

# ASX Announcement

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10 October 2016

- **BT Investment Management Limited (BTIM) – funds under management (FUM) up \$4.3 billion for the quarter ended 30 September 2016**

### Funds under management

(AUD \$bn)	30-Jun-16 Closing FUM	Net Flows	Other*	FX Impact	30-Sep-16 Closing FUM
Institutional	17.4	1.9	0.5		19.8
Wholesale	5.9	0.2	0.2		6.3
Westpac/BTFG					
- Legacy Retail	7.8	(0.2)	0.2		7.8
- Other	10.1	(0.1)	0.2		10.2
<b>TOTAL BTIM FUM</b>	<b>41.2</b>	<b>1.8</b>	<b>1.1</b>		<b>44.1</b>
Segregated Mandates	10.8	0.3	1.0	(0.7)	11.4
OEICs	20.4	(0.3)	1.7	(1.3)	20.5
US Pooled Funds	7.3	0.4	0.8	(0.5)	8.0
<b>TOTAL JOHCM FUM</b>	<b>38.5</b>	<b>0.4</b>	<b>3.5</b>	<b>(2.5)</b>	<b>39.9</b>
<b>TOTAL BTIM GROUP FUM</b>	<b>79.7</b>	<b>2.2</b>	<b>4.6</b>	<b>(2.5)</b>	<b>84.0</b>

\*Other includes investment performance, market movement and distributions

#### Note:

1. During the quarter, BTIM saw strong net inflows of \$1.9bn through the institutional channel driven by demand for fixed interest strategies.
2. The effect on BTIM Group revenue of the net flows during the September quarter is an increase to annualised fee income of \$4.5m.
3. The Australian dollar strengthened relative to the pound during the quarter with the GBP/AUD rate moving from 1.00/1.8054 as at 30 June 2016 to 1.00/1.7013 as at 30 September 2016.
4. An additional \$2.0bn in funds were also committed but unfunded as at 30 September 2016, including a \$0.3bn diversified income mandate which funded the first week of October, and a new equities mandate (approximately \$1.7bn) in the Global Opportunities strategy which is expected to fund in November.

For further information on this announcement, please contact:

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