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## **Funds Under Management, Administration, Advice and Supervision (FUMAS) for the 3 and 6 month periods to 31 December 2016**

IOOF Holdings Ltd (IOOF) has achieved positive net flows of \$528 million in funds under management, administration and advice (FUMA) for the second quarter of the 2017 financial year (prior comparative period (pcp): \$130 million outflow). Total FUMA as at 31 December 2016 totalled \$109.4 billion. Funds under supervision were \$29.9 billion.

Net positive flows into IOOF's Advice businesses of \$538 million for the quarter (pcp: \$232 million) included continuing strong inflows from Ord Minnett and Lonsdale.

IOOF Managing Director, Christopher Kelaher, commented, "Strong flows into our advice businesses reflects continued support for our client facing advice model. This demonstrates the benefit of operating a number of brands which offer differentiated and complementary value propositions".

Total platform net flows were \$250 million for the quarter (pcp: \$32 million). Organic growth momentum within IOOF's flagship platforms continued with a quarterly net inflow of \$207 million (pcp: \$8 million).

As seen in previous December quarters, Investment Management flows were impacted by seasonal investment rebalancing on behalf of platform members.

"Our advice and platform businesses have demonstrated another quarter of strong organic growth. The continued trend of solid net inflows into our flagship platforms is particularly pleasing given our open architecture approach and shows that our own platforms continue to perform very strongly" said Mr Kelaher.

-ENDS-

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### Funds movement quarter ended 31 December 2016

| All amounts \$m       | FUMAS<br>30-Sep-16 | Net flow   | Pension<br>payments | Market/Other <sup>1</sup> | FUMAS<br>31-Dec-16 |
|-----------------------|--------------------|------------|---------------------|---------------------------|--------------------|
| Platform Flagship     | 23,558             | 207        | (138)               | 537                       | 24,165             |
| Platform Transition   | 11,711             | 43         | (37)                | 218                       | 11,935             |
| <b>Platform Total</b> | <b>35,269</b>      | <b>250</b> | <b>(174)</b>        | <b>755</b>                | <b>36,100</b>      |
| Investment Management | 19,867             | (261)      |                     | 299                       | 19,906             |
| Advice                | 51,998             | 538        |                     | 853                       | 53,389             |
| <b>Total FUMA</b>     | <b>107,134</b>     | <b>528</b> | <b>(174)</b>        | <b>1,908</b>              | <b>109,395</b>     |
| Supervision           | 30,959             |            |                     |                           | 29,927             |
| <b>Total FUMAS</b>    | <b>138,093</b>     |            |                     |                           | <b>139,322</b>     |

### Funds movement half year ended 31 December 2016

| All amounts \$m       | FUMAS<br>30-Jun-16 | Net flow     | Pension<br>payments | Market/Other <sup>1</sup> | FUMAS<br>31-Dec-16 |
|-----------------------|--------------------|--------------|---------------------|---------------------------|--------------------|
| Platform Flagship     | 22,979             | 356          | (279)               | 1,109                     | 24,165             |
| Platform Transition   | 11,549             | 45           | (74)                | 415                       | 11,935             |
| <b>Platform Total</b> | <b>34,528</b>      | <b>401</b>   | <b>(353)</b>        | <b>1,524</b>              | <b>36,100</b>      |
| Investment Management | 19,609             | 94           |                     | 202                       | 19,906             |
| Advice                | 49,991             | 865          |                     | 2,533                     | 53,389             |
| <b>Total FUMA</b>     | <b>104,128</b>     | <b>1,361</b> | <b>(353)</b>        | <b>4,259</b>              | <b>109,395</b>     |
| Supervision           | 26,969             |              |                     |                           | 29,927             |
| <b>Total FUMAS</b>    | <b>131,097</b>     |              |                     |                           | <b>139,322</b>     |

<sup>1</sup> Includes market movements, distributions and internal transfers



## Funds by Segment



### About IOOF Holdings Limited

IOOF has been helping Australians secure their financial future since 1846. During that time, we have grown substantially to become one of the largest independent groups in the financial services industry.

IOOF provides advisers and their clients with the following services:

- **Financial Advice and Distribution** services via our extensive network of financial advisers and stockbrokers;
- **Platform Management and Administration** for advisers, their clients and hundreds of employers in Australia;
- **Investment Management** products that are designed to suit any investor's needs; and
- **Trustee Services** including estate planning and corporate trust services.

Further information about IOOF can be found at [www.ioof.com.au](http://www.ioof.com.au)

