

2019 Half Year Results

Six months to 31 March 2019

PENDAL
GROUP

Emilio Gonzalez CFA, Group Chief Executive Officer

Cameron Williamson CA, Group Chief Financial Officer

2 May 2019



Agenda

Item	Presenter
1H19 Overview	Emilio Gonzalez
Business Update	Emilio Gonzalez
FUM and Flows	Emilio Gonzalez
Financials	Cameron Williamson
Strategy	Emilio Gonzalez
Q&A	Emilio Gonzalez & Cameron Williamson

1H19 Overview

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1H19 overview

Average FUM down 1% to

\$97.4 billion

Base management fees down 4% to

\$237.6 million

Cash EPS decrease of 27% to

26.6 cents per share

Cash NPAT 26% lower to

\$84.5 million

Performance fees down 91% to

\$4.4 million

Dividend decreased by 9% to

20.0 cents per share

Result context

- Significant increase in risk aversion from clients due to rise in market and geo-political uncertainty
- Subdued industry flows particularly in Europe and UK
- Performance fees at a historical low
- Market rebound from December quarter lows

1H19 strategic highlights

- Moved to full ownership of leading ESG research firm Regnan
- Added US West Coast distribution
- Success in attracting funds for US Global Income Builder fund

Note: All comparative numbers to prior corresponding period (pcp) 1H18

Financial results

	1H18	1H19	Change
Average FUM	\$98.6b	\$97.4b	-1%
Base management fee margin	51 bps	49 bps	-2 bps
Base management fees	\$247.9m	\$237.6m	-4%
Performance fees	\$47.6m	\$4.4m	-91%
Fee revenue	\$296.5m	\$243.0m	-18%
Operating expenses	\$161.8m	\$140.0m	-13%
Cash NPAT	\$114.5m	\$84.5m	-26%
Statutory NPAT	\$110.1m	\$69.6m	-37%
Operating profit pre-performance fees	\$112.3m	\$105.2m	-6%
Operating profit margin	45%	42%	-7%
Cash EPS	36.2 cps	26.6 cps	-27%
Interim dividend	22.0 cps	20.0 cps	-9%

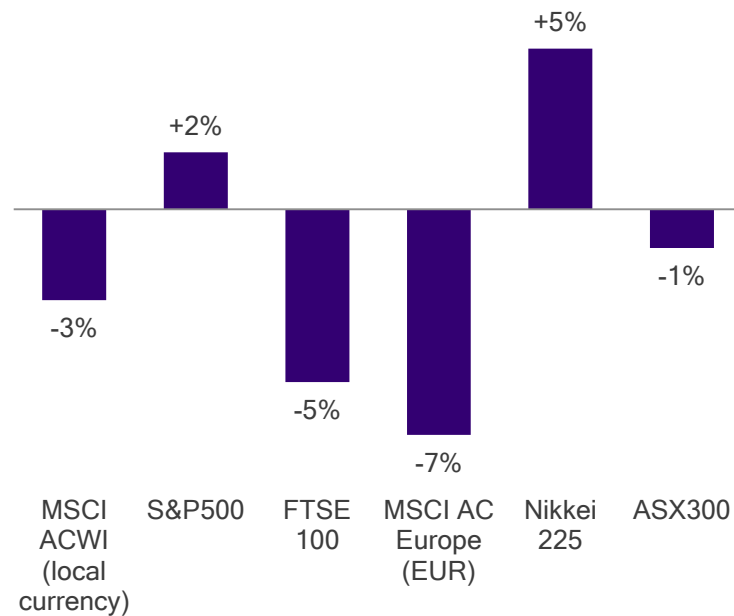
Key drivers

- Average FUM down 1% due to lower markets
- Performance fees down 91% to \$4.4 million
- Margin fee compression due to asset mix, down 2 bps
- Operating profit pre-performance fees down 6%

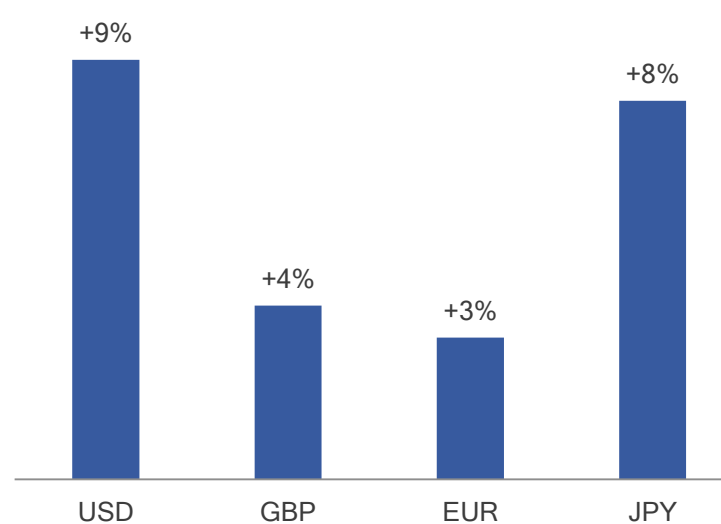
Macroeconomic drivers

- 1H19 saw significant market volatility
- Average market levels mostly lower compared to 1H18
- Lower Australian dollar

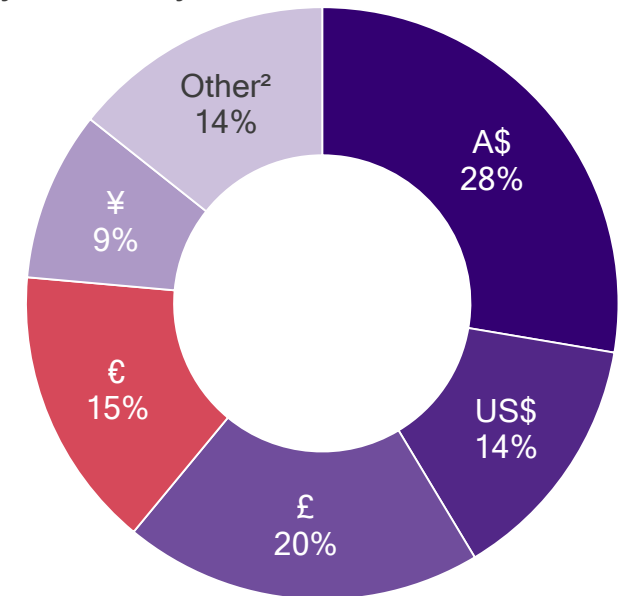
World markets
Average levels 1H19 v 1H18



Major currencies v AUD
Average levels 1H19 v 1H18



Pendal Group equities FUM¹
by currency



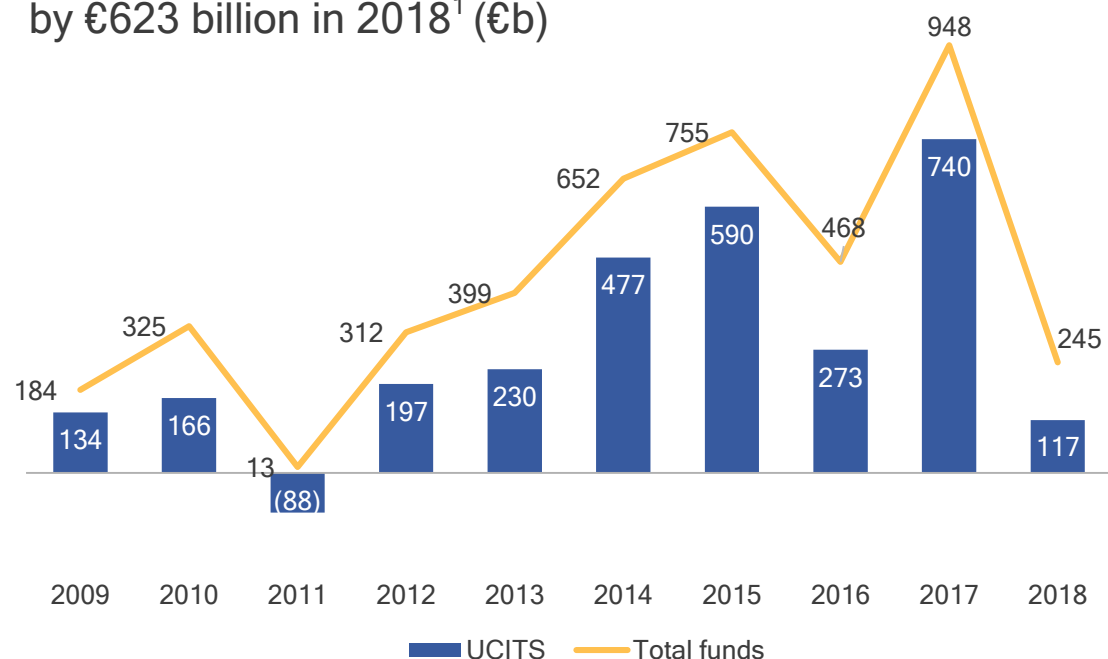
Business Update

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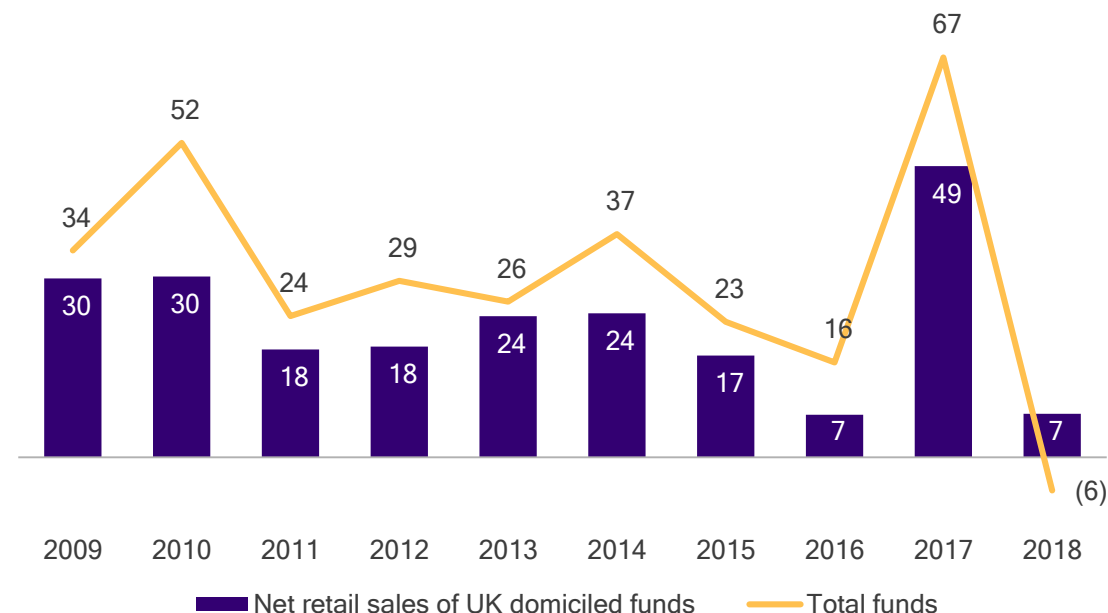
Industry flows - UK/Europe

