



We wish to extend our good wishes to our clients and referral partners for the remainder of the year as life opens back up across the country.

It has not been an easy time for anyone personally and in business and we're thinking of all of you.

In an unprecedented year, MSC was fortunate to be able to grow its business and onboard some sizeable new clients for which we are very grateful. Like everyone else, our new business pipeline has been impacted but we look forward to 2021. We're fortunate we've built a good team and have a great client base.

We look forward to business returning to more normal activity levels for everyone.

In this latest edition of our news, we'd like to cover:

- Highlights of 2020 for MSC
- Market Opportunities for 2021
- New Senior Manager Appointments
- New Melbourne Head Office

MSC Highlights 2020

New Appointments

MSC accepted appointments across a variety of capital structures in 2020:

- 69 wholesale funds;
- 3 debenture issues (including Australia's largest retail note issue);
- 3 fintech funds; and
- 2 limited partnerships.

Business Highlights

In a challenging environment, we were delighted to achieve the following milestones so far in 2020:

- Investor funds under appointment of AUD \$3.5 billion;
- Our fund administration platform MSC Abacus achieved \$1 billion under appointment in its first year of operation;
- Trustee AFSL varied to cover elevated Registered Scheme kind authorisations across financial assets, direct property, mortgages and derivatives;
- Implemented new internal compliance system;
- Implemented new risk framework;

- Implemented new administration software enhancements including becoming one of the first platforms to offer online application forms feeding data directly to registry;
- Appointment of new internal Senior Counsel;
- Completion of new Melbourne head office fitout; and
- Sponsorship of Fund Manager of the Year Awards (Money Management).

Focus for the coming financial year, presently on target:

- Application for Commercial Markets Licence in Singapore;
- Implementation of new CRM system;
- Enhancements to risk framework at client level; and
- New CFO appointment, commencing January.

Market Opportunities for 2021

Whilst economic conditions remain hard to read, we anticipate the following favourable conditions for clients and our business in the year ahead:

- Bank credit squeeze providing debt funding opportunities across all asset classes;
- General positive sentiment around property markets;
- Government stimulus benefits and associated development opportunities;
- Regional development with work from home initiatives, expanding living opportunities and Australian's holidaying locally;
- Continued growth in fintech and other tech initiatives;
- ESG transition across all markets; and
- Increased attraction of Australia for Asian immigration and capital investment due to COVID management success.

MSC specialises in capital structuring and has vast experience around debt and property transactions. We have also built considerable experience working with our fintech clients and separately with visa compliant funds and capital structures.

New Senior Management Appointments

We are delighted to welcome the following senior management appointments to the MSC team:

Lauree Blair | Senior Counsel

- 15 years' experience as a financial services lawyer
- Previous senior legal roles at a listed financial institution, national law firm and ASIC
- Master of Laws
- Bachelor of Laws / Bachelor of Economics (Hons)
- Graduate Certificate in Applied Finance & Investment
- Diploma of Financial Services (Financial Planning)

Robert Szyszko | Chief Financial Officer

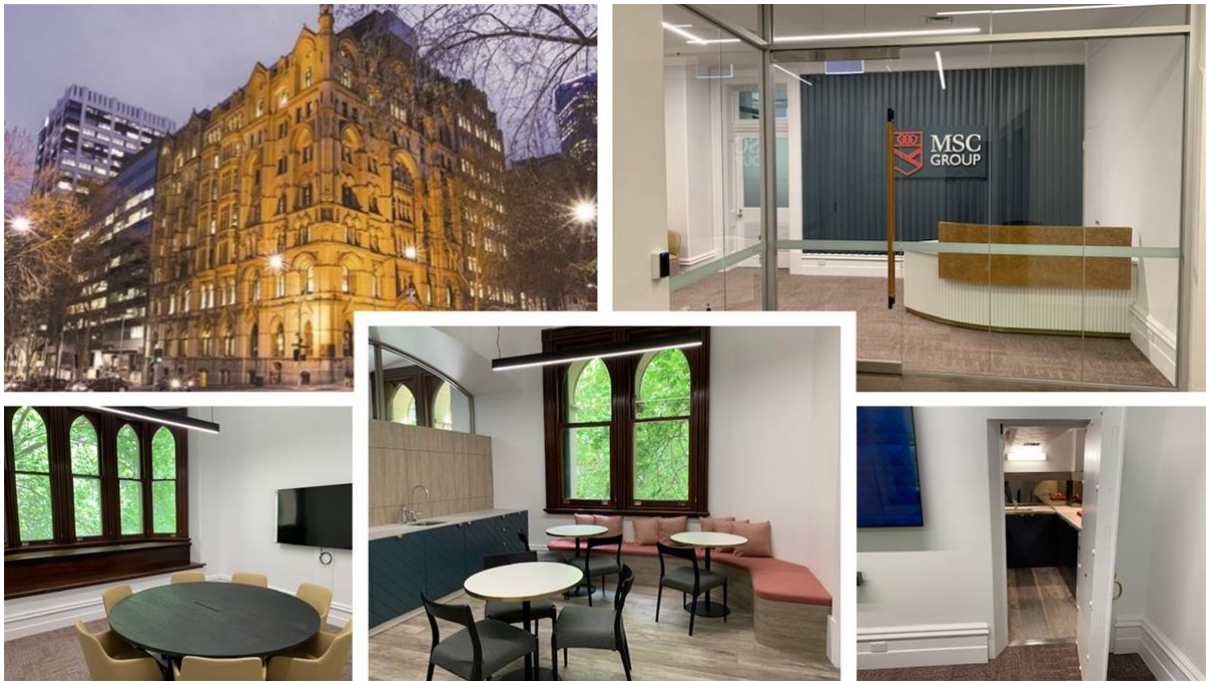
- 20 years' experience as a senior financial & operations professional
- Previous roles in institutional banking operations, boutique funds & asset management & family office both in London & Australia
- CPA
- Graduate Diploma in Applied Finance & Investment
- Bachelor Degree in Accounting & Finance
- Fellow of FINSIA

New Melbourne Head Office

We were excited to complete the fitout of our new Melbourne office in July.

The office is situated on Level 2 of the old BNZ building at 395 Collins Street, corner of Queen Street.

[Map address](#)



The building is heritage listed and an impressive legacy of Melbourne's commercial building boom of the 1890s. The office comes complete with a walk in safe which is perfect for our custody arrangements!

We look forward to hosting clients and referral partners there soon.

ABOUT MSC GROUP

An established, highly credentialed provider of corporate trust, independent intermediary and fund administration services to Australian and international capital managers, fintech businesses and other finance service providers. MSC Group's trustee company, MSC Trustees, and related entities are active across a range of finance and investment markets including property, equities, derivatives and debt markets. Core services include fund and debenture/note trusteeship, security trusteeship, escrow and agency services as well as fund administration and accounting. MSC Group operates offices in Melbourne, Sydney and Brisbane.



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