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1H20 RESULT PRESENTATION
AUGUST 2020

MOELIS
AUSTRALIA

Contents

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Explanation of underlying measures in this presentation

Moelis Australia Ltd (Moelis Australia or the Company) and its subsidiaries (Group) utilises non-IFRS "Underlying" financial information in its assessment and presentation of Group performance. In particular, the Group references Underlying Revenue, Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA), Underlying Earnings Per Share (EPS) and Underlying Net Profit After Tax (NPAT).

Moelis Australia place great importance and value on the IFRS measures. As such, Moelis Australia believe that, when read in conjunction with the IFRS measures, the Underlying measures are useful to the reader as:

- The Underlying measures reveal the underlying run rate business economics of the Company;
- The Underlying measures are used by management to allocate resources and make financial, strategic and operating decisions. Further, all budgeting and forecasting is based on Underlying measures. This provides insight into management decision making; and
- The Underlying adjustments have been consistently applied in all reporting periods, regardless of their impact on the Underlying result.

The Underlying financial information is not prepared in accordance with Australian Accounting Standards (AASB) and International Financial Reporting Standards (IFRS) and is not audited. Adjustments to the IFRS information align with the principles by which the Company views and manages itself internally and consist of both differences in classification and differences in measurement.

Differences in classification arise because the Company chooses to classify some IFRS measures in a different manner to that prescribed by IFRS.

Differences in measurement principally arise where the Company prefers to use non-IFRS measures to better:

- Align with when management has greater certainty of timing of cash flows;
- Regulate the variability in the value of key strategic assets, specifically the investment in Japara Healthcare Limited;
- Normalise for the impacts of one-off transaction costs; and
- Recognise staff share-based bonus expense when granted as opposed to over the vesting period.

The calculation of the Underlying measures align with the approach required by AASB 8 Segment Information and are detailed in the disclosures in Note 2 Segment Information of the Half-Year Financial Report.

A detailed reconciliation and explanation of the Underlying adjustments is included on pages 31 - 33 of this presentation.

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1H20
Results &
Highlights

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1H20 Results

Resilient performance in a challenging environment

Resilient earnings	1H20 result 6.5% ahead of guidance provided at AGM in May[1] Resilient performance across both business segments
Core business growth	Stable Assets under Management (AUM) supported by positive net client fund flows Record first half revenue from Corporate Advisory & Equities
COVID-19	Proactive response to manage impact on shareholders, clients and staff Financial impact from Redcape (RDC) hotel closures, fewer new fund initiatives and one-off expense items
Balance sheet strength	Strengthened balance sheet with increased cash and liquidity Strategic flexibility to take advantage of market opportunities
Alignment	Staff alignment demonstrated by temporary pay reductions and deferrals Staff hold approximately 33% of Moelis Australia shares

Notes: (1) Guidance to achieve a 1H20 Underlying EBITDA similar to 1H19, excluding the impact of any mark-to-market adjustments in either period

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1H20 Results

Underlying Results[1]	1H19	1H20	Growth
Revenue	$68.0m	$67.4m	(0.8)%
EBITDA	$26.7m	$21.5m	(19.5)%
Net profit after tax	$17.0m	$12.1m	(28.7)%
Earnings per share	11.1¢	8.5¢	(23.4)%
EBITDA excluding MTM	$23.0m	$24.5m	6.5%
EPS excluding MTM	9.4¢	10.3¢	9.6%
Cash at bank[4]	$102.3m	$139.6m	36.4%

Statutory Results[1]	1H19	1H20	Growth
Revenue[2]	$61.4m	$74.2m	20.8%
EBITDA[3]	$18.3m	$24.6m	34.2%
Net profit after tax	$7.5m	$8.9m	19.4%
Earnings per share	4.9¢	6.2¢	26.5%

- Solid Underlying revenue performance underpinned by:
  - 15% growth in base asset management fees and a record performance by Corporate Advisory & Equities (CA&E); offset by
  - limited new fund initiatives and financial impacts (-$7.2m[5]) arising from the partial closure of RDC's hotel assets
- Underlying EBITDA margins impacted by FY19 investment in platform capabilities and one-off costs (-$2m) associated with COVID-19
- EPS reflects reduced share count following $27m buyback in 2H19
- Increased cash provides significant strength and strategic flexibility but is a near term earnings drag

Notes: (1) Refer to pages 31 - 33 for a reconciliation of Statutory to Underlying Results
(2) Statutory Revenue refers to total income on the consolidated statement of profit or loss and other comprehensive income
(3) Statutory EBITDA is not a recognised IFRS measure but has been presented to give a comparable measure to the Underlying Result
(4) Adjusted to reflect the total economic exposure of the Group by removing the consolidation of a Moelis Australia managed credit fund. Refer to page 34 for details of the adjustment
(5) Estimated impact of reduced hotel operator fee (-$2.3m), reduced RDC distribution (-$1.8m) and negative RDC mark-to-market (MTM) (-$3.1m)

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Responding to COVID-19

Proactive response to minimise impacts on our shareholders, clients and staff

Our Shareholders

- Response focused on cash flow, cost & capital management:
  - Reduced non-essential expenses
  - Reviewed capital investing activities
  - Government support initiatives
- Raised $40m MOE Bond IV early to de-risk refinance of MOE Bond I in September 2020

Our Clients

- Early and continued client and investor communication program
- Stress tested all funds. Reassured by outcomes and prudent actions implemented:
  - Focus on fund liquidity
  - Extended financing terms to ensure security of facilities across all assets
  - Deferred capital items, including distributions where prudent
- Raised $700m of new equity for Advisory clients in 1H20
- Hotel Manager focus on employee and customer engagement ensured smooth transition back to trading over June

Our Staff

- Smooth transition to working from home arrangements
- Focus on staff retention and wellbeing
- Enhanced wellbeing, communications & training programs to support staff
- Strong alignment demonstrated by senior executives, Board and staff temporary pay reductions and deferrals
- COVID-19 safe practices facilitated gradual return to office from early June

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1H20 Business segment priorities

Scaling our strengths

Asset Management

EBITDA contribution[1] **79%**

- ✓ **Increasing exposure to annuity like income streams**
  - 85% of 1H20 asset management revenue recurring in nature
- ✓ **Scaling and broadening our credit offering**
  - announced acquisition of residential mortgage lender MKM Capital[2]
- ✓ **Expanded distribution focus**
  - continued focus on foreign High Net Worth (HNW) distribution
  - dedicated resource appointed to build institutional reach
- ✓ **Balance sheet supportive of expanded platform capability**
  - underwriting capital for growth of existing strategies
  - strategic capital for new initiatives

