



26 July 2018

## **Funds Under Management, Administration, Advice and Supervision (FUMAS) for the three and twelve month periods to 30 June 2018 and ANZ Wealth Management update**

### **FUMAS**

IOOF Holdings Limited (ASX: IFL, OTC: IOOFY) (IOOF) has achieved record quarterly net flows of \$3.2 billion in funds under management, administration and advice (FUMA) for the fourth quarter of the 2018 financial year.

Total FUMA as at 30 June 2018 totalled \$125.9 billion. Funds under supervision were \$35.7 billion. Quarter to June 2018 net inflows by segment were as follows:

- **Advice:** \$2.5 billion for the quarter (pcp: \$1.6 billion, up 58%);
- **Platform:** \$666 million (pcp: \$512 million, up 30%); and
- **Investment Management:** \$130 million (pcp \$157 million, down 17%).

IOOF Managing Director, Christopher Kelaher, commented, "IOOF's unwavering commitment to supporting the delivery of quality financial advice has produced this record flows performance.

"Our advice and platform businesses have demonstrated an outstanding quarter of organic growth with both segments producing record quarterly flows. IOOF continues to be an attractive alternative for independent and aligned advisers looking to partner with a specialist advice-led group.

"Open architecture differentiates us from our peers, gives advisers and clients genuine choice and represents the strongest possible strategic positioning in the face of constant change".

### **IOOF's acquisition of ANZ's Pensions and Investment business and Aligned Dealer Groups update**

IOOF has entered into a non-binding term sheet with Australia and New Zealand Banking Group Limited (ANZ) in respect of implementing an accelerated economic completion of the acquisition of ANZ's One Path Pensions and Investments (ANZ P&I) business and full legal ownership of ANZ's Aligned Dealer Groups (ADGs).

IOOF and ANZ are negotiating final legally binding arrangements to give effect to the following agreed outcomes:

- Full legal ownership of ANZ ADGs from 1 October 2018.
- Substantial economic completion of the ANZ P&I business will also be brought forward to 1 October 2018 through:
  - an initial payment by IOOF of \$800m to ANZ; and
  - ANZ to pay a return to IOOF equivalent to 82% of the economic interests in the ANZ P&I business from 1 October 2018.

Final completion of the acquisition of the ANZ P&I business acquired by IOOF will take place after successful completion of a successor fund transfer (which separates the ANZ P&I business products from OnePath Life), which is expected to occur towards the end of March 2019.

Assuming stable economic conditions more generally, the accelerated completion date for the ADGs and the proposed economic completion is expected to deliver Earnings Per Share broadly in line with forecasts previously disclosed in the initial announcement of the transaction.

IOOF expects to maintain the absolute dividend per share for the six months ending 30 June 2018, subject to Board approval.

It should also be noted that there is no assurance that any legally binding arrangement implementing the revised arrangements described above will be entered into or that any matter contemplated by the term sheet will be effected.

- ENDS -

Enquiries:

Rachel Scully  
Head of Corporate Affairs  
IOOF Holdings Limited

P: +61 3 8614 4530  
E: [rachel.scully@ioof.com.au](mailto:rachel.scully@ioof.com.au)

David Coulter  
Chief Financial Officer  
IOOF Holdings Limited

P: + 61 3 8614 4461  
E: [david.coulter@ioof.com.au](mailto:david.coulter@ioof.com.au)



### Funds movement for the three month period ended 30 June 2018

All amounts \$m	FUMAS		Pension		Market/Other <sup>2</sup>	FUMAS
	31-Mar-18	Net flow	payments	Reclass <sup>1</sup>		30-Jun-18
Platform	38,073	666	(226)	-	1,246	39,759
Investment Management	21,192	130		-	707	22,029
Advice	59,552	2,451	(212)	-	2,355	64,145
<b>Total FUMA</b>	<b>118,817</b>	<b>3,247</b>	<b>(438)</b>	<b>-</b>	<b>4,307</b>	<b>125,933</b>
Supervision	33,825					35,746
<b>Total FUMAS</b>	<b>152,643</b>					<b>161,679</b>