- Significant increase in client risk aversion due to concerns over global growth and Brexit
- UCITS net flows down 84% in 2018 calendar year
- UK retail net flows down 86% in 2018 calendar year

UCITS net sales in Europe declined by €623 billion in 2018¹ (€b)



Retail sales of UK domiciled funds declined by £42 billion in 2018² (£b)



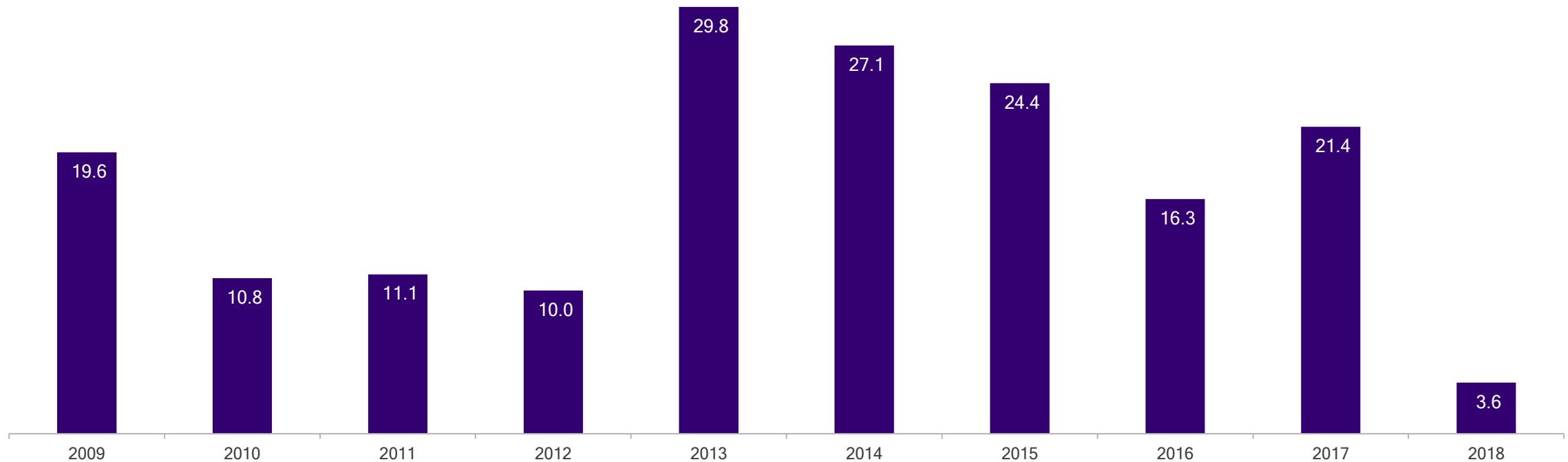
1. Source: European Fund and Asset Management Association: Quarterly Statistical Release March 2019

2. Source: The Investment Association (UK): December 2018 Monthly Statistics

Industry flows - Australia

- Banking Royal Commission impacting flows as the financial advice industry undergoes change
- 2018 flows in the industry worst in the last 10 years

Annual net flows - Wrap, Platform and Master Trust Managed Funds¹ (\$b)



1. Source: Strategic Insight: Analysis of Wrap, Platform and Master Trust Managed Funds at December 2018

Long-term Pendal Group flows by asset class

	Full year					
\$b	FY14	FY15	FY16	FY17	FY18	1H19
Equities:						
Australian	(0.3)	0.1	0.4	(0.3)	2.8	0.4
Global/International	0.8	3.7	1.6	4.9	0.6	0.1
UK	1.4	0.3	0.4	(0.4)	(1.2)	0.0
European	0.5	1.4	0.2	1.4	(1.0)	(1.2)
Emerging Markets	0.2	0.2	0.5	0.2	0.2	(0.1)
Asian	0.5	0.4	0.2	0.0	(0.9)	(0.5)
Property	0.1	0.1	0.0	(0.1)	0.0	0.0
Cash	0.5	(0.4)	0.5	0.7	1.0	1.0
Fixed Income	0.3	0.5	1.5	0.2	(0.1)	0.8
Multi Asset	(0.5)	(0.4)	(0.6)	(0.6)	(0.1)	0.1
Other	0.0	0.3	0.0	0.4	0.1	(0.1)
Total Flows	3.5	6.2	4.7	6.4	1.4	0.5

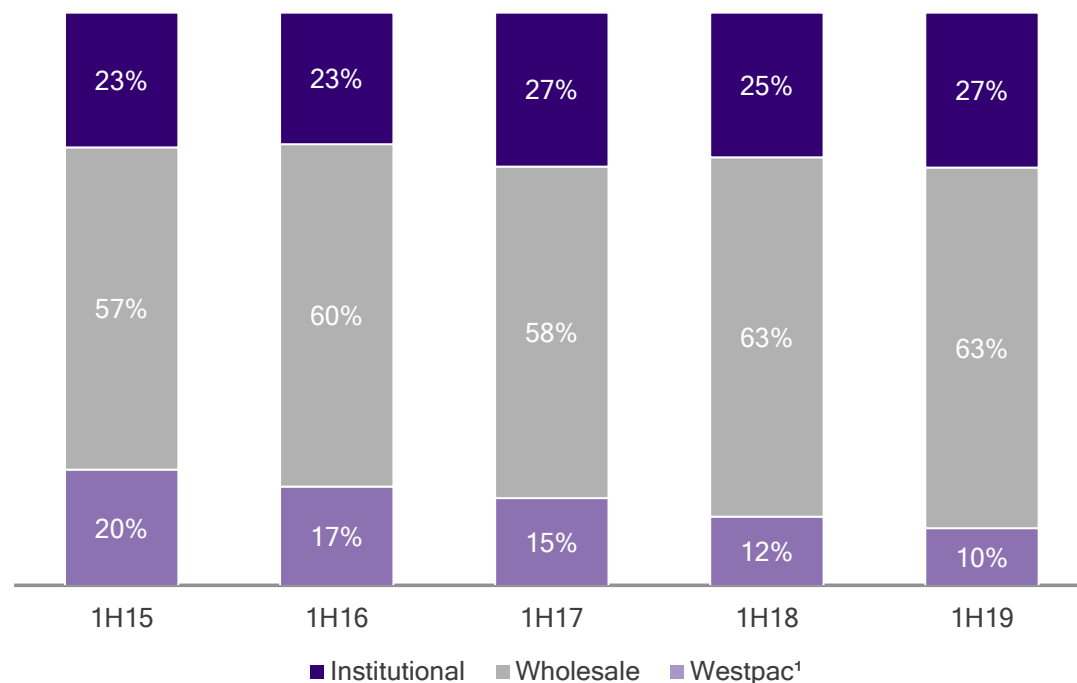
- Core business (ex-Westpac¹) continues to deliver positive net flows
- Brexit, Italian woes and uncertain growth outlook impacting European flows
- UK flows reflect Brexit uncertainty and retirement of senior fund manager
- Inflows to Australian equities continue
- Positive flows into Global/International strategies
- Strong flows to cash and fixed income
- Asian fund flows impacted by performance

1. Table above excludes Westpac Legacy and Westpac Other book of business

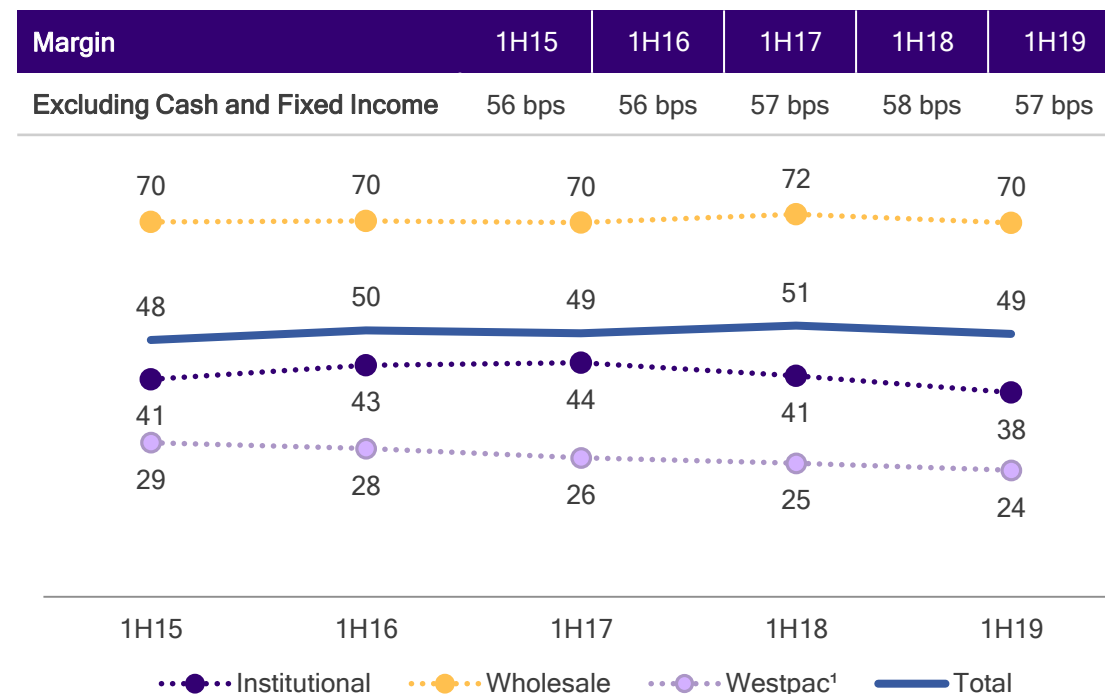
Fee margin trends

- Overall fee margin affected by asset mix
- Fee margins excluding Cash and Fixed Income broadly steady

Base management fee by channel (%)



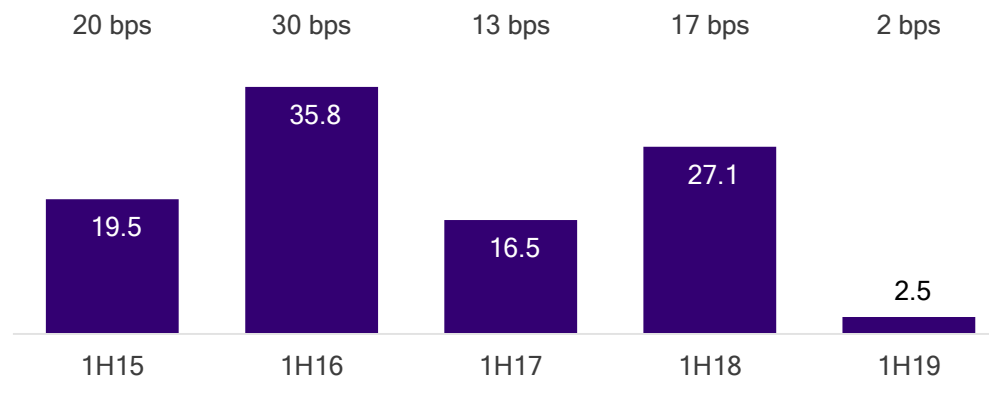
Base management fee margins by channel (bps)



