

2017 Annual General Meeting

Friday, 15 December 2017



Board of Directors



James Evans
Chairman



Emilio Gonzalez
Group CEO



Meredith Brooks



Andrew Fay



Deborah Page AM



Kathryn Matthews

Agenda

- 1 Introduction
- 2 Chairman's Address
- 3 Group Chief Executive Officer's Address
- 4 Consideration of Financial Reports
- 5 Re-election of Directors
- 6 Remuneration Report
- 7 Approval of 2017 LTI Grant of Performance Share Rights to Group Managing Director & CEO

Chairman's address



James Evans

BTIM's growth story

2007 - 2017



The impact of the GFC

2008 - 2011

	FY08		FY11	% growth
Cash NPAT	\$40.0m	→	\$30.5m ²	-24%
Cash EPS	25.0cps	→	18.7cps	-25%
Dividends	8.9cps	→	16.0cps	+80%
FUM	\$41.9bn ¹	→	\$32.7bn	-22%
Employees	137 ¹	→	127	-7%

1. As at 30 Sep 2007

2. Normalised for JOHCM acquisition costs

JOHCM: A transformational acquisition

2011 - 2017

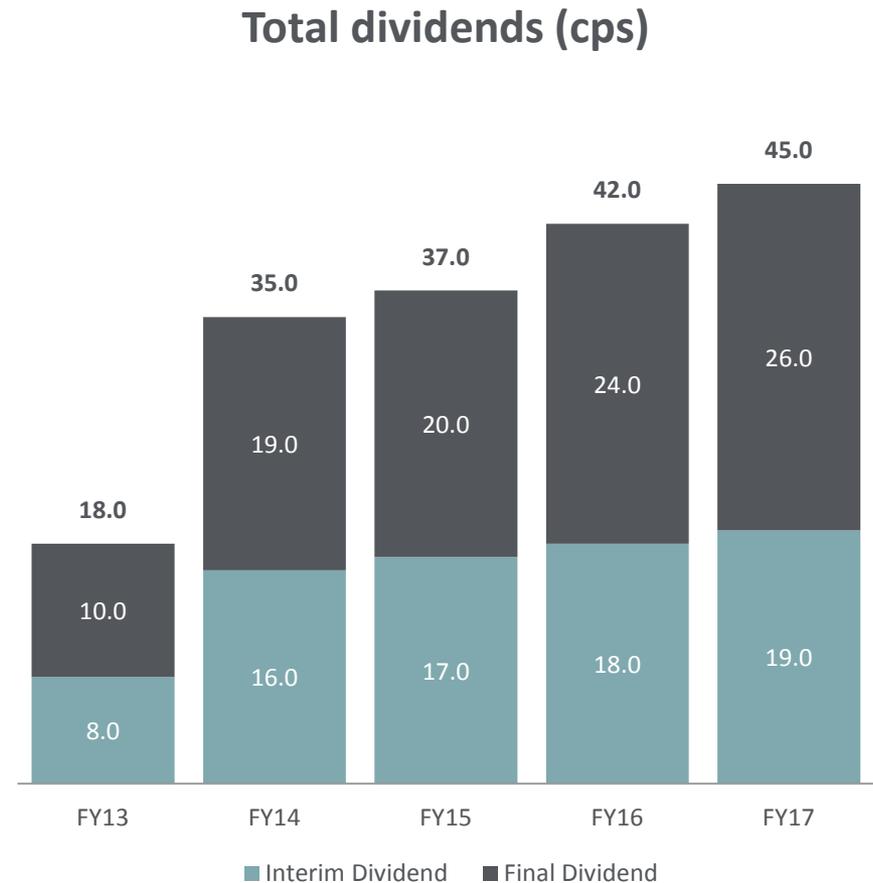
	FY11		FY17	% growth
Cash NPAT	\$30.5m ¹	→	\$173.1m	+468%
Cash EPS	18.7cps	→	55.3cps	+195%
Dividends	16.0cps	→	45.0cps	+181%
FUM	\$32.7bn	→	\$95.8bn	+193%
Employees	127	→	309	+143%

1. Normalised for JOHCM acquisition costs

FY17 Year in review

Rewarding shareholders

- Net inflows of \$4.7 billion
- FUM at a record level of \$95.8 billion
- Total dividends up 7% to 45.0 cents
 - 25% franked
 - 81% payout ratio
- Zero debt
- Total shareholder return¹ over 10 years
 - 264%