Corporate Advisory & Equities

EBITDA contribution[1] **21%**

- ✓ **Leverage our specialist expertise in real estate & restructuring**
  - record 1H revenue driven by strong Real Estate M&A and ECM[3]
  - restructuring activity benefiting from difficult economic backdrop
- ✓ **Focus on technology sector**
  - expanding specialist capabilities across advisory and research
  - leverage Moelis & Co. global platform and tech capability
  - post balance date: advisor on Fineos Corp's acquisition of Limelight Health and associated $85m institutional placement
- ✓ **Maintain productivity & build on FY19 investment in capabilities**
  - revenue per executive up to $1.2m for 12 months to 30 June 20 ($1.0m for 12 months to 30 June 19)
  - expectation for $1.1m - $1.3m revenue per executive in FY20

Notes: (1) EBITDA contribution based on 1H20 Underlying EBITDA before unallocated corporate costs
(2) Announced February 2020, expected to close 2H20
(3) Equity Capital Markets

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Asset Management

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Asset Management Performance

Underlying Financials ($m)	1H19	1H20	Growth
Base Management Fees	24.7	28.3	14.6%
Principal Investments Income[1]	10.3	9.4	(8.2)%
Total Recurring Revenue	**35.0**	**37.7**	**7.6%**
Transaction Fees	1.5	1.9	23.4%
Performance Fees	9.0	2.9	(67.3)%
Principal and Other Income	-	1.6	n.m.
Total Non-recurring Revenue	**10.5**	**6.4**	**(38.8)%**
Mark-to-Market of Investments[1]	3.7	(3.0)	(181.8)%
Total Underlying Revenue	**49.2**	**41.1**	**(16.4)%**
Expenses	18.6	20.4	9.7%
Underlying EBITDA	**30.6**	**20.7**	**(32.4)%**

1H20 impacted by -$2.3m lower RDC Hotel Operator fees compared to 2H19

1H20 impacted by -$1.8m from suspended RDC distribution

1H19 includes $6.4m RDC deferred IPO performance fee

1H20 includes -$3.1m RDC mark-to-market (MTM) reduction

Highlights

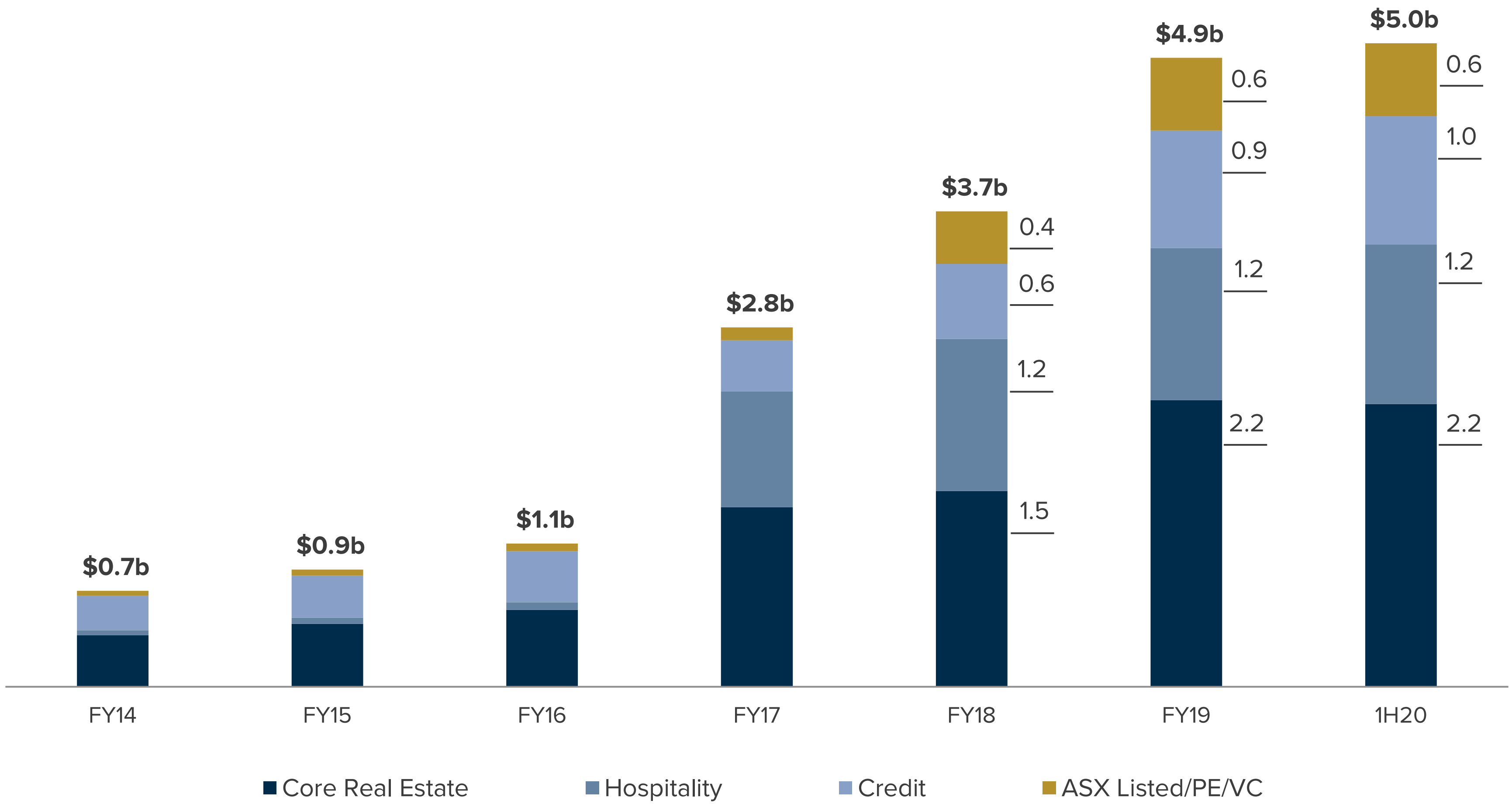
- **Recurring revenue growth driven by 15% increase in base management fees**
  - AUM up ~$160m (+3%) over 1H20 and $1.2b (+30%) over 12 months to June 2020
  - AUM growth supported by 1H20 net client inflows of $150m
- **Underlying revenue down 16% due to limited new fund initiatives and partial closure of RDC hotels during the period**
- **Expense growth driven by FY19 platform investment and one-off costs related to COVID-19**
  - Significant investment in platform in recent years with focus now transitioned to scaling investment strategies

Notes: (1) Reclassified $1.5m loan provision in 1H19 from principal investments income to mark-to-market of Investments

Assets Under Management

We manage assets of $5 billion with a core focus on Real Estate, Hospitality and Credit

Diversified by asset class and investor base



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Credit

A scale opportunity underpinned by operational excellence

Market opportunity

- Regulatory dynamics and bank strategic refocusing creates a significant opportunity in certain lending segments
- Low interest rate environment driving significant demand for yield

