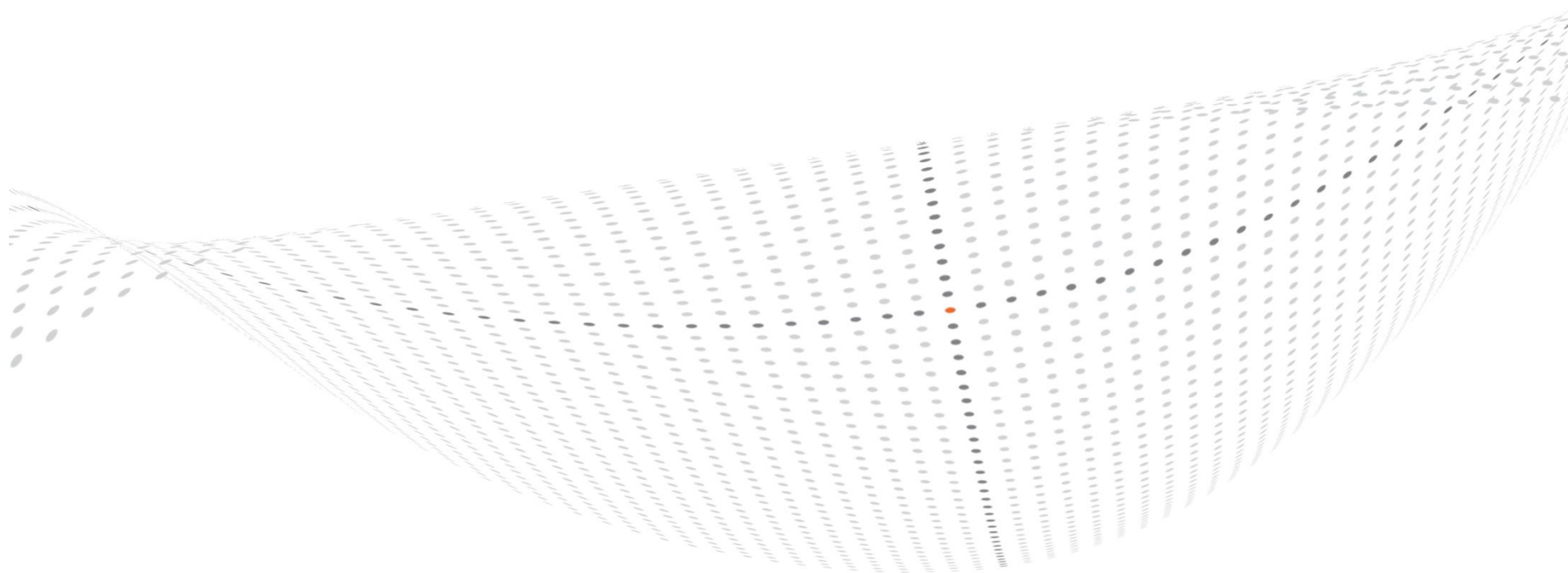




# Link Group

## Introduction



# Link Group at a glance

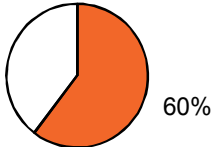
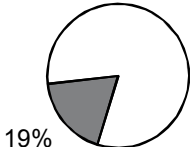
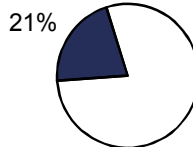
- Listed on **Australian Stock Exchange** 27 October 2015
- Included within **ASX200 index** with a market cap of **A\$2.7bn\***
- FY16 Forecasts:
  - **Revenue A\$750m**
  - **EBITDA A\$181m**
- **4,300 employees**, with operations in **11 countries**
- Over **2,300 clients**
- Administer globally over:
  - **10m superannuation account holders**
  - **20m individual shareholders**
- Each year, completes over **20m transactions**, processes **\$70bn in payments** and receives **4.6m calls**