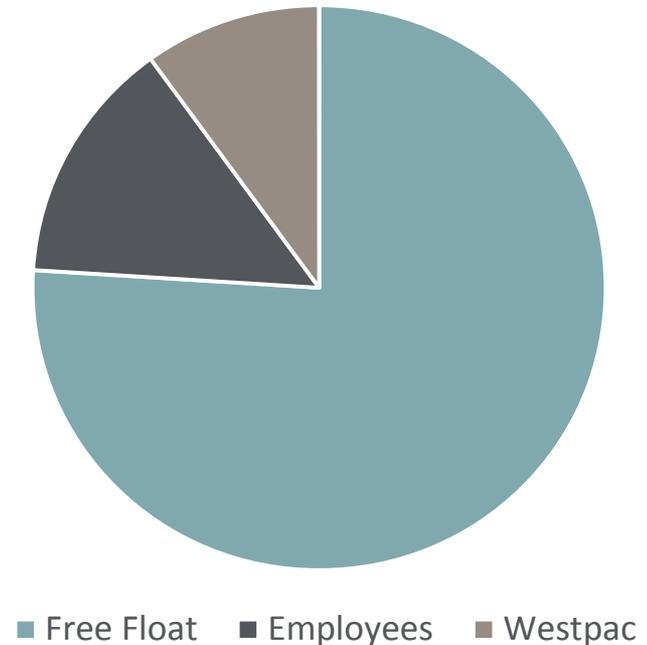


1. Total shareholder return measures BTT share price appreciation and dividends – for the 10 years to 30 September 2017

Expanded shareholder base

- Westpac reduced its shareholding from 29% to 10%
- Increased free float and liquidity
- 50/50 new and existing institutional investors

