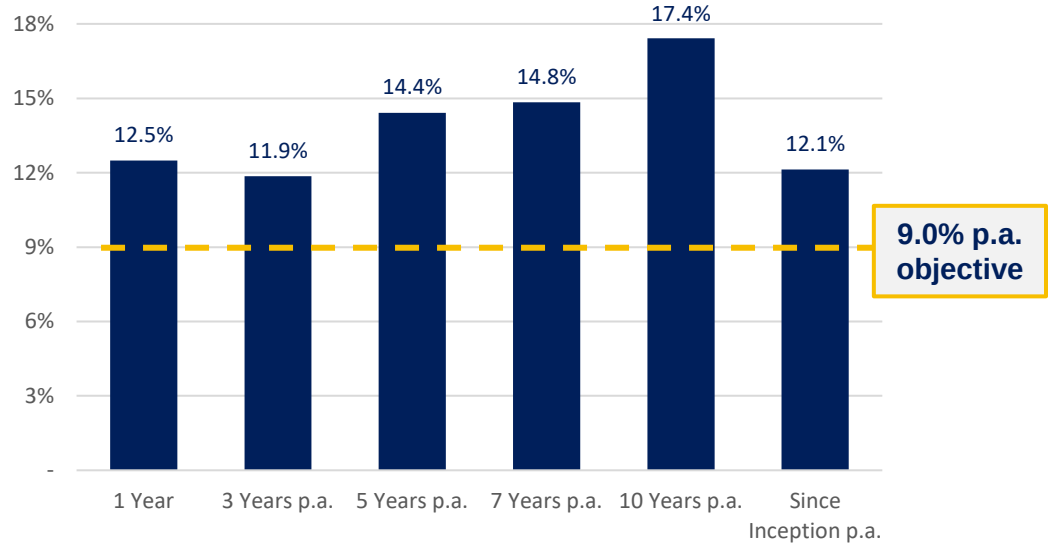
Main strategy consistently achieves two objectives:

1. Compounding returns of 9% p.a. (net)
2. Lower risk than markets

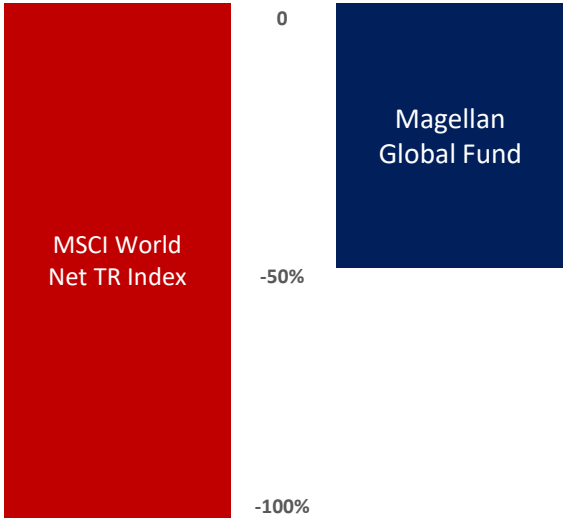
Global equities franchise with >$80bn in FUM

Global Equities franchise (cont'd)

Consistently compounding returns



Since inception the Global Fund has been exposed to only 45.3% of market downside



Investment objectives consistently met

Source: Magellan Asset Management. The inception date is 1 July 2007. Magellan Global Fund (Open Class) (Managed Fund) returns as at 31 August 2021. Calculations are based on exit price with distributions reinvested, after ongoing fees and expenses but excluding individual tax, member fees and entry fees (if applicable). Returns are denoted in AUD. The calculations for the Downside performance chart are based on exit price with distributions reinvested, after ongoing fees and expenses but excluding individual tax, member fees and entry fees (if applicable) in AUD relative to the MSCI World Net TR Index using 3 month returns, rolled monthly. Downside capture shows if a fund has outperformed a benchmark during periods of market weakness, and if so, by how much.

Five key growth areas

GLOBAL LISTED INFRASTRUCTURE

AIRLIE FUNDS MANAGEMENT

SUSTAINABLE / ESG

MFG CORE SERIES

Future*Pay*™

Combined FUM of ~$30bn with significant growth opportunities

Global Listed Infrastructure

~$20bn in FUM

Broad client base

Differentiated approach and excellent performance

Still underrepresented in portfolios

>US$2 billion of remaining capacity in Select and many multiples of that in Core

Led by Gerald Stack, the infrastructure team has developed a significant business

SELECT STRATEGY
actively managed

CORE STRATEGY
systematically managed

Market leading infrastructure business with significant runway

Airlie Funds Management

Led by John Sevior, Matt Williams and Emma Fisher, Airlie is backed by an experienced and trusted team

Institutional business	>$9bn in FUM Deep and multi-decade long relationships
Retail business	Airlie Australian Share Fund (ASX: AASF) managed by Matt Williams and Emma Fisher Over 3-year track record with excellent performance and growing inflows Fund Research: "**Recommended**" rating from Lonsec and Zenith

Substantial opportunity to build an Australian equities retail franchise

Airlie Australian Share Fund

	Airlie Australian Share Fund	S&P/ASX 200 Accumulation Index
1 year	38.3%	30.6%
3 years (% p.a.)	13.6%	9.7%
Since inception (% p.a.)	13.8%	10.2%

