



# Annual General Meeting HFA Holdings Limited (ASX: HFA)

*Hilton Hotel*  
*30 November, 2010*  
*11.00am*

New York

Chicago

Florida

London

Hong Kong

Brisbane

Sydney

Melbourne

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# **CHAIRMAN & CHIEF EXECUTIVE OFFICER**

Mr Spencer Young

## FY10 Overview... solid foundations for future growth

### Sound Financial Performance

- AUM/FUM stabilising, with potential for future growth
- Strong underlying operating cash flows of \$29.40 million, with operating EBITDA of \$24.09 million
- Strengthening of balance sheet continues through debt reduction

### Lighthouse performing strongly

- Steady recovery from the worst impacts of the GFC
- AUM increase of 11% for FY10, with positive net inflows
- Completion of globally-recognised managed account program

### Australian business repositioned for growth

- Australian retail funds management sector recovering slowly
- Adopted new brand – Certitude Global Investments – from August 1, 2010
- Moving towards open architecture model to diversify product and client base
- New Chief Executive Officer - Craig Mowll

# Key Financial Outcomes

## Income

- Operating Income** • Stabilised post GFC operating income of \$60.62 million . Lighthouse contribution of \$47.5 million down 20% in US dollar terms due to lower average AUM for FY10 compared to previous year. Australian operations contributed \$13.09 million, down 48% due to lower average AUM.

## Expenses

- Operating Expenses** • Operating expenses (excluding non cash depreciation, amortisation and impairment costs) down 22% to \$34.40 million. This is due to active cost management across the Group as well as a higher average exchange rate for FY10.

## Earnings

- Operating EBITDA** • Strong \$29.40m operating cash flow leads to \$24.09 million EBITDA, down from \$40.25 million . Result reflects lower overall average AUM as well as impact of Australian dollar exchange rate.
- EBIT** • Pre-tax earnings of \$6.31 million compared to \$580.46 million loss in FY09 (including \$599.54 million of non cash impairments and write-downs).
- NPAT** • Net profit after tax of \$4.70 million (FY09: Net loss of \$573.18 million).

## Total Group FUM holds steady

\$billion	Certitude			Lighthouse			Total Group		
	30-Jun-10	30-Jun-09	%Change	30-Jun-10	30-Jun-09	% Change	30-Jun-10	30-Jun-09	% Change
<b>FUM</b>	1.254	1.585	(21%)	4.259	4.038	5%	5.513	5.623	(2%)
<b>AUM</b>	1.281	2.125	(40%)	4.259	4.038	5%	5.540	6.163	(10%)

### AUM & FUM - Analysis

#### AUM & FUM

- Lighthouse has experienced positive growth in AUM for the year due to strong performance of its core products and overall net inflows.
- Lighthouse AUM appears flatter in AUD terms as this growth has been off-set by foreign exchange conversion differences arising from the higher Australian dollar compared to 30 June 2009.
- Decrease in Certitude AUM has been due to net fund outflows and the final deleveraging occurring from the Certitude portfolios during the first half. As at 30 June 2010, only \$27m in leverage remained in the HFAAM branded products.

#### Fund flows

- Lighthouse fund flows for FY10 were positive \$218m, with 10 of the 12 months recording net inflows.
- Certitude fund flows have largely been affected by the withdrawals windows offered during FY10 by the HFA Diversified Investments Fund totalling \$235m resulting in net overall outflows, and discontinuation of the \$78m management agreement with Signature Capital Investments.

# New Open Architecture for Australian business



## HFA Asset Management

- Multi Manager Fund of Hedge Fund (FoHF) provider built on strong distribution network
- Largely retail client base
- Positioned as the 'Leader in Absolute Returns'
- Business model not suited to post-GFC financial and product climate
- Long term success requires increased diversification and improved investor engagement and product understanding.