Our business

- Deep expertise across credit asset classes with differentiated access to capital
- Conservative approach focused on capital preservation has resulted in ongoing exceptional performance

mkm

- Announced acquisition of residential mortgage lending business MKM Capital in February, with 2H20 expected close
- Access to $1.8 trillion residential mortgage market through application of operational, systems and product expertise

Technology

- Built customised technology systems to support credit platform growth
- Powerful data analytics capability provides edge in product design, credit underwriting and risk management

People

- Significant depth and breadth of internal expertise across the credit strategy
- Added Private Credit capability in 2H19 to MA Asset Management's credit expertise

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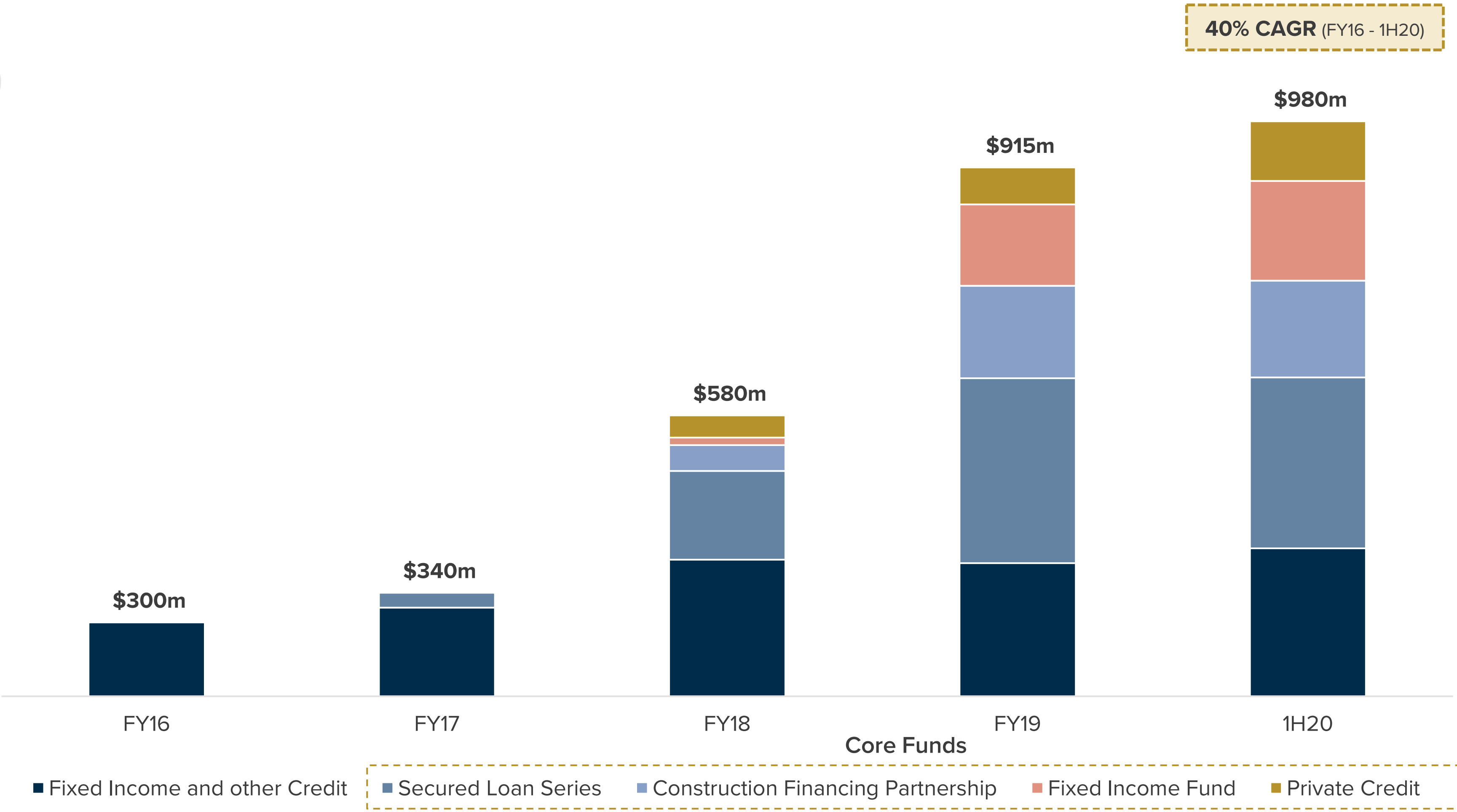
Credit AUM Growth

We have a significant strategic opportunity in credit and will continue to scale our expertise in this segment



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Credit

Our Credit teams manage $980 million across various credit strategies

$400m ↑ $20m on FY19

Fixed Income
established 2013

- Active management of corporate bonds and fixed income products for HNW clients

$230m ↓ $20m on FY19

Secured Loan Series
established 2017

- Provides bridging finance with real estate first mortgage backing
- Consistent invested return profile since inception
- Held excess liquidity for most of 1Q20, providing capacity to secure favourable assets during less competitive markets
- Good investor flows post balance date, taking AUM back over $250m[1]

$135m ↑ $25m on FY19

Fixed Income Fund
established 2018

- Provides financing backed by consumer, commercial and accounts receivable loans
- Conservative approach delivering on targeted return of RBA cash rate plus 4%

$130m ↑ $5m on FY19

Institutional Partnership
established 2018

- Partnership with leading global financial institution to provide construction financing for large residential development projects
- Completed first project in May 2020 realising an IRR of 13.9% for clients
- Second project realised post balance date with an IRR of 16.7% for clients

$80m ↑ $30m on FY19

Private Credit Strategies

- Provides financing to small and medium sized corporates, with loans backed by security over corporate and commercial assets
- MA Private Credit Fund (established 4Q19) closed its first two transactions and maintains a strong transaction pipeline.