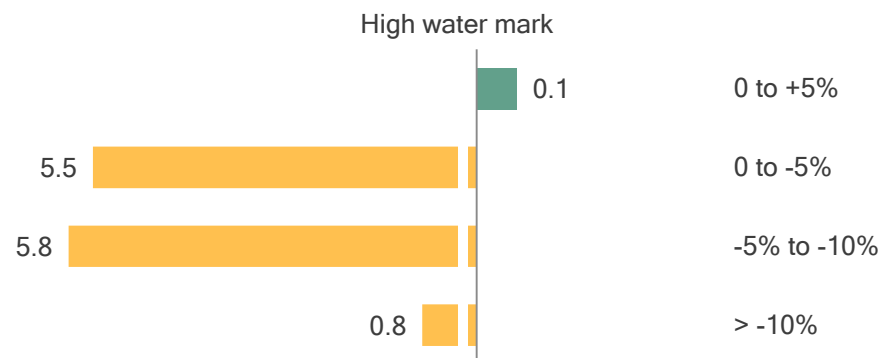
1. Westpac base management fees represent all Westpac directed mandates covering corporate and retail superannuation, legacy retail, multi-manager portfolios, managed accounts and Westpac capital. Westpac mandates previously classified as Institutional FUM have been reclassified from Institutional to Westpac

JOHCM performance fees

Performance fees (£m) and average basis points earned on FUM capable of earning performance fees



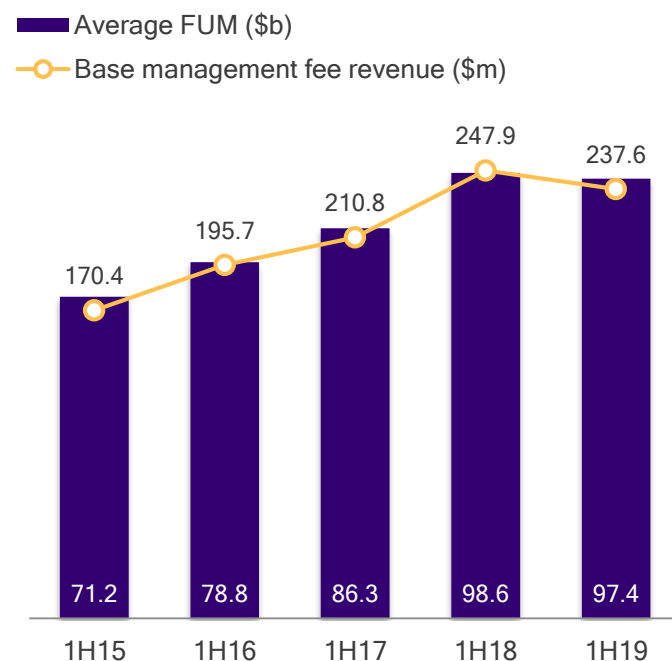
FUM (£b) capable of earning performance fees relative to high water mark at 31 March 2019



- Performance fees at a historical low
- Weighted average performance fees over the last 5 years is 16 bps
- £5.5 billion of JOHCM FUM capable of earning performance fees currently <5% below high water mark
- JOHCM performance fees based on calendar year performance period

Long-term growth

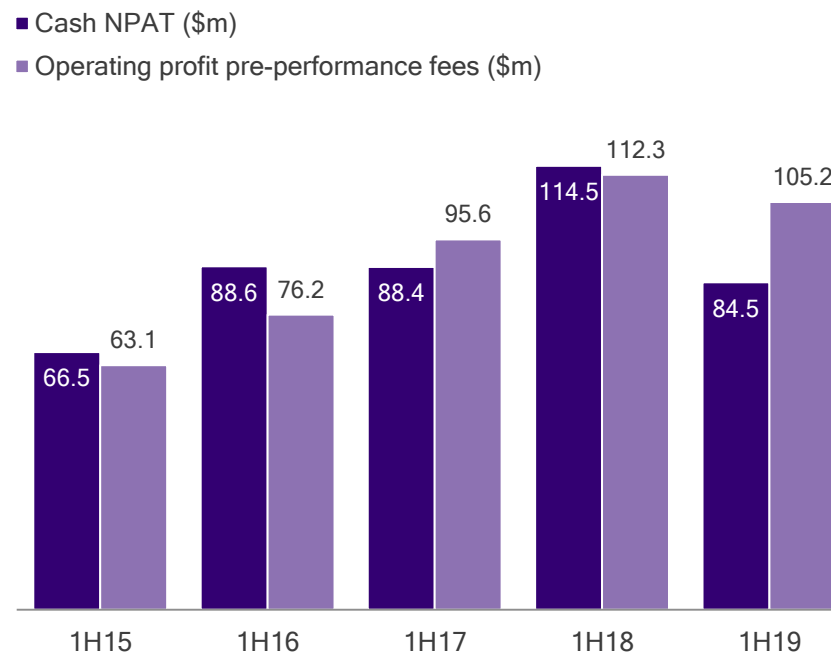
Average FUM (\$b) and base management fees (\$m)



Ave FUM CAGR +8%

Base fees CAGR +9%

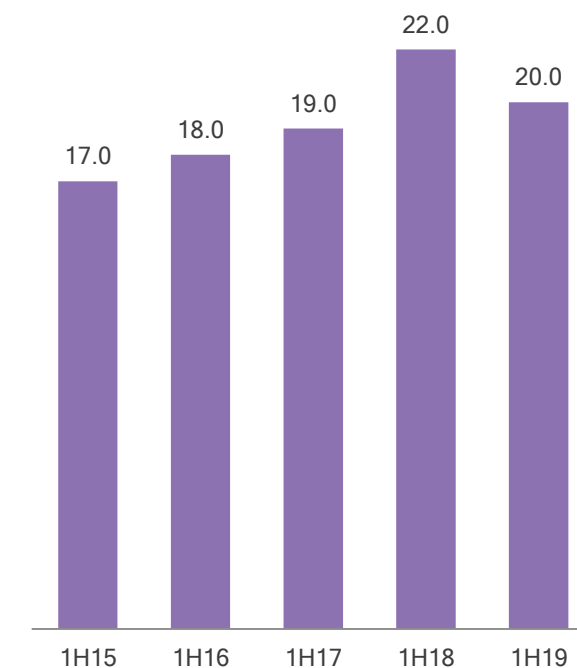
CNPAT and operating profit pre-performance fees (\$m)



CNPAT CAGR +6%

Op profit pre-performance fees
CAGR +14%

Interim dividends (cps)



CAGR +4%

FUM and Flows

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1H19 FUM and flows

- FUM as at 31 March 2019 of \$100.9 billion
- Continued strong flows in institutional channel
- OEIC outflows mainly from European strategies

\$b	30 Sep 18 Closing FUM	Net flows	Other ¹	FX Impact	31 Mar 19 Closing FUM	Breakdown of net flows		Fee margin (bps)	
						Pendal	JOHCM	Pendal	JOHCM
Institutional	33.9	2.0	0.4	0.1	36.4	2.0	-	27	50
Wholesale									
Australia	7.9	0.1	-	-	8.0	0.1	-	68	-
OEICs	23.5	(1.7)	(1.5)	0.4	20.7	-	(1.7)	-	64
US pooled	15.3	0.1	(0.3)	0.2	15.3	-	0.1	-	80
Pendal Group core funds	80.6	0.5	(1.4)	0.7	80.4	2.1	(1.6)	39	64
Westpac - other²	13.5	(0.2)	0.1	-	13.4	(0.2)	-	20	-
Westpac - legacy	7.5	(0.3)	(0.1)	-	7.1	(0.3)	-	31	-
Total Pendal Group FUM	101.6	-	(1.4)	0.7	100.9	1.6	(1.6)	32	64

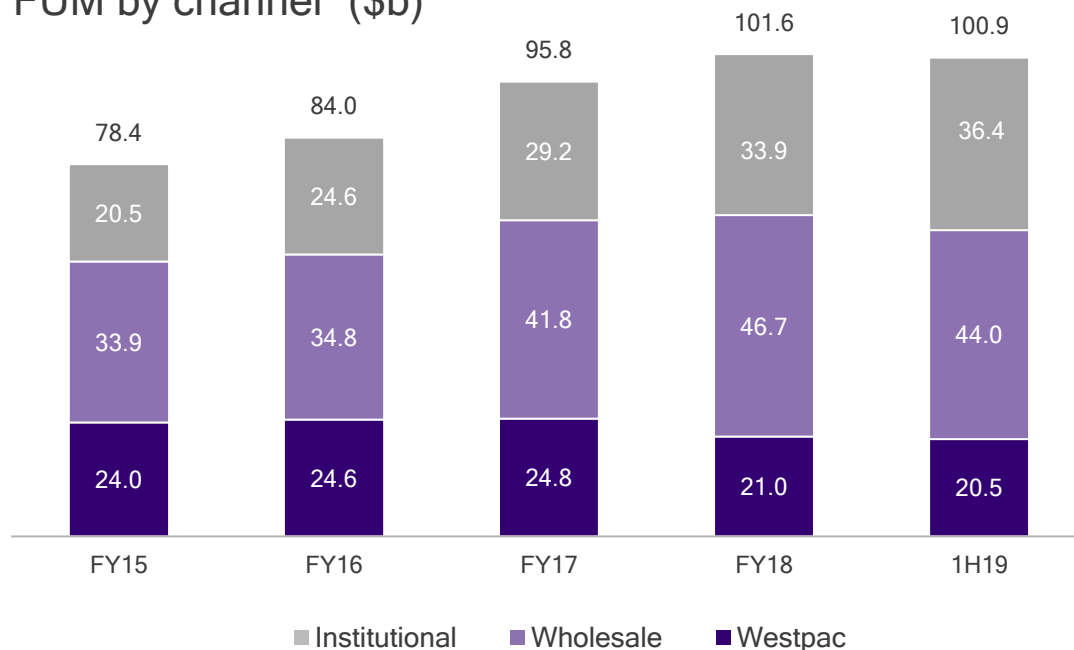
1. Other: includes market movement, investment performance and distributions

2. Westpac - other: represents all Westpac directed mandates covering corporate and retail superannuation, multi-manager portfolios, managed accounts and Westpac capital