Shareholders as at 30 September 2017



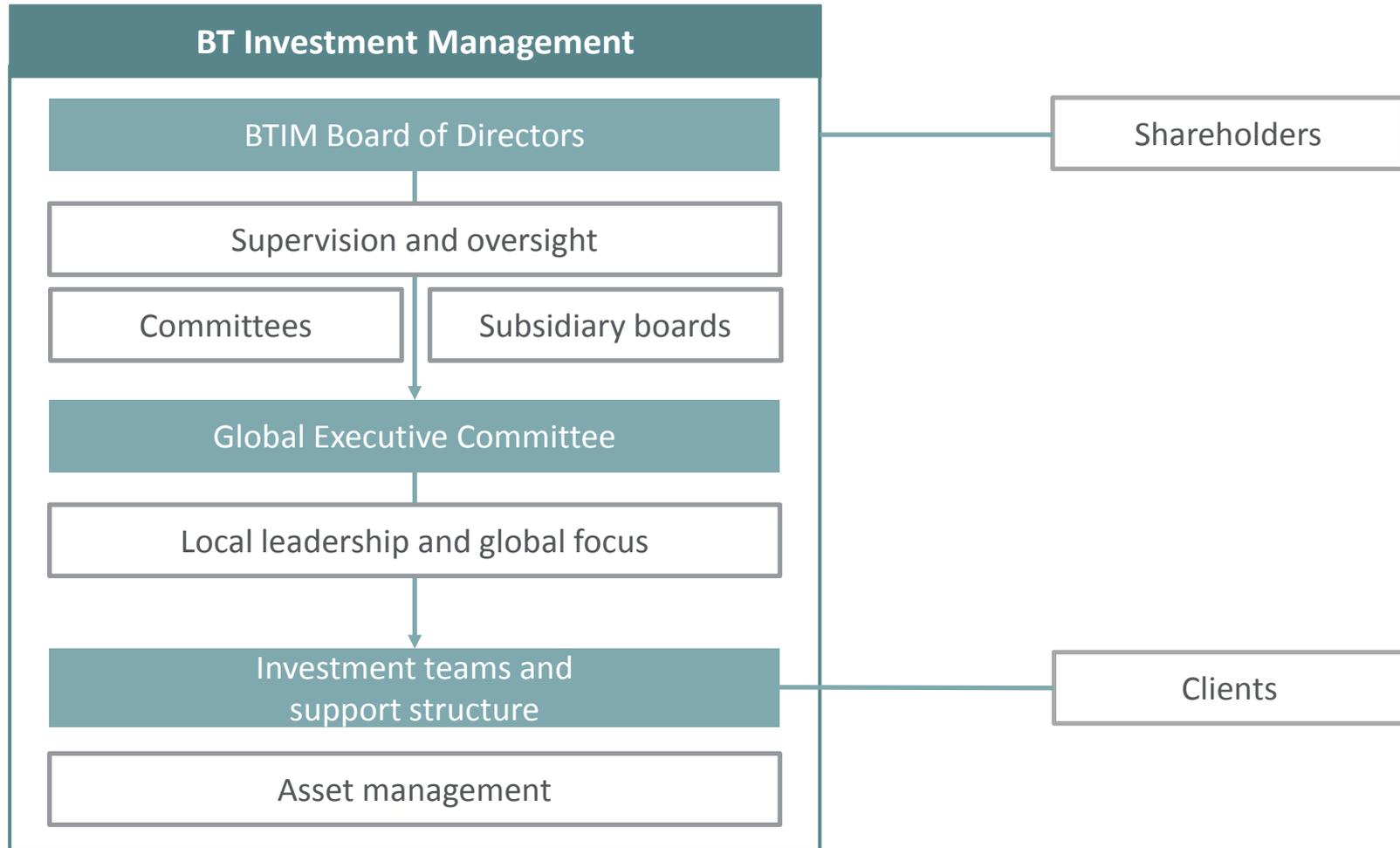
Investing in people

Attracting and retaining superior investment talent



Corporate governance

Managing the risks of being a truly global business



Outlook

- Remarkable ten year track record of investment outperformance and shareholder returns
- We will continue executing our strategy by:
 - Investing in talented people
 - Expanding our investment capabilities
 - Pursuing growth through diversification

Group Chief Executive Officer's Address



Emilio Gonzalez

2017 Summary

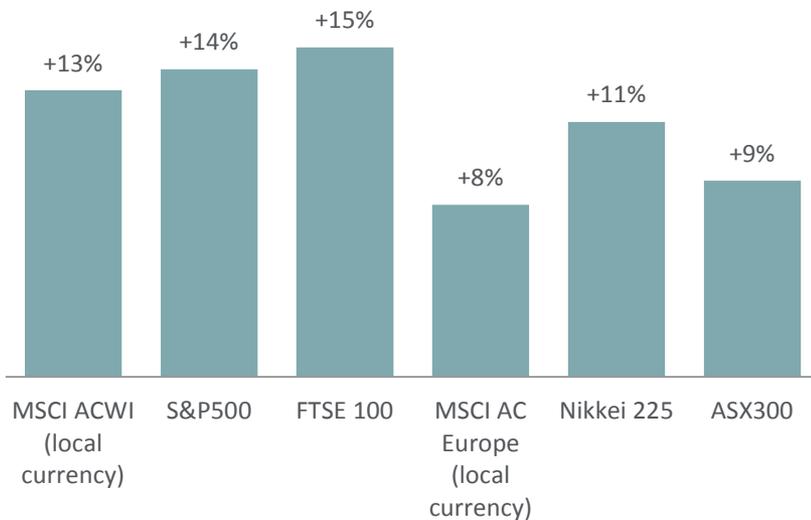
- Cash NPAT 11% higher to \$173.1 million
- Cash EPS increase of 9% to 55.3 cents
- Record closing FUM of \$95.8 billion
- Performance fees down 51% to \$37.9 million
- Growth in base management fees up 12% to \$447.2 million
- Full year dividends up 7% to 45.0 cents per share