Notes: (1) MA Secured Loan Series & MA Secured Loan Priority Fund AUM as at 1 August 2020

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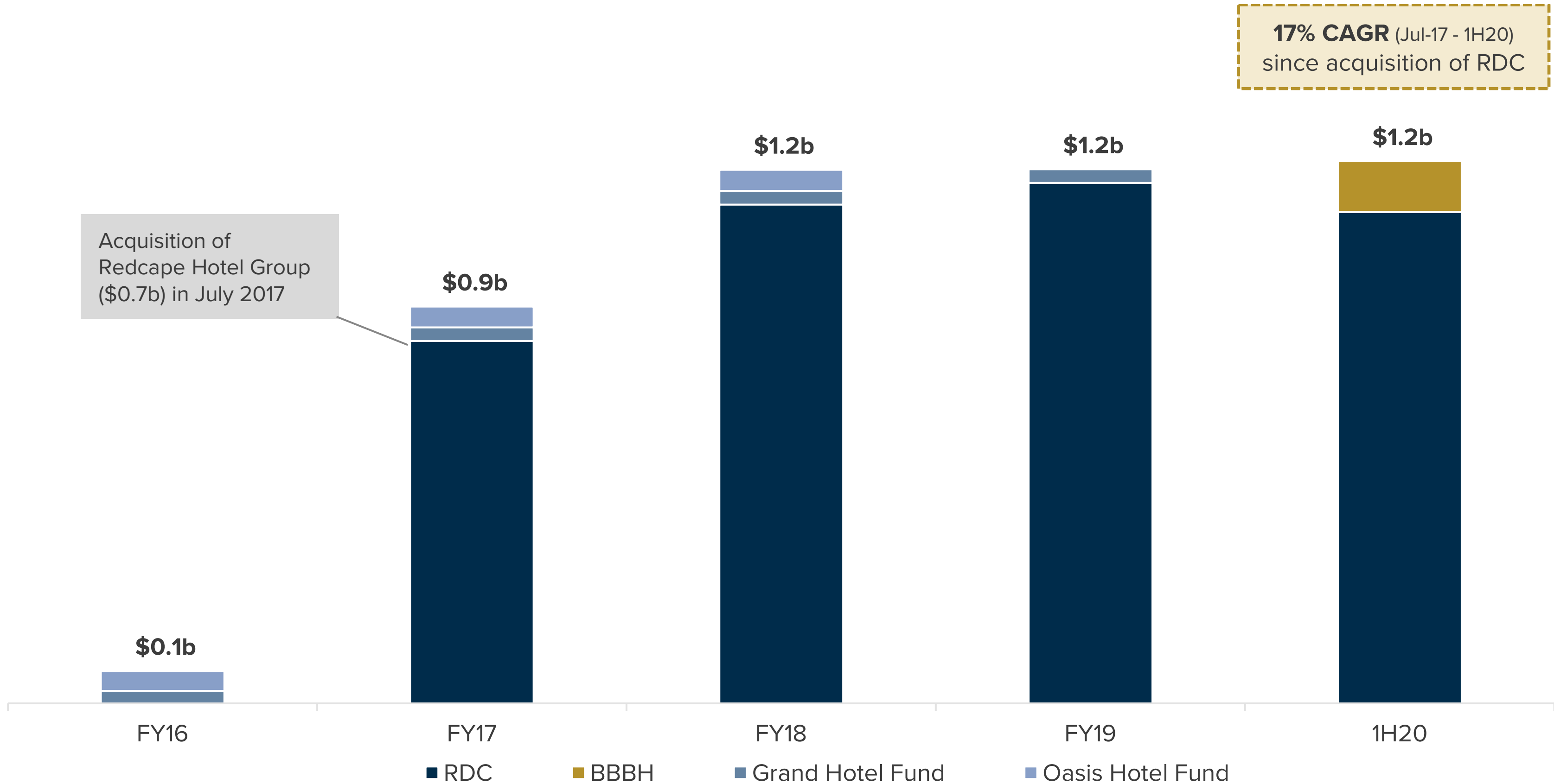
Hospitality AUM Growth

Hospitality AUM supported by Byron Bay Beach Hotel Fund acquisition, offset by divestments (Grand Hotel & Royal Hotel) and revaluations



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Hospitality

MA Hotel Management (MAHM) manages $1.2 billion of hospitality assets in NSW and Queensland

- MAHM is a unique hospitality operating platform that applies strong sector expertise across its high-quality real estate backed portfolio
- The platform is highly scalable and is well placed to capitalise on a very large and fragmented market
- Despite 1H20 being a difficult period for hotels, we remain positive about the significant potential of the hospitality platform

$1.1b ↓ $0.1b on FY19

Redcape
established 2017

- Redcape Hotel Group – ASX listed with a diverse portfolio of property backed pub businesses
- Trade materially impacted by partial shutdown of venues from 23 March to 1 June
- Strong trade since reopening - EBITDA in July 20 (excluding JobKeeper) was up on July 19
- Successful divestiture of Royal Hotel in Granville for $51m in March, at premium[1] to book value
- NAV per stapled security reduced to $1.09 at 30 June 20 (31 Dec 19: $1.15)
- Conservatively geared with long-term financing secured

$110m

Byron Bay Beach Hotel Fund
established 2020

- Iconic property backed hotel located in Byron Bay, NSW
- Acquisition completed in February 2020 with raising oversubscribed
- Trade impacted by period of shutdown but has been improving since reopen in June

$30m

MAHM – Grand Hotel Fund
established 2014

- Hospitality asset located in Rockdale, NSW
- Fund was realised in 1Q20 delivering investors a 20% IRR (after fees) and a performance fee of $2.4m for MOE

