

First Quarter 2016 funds under management update

16 October 2015

Perpetual Limited (Perpetual) today announced its funds under management (FUM) as at 30 September 2015 were \$28.4 billion¹, with net outflows of \$0.7 billion for the quarter. Total average FUM for the three months to 30 September 2015 were \$30.3 billion.

The largest contributor to the change in Perpetual's FUM over the quarter was a decrease of \$1.1 billion due to market depreciation with the All Ordinaries Index down 7.2% over the quarter.

Perpetual also experienced net outflows of \$0.7 billion which included outflows of \$1.0 billion in Australian Equities from the institutional channel which offset inflows of \$0.4 billion in Australian Equities from the intermediary channel. In addition, there were net outflows of \$0.1 billion from Cash and Fixed Income primarily from the intermediary channels.

"In the first quarter of FY16 we experienced outflows as a result of institutional clients continuing to rebalance their portfolios. We remain committed to our disciplined management of flows and margins," said Perpetual's CEO and Managing Director Geoff Lloyd, noting a change in client mandates but no loss of clients during the quarter.

Perpetual can confirm that it has been awarded a new institutional client mandate to manage Australian equities which is expected to fund in the second quarter of FY16. This mandate is expected to have approximately the same FUM and impact on revenue this financial year as the Australian equities FUM lost in the first quarter of 2016.

Ratings and awards

- Perpetual Investments won the Australian Equities – Alternative Strategies category at the Professional Planner / Zenith Investment Partners Fund Awards, 2015.

Appendix

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

Note:

The effect on Perpetual's revenue of the net outflows in the quarter ended September 2015 is approximately \$2.0 million for FY16.

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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

¹ All figures in this update are in Australian dollars and are rounded.

Appendix

FUM and flows by channel

Channel (A\$ billion)	30 Jun 2015	Net Flows	Other ²	30 Sep 2015
Retail	5.5	-	(0.2)	5.3
Intermediary	14.5	0.3	(0.4)	14.4
Institutional	10.0	(1.0)	(0.5)	8.5
Listed Investment Company	0.2	-	-	0.2
Total	30.2	(0.7)	(1.1)	28.4

FUM and flows by asset class

Asset Class (A\$ billion)	30 Jun 2015	Net Flows	Other ²	30 Sep 2015
Australian Equities	21.5	(0.6)	(1.1)	19.8
Global Equities	1.4	-	(0.1)	1.3
Listed Investment Company	0.2	-	-	0.2
Total equities	23.1	(0.6)	(1.2)	21.3
Cash & Fixed Income	6.1	(0.1)	0.1	6.1
Other	1.0	-	-	1.0
Total: all asset classes	30.2	(0.7)	(1.1)	28.4

² 'Other' includes changes in asset value, 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.

