

27 August 2015

Strong results and increased returns to shareholders

Transformation 2015 strategy complete with continued focus on growth

- Strong results:
 - UPAT of \$130.5m, up 25%
 - NPAT of \$122.5m, up 50%
 - Fully franked full year dividend of 240 cents per share, up 37%
- Positive net flows, net new clients and increased returns to shareholders
- Transformation 2015 strategy successfully completed
- The Trust Company integration synergy benefits above top end of stated range
- Growth agenda continues with Lead and Grow strategy underway

Perpetual Limited's (Perpetual) underlying profit after tax (UPAT) for the year ended 30 June 2015 was \$130.5 million, an increase of 25% on the prior year. Statutory net profit after tax (NPAT) was \$122.5 million, an increase of 50%.

The Board has determined to pay a fully franked final dividend of 125 cents per share, taking fully franked dividends for the year to 240 cents per share, up 37% on FY14.

"Our strong results reflect the successful completion of the Transformation 2015 strategy including the delivery of more than the targeted savings. This includes the successful integration of The Trust Company ahead of time, ahead of plan and with sustained business benefits," said Perpetual Chief Executive Officer and Managing Director, Geoff Lloyd.

"I am pleased with the strength of our business, our lean and focused business model, the performance momentum in each of our divisions and the strong foundations we have laid for continued growth," Mr Lloyd said.

"The team is confidently moving ahead with the next phase of our strategy – Lead and Grow – which is all about leading in our core businesses and extending into logical markets and services," he said.

Perpetual Investments

In FY15, profit before tax for Perpetual Investments was \$125.6 million, \$12 million or 11% higher than FY14. The solid result was driven by higher average market levels, net inflows and performance fees. The profit margin on revenue (calculated as profit before tax divided by revenue) in FY15 improved to 52%, which was 1% higher than the previous year.

"Building on FY15, we have entered the new financial year with good momentum resulting in net flows of some \$449 million already this year," Mr Lloyd said.

"During FY15 we were pleased to announce a number of new growth initiatives including the successful listing of Perpetual Equity Investment Company, which raised over \$250 million, as well as the launch of our Global Share Fund, which is being well received in its launch phase by consultants, researchers and clients.

“With continued strong performance over clients’ investment timeframes, we are pleased to be extending the strong brand and reputation we have in Australian equities into other asset classes including global equities, credit and multi asset classes,” he said.

Perpetual Private

Perpetual Private’s profit before tax was \$37.5 million, up 74% on the previous corresponding period. The result was boosted by the acquisition of The Trust Company, growth in new high net worth clients, net flows, equity market gains and higher non-market related (estate administration, property and legal) business activity.

“Perpetual Private’s focus on providing strategic and quality financial advice has delivered strong results for Perpetual and our clients, and having invested in this business we have a solid foundation for scalable growth,” Mr Lloyd said.

“As part of Lead and Grow we will maintain our strategic objective of leading in the high net worth advice market by developing new referral channels and focusing on compelling client segments,” he said.

Perpetual Corporate Trust

Australia’s leading provider of corporate trustee services, Perpetual Corporate Trust’s profit before tax was \$31.3 million, 22% or \$5.6 million higher than FY14.

“Our Trust Services business has benefited from an improvement in the Australian securitisation market, while Fund Services has grown on the back of inbound capital flows into Australian property and infrastructure,” Mr Lloyd said, noting The Trust Company acquisition had helped diversify Perpetual Corporate Trust, which now has a more balanced business between Trust and Fund Services.

Perpetual Limited Board

Perpetual has announced a number of Board changes including the appointment of Ian Hammond and Nancy Fox as well as the retirement of Elizabeth Proust and Paul Brasher.

“We are delighted to have Ian and Nancy join the Board, considering their deep experience in financial services, and we are very grateful for Elizabeth and Paul’s outstanding contribution over a period of transformative change for the company,” Perpetual Chairman Peter Scott said.

Ends

Please note separate media release regarding Board changes.

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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