Notes: (1) Premium over its book value as at 30 June 2019

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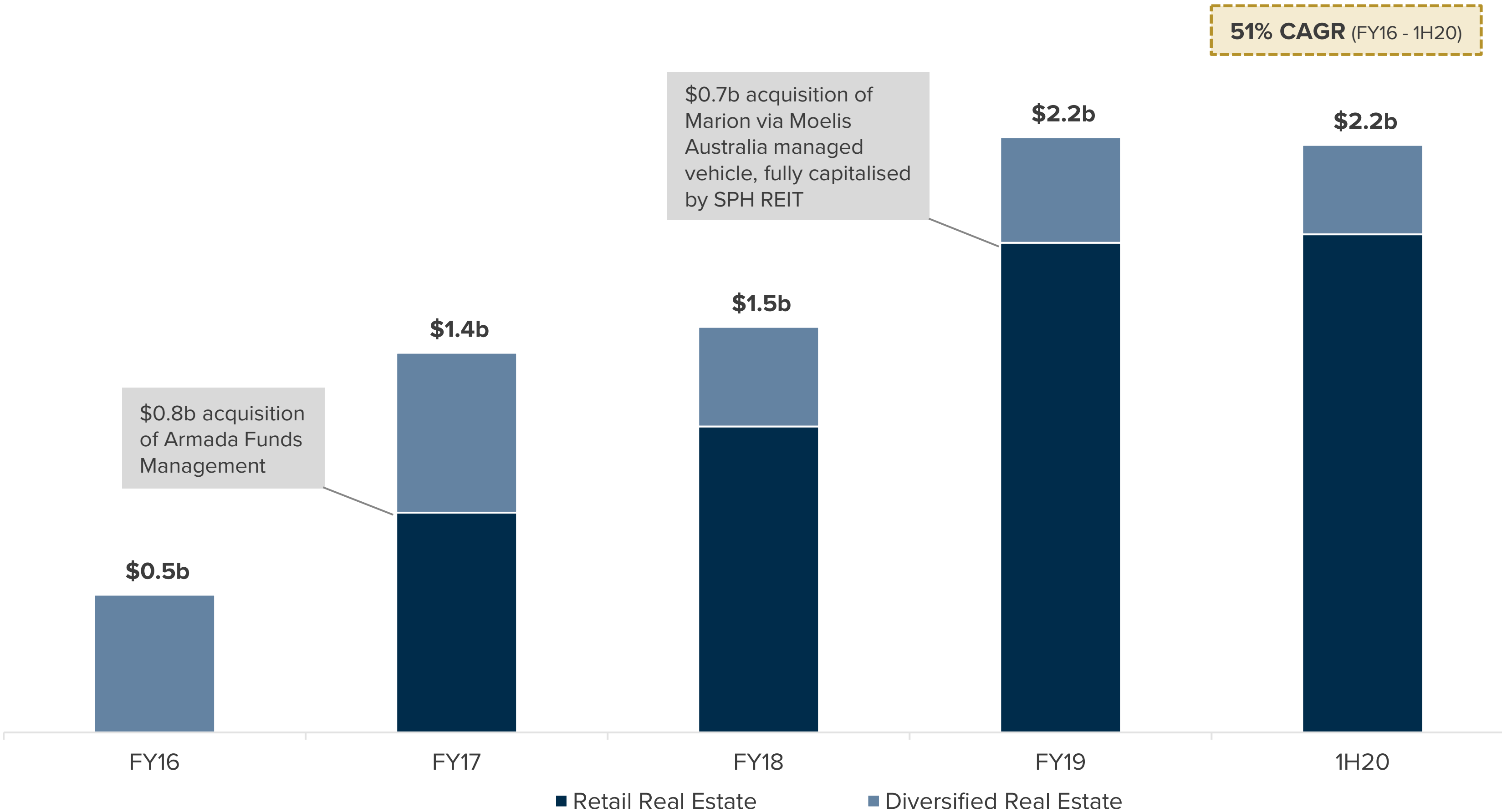
Real Estate AUM Growth

Stable Real Estate AUM through a challenging half



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Real Estate

Our Real Estate team manages $2.2 billion across a range of retail and commercial real estate assets

- A scalable real estate platform driven by a team with deep experience across all market segments
- The portfolio has traditionally been focused on retail assets, but opportunity exists to diversify across asset classes

$1.8b

Retail Real Estate
established 2012

stable on FY19

- 9 shopping centres located in NSW, Victoria, SA and Canberra (Institutional and HNW clients)
- Actively managed assets for COVID-19 impacted trading
  - tenant retention and support
  - ensuring cash flow impacts manageable across all our funds
  - worked with financiers to ensure security of funding
- Trading has generally recovered well with most centres trending back towards pre-lockdown levels
- Post 30 June, foot traffic in 2 Victorian centres have been significantly impacted by second lockdown
- Most centres anchored by non-discretionary retailers which have been performing well
- Larger centres with greatest exposure to discretionary retailers have been most impacted
- Any revaluations in 2H20 not expected to have a material impact on base management fees

$400m

Diversified Real Estate
established 2013

stable on FY19

- A diverse investment portfolio of Australian real estate assets
- Seed asset secured In August 2020 for launch of Prime Logistics Real Estate Fund in 2H20

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ASX Listed Equities and PE / VC

Our team manages $570m across ASX Listed Equities, Private Equity & Venture Capital

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$310m

↑ $10m on FY19

ASX Listed Equities

- Small Cap Equities Fund saw good net client inflows with AUM up to $280m
- Fund delivered a return of 6.5% (after fees) over 12 months to 30 June versus the ASX/S&P Emerging Companies index of -3.3%
- Exploring new fund opportunities for domestic and offshore clients

$260m

↑ $10m on FY19

Private Equity / Venture Capital

- Our first venture capital fund has realised 3 assets in the past ~18 months with an average gross money multiple of 1.8x and IRR of ~28% p.a.
- Strong client inflows into VC for deployment into late stage, growth capital opportunities
- New unlisted fund to be launched in 2H20 targeting mid-market operating asset-backed opportunities
- Investment funds with exposure to residential aged care are experiencing a challenging environment due to COVID-19 and Royal Commission into Aged Care

Asset Management – Clients

Today we manage over $5 billion of assets for institutional, HNW and retail clients
We are focused on the growth and diversification of our existing distribution channels

$1.5b[1]

Institutional

- Strong existing partnerships with large offshore institutions
- Dedicated resource appointed during 1H20 to expand institutional client reach
- Platform investment in people and systems has increased our capability to manage larger, broader mandates

$2.0b

Foreign HNW

- Foreign investment into funds both within & outside the Significant Investor Visa (SIV) program continues to grow
- Our staff presence in China has been a significant benefit during travel restrictions
- Increased interest and client flows from South Africa and Hong Kong
- Large multi-lingual team focused on foreign client management & origination
- Good retention of SIV clients who have achieved their residency objective
- Leverage existing platform to continue to grow in what is a vast addressable market

$1.5b

Domestic HNW and Retail

- Investments across various private market funds and Redcape Hotel Group
- Recent investment in distribution and expanded sales team broadening independent financial adviser network and direct HNW relationships
- Accessing new domestic flows difficult in 1H20 given COVID-19 disruption
- Exploring retail distribution capabilities

Notes: (1) Excludes Redcape Institutional investors, as Redcape AUM is wholly classified as Domestic HNW and Retail

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Corporate Advisory & Equities

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Corporate Advisory & Equities Performance

Underlying Financials ($m)		1H19	1H20	Growth
Corporate Advisory Fees	[$m]	15.2	21.3	39.9%
Equities Commissions	[$m]	3.6	5.1	41.9%
Total Underlying Revenue	[$m]	**18.8**	**26.4**	**40.2%**
Expenses	[$m]	18.3	21.0	14.4%
Underlying EBITDA	[$m]	**0.5**	**5.4**	**Large**
Advisory Head Count	[avg. FTEs]	45	47	5.6%
Advisory LTM[1] Revenue / Head	[$m / avg. FTEs]	**1.0**	**1.2**	**27.8%**
Equities Head Count	[avg. FTEs]	18	18	-

Highlights

- **Underlying EBITDA up strongly on a soft pcp, representing a record 1H contribution**
  - benefited from elevated secondary market ECM activity and transactions that completed in the half but commenced in 2H19
  - Market uncertainty has led to an increased number of restructuring mandate appointments, which typically have longer lead times
  - Equities commissions up 42% to $5.1m driven by increased market volatility and volumes in March and April
- **FY19 investment in senior hires and associated teams benefiting depth of talent and broadening growth potential**
  - 17 new fee-paying clients engaged in 1H20, relative to 14 in 2H19 and 10 in 1H19
  - 14 repeat fee-paying client mandates in 1H20, in line with 14 in 2H19 and 8 in 1H19