Macroeconomic drivers

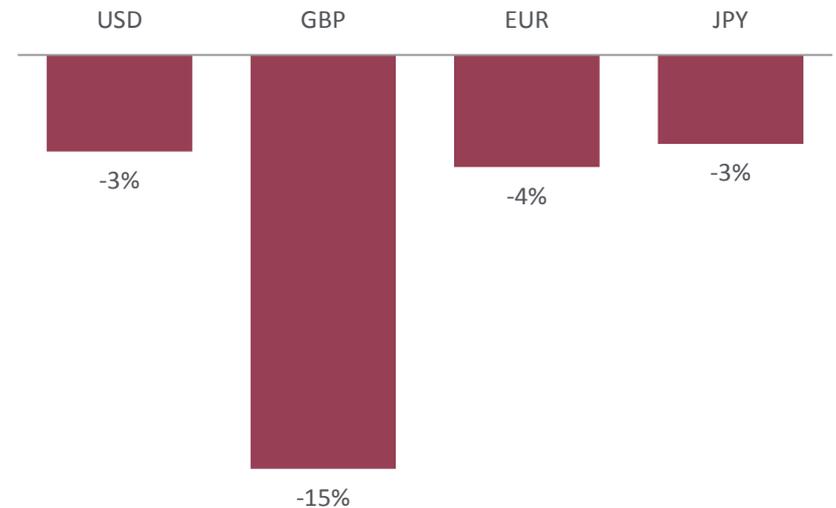
Markets & currencies

- Global markets in local currency terms 13% higher on average
- AUD stronger against other major currencies

World markets
Average levels FY17 v FY16



Major currencies v AUD
Average levels FY17 v FY16



Strong net inflows

\$4.7b net inflows; FUM growth of \$11.8 billion

→ Strategies:

- Good flows in Global/International +\$4.2b
- European net inflows +\$1.4b
- Cash and fixed income +\$0.9b

→ Channels:

- Strong support from institutional channel +\$2.2b
- Positive net inflows across key higher margin wholesale channel:
 - US Pooled +\$2.6b
 - OEICs +\$0.7b

Investment performance

Generating strong long-term outperformance

Asset Classes	FUM 30 Sep 17 (\$b)	% FUM outperformed ¹ 3 Year	% FUM outperformed ¹ 5 Year
Equities			
Australian	14.8	84%	90%
Global/International	24.9	68%	97%
UK	11.8	94%	100%
European	10.4	100%	100%
Emerging Markets	4.0	100%	100%
Asian	3.5	56%	48%
Property	1.8	74%	74%
Cash	8.5	100%	100%
Fixed Income	7.5	53%	85%
Multi asset	7.2	74%	100%
Other	1.4	100%	100%
Total FUM	95.8	82%	95%

→ 82% of FUM has outperformed¹ over 3 years and 95% over 5 years

→ Key funds exceeding benchmarks:

- JOHCM UK Dynamic Fund +9.7%
- JOHCM UK Equity Income Fund +9.5%
- BT Wholesale Focus Australian Share Fund +8.1%
- BT Wholesale MicroCap Opportunities Fund +7.2%
- BT Wholesale Ethical Share Fund +5.6%
- BT Wholesale Australian Long Short Fund +5.2%

→ Softer performance over last 12 months, particularly from funds with defensive characteristics

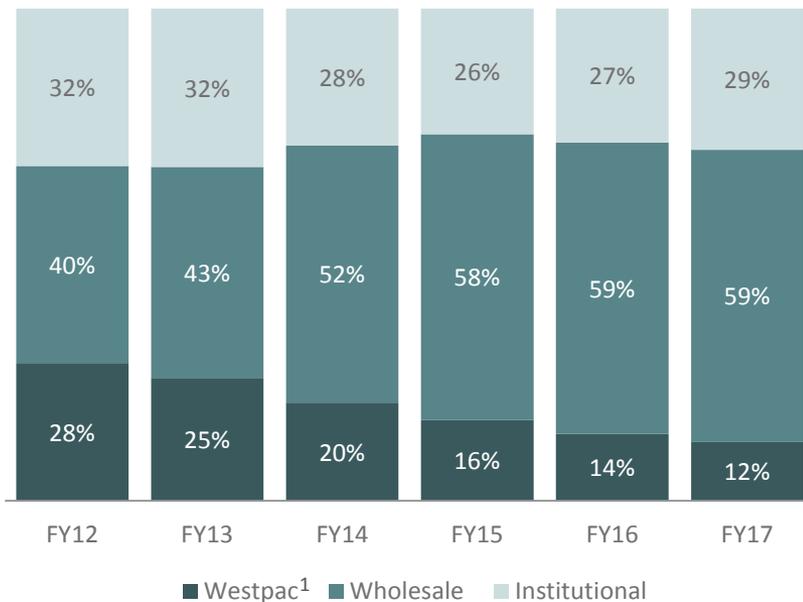
1. Fund performance is pre-fee, pre-tax and relative to the fund benchmark; % of FUM outperforming relates to FUM with sufficient track record only