**Migration to  
"OPEN  
ARCHITECTURE"  
model**

## Certitude Global

- Multi-capability Platform including Fund of Managed Accounts and single strategies
- Diversified client base
- Position as 'Alpha' solutions provider
- Growth business model with sustainable margins for the long-term
- A differentiation strategy implemented by matching high quality product with sustainable margin to a diversified client base

### Key events

- Appointment of new CEO and 2 experienced independent non-executive directors to Certitude Board
- Re-opening of the HFA Diversified Investments Fund
- Launch of 1<sup>st</sup> new product – Certitude Asian Opportunities Fund with new partner, Marshall Wace/Gavekal

# Managed Accounts

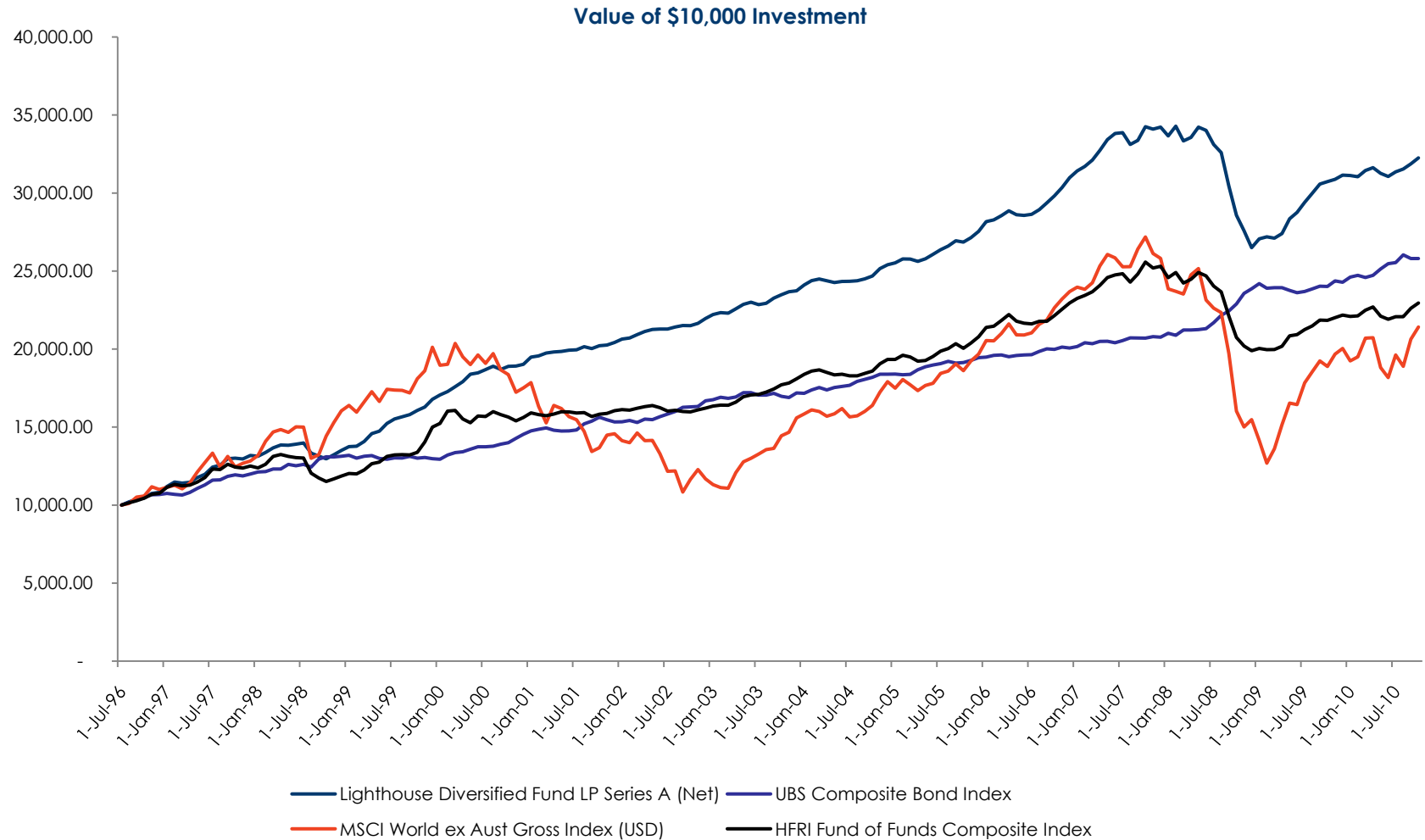
## Lighthouse managed account program

- **Liquidity** – enhanced investment-level liquidity
- **Transparency** – daily visibility into all portfolio positions aggregated across each manager and portfolio
- **Security** – legal structure provides better asset protection and mitigation of operational risk of underlying managers