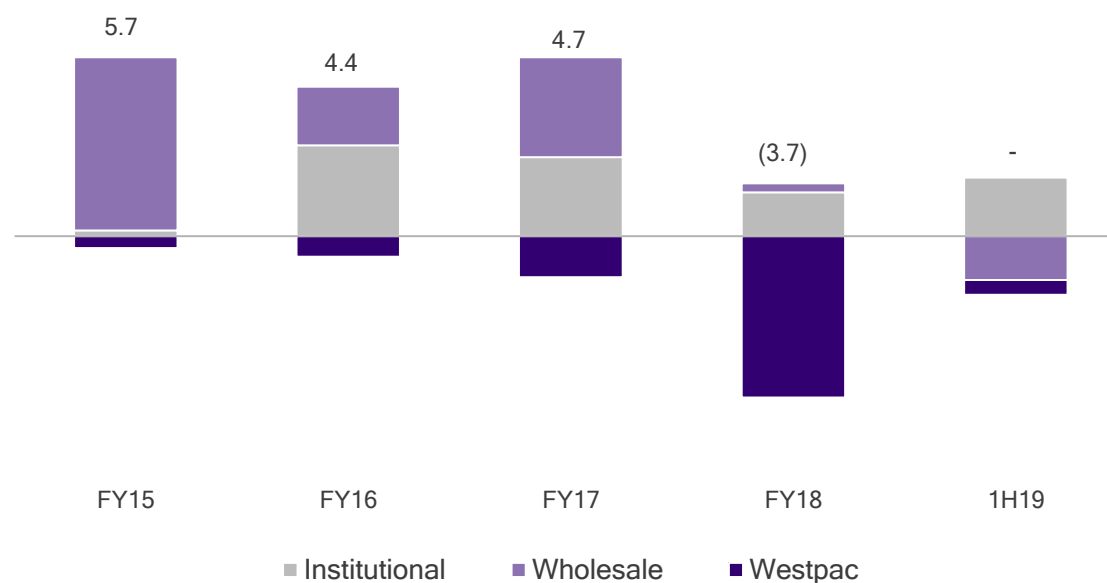
FUM and flows by channel

- Significant institutional flows directed into Cash and Fixed Income
- Wholesale outflows, mainly in OEICs, were impacted by Brexit uncertainty

FUM by channel¹ (\$b)



Flows by channel¹ (\$b)



1. FUM and flows from certain Westpac directed mandates previously shown as Institutional have been reclassified to Westpac

FUM and flows by asset class

\$b	Closing FUM 30 Sep 18	Net Flows			Other ²	Closing FUM 31 Mar 19
		Core	Westpac Legacy	Westpac Other ¹		
Equities:						
Australian	16.7	0.4	(0.1)	(0.1)	(0.1)	16.8
Global/International	28.9	0.1	0.0	0.0	0.1	29.1
UK	11.5	0.0	-	-	(0.6)	10.9
European	9.9	(1.2)	0.0	-	(0.6)	8.1
Emerging Markets	4.6	(0.1)	-	0.0	0.1	4.6
Asian	2.7	(0.5)	0.0	-	(0.1)	2.1
Property	1.8	0.0	0.0	0.0	0.1	1.9
Cash	10.0	1.0	0.0	(0.1)	0.2	11.1
Fixed Income	6.8	0.8	0.0	0.0	0.3	7.9
Multi Asset	7.7	0.1	(0.2)	0.0	(0.1)	7.5
Other	1.0	(0.1)	-	0.0	-	0.9
Total FUM	101.6	0.5	(0.3)	(0.2)	(0.7)	100.9

- Strong inflows into Cash, Fixed Income, and Australian Equities
- Global/International flows positive
- European equity flows impacted by clients decreasing exposure to Europe
- Asian outflows performance related
- Westpac redemption of \$1.5 billion of FUM from the legacy book in April

1. Westpac Other: represents all Westpac directed mandates covering corporate and retail superannuation, multi-manager portfolios, managed accounts and Westpac capital

2. Other includes investment performance, market movement, distributions and FX

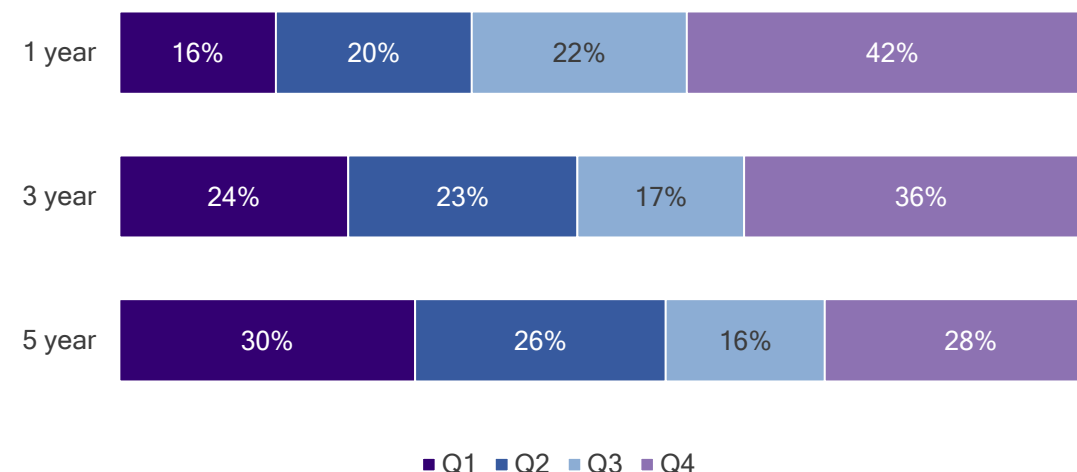
Investment performance

	FUM 31 Mar 19 (\$b)	% FUM outperformed ¹ 3 Yr	% FUM outperformed ¹ 5 Yr
Equities:			
Australian	16.8	75%	92%
Global/International	29.1	92%	94%
UK	10.9	88%	95%
European	8.1	1%	100%
Emerging markets	4.6	60%	100%
Asian	2.1	1%	3%
Property	1.9	100%	100%
Cash	11.1	100%	100%
Fixed Income	7.9	50%	58%
Multi Asset	7.5	2%	54%
Other	0.9	1%	100%
Total FUM	100.9	69%	89%

69% of FUM has
outperformed¹ over 3 years

89% of FUM has
outperformed¹ over 5 years

% of funds² across quartile rankings



1. Fund performance is pre-fee, pre-tax and relative to the fund benchmark; % of FUM outperforming relates to FUM with sufficient track record only

2. Funds represent funds on offer under prospectus with Lipper/Mercer rankings

Investment performance relative to benchmark

Pendal Funds	1 year (pa)	3 years (pa)	5 years (pa)
Pendal Australian Share Fund	-2.81%	+0.33%	+1.12%
Pendal Focus Australian Share Fund	-3.57%	+1.88%	+3.03%
Pendal Imputation Fund	-0.06%	+0.16%	+0.31%
Pendal Australian Long/Short Fund	-2.04%	+0.97%	+1.43%
Pendal Ethical Share Fund	-2.89%	+0.35%	+1.55%
Pendal MidCap Fund	-4.95%	+0.54%	+1.51%
Pendal Smaller Companies Fund	-4.04%	-0.71%	+1.78%
Pendal MicroCap Opportunities Fund	+3.67%	+6.25%	+10.70%
Pendal Property Securities Fund	+2.95%	+1.46%	+0.80%
Pendal Global Property Securities Fund	+1.65%	+0.91%	+0.77%
Pendal Active Balanced Fund	-3.42%	-0.44%	+0.41%
Pendal Balanced Returns Fund	-2.94%	-0.34%	+0.40%
Pendal Active Conservative Fund	-1.92%	-0.15%	+0.28%
Pendal Active Growth Fund	-3.70%	-0.46%	+0.46%
Pendal Fixed Interest Fund	-0.91%	-0.30%	-0.08%
Pendal Monthly Income Plus Fund	+3.43%	+3.45%	+3.37%
Pendal Pure Alpha Fixed Income Fund	-3.05%	-1.91%	-1.01%
Pendal Enhanced Cash Fund	+0.58%	+1.13%	+0.85%

Notes:

1. Includes funds with performance track record of minimum of 3 years
2. Fund performance is pre-fee, pre-tax and relative to the fund benchmark as at 31 March 2019

JOHCM Funds	1 year (pa)	3 years (pa)	5 years (pa)
JOHCM Global Select Fund	+0.80%	+1.44%	+0.98%
JOHCM International Select Fund	+4.35%	+3.33%	+4.89%
JOHCM Global Opportunities Fund	+6.80%	-1.30%	+2.66%
JOHCM Global Smaller Companies Fund	+3.39%	+3.97%	-
JOHCM International Small Cap Equity Fund	-0.08%	+1.70%	+0.97%
JOHCM UK Dynamic Fund	-2.99%	+3.03%	+1.72%
JOHCM UK Equity Income Fund	-6.03%	+1.41%	+0.77%
JOHCM UK Opportunities Fund	+4.73%	-2.46%	+1.34%
JOHCM UK Growth Fund	-10.93%	-1.77%	-3.01%
JOHCM Continental European Fund	-1.49%	-0.29%	+1.44%
JOHCM European Concentrated Values Fund	-0.64%	-0.43%	-
JOHCM European Select Values Fund	-3.72%	-1.56%	+1.94%
JOHCM Asia ex Japan Small & Mid Cap Fund	+3.19%	-3.35%	+3.55%
JOHCM Asia ex Japan Fund	-5.02%	-5.51%	-2.26%
JOHCM Japan Fund	-5.83%	-2.12%	-2.94%
JOHCM Japan Dividend Growth Fund	-5.31%	-3.50%	-2.20%
JOHCM Global Emerging Markets Opportunities Fund	+6.27%	+2.39%	+3.16%
JOHCM Emerging Markets Fund	-5.78%	-1.49%	+0.29%
JOHCM Emerging Markets Small Cap Fund	-1.10%	+5.97%	-
JOHCM US Small Mid Cap Equity Fund	+5.34%	+3.54%	-

Financials

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1H19 financial results

Overview

- Cash NPAT of \$84.5 million, down 26%
- Cash EPS of 26.6 cents, down 27%
- Performance fees of \$4.4 million, down 91%
- Operating profit pre-performance fees, down 6%

Cost management

- Operating expenses of \$140.0 million, down 13%
- Lower variable staff costs
- 1H19 fixed cost growth, up 10%

FUM and base management fees

- Average FUM of \$97.4 billion, down 1%
- Led by lower markets
- Base management fees of \$237.6 million, down 4%
- Base fee margin of 49 bps, down 2 bps

