

Media Release
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MA Financial delivers record FY23 inflows

Sydney – Global alternative asset manager, MA Financial (ASX: MAF) has announced its financial results for FY23 with gross funds inflows up 27% and recurring revenue up 23% on FY22 to \$178 million, showcasing the resilience and success of its diversified business strategy amidst a year of significant expansion and strategic investment.

The Group's underlying net profit stood at \$41.6 million, reflecting a 32% decrease compared to FY22. This outcome is attributed to challenging market conditions affecting transactional and performance fees, alongside strategic investments in growth areas such as MA Money, Middle Technology, MA's US credit platform, as well as a revamped brand and expanding distribution platform. These investments will assist the Group to grow and diversify its earnings over the medium term.

The Asset Management division remained the significant contributor to Group earnings, accounting for 78% of the Group's underlying EBITDA in FY23. This success was backed by record gross inflows of \$1.9 billion, marking a 27% increase from the previous year, fuelled by strong growth in private credit strategies and investor demand for the MA Marina Fund, a new alternative asset class for the Group.

A confident outlook for the business and strengthened financial position has meant the board declared a fully franked final dividend of 14 cents per share, matching 2022 and taking the full year's dividend to 20 cents per share, fully franked.

Diversification through lending

The Group's Lending & Technology division, including the mortgage aggregator Finsure and residential mortgage lender MA Money, demonstrated robust growth. Finsure's managed loans increased by 21% to \$110 billion, and the number of mortgage brokers on its platform grew by 19% on the previous year to 3,129. Meanwhile, MA Money saw its loan book grow rapidly by 244% to \$829 million (31 December).

Global milestones and brand evolution

In addition to its financial achievements, FY23 was a year of geographical expansion and brand evolution for MA Financial Group. The acquisition of Blue Elephant Capital Management and the launch of the MA Global Private Credit Fund marked the Group's entry into the US credit market. The Group opened MA offices in Singapore and a Finsure office in Auckland, and a digital distribution platform was established in Japan aimed at attracting Japanese investors away from conventional cash and deposit products toward higher-yielding investment alternatives, further solidifying the Group's international presence.

The unveiling of a new logo and brand identity aligned with the Group's global expansion and its goal to reach new client segments. This rebranding effort, along with the Group's strategic investments, positions MA Financial Group for continued growth and success in the coming years.

Commenting on the results, Joint CEOs of MA Financial, Julian Biggins and Chris Wyke, said:

"The past year has been a period of significant investment and platform growth for MA Financial Group. Asset Management fund flows, Finsure's managed loans, and MA Money's loan book all demonstrated accelerating growth over the year.

"We have always believed in the philosophy of investing today to build for tomorrow, and FY23 was no exception. We believe the strategic investments we made will enable the business to deliver on our significant growth ambitions.

"We are committed to ongoing investment in MA Money's product and platform, recognising its short-term impact on earnings as an important step in building meaningful scale in Australia's \$2 trillion residential mortgage market. MA Money is anticipated to achieve a break-even earnings run rate in 2H23 and deliver \$15 to \$20 million in net profit after tax in FY26.

"We're proud of the strategic expansions we've made in 2023, including into three new international markets, as we continue to expand and diversify our business platform. We're optimistic about the future, and we thank our team, shareholders, and clients for their ongoing support."

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About MA Financial Group

MA Financial Group is a global alternative asset manager specialising in private credit, real estate and hospitality. We lend to property, corporate and specialty finance sectors and provide corporate advice.

MA Financial, originally launched as Moelis & Company in Australia in 2009, listed on the ASX in 2017, before rebranding to MA Financial in 2021.

We invest and manage over AU\$9.2 billion on behalf of our clients, are responsible for over AU\$110 billion in managed loans, and have advised on more than AU\$120 billion in advisory and equity capital market transactions.

We have over 600 professionals across locations in Australia, New Zealand, China, Hong Kong, Singapore and the United States.

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