Notes: (1) Last Twelve Months - 1 July to 30 June

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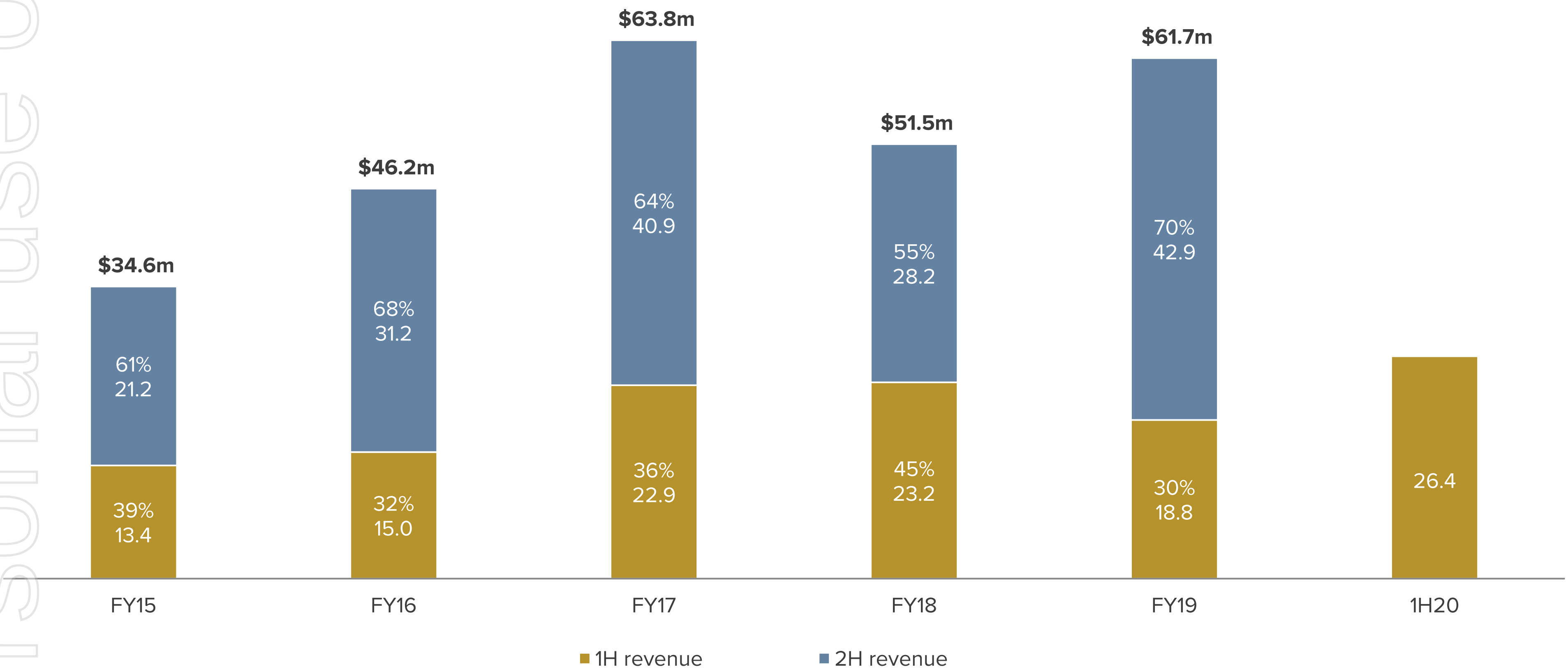
Revenue Seasonality

Record 1H underlying revenue contribution for Corporate Advisory & Equities

- Corporate Advisory revenue is typically seasonal with, on average, second half weighting of approximately 66%
- A record 1H20 contribution and volatile market conditions makes forecasting 2H20 Advisory revenue difficult

Historical Corporate Advisory & Equities Revenue by Half ($m)



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1H20 Financials

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Group Underlying Profit & Loss

Summary Underlying Profit & Loss Statement ($m)[1]	1H19	1H20	Growth
Underlying Revenue			
Asset Management	49.2	41.1	(16.4)%
Corporate Advisory & Equities	18.8	26.4	40.2%
Total Underlying Revenue	**68.0**	**67.4**	**(0.8)%**
Expenses			
Compensation	34.5	37.3	8.0%
Marketing and Business Development	1.8	1.8	(0.4)%
Communications, IT & Market Data	2.2	2.4	10.7%
Other Costs	2.8	4.4	56.8%
Total Expenses	**41.3**	**45.9**	**11.1%**
Underlying EBITDA	**26.7**	**21.5**	**(19.5%)**
Depreciation and Amortisation	1.5	1.8	18.0%
Net Interest expense	0.9	2.4	164.2%
Underlying PBT	**24.3**	**17.3**	**(28.8)%**
Tax	7.3	5.2	(29.1)%
Underlying NPAT	**17.0**	**12.1**	**(28.7)%**
EPS (cents / share)	11.1	8.8	(20.7)%
Underlying EBITDA excluding MTMarket	**23.0**	**24.5**	**6.5%**
Underlying EBITDA Margin	39.3%	31.9%	
Compensation Ratio[3]	48.3%	50.3%	

-$7.2m[2] impact in 1H20 arising from partial closure of RDC's hotel assets

1H20 includes one-off $1.5m increase in redundancy costs, partially offset by -$1m temporary executive pay reductions

1H20 includes $1.5m write-off of new business development costs

Includes $4.6m Corporate overhead (1H19: $4.4m)

Increase due to full term impact of MOE Bond III and part term impact of MOE Bond IV

Notes: (1) Refer to pages 31 - 33 of this presentation for a reconciliation of Underlying financial metrics to their associated IFRS financial metrics.
(2) Estimated impact of reduced hotel operator fee (-$2.3m), reduced RDC distribution (-$1.8m) and negative RDC Mark-to-Market (MTM) (-$3.1m)
(3) Compensation expense is adjusted for one-off charges predominantly relating to redundancies and sign-on incentives

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Group Operating Balance Sheet[1]

Operating Balance Sheet ($m)	31 Dec 2019	30 Jun 2020
Cash and cash equivalents	126.1	139.6
Loans receivable	92.7	121.7
Investments	113.3	105.1
Goodwill and other intangibles	32.6	36.0
Other assets	48.8	34.1
Total Assets	**413.4**	**436.5**
Borrowings	92.2	132.2
Other liabilities	94.1	91.1
Total Liabilities	**186.3**	**223.2**
Net Assets	**227.1**	**213.3**
Net Tangible Assets	194.5	177.3
Net Tangible Assets per share	**1.36**	**1.24**

