



HFA Holdings Limited

2017 Annual General Meeting

3 November 2017



Agenda

- Welcome
- Chairman's Address
- Formal business

Board of directors



Michael Shepherd
Chairman



Sean McGould
Group CEO



Andy Esteban



Randall Yanker



Andy Bluhm

Please turn off or silence your mobile phone

Chairman's Address

Michael Shepherd

2017 key achievements



2017 Operating performance

Revenue

USD **72.2** million

Revenue from **management and platform fees**.
Increase of USD 2.14 million or 3% on the prior year.

USD **1.6** million

Revenue from **performance fees**
Increase of USD 1.2 million or 278% on the prior year.

Profitability

USD **29.8** million

EBITDA
1% increase on prior year

USD **17.7** million

NPAT
18% increase on prior year

Returns to
shareholders

USD **14.0** cps

Total **dividends** for FY17
17% increase on prior year
76% of EBTIDA paid out as dividends

USD **10.9** cps

EPS
18% increase on prior year

Introduction

Chairman's Address

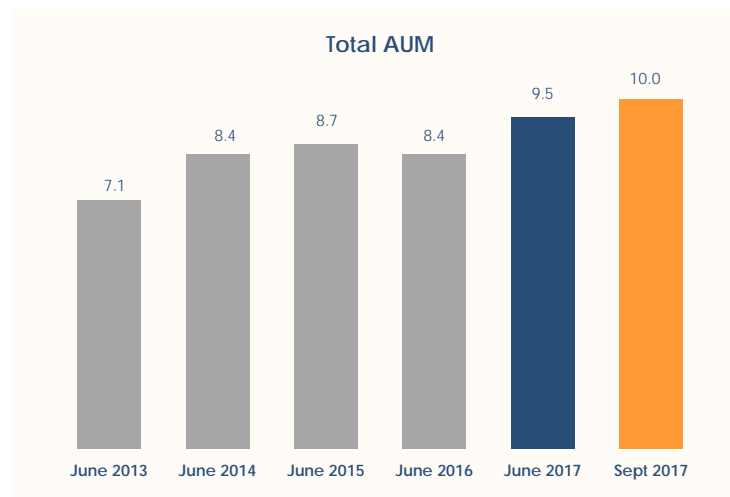
Formal Business

13% increase in AUM for FY17

Assets Under Management for the year ended 30 June 2017 and the quarter ended 30 September 2017:

	30 June 2016 AUM	Net Flows	Performance	30 June 2017 AUM	Net Flows	Performance	30 September 2017 AUM
		Note 1	Note 2 & 3	Note 3	Note 4	Note 2 & 3	Note 3
Commingled Funds	USD 4.58 bn	↓ USD 0.33 bn	↑ USD 0.19 bn	USD 4.44 bn	↑ USD 0.15 bn	↑ USD 0.08 bn	USD 4.67 bn
Customised Solutions	USD 3.80 bn	↑ USD 1.00 bn	↑ USD 0.23 bn	USD 5.03 bn	↑ USD 0.18 bn	↑ USD 0.09 bn	USD 5.30 bn
Combined total	USD 8.38 bn	↑ USD 0.67 bn	↑ USD 0.42 bn	USD 9.47 bn	↑ USD 0.33 bn	↑ USD 0.17 bn	USD 9.97 bn

- 1 Net flows includes monies received by Lighthouse for applications effective 1 July 2017, and accordingly excludes monies received by Lighthouse which were effective 1 July 2016. This convention in relation to the reporting of net flows and AUM has been consistently applied by the HFA Group since January 2008. The net flow numbers reflect a \$0.31bn client transfer from Commingled Funds to a Customised Solution.
- 2 Performance includes investment performance, market movements, the impacts of foreign exchange on non-US denominated AUM and distributions (if any).
- 3 30 June 2017 AUM and 30 September 2017 AUM is based on performance estimates which may be subject to revision upon final audit. AUM excludes a non-discretionary long-only managed account structured for a single investor. AUM may include transfers from other Commingled Funds that occurred on the first day of the following month.
- 4 Net flows includes monies received by Lighthouse for applications effective 1 October 2017, and accordingly excludes monies received by Lighthouse which were effective 1 July 2017. This convention in relation to the reporting of net flows and AUM has been consistently applied by the HFA Group since January 2008.



Corporate initiatives

Change of Company name

As announced on 9 August 2017, shareholder approval is sought to change the Company's name to **Navigator Global Investments Limited**



The change of name is sought now that the Company has completed a number of strategic milestones, including repayment of bank debt, rationalisation of the capital structure and balance sheet.

It also signals the commencement of a broader business strategy which seeks to grow and diversify the Group's key operations, in particular further leveraging the strengths of Lighthouse's proprietary managed account platform.

The change of name impacts the parent entity only, and the Group's key US business, Lighthouse Investment Partners, LLC will continue to operate under its existing name and branding.

Change of Company auditor

Demonstrates good corporate governance practice

Competitive tender process undertaken

Recommend shareholders approve appointment of Ernst & Young

Business strategy

Our strategy continues to centre around retaining and growing assets through a quality client base:



Disclaimers

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