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| <b>Company</b> | <b>Magellan Financial Group Limited</b>          |
| <b>Code</b>    | <b>MFG</b>                                       |
| <b>Meeting</b> | <b>AGM</b>                                       |
| <b>Date</b>    | <b>22 October 2020</b>                           |
| <b>Venue</b>   | <b>Online. Boardroom</b>                         |
| <b>Monitor</b> | <b>Elizabeth Fish, assisted by Helen Manning</b> |

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| <b>Number attendees at meeting</b>           | <b>215</b>                                |
| <b>Number of holdings represented by ASA</b> | <b>161</b>                                |
| <b>Value of proxies</b>                      | <b>\$11.9m</b>                            |
| <b>Number of shares represented by ASA</b>   | <b>206,772</b>                            |
| <b>Market capitalisation</b>                 | <b>\$ 10.71B</b>                          |
| <b>Were proxies voted?</b>                   | <b>Yes</b>                                |
| <b>Pre AGM Meeting?</b>                      | <b>Yes with Hamish Douglass, Chairman</b> |

### **First time virtual AGM**

In his opening remarks the Chairman Hamish Douglass, discussed key performance figures for the year. He moved on to speak about the restructure of the funds to simplify Magellan's global equities retail products via a consolidation of the Global Equities Retail Funds, saying the merged fund will have a total value of \$16b, excluding the proposed capital raising in early next year. Costs of the merger is being covered by Magellan (MFG), but these expenses will be excluded from dividends payments.

He then spoke about two product launches, the first announced in August: the MFG Core series, aiming to appeal to clients and retail investors, who are seeking lower cost investing and will offer investors more diversified portfolios of high quality products based on Magellan research. The fund will charge management fee of .5% which will be attractive to investors who are looking for a lower cost alternative. This fund should be listed on the stock exchange by the end of this year.

The second of the new products is The Magellan Global Sustainable Strategy, an active exchange traded fund to be made available to retail investors by the end of the year. This product is in response to the considerable interest in sustainable investments coming from brokers and investors.

The Chairman spoke about MFG being a foundation partner of Barrenjoey Capital Partners, a recently established full-service financial services firm. Magellan's investment consists of around 1.2m Magellan shares and \$90m of institutional money. Magellan's CEO Brett Cairns will join the Board of Barrenjoey, although Magellan will have no day-to-day involvement in the business.

Finally, the Chairman spoke about the recent MFG \$20m investment in the equities clearing house FinClear. Saying that the investment would have a payoff in terms of simplification of processes and savings.

The chairman's address is at:

[https://newswire.iguana2.com/af5f4d73c1a54a33/mfg.aspx/2A1258071/MFG\\_2020\\_AGM\\_CEOs\\_Presentation](https://newswire.iguana2.com/af5f4d73c1a54a33/mfg.aspx/2A1258071/MFG_2020_AGM_CEOs_Presentation).

The CEO's address covered the past years activities and contained some interesting graphs on MFG's funds under management and investment performance not included in the Annual Report. There are also some graphs showing how the global infrastructure downside protection and global infrastructure downside protection has significantly protected capital in adverse events and tables comparing MFG's fund's performance against other major indices.

The CEO's address is at:

[https://newswire.iguana2.com/af5f4d73c1a54a33/mfg.aspx/2A1258071/MFG\\_2020\\_AGM\\_CEOs\\_Presentation](https://newswire.iguana2.com/af5f4d73c1a54a33/mfg.aspx/2A1258071/MFG_2020_AGM_CEOs_Presentation).

Question 1

When will a SPP or a rights issue happen.

The Chairman responded saying that would only happen if MFG would need the capital. In terms of a dividend reinvestment plan, we have not had demand from shareholders to have a share purchase plan.

Question 2 A Guest asked: In view of the state of the CHES replacement what is the promise for FinClear?

The Chairman said that FinClear provides an opportunity to have a seat at the table, "we are working on these initiatives, in particular for our clients. It is very much intellectual capital in our minds". We believe the frictional costs of the current systems are too high and that we can better serve clients, if MFG has a seat at the table to work on a number of initiatives. It may open up opportunities for Magellan and our clients. The way the current systems work the frictional costs are too high for a number of things we would like to do.

Question 3 A shareholder asked: Will the Core series will cannibalise your existing business with higher fees?

The Chairman responded saying, It is possible there are people who will switch from one product to another, but if we have investors who are looking to pay lower fees we have nothing to offer, with the Core investment we may catch that leaving investor.

Question 4. A shareholder asked about the likelihood of impending revenue for Barrenjoey.

The Chairman said that that was not a point for discussion yet. The present is about building the business not revenue, as that is a process that needs to be worked through.

Question 5 A shareholder asked if the retirement income product due for release later in the year would compete with existing MFG products.

The Chairman said that he thought it was possible, but thought it would more likely complement the existing products as it is in massive market.

There were no questions on the remuneration report or on the Non-Executive Directors (NED) up for re-election. All the NEDs spoke persuasively to their re-election. Prior to the vote on the re-election of Mr Robert Frazer, the Chairman told the meeting one of the proxy advisors has advised a vote against Mr Frazer's re-election as he had earned some income from the launching of a Magellan product. The Chairman said this was not the case.

The ASA did not have any questions as most had been answered at the pre-AGM meeting.

All four resolutions passed. Item 1 the Remuneration Report at 97.46%, Item 2a re-elect John Eales 85.76%, item 2b re-elect Mr Robert Fraser 83.64%, and item 2c re-elect Ms Karen Phin 87.33%. Votes from previous AGMs on re-election of directors ranged from 98 to 99%.

After the meeting, the monitor asked the company why the vote in favour of items 2a and 2c was so low given that Magellan's vote for re-election of directors is usually in the high 90%. The response received was that some of the proxy companies thought that the non-audit expense was too high. The ASA had queried this expense at the pre-AGM meeting and we were told the additional expense was due to a greater number of smaller matters attended to by Ernst & Young rather than one significant event.

The meeting went very well and there was ample time given to ask questions and vote.