As at 30 September 2021

Sustainable strategies

Two active strategies with differentiated approach to sustainable investing

~$500 million in FUM,
more than doubled in last 12 months

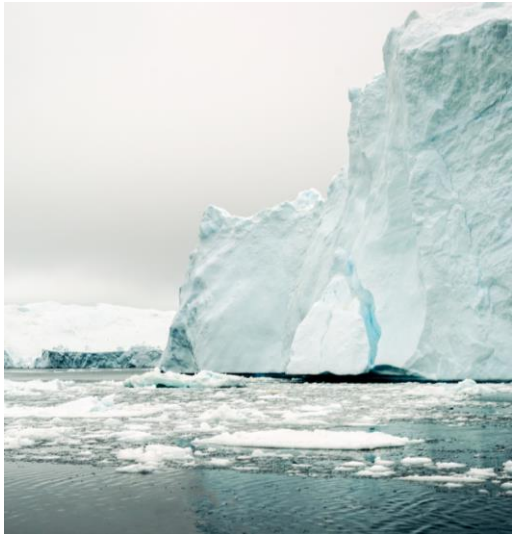
Managed by Dom Giuliano and Alan Pullen

Now with over 4-year track records

Recently awarded new institutional mandates, with others to be finalised

Large and growing addressable market

Retail fund launched Dec 2020, with ratings being finalised



Total capacity of the Sustainable strategies is US$20 billion

MFG Core Series

MFG Core International

Managed by Vihari Ross

MFG Core ESG

Managed by Elisa Di Marco

MFG Core Infrastructure

Managed by David Costello

Actively constructed, systematically managed and continuously monitored fully invested portfolios of **70-100 stocks**

Attractively priced at 0.50% p.a. management fee

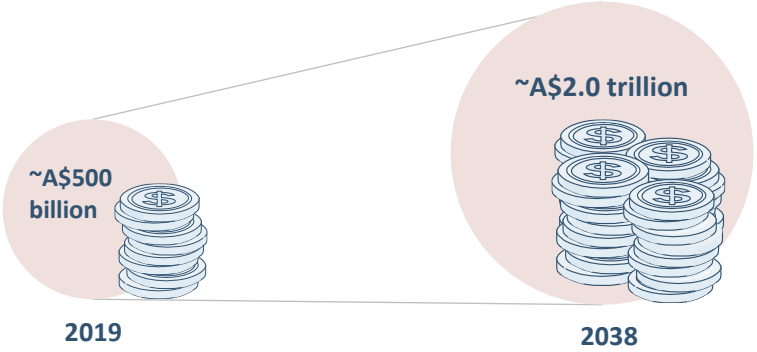
Fund research: "**Recommended**" by Lonsec and Zenith; Morningstar **Silver** for MFG Core Infrastructure

Growing demand, with substantial capacity and more product opportunities

Magellan **Future***Pay*

Extremely large market opportunity…

Projected Post-Retirement Assets[1]



Retirees aim to achieve 3 key goals…

Regular, stable income

Capital growth

Access to capital

…which are connected and conflict with each other

….but few products truly solving retirees' needs

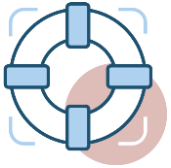
1. Deloitte – Dynamics of the Australian Superannuation System. The next 20 years 2019-2038

Magellan **Future***Pay*

Future*Pay* is an actively managed fund that aims to deliver:

A predictable monthly income that grows with inflation

Driven by returns and capital growth, with a focus on downside protection



Underpinned by a reserving strategy and income support

Together with daily access to your capital

Managed by Paddy McCrudden

Lonsec recently rated and **Approved**

Significant intellectual property developed

Recent Retirement Income Covenant – **Future***Pay* outcomes strongly align to objectives

Approached by institutions

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Magellan Capital Partners

Magellan Capital Partners

- Established for strategic balance sheet investments
- Require strong prospects of generating high financial returns
- Scope to enhance intellectual capital, diversification, optionality
- Strong and capable management teams
- Magellan Capital Partners run by Craig Wright, reporting directly to Brett Cairns, CEO

Strategic investments in high quality businesses led by highly talented management teams

FinClear

Investment	FinClear
Amount Invested	**A$23 million**
Shareholding	**~15% fully diluted**
Business Update	• Strong growth, both organically and by acquisition • Expanding HIN platform • ~250 wholesale intermediary clients and >300,000 active end client accounts • Focused on opportunities within the ASX DLT • Explore ways to improve access and reduce friction for investors

Guzman Y Gomez

Investment	GUZMAN Y GOMEZ Mexican Taquería
Amount Invested	**A$103 million**
Shareholding	**~12% fully diluted**
Business Update	• Significant brand • Well established long-term plan for restaurant roll outs including drive-thru • Meaningful progress on US opportunities • Investing in growth, profitable, with significant cash on balance sheet

Barrenjoey Capital Partners

Investment	Barrenjoey Partnering with BARCLAYS
Amount Invested	**A$156 million**
Shareholding	**40% non-dilutive economic stake (5% voting)**
Business Update	• Unconstrained mandate, initial focus on 4 key business lines • Successful launch, with business lines progressively going live • Profitable for first 3 months of FY22, with revenues ahead of expectations • Scale opportunity – total revenue pool of ~$5bn per year

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Summary

Summary

- Core asset management business of scale with a diverse client base
- Clear areas of growth, each serving client needs
- Magellan Capital Partners performing well, Associates P&L positive for 1Q FY22
- Navigated through COVID-19 with staff safe and engaged

Magellan is well positioned for the future

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