FY19 outlook

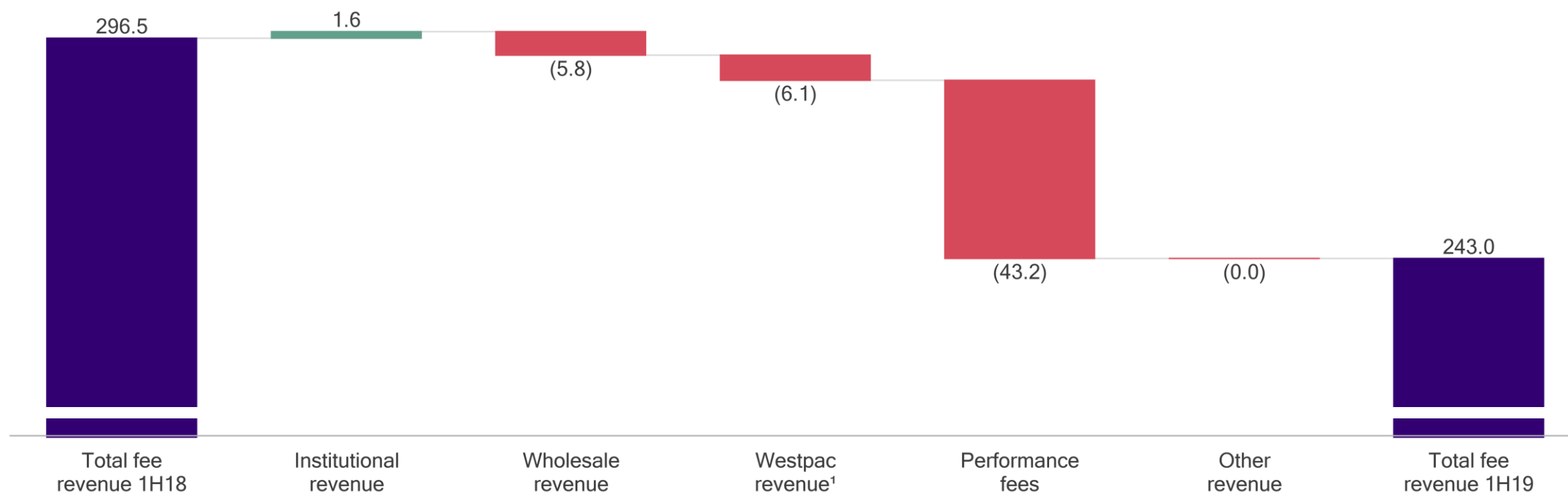
- 2H19 opening FUM higher than 1H19 average FUM
- Full year FY19 fixed cost growth 5-7% versus FY18
- No debt on balance sheet
- Seed capital meets current requirements

Financial summary

\$m	1H15	1H16	1H17	1H18	1H19	1H19 vs 1H18
Average FUM (\$b)	71.2	78.8	86.3	98.6	97.4	-1%
Base fee margin	48 bps	50 bps	49 bps	51 bps	49 bps	-2 bps
Base management fees	170.4	195.7	210.8	247.9	237.6	-4%
Performance fees	38.0	74.9	28.0	47.6	4.4	-91%
Transaction fees	2.2	7.5	3.8	0.2	0.0	-100%
Other fee revenue	1.2	0.9	0.8	0.8	1.0	+25%
Total fee revenue	211.8	279.0	243.4	296.5	243.0	-18%
Employee expenses	(100.1)	(134.1)	(103.2)	(121.7)	(99.5)	-18%
Operating expenses	(30.9)	(33.5)	(31.3)	(40.1)	(40.5)	+1%
Total cash operating expenses	(131.0)	(167.6)	(134.5)	(161.8)	(140.0)	-13%
Operating profit	80.8	111.4	108.9	134.7	103.0	-24%
Non operating income	2.9	1.8	2.8	11.4	4.2	-63%
Tax	(17.2)	(24.6)	(23.3)	(31.6)	(22.7)	-28%
Cash NPAT	66.5	88.6	88.4	114.5	84.5	-26%
Operating profit margin	38%	40%	45%	45%	42%	-7%
Cash EPS (cps)	22.1	29.1	28.4	36.2	26.6	-27%

Fee revenue

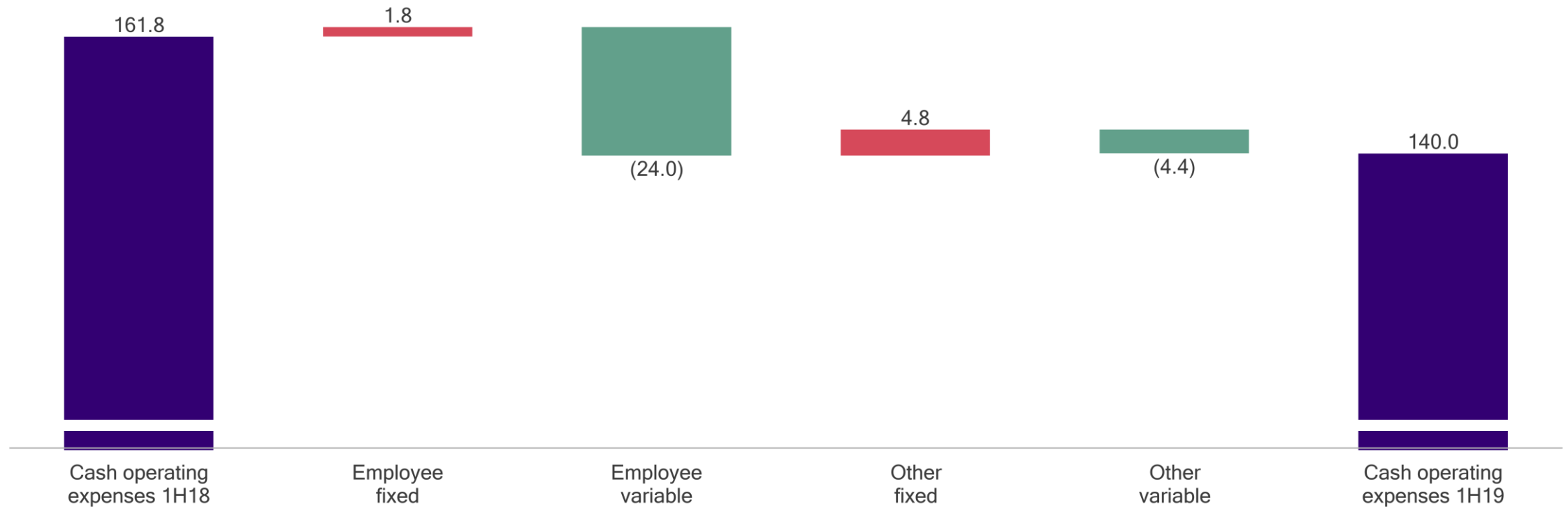
(\$m)



1. Westpac revenue represents all Westpac directed mandates covering corporate and retail superannuation, legacy retail, multi-manager portfolios, managed accounts and Westpac capital

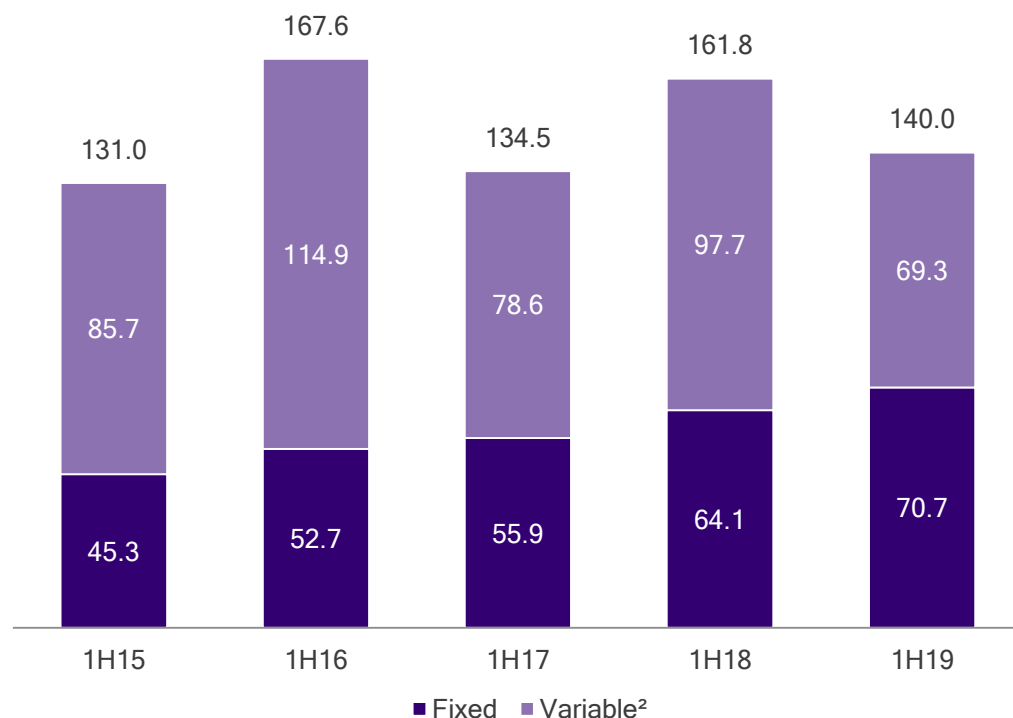
Operating expenses

(\$m)



Fixed vs variable operating expenses

Total operating expenses¹ (\$m)

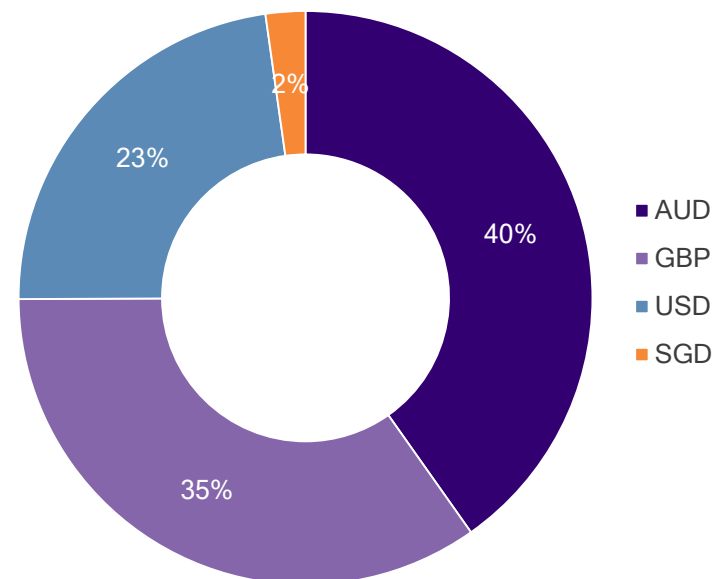


1. Total operating expenses includes employee expenses

2. Variable expenses include fund expenses that are linked to FUM and employee expenses that are linked to revenue/profit

