

Australian Ethical Investment Limited

## Quarterly FUM Announcement

### 1 April to 30 June 2018

ASX ANNOUNCEMENT

#### Movement for the quarter

Australian Ethical increased funds under management (FUM) by 6.0% to \$2.82bn for the quarter ended 30 June 2018, up from \$2.66bn as at 31 March 2018.

FUM and flows by product for the three months to 30 June 2018 were:

Product Category	FUM March 18 (\$bn)	Net Flows (\$bn)	Market & other* (\$bn)	FUM June 18 (\$bn)
Managed Funds	0.93	0.02	0.03	0.98
Superannuation	1.73	0.06	0.05	1.84
<b>All products</b>	<b>2.66</b>	<b>0.08</b>	<b>0.08</b>	<b>2.82</b>

\* Includes changes in asset value due to market movements and net income.

#### Movement for the full year

Over the financial year to 30 June 2018 Australian Ethical increased funds under management (FUM) by 31.2% to \$2.82bn, up from \$2.14bn as at 30 June 2017.

FUM and flows by product for the twelve months to 30 June 2018 were:

Product Category	FUM June 17 (\$bn)	Net Flows (\$bn)	Market & other* (\$bn)	FUM June 18 (\$bn)
Managed Funds	0.66	0.26	0.06	0.98
Superannuation	1.49	0.26	0.09	1.84
<b>All products</b>	<b>2.15</b>	<b>0.52</b>	<b>0.15</b>	<b>2.82</b>

\* Includes changes in asset value due to market movements and net income.

## Member numbers

Over the financial year to 30 June 2018 superannuation membership increased by 17%

Member Numbers June 17	New members	Exited Members	Closure / Transfers	Member Numbers June 18
35,352	10,634	(2,682)	(1,786)	41,518

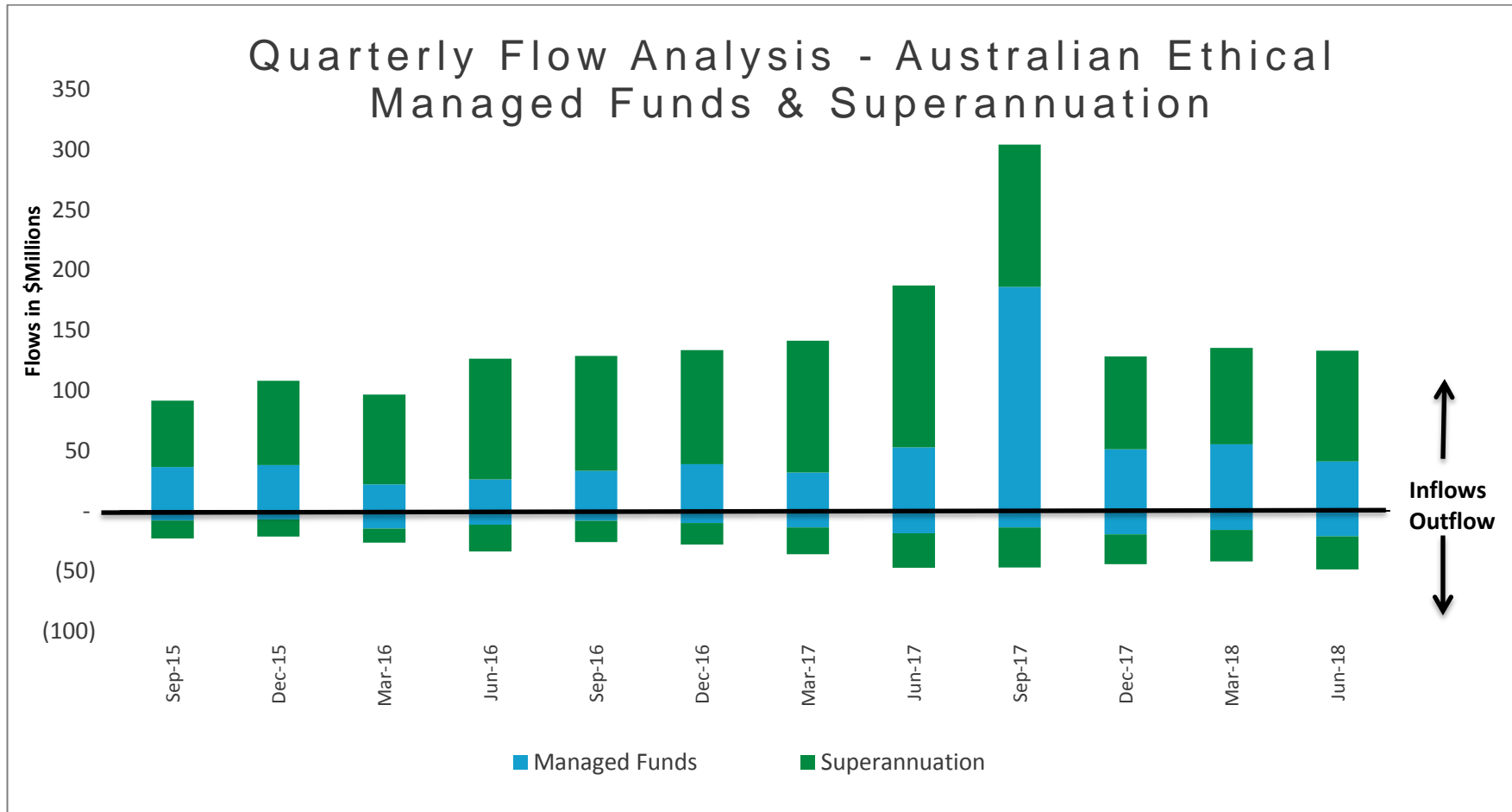
<sup>1</sup>Includes the closure of 1,700 zero balance accounts and the transfer of 86 unclaimed monies accounts to the ATO on 1 December 2017.

## About Australian Ethical

Australian Ethical is Australia's leading ethical wealth manager. Since 1986, Australian Ethical has provided investors with wealth management products that align with their values and deliver strong returns. Investments are guided by the Australian Ethical Charter which both shapes its ethical approach and underpins the Company's culture and vision.

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**Notes:**

- September 2017 quarter includes \$128m from an institutional client as advised on 26 July 2017.