

## First Quarter 2018 funds under management update

**18 October 2017**

Perpetual Limited (Perpetual) today announced Perpetual Investments' funds under management (FUM) as at 30 September 2017 were \$31.0<sup>1</sup>, down \$0.4 billion on the prior quarter. Net outflows for the quarter were \$0.7 billion. Total average FUM for the three months to 30 September 2017 were \$31.2 billion.

The decrease in Perpetual Investments' FUM of \$0.4 billion over the three months to 30 September 2017 was mainly attributable to:

- \$0.7 billion of net outflows from Australian Equities primarily from the Institutional Channel.
- FUM increased by \$0.3 billion due to asset appreciation.

## Appendix

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

### For more information please contact:

#### Investors:

Andrew Ehlich  
Acting General Manager, IR & Corporate Finance  
Perpetual Limited  
Tel: +61 2 9229 9081

#### Media:

Kristen Allen  
General Manager, Corporate Communications  
Perpetual Limited  
Tel: +61 412 759 753

### 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)	30 Jun 2017	Net Flows	Other <sup>2</sup>	30 Sep 2017
Retail	5.2	(0.1)	0.1	<b>5.2</b>
Intermediary	15.1	0.1	0.1	<b>15.3</b>
Institutional	10.8	(0.7)	0.1	<b>10.2</b>
Listed Investment Company	0.3	-	-	<b>0.3</b>
<b>Total</b>	<b>31.4</b>	<b>(0.7)</b>	<b>0.3</b>	<b>31.0</b>

### FUM and flows by asset class

Asset Class (A\$ billion)	30 Jun 2017	Net Flows	Other <sup>2</sup>	30 Sep 2017
Australian Equities	22.3	(0.7)	0.2	<b>21.8</b>
Global Equities	1.2	-	0.1	<b>1.3</b>
Listed Investment Company	0.3	-	-	<b>0.3</b>
<b>Total equities</b>	<b>23.8</b>	<b>(0.7)</b>	<b>0.3</b>	<b>23.4</b>
Cash & Fixed Income	6.7	-	-	<b>6.7</b>
Other	0.9	-	-	<b>0.9</b>
<b>Total: all asset classes</b>	<b>31.4</b>	<b>(0.7)</b>	<b>0.3</b>	<b>31.0</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.

### Australian Equities

FUM by strategy 30 Sep 2017 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Concentrated	1.2	6.3	<b>7.5</b>
Industrials	5.4	0.1	<b>5.5</b>
Ordinaries	2.3	0.1	<b>2.4</b>
Ethical	1.2	0.2	<b>1.4</b>
Smaller Companies	0.8	0.5	<b>1.3</b>
Share-Plus	1.5	-	<b>1.5</b>
Other	1.7	0.5	<b>2.2</b>
<b>Total Australian Equities</b>	<b>14.1</b>	<b>7.7</b>	<b>21.8</b>

### Cash and Fixed Income

FUM by strategy 30 Sep 2017 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Cash / Enhanced Cash	1.0	2.3	<b>3.3</b>
Credit / Fixed Income	3.0	0.1	<b>3.1</b>
<b>Sub-total</b>	<b>4.0</b>	<b>2.4</b>	<b>6.4</b>
Exact Market Cash			<b>0.3</b>
<b>Total</b>			<b>6.7</b>