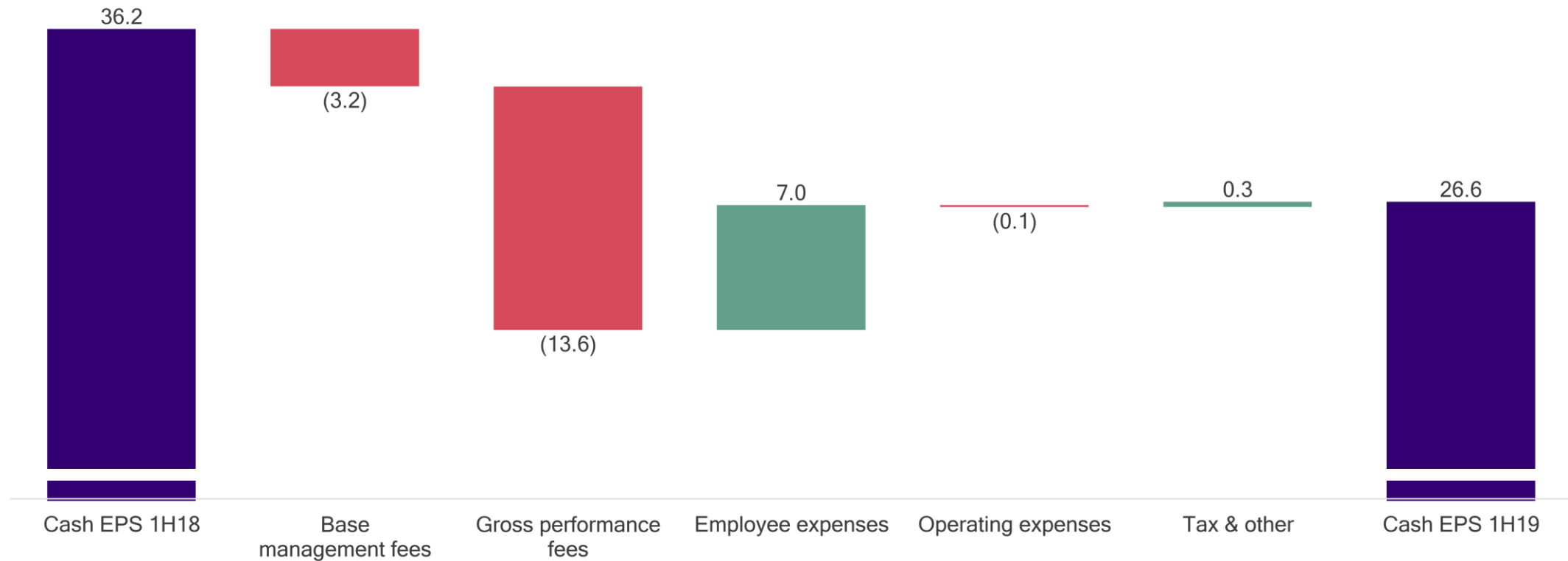
	1H15	1H16	1H17	1H18	1H19
Operating margin	38%	40%	45%	45%	42%

1H19 fixed expenses by currency



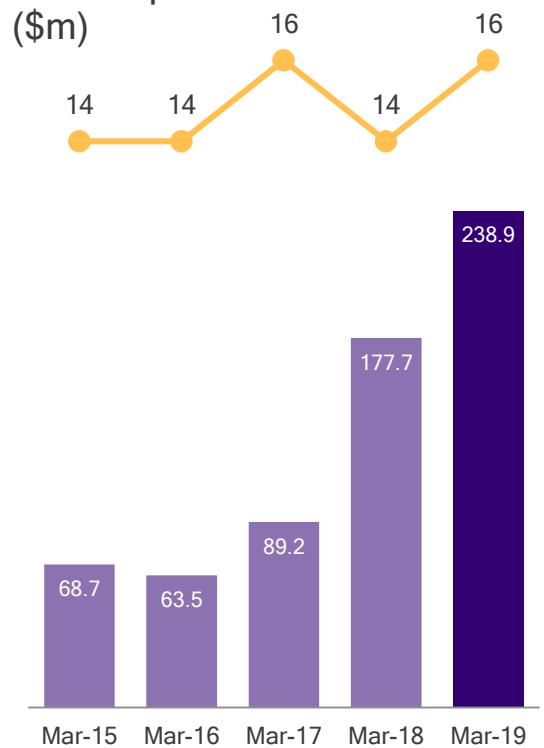
Cash EPS

(cps)

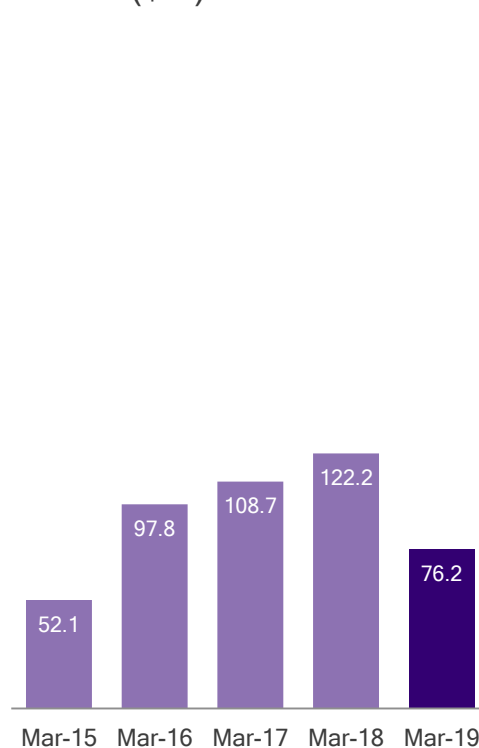


Balance sheet strength

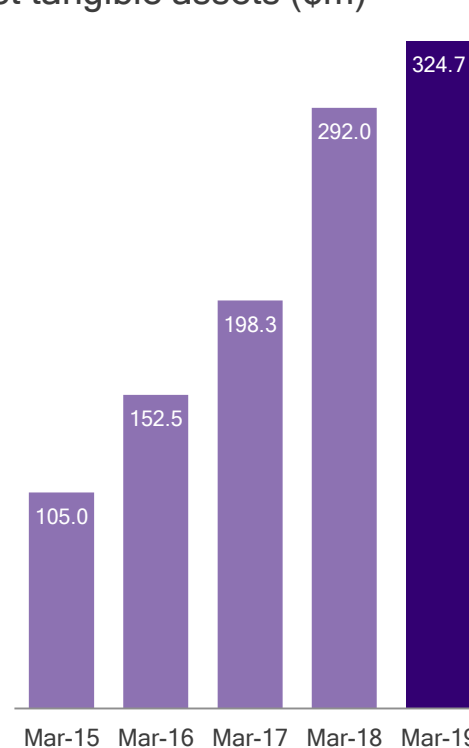
Seed capital investments¹
(\$m)



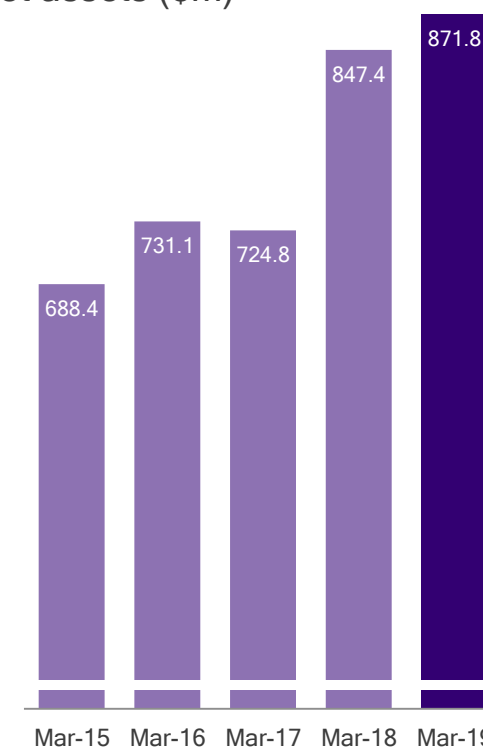
Net cash¹ (\$m)



Net tangible assets (\$m)



Net assets (\$m)



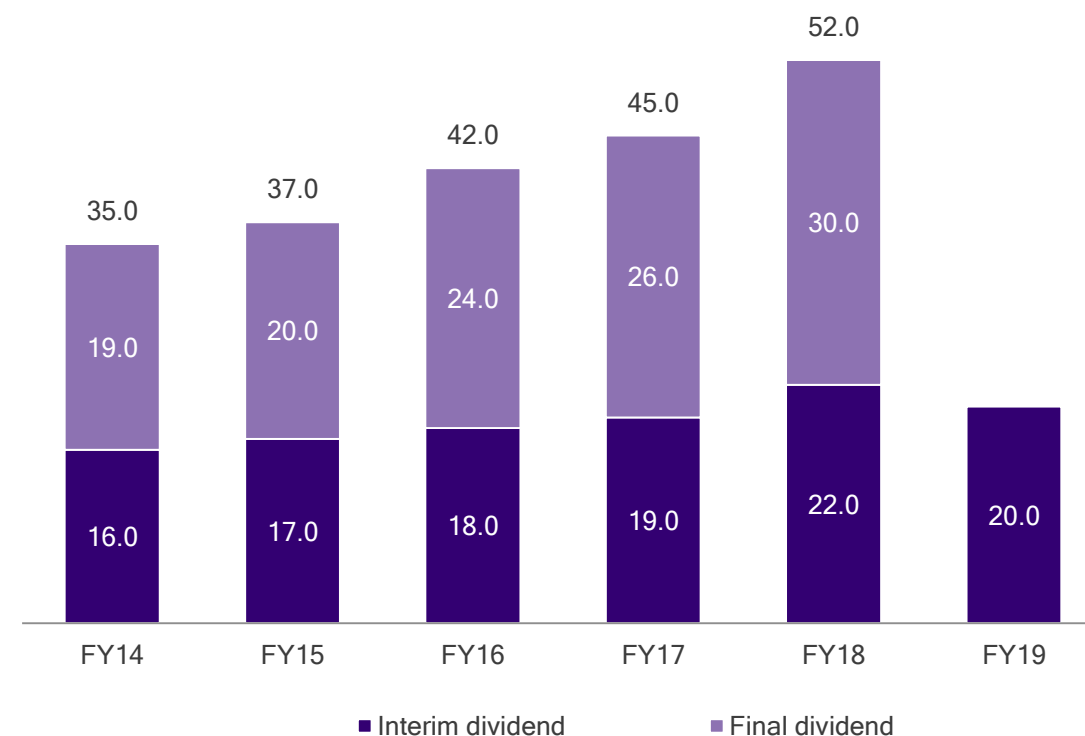
Seed capital — Number of funds seeded

1. Seed investments and net cash excludes escrowed fund manager deferred remuneration held in trust

Dividend

- Interim dividend of 20.0 cents per share
- Interim dividend to be 10% franked
- Dividend represents a 1H19 payout ratio of 75%
- Full year dividend payout ratio is 80-90% of Cash NPAT
- Interim dividend payment date brought forward to 26 June
- DRP not active

Dividends (cps)



Strategy

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Continued focus on investing for growth and diversification:

- Attract and retain investment talent that creates a portfolio of complementary strategies
- Disciplined capacity management for the preservation of investment performance
- Ongoing development of extension strategies and new products
- Continued investment in the US for growth
- Develop and enhance distribution channels to drive sales
- Invest in technology to increase efficiencies and enhance client service

Attracting and retaining investment talent

Market Environment

- Increased level of discussions with potential new teams/individuals
- Market volatility and industry pressures creating opportunities
- Rising risks of destabilisation caused by industry mega-mergers