Investment performance fees & margins

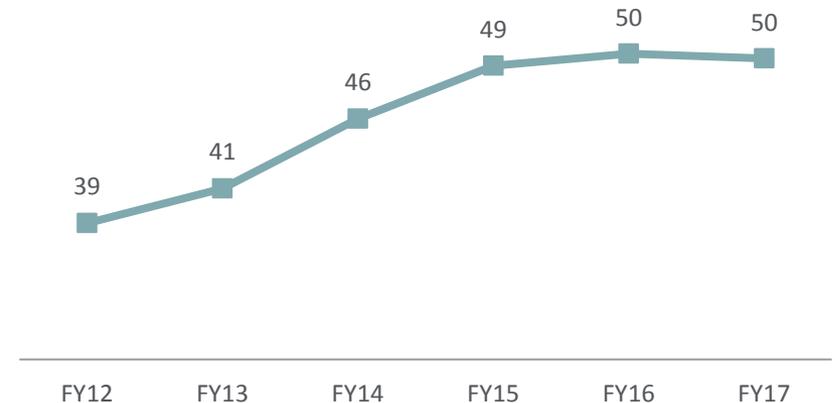
Lower performance fees, steady revenue margins

- Performance fees of \$37.9 million for FY17
- Asset and channel mix driving base management fee margin expansion

Base management fee by channel (%)



Base management fee by channel (bps)

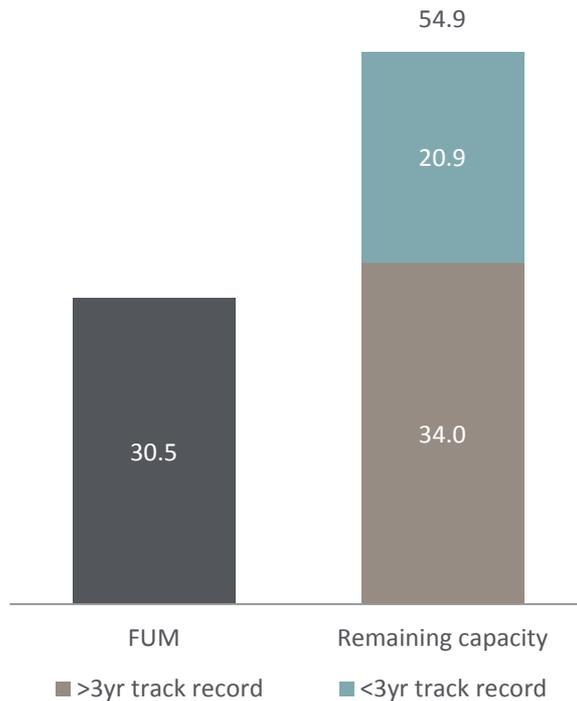


1. Westpac base management fee revenue represents legacy retail, corporate superannuation and managed accounts for BT Financial Group

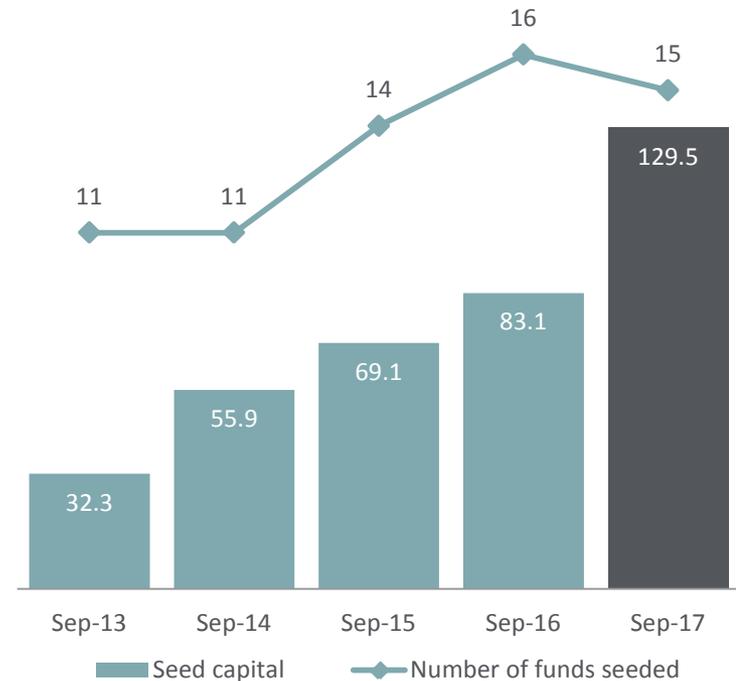
Investment capacity and seed capital

Managing capacity for performance and seed capital for growth

Sep-17 FUM & Capacity¹ (£b)