Refer to Group Investments detail on page 26

Refer to borrowings detail on page 27

Includes trade payables, provisions, lease liabilities and redeemable preference shares

Highlights

- Strong Balance Sheet with weighting to cash and liquid assets providing flexibility and support for growth
- Growth capital deployed to enable credit strategies in 1H20
- Increase in borrowings following early MOE Bond IV raise - proceeds to be used to refinance MOE Bond I in September 2020
- Decrease in net assets principally due to negative mark to market impacts

Notes: (1) Adjusted to reflect the total economic exposure of the Group by removing the consolidation of a Moelis Australia managed credit fund. Refer to page 34 for a reconciliation of Statutory to Operating Balance Sheet

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Group Investments

Summary of investments ($m)	31 Dec 2019	30 Jun 2020
Cash	126.1	139.6
Credit	84.7	114.0
Redcape Hotel Group (ASX.RDC)	59.3	56.3
Co-Investment	44.3	46.7
Japara Health Care Limited (ASX.JHC)	14.8	7.3
Other	2.8	2.6
Total	**332.0**	**366.4**

Highlights

- ~$90m of investments expected to mature over 2H20 representing the successful return of both long-term strategic capital and short-term growth funding
- Short-term allocations enable growth in existing strategies, as represented by the $30m expansion of credit investments in 1H20
- Long-term strategic allocations, such as RDC and certain co-investments, aim to generate returns from both the investment and adjacent asset management fees
- Cash and maturing investments provide significant capital to:
  - enable platform initiatives to accelerate growth
  - continue to underwrite ongoing transactional activity; and
  - provide flexibility for future strategic acquisitions
- Committed to underwrite the acquisition of over $60m of seed assets for two new real estate backed funds post 30 June

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Borrowings

Bond Issuance ($m)		Maturity Date	Coupon	31 Dec 2019	30 Jun 2020
MOE Bond I	Unsecured note	18 Sep 2020	5.25%	32.2	32.2
MOE Bond II	Unsecured note	14 Sep 2022	5.85%	25.0	25.0
MOE Bond III	Unsecured note – limited recourse	16 May 2024	4.35% + RBA	35.0	35.0
MOE Bond IV	Unsecured note	30 Sep 2024	5.75%	-	40.0
Total				**92.2**	**132.2**

Highlights

- Debt maturity profile successfully extended with MOE Bond IV raised to refinance the maturing MOE Bond I
- Following the repayment of MOE Bond I Group borrowings will total $100m
- All unsecured notes are covenant-lite with ongoing performance requiring only payment of interest and return of principal
- The MOE Bond III notes are held by SIV program investors and are expected to be redeemed progressively over the note term as permanent residency is achieved

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Group Outlook

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Looking ahead

Positive start to 2H20 and well positioned for medium term growth

Post balance date update & FY20 outlook

- Significant market uncertainty makes near term forecasting extremely difficult
- Positive start to 2H20:
  - Strong client inflows during July
  - Advisory transaction pipeline is encouraging with good activity across ECM, M&A & restructuring
  - Redcape hotels are all open and trading strongly
- Focus on scaling our investment strategies, with a focus on credit and real assets initiatives in 2H20
- Maintain Corporate Advisory productivity target of $1.1m - $1.3m revenue per executive for FY20
  - Subject to market conditions impacting deal completion rates and timing
- Significant cash balance provides strategic flexibility

Well positioned for the medium term

- Scalable asset management business powered by a unique distribution capability
- Strong balance sheet to support strategic platform initiatives and growth of existing strategies
- Specialised advisory capabilities, aligned to a leading independent global platform
- Experienced management team with strong alignment to profitability of Moelis Australia

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Appendices

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1H20 Financials - Statutory to Underlying Profit Reconciliation

	Note	Revenue[1]	EBITDA	NPAT	CI[1]
1H20 Statutory Results ($m)		**74.2**	**24.6**	**8.9**	**1.8**
Differences in measurement					
Business acquisition adjustments	(a)	-	0.7	1.6	1.6
Equity issued to staff	(b)	-	0.5	0.5	0.5
Net unrealised (gains)/losses on investments	(c)	-	-	-	7.4
Adjustments relating to associates	(d)	(1.0)	(1.0)	(1.0)	1.6
Credit loss allowance	(g)	(0.1)	2.3	2.3	2.3
Differences in classification					
Adjustments relating to Master Credit Trust	(h)	(2.5)	(2.4)	-	-
Interest income	(i)	(3.1)	(3.1)	-	-
Net unrealised (gains)/losses on investments	(j)	(0.1)	(0.1)	(0.1)	-
Tax on adjustments		-	-	(0.1)	(3.1)
Total adjustments		(6.8)	(3.1)	3.2	10.3
1H20 Underlying results		**67.4**	**21.5**	**12.1**	**12.1**

Refer to the page 33 for detailed notes to the Underlying Results Reconciliation

Note: (1) Revenue refers to Net Income and CI refers to total comprehensive income on the condensed consolidated statement of profit or loss and other comprehensive income.
Refer to the Director's Report and note 2 of Moelis Australia's 1H20 Consolidated Half-Year Financial Report

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1H19 Financials – Statutory to Underlying Results Reconciliation

	Note	Revenue[1]	EBITDA	NPAT	CI[1]
1H19 Statutory Results ($m)		**61.4**	**18.3**	**7.5**	**9.8**
Differences in measurement					
Business acquisition adjustments	(a)	-	2.1	2.7	2.7
Equity issued to staff	(b)	-	(1.7)	(1.7)	(1.7)
Net unrealised (gains)/losses on investments	(c)	-	-	-	(0.1)
Adjustments relating to associates	(d)	3.0	2.9	2.4	0.1
Deferred performance fees	(e)	6.4	6.4	6.4	6.4
Profit on sale of joint venture	(f)	2.2	2.2	2.2	2.2
Credit loss allowance	(g)	(0.1)	(0.2)	(0.2)	(0.2)
Differences in classification					
Adjustments relating to Master Credit Trust	(h)	(0.6)	(0.5)	-	-
Interest income	(i)	(3.8)	(3.8)	-	-
Net unrealised (gains)/losses on investments	(J)	1.0	1.0	1.0	-
Credit loss allowance	(k)	(1.5)	-	-	-
Tax on adjustments		-	-	(3.2)	(2.2)
Total adjustments		6.6	8.4	9.6	7.3
1H19 Underlying results		**68.0**	**26.7**	**17.0**	**17.0**

Refer to the page 33 for detailed notes to the Underlying Results Reconciliation

Note: (1) Revenue refers to Net Income and CI refers to total comprehensive income on the condensed consolidated statement of profit or loss and other comprehensive income. Refer to the Director's Report and note 2 of Moelis Australia's 1H20 Consolidated Half-Year Financial Report