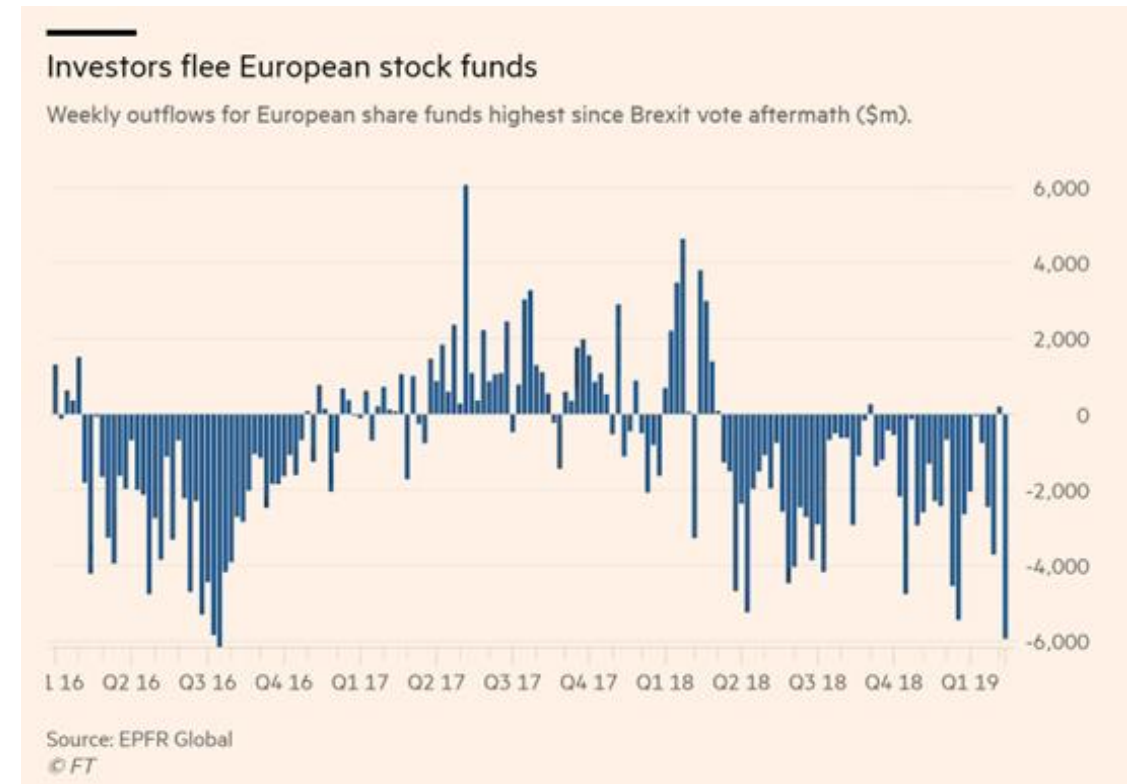
Pendal's Competitive Advantage

Business model attracts and retains talent:

- Investment-led culture
- Long-term focus
- Transparent remuneration structure
- Investment autonomy
- Capacity management
- Global distribution
- Employee equity ownership
- Retention of investment talent

Cyclicality of performance and flows

- Current investor sentiment strongly 'risk averse'
- Conditions in Europe/UK the worst since the GFC; with UCITS net flows down 84% CY 2018
- Investor approach to risk and return has become more defensive with highly liquid funds more desirable
- Market factors dominated by:
 - Growth outperforming value
 - Large caps outperforming small-mid caps
 - Macro events overriding stock selection
- Focused on long-term performance through the cycle
- Remain true to our high-conviction investment approach
- Strategy, style and asset class mix provides diversity of flows



Source: Financial Times - 15 Feb 2019, Investors flee European stocks at fastest pace since Brexit Vote (USD)

Growing demand for ESG/RI stewardship expertise

Acquisition of Regnan¹

- Pendal was founding shareholder of Regnan in 2007
- Full ownership in March 2019
- Leverage of existing stewardship data and research expertise
- Working with investment teams to develop RI products
- Opportunity to holistically embed ESG expertise throughout investment process
- Ability to leverage ESG capability offshore

Regnan's stewardship expertise:

8 research analysts
& consultants

13 years average
specialised ESG
research experience

Pendal RI product spectrum - \$2.2b

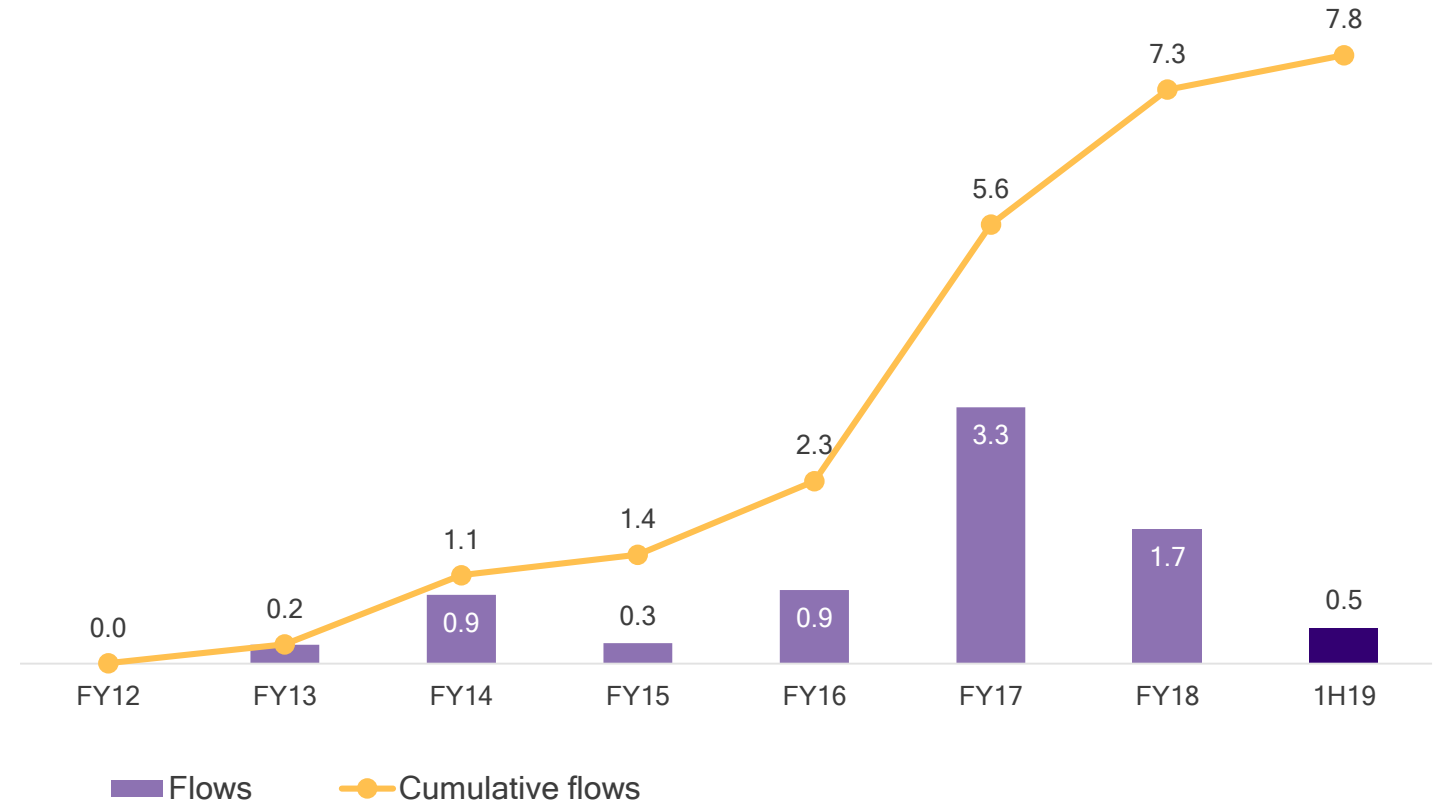
	ESG Integration	Ethical (+/- screens)	Sustainability (Best of sector)	Thematic
Pooled mandates				
Ethical Australian Share	✓	✓		
Sustainable Australian Shares	✓	✓	✓	
Sustainable Australian FI	✓	✓	✓	✓
Sustainable International Shares	✓	✓	✓	
Sustainable International FI	✓	✓	✓	
Sustainable Multi Asset	✓	✓	✓	✓
Individually managed mandates				
Australian Shares	✓	✓	✓	
Australian Fixed Income	✓	✓	✓	✓
International Shares	✓	✓		
Multi Asset	✓	✓	✓	✓
Separately Managed Accounts (direct)				
Australian Shares	✓	✓	✓	✓

Executing on strategy

1H19 initiatives

- Early success raising \$80 million in Global Income Builder strategy with notable major platform inclusions in US
- Global Emerging Markets Opportunities fund added to a major Australian Bank model portfolio
- Launched Concentrated Global Share strategy as a UCITS in Europe
- Continued broadening of US distribution footprint including recent expansion to West Coast

New strategies continue to attract FUM (\$b)



Targeted strategic investment to capture long-term growth potential in US market

Dedicated US CEO to be appointed:

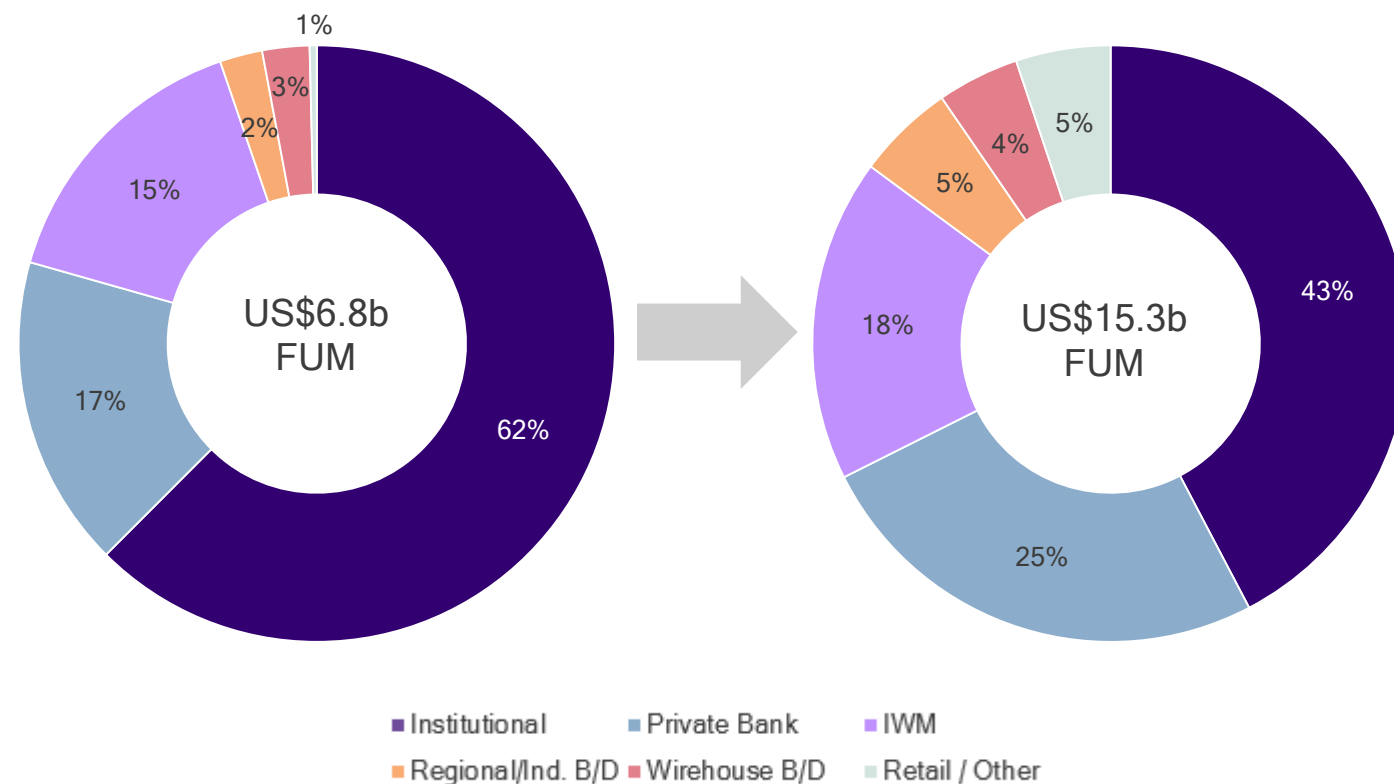
- Clear mandate to grow business
- Creates added bandwidth to focus on teams and opportunities in the US
- Increasing profit contribution to Group
- Report directly to Pandal Group CEO