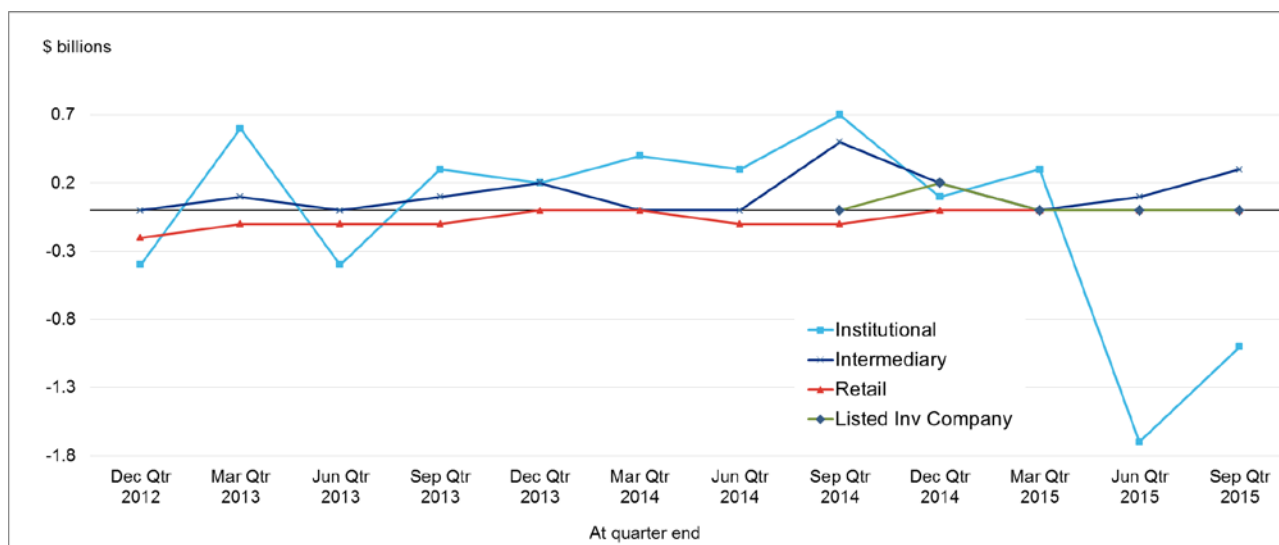
Australian Equities

FUM by strategy 30 Sep 2015 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Concentrated	1.1	4.4	5.5
Industrials	5.8	-	5.8
Ordinaries	2.7	0.3	3.0
Smaller Companies	0.7	0.5	1.2
Other	3.3	1.0	4.3
Total Australian Equities	13.6	6.2	19.8

Cash and Fixed Income

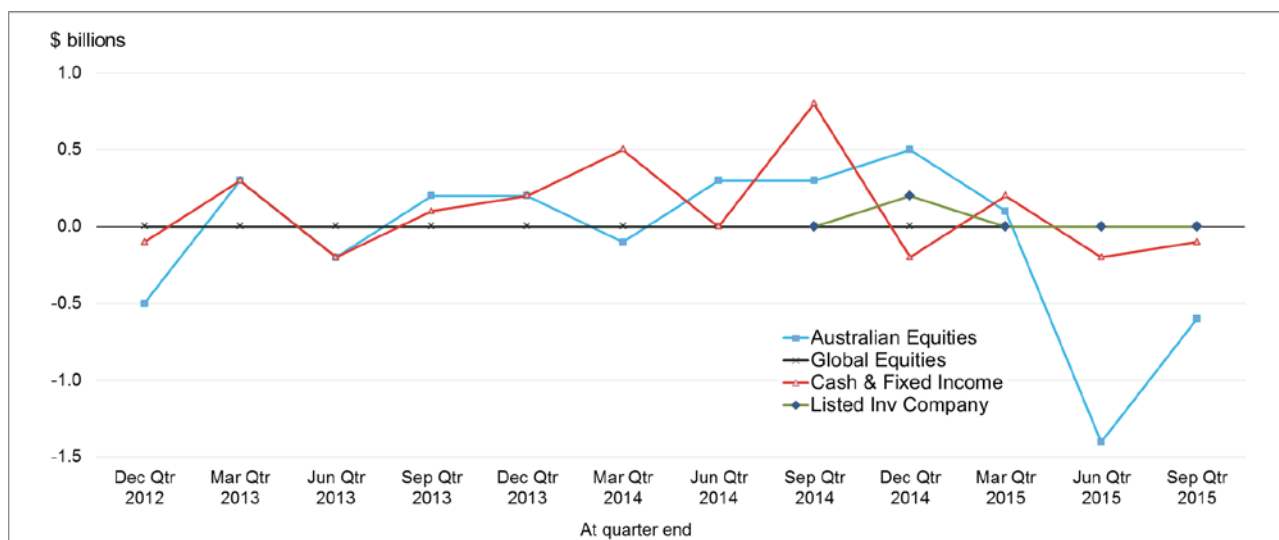
FUM by strategy 30 Sep 2015 (A\$ billion)	Intermediary & Retail	Institutional	Total FUM
Cash / Enhanced Cash	1.1	2.1	3.2
Credit / Fixed Income	2.6	-	2.6
Sub-total	3.7	2.1	5.8
Exact Market Cash			0.3
Total			6.1

Net flows by channel: 2012 – 2015



Note: Excludes returns of capital to investors for mortgage funds and the Perpetual Private portfolio wrap service cash

Net flows by asset class: 2012 – 2015



Note: Excludes 'Other' Asset Class, return of capital to investors for Mortgage Funds and the Perpetual Private portfolio wrap service cash.