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Notes to Statutory to Underlying Profit Reconciliation

Differences in Measurement

a) The acquisition of Armada Funds Management in 2017 for cash and shares gives rise to non-cash IFRS expenditure. Accordingly, the Underlying measure reverses the impact of these expenses, being $0.9 million (2019: $0.6 million) relating to the amortisation of intangible assets and $0.7 million (2019: $2.1 million) relating to the share-based payments to the vendors, who are now employees of the Company.

b) The Underlying measure expenses the full value of the share-based payment equity awards issued to staff as part of the annual bonus awards in the year of grant as opposed to over the vesting period (up to 5 years) per IFRS.

c) Adjustment to remove unrealised gains / losses on the Group's strategic investment in Japara Healthcare Ltd.

d) The Underlying measure records dividends and distributions received from associates in Underlying Revenue as opposed to the IFRS treatment of recording the Group's share of accounting profit or loss of an associate. Underlying Revenue further recognises gains/losses associated with management's assessment of the movement in the underlying value of the associate.

e) Performance fees relating to Redcape Hotel Group recorded in the 2018 statutory results but deferred to 2019 in the Underlying result to closely align with transaction settlement and cash flows.

f) The profit on sale of the Group's interest in Acure Asset Management was recorded in the 2018 statutory results but deferred to 2019 to closely align with transaction settlement and cash flows.

g) The Underlying treatment excludes the movement in AASB 9 Expected Credit Loss provisions relating to receivables and loans receivable. Where there is an increased likelihood of credit loss, specific provisions individually assessed against loans receivable are included in both the statutory and Underlying results. See note (k) for treatment of specific provisions that are reclassified by management.

Differences in Classification

h) The Underlying treatment records the distributions received from the MA Master Credit Trust (MCT) in Underlying Revenue as opposed to the IFRS treatment of consolidating MCT into the Group's results.

i) The Group consolidates the assets and liabilities of a fund related credit investment initiative. The interest expense of $2.7 million (2019: $2.9 million) relating to the liabilities is reclassified to Underlying Revenue to offset against the interest income derived from the related loans receivable to reflect the total net return to the Group. Further, interest income on cash and bank balances of $0.4 million (2019: $0.9 million) is reclassified to Underlying net interest expense.

j) Unrealised (gains)/losses on investment, other than those identified in (c) above, are reclassified from Other Comprehensive Income to Underlying revenue.

k) The specific provision for impairment of a loan receivable is reclassified from statutory expense to Underlying Revenue, to be consistent with how management view the movement in value of investments.

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Group Consolidated Balance Sheet – Statutory

Summary consolidated balance sheet ($m)	31 Dec 2019 Statutory	31 Dec 2019 MCT	31 Dec 2019 Operating	30 Jun 2020 Statutory	30 Jun 2020 MCT	30 Jun 2020 Operating
Cash and cash equivalents	128.8	(2.7)	126.1	165.2	(25.6)	139.6
Loans receivable	199.8	(107.1)	92.7	229.2	(107.5)	121.7
Investments	103.8	9.4	113.3	93.7	11.4	105.1
Goodwill and other intangibles	32.6	-	32.6	36.0	-	36.0
Other assets	49.0	(0.2)	48.8	34.7	(0.6)	34.1
Total Assets	**513.9**	**(100.6)**	**413.4**	**558.8**	**(122.3)**	**436.5**
Borrowings	92.2	-	92.2	132.2	-	132.2
Fund Preferred Units	97.0	(97.0)	-	117.1	(117.1)	-
Other liabilities	97.6	(3.5)	94.1	96.2	(5.2)	91.1
Total Liabilities	**286.8**	**(100.6)**	**186.3**	**345.5**	**(122.3)**	**223.2**
Net Assets	**227.1**	**-**	**227.1**	**213.3**	**-**	**213.3**

- The Statutory balance sheet includes the consolidation of the MCT, a Moelis Australia managed credit fund
- The Group has a 10% first-loss equity co-investment in MCT of $11.4m (FY19: $9.4m) representing its maximum economic exposure
- MCT 3rd party equity interests are represented by the Fund Preferred Units (FPU)
- The FPU are classified as debt for statutory purposes as they earn a preferential return and have preferential rights on fund wind up
- The Group earns a Net Interest Margin from its co-investment representing the excess profits of MCT after fund expenses and FPU distributions of 4% over RBA

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Moelis Australia – A Snapshot

History

- Founded in 2009 as a joint venture with NYSE listed global Investment Bank Moelis & Company to provide Investment Banking Advisory & Equities services in Australia & New Zealand
- In 2012 hired first Asset Management executives and launched its first managed fund in 2013
- Initial Public Offering (IPO) in 2017 (ASX:MOE)

Operations

- Moelis Australia operates across Asset Management, Corporate Advisory and Equities sales & research
- Offices in Sydney, Melbourne, Shanghai and Beijing
- Manages over $5 billion in AUM across various asset classes on behalf of institutions, HNW and retail investors

Leadership

- Experienced Board and executive team with over 30% staff ownership (majority long-term vesting)
- 19.5% ownership by global investment bank Moelis & Company
- Majority of most senior leadership has long tenure at Moelis Australia

Balance Sheet

- Strong balance sheet with a significant weighting to cash and liquid assets

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About Moelis Australia

An integrated financial services provider focused on Asset Management and Corporate Advisory services

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Asset Management

- Scalable platform managing $5 billion AUM on behalf of institutional, domestic and foreign HNW and retail clients
- Culture of client alignment with staff and balance sheet co-investment
- Strategic focus on Credit and Real Estate asset classes

Corporate Advisory & Equities

- Part of NYSE listed Moelis & Company global network
- Leaders in Real Estate, Restructuring, Tech and Australian mid-market advisory services
- Since inception advised on over $110 billion of transactions and raised over $10 billion in equity capital markets

Platform

- Strong balance sheet with weighting to cash and liquid assets
- Profitable and strong cash generator
- ASX listed with staff ownership over 30%
- Experienced leadership with staff in Australia, Shanghai and Beijing
- Significant investment in people and platform to drive long term growth

Disclaimer

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Unless otherwise specified all information is for the half year ended 30 June 2020. Reporting is in Australian Dollars.

This presentation provides further detail in relation to key elements of Moelis Australia's financial performance and financial position.

Any additional financial information in this presentation which is not included in the Moelis Australia Limited Consolidated Annual Financial Report was not subject to independent audit or review by Deloitte Touche Tohmatsu.

Certain financial information in this presentation is prepared on a different basis to the Moelis Australia Limited Consolidated Half-Year Financial Report, which is prepared in accordance with Australian Accounting Standards. Where financial information presented within this presentation does not comply with Australian Accounting Standards, a reconciliation to the statutory information is provided.

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