ASX Announcement

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13 January 2015

- **BT Investment Management Limited (BTIM) – funds under management (FUM) for the quarter ended 31 December 2014**
- **JOHCM performance fees for the year ended 31 December 2014**
- **Extension of Master Relationship Agreement with BT Financial Group**

Funds under management

(AUD $bn)	30-Sep-14 Closing FUM	Net Flows	Other*	FX Impact	31-Dec-14 Closing FUM
Institutional	15.7	(0.4)	0.6	-	15.9
Wholesale	4.8	0.0	0.2	-	5.0
Westpac/BTFG					
- Legacy Retail	8.9	(0.2)	0.4	-	9.1
- Other	9.3	0.0	0.4	-	9.7
TOTAL BTIM FUM	**38.7**	**(0.6)**	**1.6**	**-**	**39.7**
Segregated Mandates	8.2	(0.1)	0.2	0.2	8.5
OEIC/Mutual Funds	19.5	1.4	0.5	0.4	21.8
TOTAL JOHCM FUM	**27.7**	**1.3**	**0.7**	**0.6**	**30.3**
TOTAL FUM	**66.4**	**0.7**	**2.3**	**0.6**	**70.0**

**Other includes investment performance, market movement and distributions*

Notes:

1. During the quarter BTIM experienced net outflows of $0.6bn driven by low margin institutional outflows and the ongoing run-off of the legacy book.

   JOHCM saw positive net inflows of $1.3bn during the quarter driven by European and UK OEIC funds which took in $0.5bn and $0.4bn respectively. The US mutual fund range attracted a further $0.3bn in net inflows predominantly into global/international strategies.

2. The effect on BTIM Group revenue of the net flows during the December quarter is an increase to annualised fee income of $8.9m.

3. The Australian dollar weakened relative to the pound during the quarter with the GBP/AUD rate moving from 1.00/1.8574 as at 30 September 2014 to 1.00/1.8997 as at 31 December 2014. This had the effect of increasing BTIM Group FUM by $0.6bn.

JOHCM Performance Fees

JOHCM performance fees for the year ended 31 December 2014 have now been accounted for totalling approximately $37.8m (£20.1m) in fee revenue. The performance fees have been contributed by 15 different fund strategies representing 71 per cent of JOHCM FUM capable of earning performance fees.

The performance fees will contribute approximately $14.0m to BTIM's cash net profit after tax (and statutory net profit after tax) for the current financial year. The JOHCM performance fees are materially lower than the $113.6m (£61.1m) received for the prior corresponding period which contributed $41.5m to BTIM's cash net profit after tax (and statutory net profit after tax) for the financial year ended 30 September 2014.

BTIM's annual performance fees are generally for a 30 June performance period and will be brought to account in the second half of the financial year.

Master Relationship Agreement

BTIM's Master Relationship Agreement (MRA) with the Westpac-owned BT Financial Group entities (BTFG) has been extended on current terms from 31 March 2015 to 31 December 2015.

The MRA was originally put in place in October 2007 at the time of the BTIM IPO, and extended in March 2010, and deals with the appointment of BTIM as investment manager for a range of BTFG funds together with fee arrangements, termination and withdrawal rights, and other matters.

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