### Funds movement for the twelve month period ended 30 June 2018

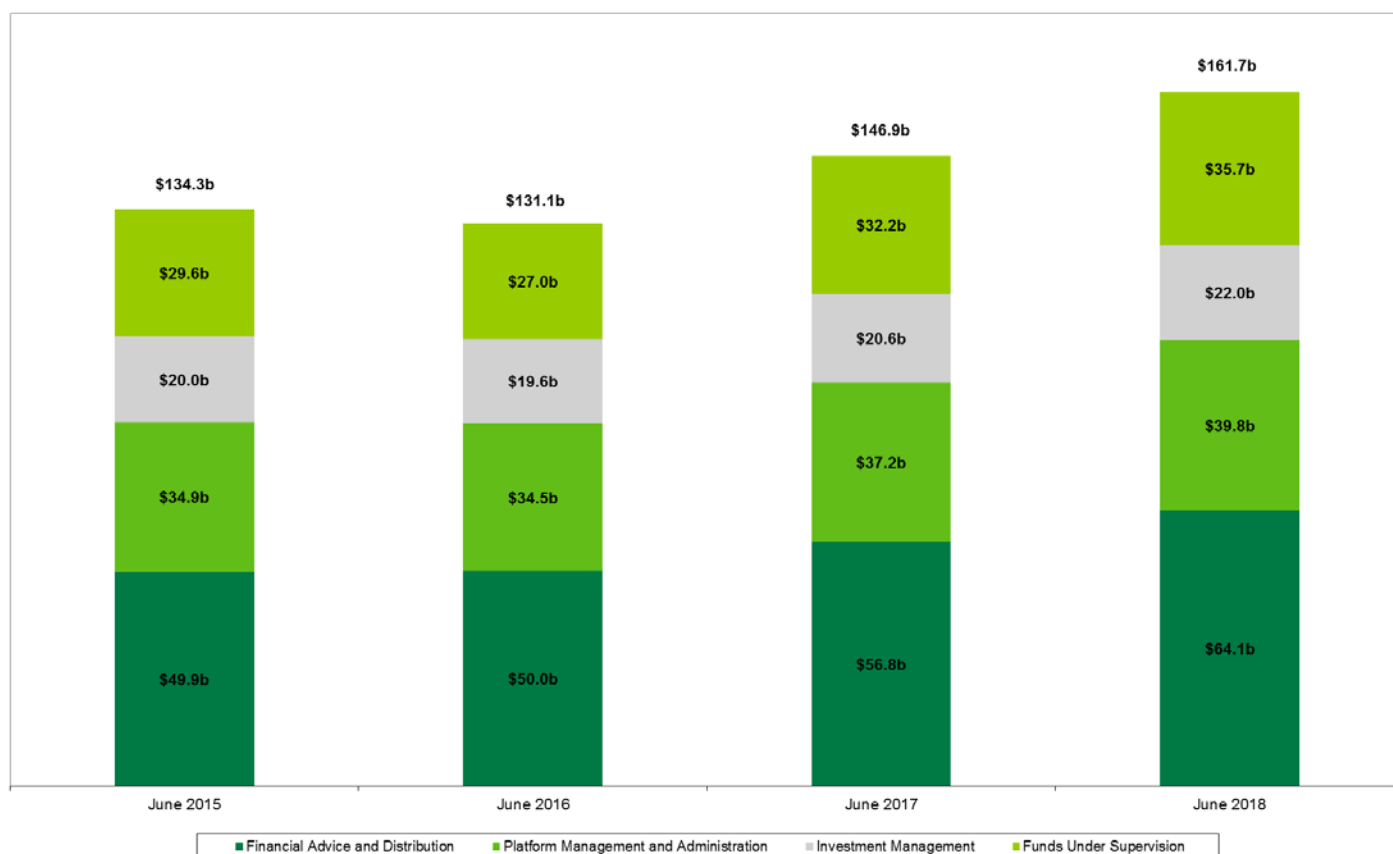
All amounts \$m	FUMAS		Pension		Market/Other <sup>2</sup>	FUMAS
	30-Jun-17	Net flow	payments	Reclass <sup>1</sup>		30-Jun-18
Platform	37,228	1,629	(797)	(460)	2,159	39,759
Investment Management	20,586	(179)		-	1,621	22,029
Advice	56,813	4,396	(729)	460	3,205	64,145
<b>Total FUMA</b>	<b>114,628</b>	<b>5,846</b>	<b>(1,526)</b>	<b>-</b>	<b>6,985</b>	<b>125,933</b>
Supervision	32,233					35,746
<b>Total FUMAS</b>	<b>146,861</b>					<b>161,679</b>

<sup>1</sup> Reclassification due to internal restructure

<sup>2</sup> Includes market movements, fees 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 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 compensation trusts, estate planning and corporate trust services.

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

