



22 August 2014

IOOF 2013/2014 final result

- **\$101.3m statutory NPAT result – up 27% on pcg**
- **\$123.0m UNPAT pre-amortisation result – up 13% on pcg**
- **25c per share final dividend fully franked – full year dividend up 11%**

IOOF Holdings Limited (IOOF) has reported a \$101.3m statutory Net Profit After Tax and a record \$123.0m Underlying Net Profit After Tax (UNPAT), pre-amortisation for the year ended 30 June 2014.

Commenting on the result for IOOF, Managing Director, Mr Christopher Kelaher said “The record result for the 2013/14 financial year firmly points to the effectiveness of IOOF’s long-held, dual-track, growth strategy, and the fact that all strategic elements are contributing. IOOF achieved a record \$1.4b net funds inflow to flagship platforms, all achieved organically, then in late May 2014, IOOF announced the acquisition of financial advice and wealth management business, SFG Australia.

While SFG Australia’s financial result is not included in this year’s result, it is expected that its \$13.8b in funds under advice will significantly improve IOOF’s scale, organic funds flow and earnings profile in future years.

Record \$1.4b netflows into flagship platforms

The money IOOF manages on behalf of others (Funds Under Management, Advice, Administration and Supervision, or FUMAS) increased by \$1.7b to \$121.9b this financial year.

On a standalone basis, IOOF’s flagship platforms, experienced record net funds flow growth of \$1.4b, a 65% increase on last financial year. When all of IOOF’s platforms are included, total platform net flows increased by \$1.0b. This is the first time IOOF’s net flows have surpassed \$1.0b in a financial year, and the third consecutive half of total platform positive net flows.

“The flagship netflows result of \$1.4b is a record for IOOF and is a reflection of the investment in time, expertise and branding in this area, said Mr Kelaher.

Operating costs prudently managed

“IOOF manages its costs in a prudent and disciplined manner and that is again reflected in our outstanding financial performance, said Mr Kelaher. Operating costs increased only \$3.0m or 1% from 2012/13 when adjusted for the impact of an additional three months ownership of Plan B in 2013/14.

25 cents per share fully franked final dividend declared

The Directors of IOOF have declared a fully franked 25 cents per share final dividend to be paid on 15 October 2014. The record date will be 24 September 2014.

This 25 cent final dividend takes the total dividend for the year to 47.5 cents per share, which is a 13% increase on last financial year and represents a dividend yield of approximately 6%. This is, once again, at the upper end of IOOF’s dividend policy pay-out range of 60-90%.

Outlook for IOOF

Commenting on the outlook for IOOF, Mr Kelaher concluded, “IOOF’s increased scale following the acquisition of SFG Australia in early August, creates opportunities for the group and accelerates our ability for future growth.

This important acquisition, combined with a higher starting base for FUMA in this financial year provides the solid platform IOOF requires for continued growth”.

-ENDS-

For further information, please contact

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About IOOF Holdings Limited

The IOOF Group is one of Australia's largest independent providers of wealth creation product and services with offices in every state.

The Group offers the following services:

- Wealth Management
- Superannuation
- Investment Management
- Asset Management
- Estate Planning
- Corporate Trust

The Group's products and services are designed to accompany the lives of approximately 650,000 Australians from wealth accumulation into retirement and across to the next generation.

At 30 June 2014, IOOF had \$121.9 billion in Funds Under Management, Administration Advice, and Supervision.

IOOF operates under a variety of brands including Bridges Financial Services, Consultum Financial Advisers, Lonsdale Financial Group, Perennial Investment Partners Limited, Australian Executor Trustees (AET), Spectrum Super, Pursuit, Plan B Wealth Management, Wealth Builder and Ord Minnett.

IOOF is listed on the Australian Securities Exchange in the ASX 100 (ASX:IFL, OTC:IOOFY)