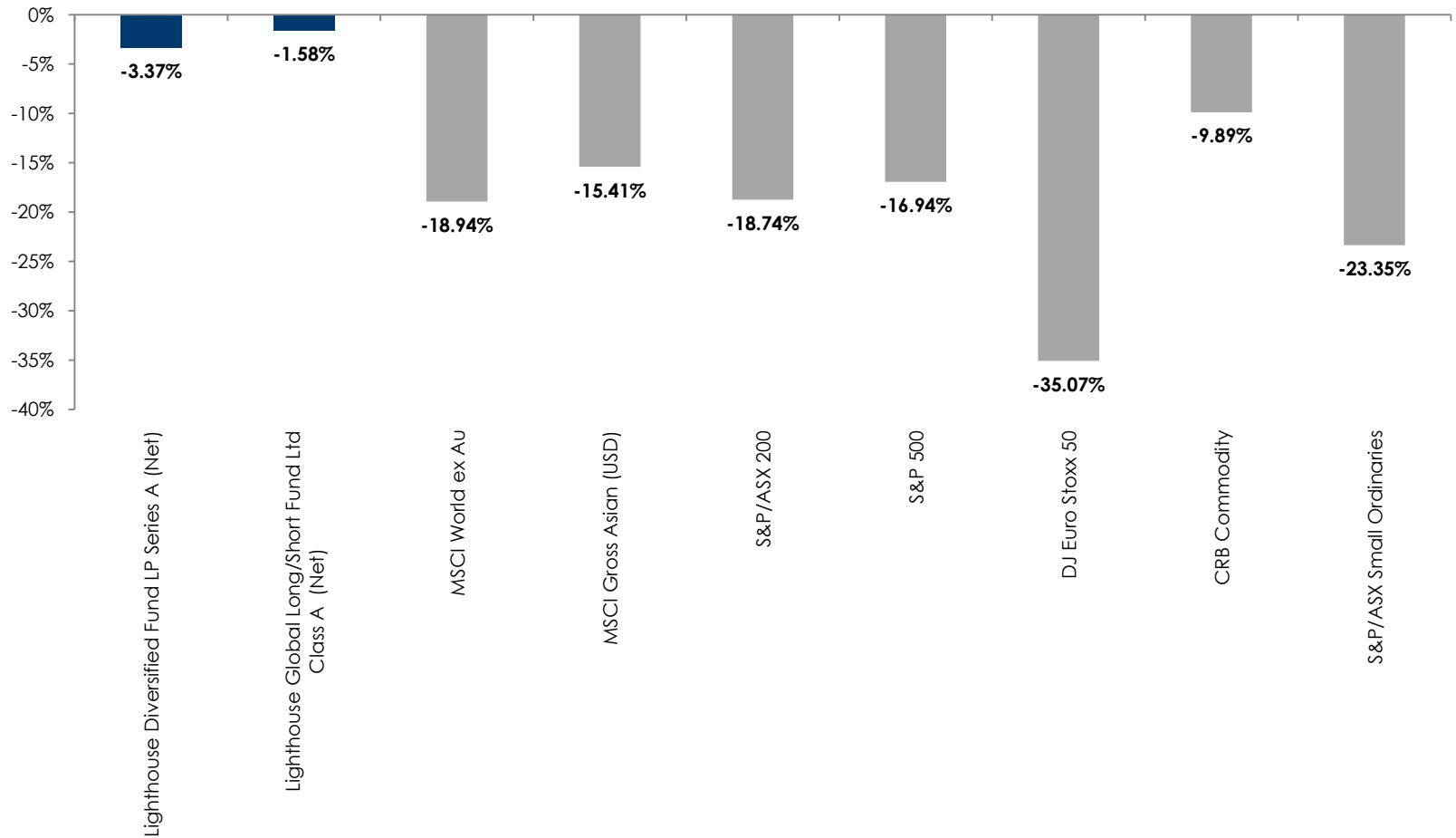


# Lighthouse Long Term Fund Performance



# Strong Relative Outperformance for Lighthouse Funds

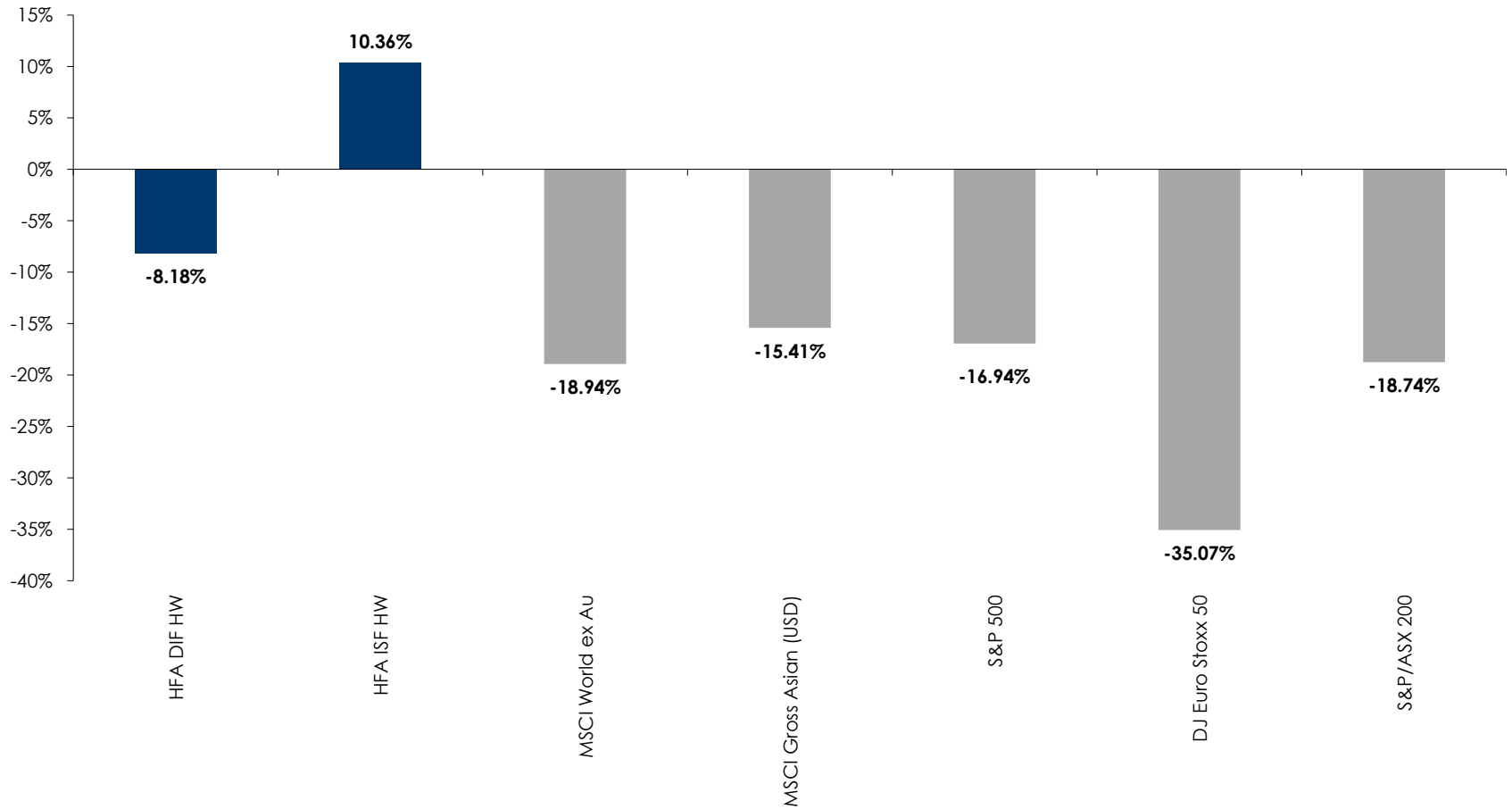
Investment Value from 1 October 2007 to 31 October 2010<sup>1</sup>



1. The above chart represents the period since the previous market high and how the Funds performed against the major market sectors. Source: Lighthouse and Bloomberg. Past performance is not an indicator of future performance.

