



25 October 2018

Funds Under Management, Administration, Advice and Supervision for the three month period to 30 September 2018

IOOF Holdings Ltd (ASX: IFL, OTC: IOOFY) has achieved quarterly net inflows of \$270 million in funds under management, administration and advice (FUMA) for the first quarter of the 2019 financial year.

Total FUMA as at 30 September 2018 totalled \$127.3 billion. Funds under supervision were \$37.6 billion. Quarter to September 2018 net inflows by segment were as follows;

- **Platform:** \$285 million net inflow (pcp: \$309 million).
- **Advice:** \$119 million net inflow for the quarter (pcp: \$512 million).
- **Investment Management:** \$134 million net outflow (pcp \$152 million outflow) which includes the timing effect of distributions.

IOOF Managing Director, Christopher Kelaher, commented, "We have continued to see significant inflows into our proprietary platforms which is a very pleasing outcome in an extremely competitive environment. We differentiate our platform offering by exceeding our clients' expectations with superior service, which is delivering inflows."

During the quarter, IOOF expanded its managed account offering for advisers on its Pursuit platform to include direct equities. This complements the existing managed account solutions available on our badge offerings at BT and Colonial. This development expands IOOF's unique position in providing a range of quality solutions through its open architecture model to support a variety of advice propositions and implementation preferences.

Advice net flows include approximately \$400 million of transfers from IOOF BT badges to BT's recently restructured direct offer (BT Wrap Open). The total revenue impact is less than \$1 million on an annualised basis. As at 15 October 2018 IOOF launched a new BT Wrap Solution (Insignia Wrap and Insignia SuperWrap), which has identical pricing to BT Wrap Open.

Mr Kelaher said, "IOOF is committed to open architecture and providing choice. We have been working closely with BT to ensure our go-forward arrangements reflect the strength of our long-term collaboration. IOOF is the only partner to have launched a price equivalent offering to BT Wrap Open."

In addition to Insignia Wrap and Insignia SuperWrap, IOOF will offer adjusted pricing on IOOF's badged version of Panorama from November 2018. The estimated revenue impact of launching new BT badges* is expected to be approximately \$7 million in FY19 (\$10 million FY20).

"On 1 October 2018, we welcomed 661 advisers from ANZ Wealth Management dealer groups to IOOF. Our business continues to grow and I am confident that our advice-led strategy will continue to deliver significant results for our advisers and their clients", said Mr Kelaher.

- ENDS -

* Assumes all clients benefiting by \$500 or more, and a significant majority of clients below that threshold, transition progressively to December 2018.

Enquiries:

Rachel Scully
Head of Corporate Affairs
IOOF Holdings Limited

P: +61 3 8614 4530
E: rachel.scully@ioof.com.au

David Coulter
Chief Financial Officer
IOOF Holdings Limited

P: + 61 3 8614 4461
E: david.coulter@ioof.com.au

Funds movement for the three month period ended 30 September 2018

All amounts \$m	FUMAS		Pension		FUMAS
	30-Jun-18	Net flow	payments	Market/Other ¹	30-Sept-18
Platform	39,759	285	(210)	620	40,454
Investment Management	22,029	(134)		406	22,302
Advice	64,145	119	(182)	496	64,578
Total FUMA	125,933	270	(392)	1,522	127,334
Supervision	35,746				37,589
Total FUMAS	161,679				164,923

¹ Includes market movements, fees and internal transfers



Funds by Segment



About IOOF Holdings Ltd

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 and estate planning.

Further information about IOOF can be found at www.ioof.com.au

