



ASX Announcement

## Fourth Quarter 2018 funds under management update

17 July 2018

Perpetual Limited (Perpetual) today announced Perpetual Investments' funds under management (FUM) as at 30 June 2018 were \$30.8 billion<sup>1</sup>, an increase of \$0.6 billion on the prior quarter. Net outflows for the quarter were \$0.3 billion. Total average FUM for the three months to 30 June 2018 were \$30.8 billion.

The increase in FUM of \$0.6 billion over the three months to 30 June 2018 was mainly attributable to:

- Market appreciation of \$1.3 billion;
- \$0.3 billion of net outflows comprising:
  - \$0.5 billion of net outflows from Australian Equities primarily from the Intermediary channel;
  - \$0.2 billion of net inflows into Cash and Fixed Income from the Intermediary channel;
- A distribution payment to clients (net of automatic re-investments) of \$0.4 billion.

## Appendix

- FUM and flows data by channel, asset class and strategy.

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### About Perpetual

Perpetual is an independent financial services group operating in funds management, financial advisory and trustee services. Our origin as a trustee company, coupled with our strong track record of investment performance, has created our reputation as one of the strongest brands in financial services in Australia. For further information, go to [www.perpetual.com.au](http://www.perpetual.com.au)

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<sup>1</sup> All figures in this update are in Australian dollars and are rounded.

## Appendix

### FUM and flows by channel

Channel (A\$ billion)	31 Mar 2018	Net Flows	Other <sup>2</sup>	30 Jun 2018
Retail	5.3	(0.1)	0.1	5.3
Intermediary	15.3	(0.1)	0.3	15.5
Institutional	9.3	(0.1)	0.5	9.7
Listed Investment Company	0.3	-	-	0.3
<b>Total</b>	<b>30.2</b>	<b>(0.3)</b>	<b>0.9</b>	<b>30.8</b>

### FUM and flows by asset class

Asset Class (A\$ billion)	31 Mar 2018	Net Flows	Other <sup>2</sup>	30 Jun 2018
Australian Equities	20.6	(0.5)	0.8	20.9
Global Equities	1.5	-	(0.2)	1.3
Listed Investment Company	0.3	-	-	0.3
<b>Sub-total: equities</b>	<b>22.4</b>	<b>(0.5)</b>	<b>0.6</b>	<b>22.5</b>
Cash & Fixed Income	6.8	0.2	0.3	7.3
Other	1.0	-	-	1.0
<b>Total: all asset classes</b>	<b>30.2</b>	<b>(0.3)</b>	<b>0.9</b>	<b>30.8</b>

<sup>2</sup> 'Other' includes changes in market value of assets, income, reinvestments, distributions, and asset class rebalancing within the Group's diversified funds.

Channel definitions: Retail includes FUM from advisers and individual clients who invest with Perpetual directly; Intermediary includes FUM from financial advisers who invest with Perpetual via external platform providers; Institutional includes industry superannuation funds and clients who invest large sums.

Subject to rounding

### Australian Equities

FUM by strategy 30 June 2018 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Concentrated	1.2	5.9	7.1
Industrials	5.2	-	5.2
Ordinaries	2.3	0.1	2.4
Share-Plus	1.4	-	1.4
Ethical	1.3	0.1	1.4
Smaller Companies	0.8	0.4	1.2
Other	1.6	0.6	2.2
<b>Total Australian Equities</b>	<b>13.8</b>	<b>7.1</b>	<b>20.9</b>

### Cash and Fixed Income

FUM by strategy 30 June 2018 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Cash / Enhanced Cash	1.1	2.3	3.4
Credit / Fixed Income	3.5	0.1	3.6
<b>Sub-total</b>	<b>4.6</b>	<b>2.4</b>	<b>7.0</b>
Exact Market Cash			0.3
<b>Total</b>			<b>7.3</b>