# Strong Relative Outperformance for Certitude Global Investments Funds

Investment Value from 1 October 2007 to 31 October 2010<sup>1</sup>



1. The above chart represents the period since the previous market high and how the Funds performed against the major market sectors. Source: Certitude Global Investments Limited and Bloomberg. Past performance is not an indicator of future performance.

# Outlook

**Markets are returning to more normal levels of functionality and performance**

## **AUM & FUM**

- *AUD*: AUM as at 31 October is **AUD 5.2bn**, although fall since 30 June 2010 is due to FX translation impacts caused by the higher Australian dollar.
- *USD*: AUM as at 31 October is **USD 5.08bn**, a 7.6% increase from 30 June 2010 when measured in USD.
- Redemption levels witnessed at the height of the crisis have diminished.
- Cautiously optimistic overall fund flows will stabilise throughout the year.
- Positive net inflows for the Lighthouse of AUD78m since July 2010, although Certitude continues to experience outflows of AUD102m over the same period.
- Retention and growth in FUM remains a key focus for the Group and through the rollout of its proprietary managed account program HFA will be well positioned to benefit from a rationalisation of the fund of hedge fund industry.

## **Financial**

- Given the considerable uncertainty still surrounding the global economy and financial markets HFA does not believe it is appropriate to provide definitive guidance on future earnings.
- Future earnings are largely dependent on the Group's level of funds under management. Increased FUM will improve earnings and decreased FUM will decrease earnings.

## **Recent Events**

- HFA recently announced we were in confidential discussions with a another party in relation to a potential transaction.
- The transaction would involve another party making a material investment in HFA.
- Discussions are incomplete and there is no certainty they will result in a firm proposal.
- We will announce any transaction if and when appropriate

# FORMAL BUSINESS

## Proxies Received - Resolution 2(a)

“That Mr Michael Shepherd, who retires in accordance with clause 8.1 (c) of the constitution of the Company and, being eligible, offers himself for election, be elected as a director of the Company.”

FOR –	218,246,621
AGAINST –	368,633
ABSTAIN –	3,663,666
OPEN –	331,742

## Proxies Received - Resolution 2(b)

“That Mr John Larum, who retires in accordance with clause 8.1 (d) of the constitution of the Company and, being eligible, offers himself for election, be re-elected as a director of the Company.”

FOR –	218,189,988
AGAINST –	425,266
ABSTAIN –	3,663,666
OPEN –	331,742

## Proxies Received - Resolution 2(c)

“That Mr F.P (Andy) Esteban, who retires in accordance with clause 8.1 (d) of the constitution of the Company and, being eligible, offers himself for re-election, be elected as a director of the Company.”

FOR –	218,189,988
AGAINST –	425,266
ABSTAIN –	3,663,666
OPEN –	331,742



## Proxies Received - Resolution 3

“That the Remuneration Report as it appears on pages 13 to 19 inclusive of the Directors’ Report for the financial year ended 30 June 2010 be adopted.”

FOR –	209,612,505
AGAINST –	8,903,226
ABSTAIN –	3,820,689
OPEN –	274,242

## Proxies Received - Resolution 4

“That in accordance with ASX Listing Rule 10.14 and for all other purposes, the Company be authorised to issue to Mr Spencer Young, Chairman and Chief Executive Officer or his nominee, up to a maximum of 15,875,740 performance rights under the HFA Holdings Limited 2008 Employee Performance Rights Plan, on the terms described in the Explanatory Memorandum which forms part of this Notice of Meeting.”

FOR –	168,108,023
AGAINST –	31,675,702
ABSTAIN –	32,244
OPEN –	165,423

## Proxies Received - Resolution 5

“That for the purpose of section 200B and section 200E of the Corporations Act 2001 (Cth), the Company is authorised to give Mr Spencer Young, Chairman and Chief Executive Officer of the Company, the benefits which may be given in connection with him ceasing to hold a managerial or executive office in the Company or a related body corporate, on the terms described in the Explanatory Memorandum which forms part of this Notice of Meeting.”

FOR –	171,002,094
AGAINST –	28,791,631
ABSTAIN –	32,244
OPEN –	267,742



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