Focused on capturing market share through products with clear value proposition:

- Highly active; or
- Retirement income solution

1. Includes US pooled funds and mandates from US clients

US funds under management¹ 30 September 2015 to 31 March 2019



Brexit update

Brexit fatigue and frustration impacting investor sentiment

1

Brexit Withdrawal Agreement date extended to 31 October 2019 (subject to earlier agreement), but no clarity on the form Brexit may take

2

UK and European flows impacted by 'risk averse' behaviour of clients

3

"Temporary Permission Regime" confirmed by FCA allowing European UCITS to be distributed into the UK

4

Established UCITS "Manco" in Ireland to service European market post-Brexit, however, not yet operational and subject to clarity on Brexit

Summary

Result context

- Volatile 1H19 global markets
- Global industry flows subdued
- Historically low performance fees
- Costs being managed tightly
- FUM at near record highs
- Strong market recovery since December 2018 cyclical low

Business execution

- Delivering strategy through a diversified business model
- Extension of distribution capability and development of new products
- Appoint a JOHCM CEO for UK/Europe/Asia and new CEO for JOHCM business in the US
- Business focused on supporting improved investment performance
- Utilise in-house ESG/RI expertise and investment capability to develop best in class products

Outlook

- Focus on delivering long-term investment performance and remaining true to label
- Product diversity continues to provide opportunity over the full cycle
- Brexit ready: UCITS “Manco” authorised in Ireland
- Foresee an increased level of discussion on new teams and opportunities

Q&A

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Appendices

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Segment profit and loss

\$m	1H18	1H19				Change	Change %
		Pendal Australia	JOHCM ¹	Inter-segment	Group		
Average FUM (\$b)	98.6	46.3	52.4	(1.3)	97.4	(1.2)	-1%
Base fee margin	51bps	32bps	64bps	-	49bps	-2bps	-4%
Base management fees	247.9	72.2	167.5	(2.1)	237.6	(10.3)	-4%
Performance fees	47.6	-	4.4	-	4.4	(43.2)	-91%
Transaction fees	0.2	-	-	-	-	(0.2)	-100%
Other fee revenue	0.8	1.0	-	-	1.0	0.2	+25%
Total fee revenue	296.5	73.2	171.9	(2.1)	243.0	(53.5)	-18%
Employee expenses	(121.7)	(39.9)	(59.6)	-	(99.5)	(22.2)	-18%
Operating expenses	(40.1)	(14.7)	(27.9)	2.1	(40.5)	0.4	+1%
Total cash operating expenses	(161.8)	(54.6)	(87.5)	2.1	(140.0)	(21.8)	-13%
Operating profit	134.7	18.6	84.4	-	103.0	(31.7)	-24%
Non operating items	11.4	2.6	1.6	-	4.2	(7.2)	-63%
Tax	(31.6)	(6.3)	(16.4)	-	(22.7)	8.9	-28%
Cash NPAT	114.5	14.9	69.6	-	84.5	(30.0)	-26%
Operating profit margin	45%	25%	49%	-	42%	(3%)	-7%

1. JOHCM is referenced as the “Pendal International” segment in the FY19 Interim Financial Report

Cash EPS calculation

Number of Securities	(m)	31 Mar 19	31 Mar 18
Number of ordinary shares on issue		318.0	316.2
Number of performance rights on issue		1.7	2.0
Number of options on issue		13.9	13.2
Cash EPS Calculation ¹		1H19	1H18
Cash Net Profit After Tax (\$m)		84.5	114.5
Weighted average fully diluted ordinary shares on issue (m)		318.0	316.2
EPS based on Cash Net Profit After Tax (cps)		26.6	36.2

1. Performance rights and options are excluded from the fully diluted ordinary shares on issue because they historically have and are anticipated to be met by acquiring ordinary shares on market and holding them in treasury shares for issuance upon conversion of performance rights and exercise of options

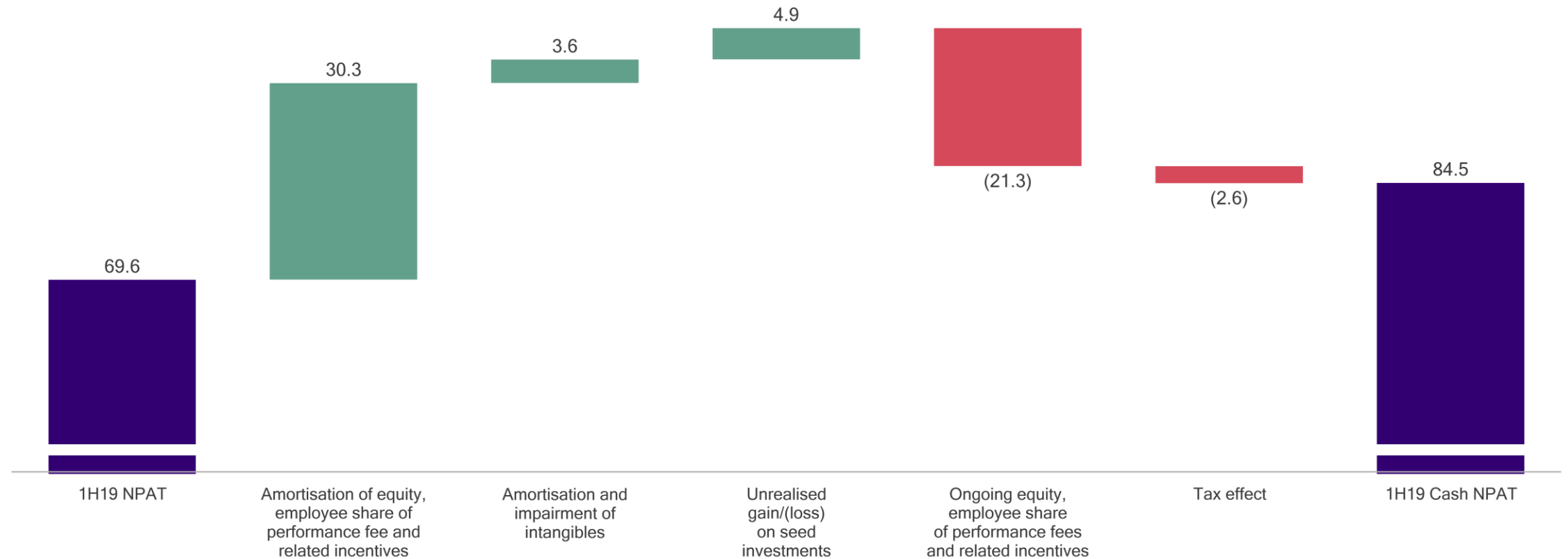
Performance fees

	Fund	FUM \$m 31 Mar 2019	Performance fee period to	Benchmark	Participation rate %
Pendal	Pendal Focus Australian Share Fund	584	30 June	S&P/ASX 300 Accum Index	15%
	Pendal MidCap Fund	500	30 June	S&P/ASX 150 ex Top 50 Accum Index	20%
	Pendal MicroCap Opportunities Fund ¹	355	30 June	S&P/ASX Small Ord Accum Index	20%
	Pendal Australian Long/Short Fund	1	30 June	S&P/ASX 200 Accum Index	15%
	Mandates	2,206	Various	Various	
JOHCM^{2,3}	JOHCM UK Equity Income Fund	6,296	31 December	FTSE All-Share TR Index	15%
	JOHCM European Select Values Fund	3,573	31 December	MSCI Europe NR Index	15%
	JOHCM Global Select Fund	3,348	31 December	MSCI ACWI NR Index	15%
	JOHCM UK Dynamic Fund	2,426	31 December	FTSE All Share TR Index	15%
	JOHCM Continental European Fund	2,320	31 December	MSCI Europe ex UK NR Index	15%
	JOHCM UK Opportunities Fund	848	31 December	FTSE All-Share TR Index	15%
	JOHCM European Concentrated Values Fund	755	31 December	MSCI Europe NR Index	15%
	JOHCM Global Opportunities Fund	660	31 December	MSCI ACWI NR Index	15%
	JOHCM Global Emerging Markets Opportunities Fund	585	31 December	MSCI Emerging Markets NR Index	15%
	JOHCM Japan Fund	548	31 December	Topix TR Index	15%
	JOHCM UK Growth Fund	498	31 December	FTSE All-Share TR Index	15%
	JOHCM Asia ex Japan Fund	298	31 December	MSCI AC Asia ex Japan NR Index	15%
	JOHCM US Small Mid Cap Equity Fund ¹	96	31 December	Russell 2500 TR Index	15%
	JOHCM Japan Dividend Growth Fund	58	31 December	Topix 100 TR Index	15%
	JOHCM Asia ex Japan Small & Mid Cap Fund	27	31 December	MSCI AC Asia ex Japan Small Cap NR Index	15%
	JOHCM Emerging Markets Fund	17	31 December	MSCI Emerging Markets NR Index	15%
	JOHCM Global Smaller Companies Fund ¹	8	31 December	MSCI AC World SMID NR Index	15%
	Mandates	1,781	Various	Various	
	Total funds/mandates with performance fees	27,788			
	Current status of Pendal Australia performance fees with performance period ending 31 March 2019 (\$m)	2.0			

1. Funds above their high water mark as at 31 March 2019
2. JOHCM FUM converted at 31 March 2019 spot rate of 0.5422
3. Benchmarks for certain JOHCM funds tailored to a specific time of day. See fund fact sheets

Adjustments from statutory to Cash NPAT

(\$m)



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