\* 03/16

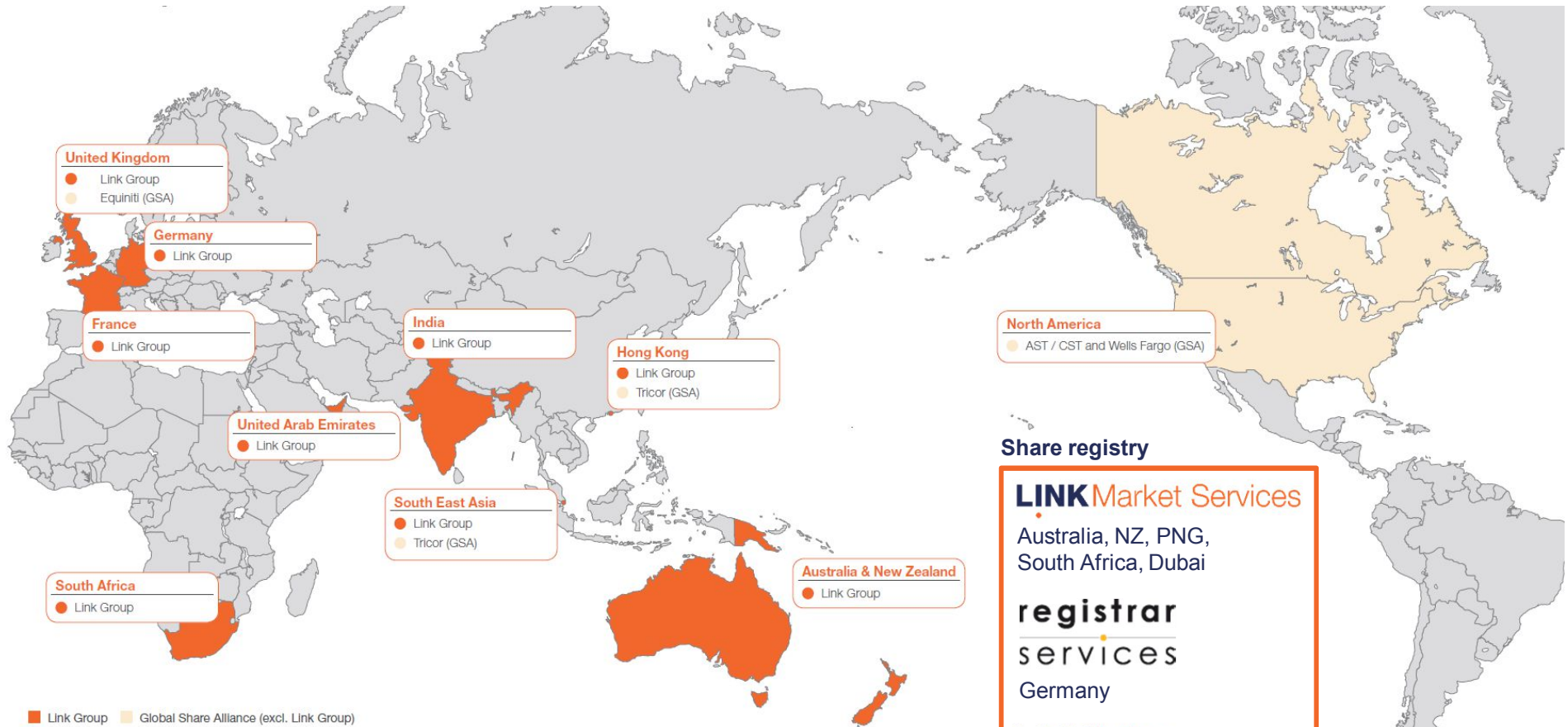
# Link Group overview

- Link Group administer financial ownership data and drive user engagement through technology.
- Underpinned by our investment in technology, people and processes, we deliver comprehensive data and information solutions for companies, large asset owners and trustees across the globe.
- We are a market leading provider of technology-enabled administration solutions, continually developing our offerings to expand with our clients' needs.
- Our core businesses of fund administration and securities registration is complemented by our expertise in digital solutions and data analytics.
- Our clients represent all industries, and include some Australia's largest superannuation funds and the worlds largest corporations.

# Link Group divisions

	Fund Administration	Corporate Markets	Information, Digital & Data Services (“IDDS”)
<b>Underlying stakeholders</b>	Over 10 million superannuation account holders	Over 20 million individual shareholders	Over 30 million financial records
<b>FTE</b>	2,656	865	781
<b>Key services</b>	<ul style="list-style-type: none"> <li>• Core administration services</li> <li>• Stakeholder education and advice</li> <li>• Value-added data management and analytics</li> </ul>	<ul style="list-style-type: none"> <li>• Share registry (<i>Link Market Services, Link Intime, registrar services</i>) and employee share plans (<i>Link Market Services</i>)</li> <li>• Shareholder management and analytics (<i>Orient Capital</i>)</li> <li>• Stakeholder engagement (<i>Orient Capital, DF King, HCE Haubrok</i>)</li> </ul>	<ul style="list-style-type: none"> <li>• Systems development and maintenance</li> <li>• Digital communications and solutions</li> <li>• Data analytics</li> <li>• Providing services to Link Group and external clients</li> </ul>
<b>Key statistics</b>	Leading provider of administration services in the Australian market	No 1 or No 2 provider of services across its segments in all markets	Over \$300m invested over 9 years in development and implementation of market leading platforms
<b>Key markets</b>	Australia	Australia, NZ, Hong Kong, India, South Africa, UK, Germany	
<b>FY2016 revenue contribution</b>	 <p>60%</p>	 <p>19%</p>	 <p>21%</p>

# Link Group global presence



## Share registry

**LINK Market Services**  
 Australia, NZ, PNG, South Africa, Dubai

**registrar services**  
 Germany

**LINK Intime**  
 India

**GLOBAL SHARE ALLIANCE**  
 Link, AST/CST, Wells Fargo, Tricor & Equiniti

## Shareholder management, analytics and engagement







Australia, NZ, Hong Kong, South Africa, Dubai, France, Germany, UK