



27 April 2017

Funds Under Management, Administration, Advice and Supervision (FUMAS) for the 3 and 9 month periods to 31 March 2017

IOOF Holdings Ltd (IOOF) has achieved positive net flows of \$998 million in funds under management, administration and advice (FUMA) for the third quarter of the 2017 financial year (prior comparative period (pcp): \$353 million). Total FUMA as at 31 March 2017 totalled \$112.8 billion. Funds under supervision were \$30.6 billion.

IOOF Managing Director, Christopher Kelaher, commented, “Organic growth has been a highlight of our third quarter performance. The attraction of advisers to IOOF licenses reflects our strong market reputation in offering advice-led wealth management solutions. Organic growth momentum from advisers joining the Group is set to accelerate in the fourth quarter, with over 50 new advisers committed to joining the IOOF Group since 31 December 2016.”

Positive flows into IOOF’s Advice businesses of \$545 million for the quarter (pcp: \$204 million) included \$154 million of funds under advice from an initial cohort of advisers who joined the IOOF Group during March 2017. Given this timing, the impact on revenue will be more significant in the 2017/18 financial year.

“Our platform businesses have continued to perform well with another strong quarter of net inflows. Business simplification resulted in a platform merger into Pursuit. This initiative, together with continued focus on our core wealth management capabilities is resulting in strong organic growth generation” said Mr Kelaher.

Total platform net flows were \$306 million for the quarter (pcp: \$71 million). Organic growth momentum within IOOF’s flagship platforms continued with a quarterly net inflow of \$314 million (pcp: \$74 million). Investment management inflows were \$147 million (pcp: \$79 million).

“Investment management inflows reflected the positive contribution from our platforms, highlighting the strength of this complementary business” Mr Kelaher said.

-ENDS-

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Funds movement quarter ended 31 March 2017

All amounts \$m	FUMAS 31-Dec-16	Net flow	Pension payments	Market/Other ¹	FUMAS 31-Mar-17
Platform Flagship	24,165	314	(139)	471	24,811
Platform Transition	11,935	(9)	(36)	131	12,022
Platform Total	36,100	306	(175)	602	36,833
Investment Management	19,906	147		185	20,238
Advice	53,389	545	-	1,763	55,698
Total FUMA	109,395	998	(175)	2,551	112,769
Supervision	29,927				30,559
Total FUMAS	139,322				143,327

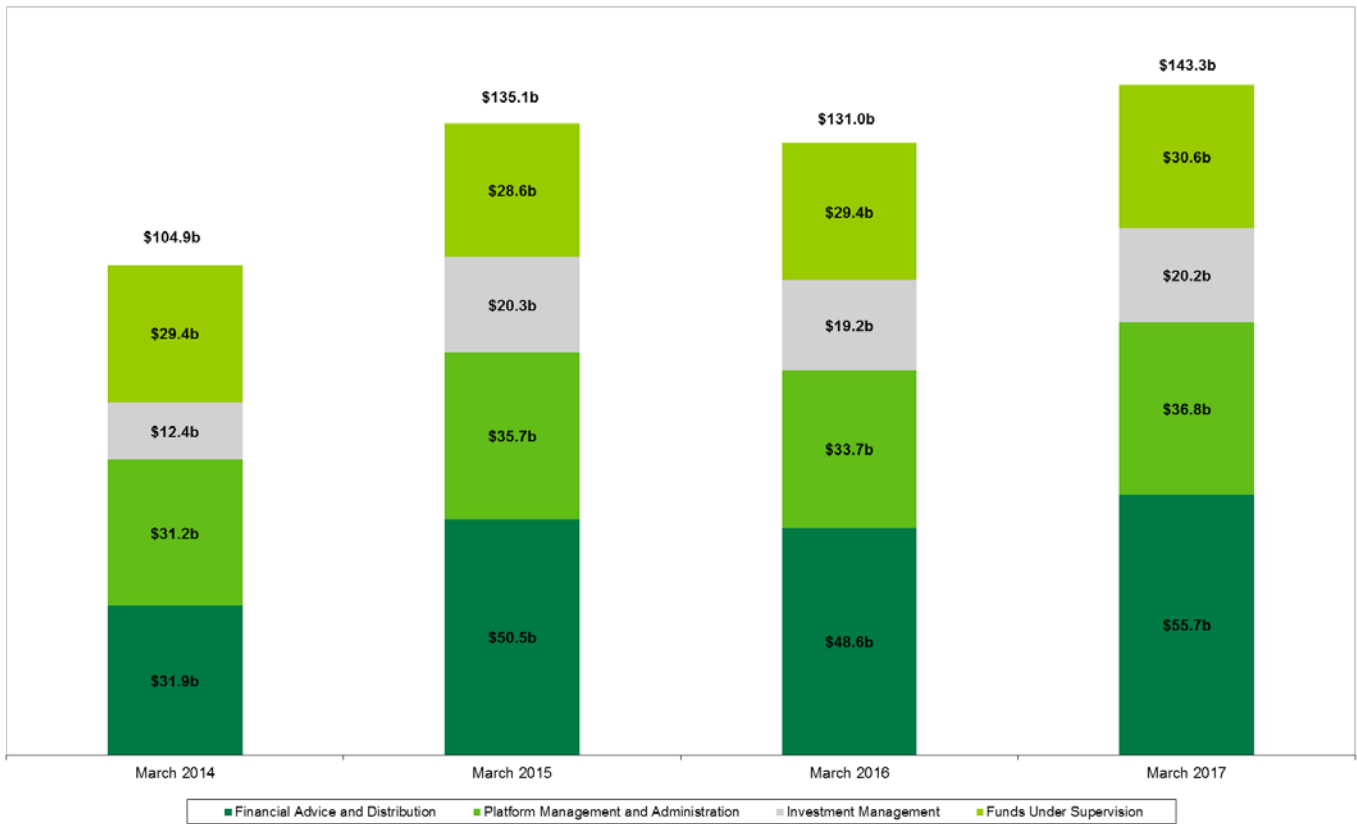
Funds movement for the nine months ended 31 March 2017

All amounts \$m	FUMAS 30-Jun-16	Net flow	Pension payments	Market/Other ¹	FUMAS 31-Mar-17
Platform Flagship	22,979	671	(419)	1,581	24,811
Platform Transition	11,549	36	(109)	546	12,022
Platform Total	34,528	707	(528)	2,126	36,833
Investment Management	19,609	242		387	20,238
Advice	49,991	1,410		4,297	55,698
Total FUMA	104,128	2,359	(528)	6,810	112,769
Supervision	26,969				30,559
Total FUMAS	131,097				143,327

¹ Includes market movements, distributions 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 estate planning and corporate trust services.

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