Seed capital (\$m) and funds seeded



1. Excludes Australian equities, fixed interest and US multi-asset strategy; JOHCM funds includes FUM managed on behalf of BTIM

Talent and new products

- Addition of multi-asset capabilities in the US
- Addition of multi-asset capabilities in Australia
- Launch of Global Income strategy in the US (2017)
- Launch of CPI-Plus investment strategy in Australia (2018)

Responding to growing regulatory focus



MiFID II:	Centrepiece of European securities market legislation covering product governance, transaction reporting, unbundling of research, best execution amongst others
UCITS V Directive:	Strengthen the UCITS regime covering remuneration, sanctions and depositary regulation
AIFMD:	Regulation of all investment vehicles that are not UCITS in order to harmonise EU framework and increase investor protection



Senior Managers Certification Regime:	Strengthen market integrity by making individuals more accountable for their conduct and competence
FCA Asset Management Market Study:	Regulatory review on competition in the asset management sector and value for money for investors
Industry Thematic Reviews:	Ongoing thematic reviews conducted by regulator. Following a thematic visit JOHCM is the subject of an investigation from its UK regulator relating to eligibility of certain services approximating £5.0m (\$8.6m) paid out of dealing commissions between 2006 and 2016. It is possible that the eligibility of other services may also be assessed. The likely outcome or consequence of this matter (including any sanctions or penalties) is unable to be reliably estimated at this time.



RG97:	Enhanced fee disclosure in particular indirect fees and costs
RG259:	Obligation to maintain adequate risk management systems for REs
ASIC Industry Funding Model:	Levy to be based on company's activities to recoup costs of regulation

Strategy

Building out a global asset management business

- Continue to identify new investment capabilities
- Develop and launching new investment strategies
- Remain disciplined in capacity management
- Build out our business in the US
- Utilise distribution channels to drive sales
- Manage key relationships to retain FUM and foster growth

Financial reports

Resolution

- To receive and consider the following reports for the financial year ended 30 September 2017:
 - Financial Report
 - Directors' Report
 - Auditor's Report

Re-election of Directors

Resolution 2(a) – Re-election of James Evans



James Evans

Re-election of James Evans

Proxy votes

→ The following proxies have been received for this resolution:

Votes for	163,855,864	98.42%
Votes against	230,838	0.14%
Discretionary (open) votes	2,392,660	1.44%
Total:	166,479,362	100.0%
Abstentions	300,984	

Re-election of Directors

Resolution 2(b) – Re-election of Deborah Page AM



Deborah Page AM

Re-election of Deborah Page

Proxy votes

→ The following proxies have been received for this resolution:

Votes for	163,331,043	98.11%
Votes against	765,411	0.46%
Discretionary (open) votes	2,388,376	1.43%
Total:	166,484,830	100.0%
Abstentions	295,516	

Adoption of the Remuneration Report Resolution

To consider and, if thought fit, to pass the following ordinary resolution:

To adopt the Company's Remuneration Report for the year ended 30 September 2017.

Adoption of the Remuneration Report

Proxy votes

→ The following proxies have been received for this resolution:

Votes for	161,659,701	97.37%
Votes against	2,013,843	1.21%
Discretionary (open) votes	2,362,985	1.42%
Total:	166,036,529	100.0%
Abstentions	724,231	

Approval of 2017 LTI Grant of Performance Share Rights Resolution

To consider and, if thought fit, to pass the following ordinary resolution:

That the Company approves the grant of Performance Share Rights (and acquisition of ordinary shares on exercise of the vested Performance Share Rights to Mr Emilio Gonzalez under the terms of the Performance Reward Scheme) on the terms described in the Explanatory Notes to this Notice of Meeting.

Approval of 2017 LTI Grant of Performance Share Rights

Proxy votes

→ The following proxies have been received for this resolution:

Votes for	162,026,975	97.54%
Votes against	1,732,609	1.04%
Discretionary (open) votes	2,355,520	1.42%
Total:	166,115,104	100.0%
Abstentions	645,656	

Disclaimer

This presentation has been prepared by BT Investment Management Limited (BTIM).

While the information in this presentation has been prepared in good faith and with reasonable care, no representation or warranty, express or implied, is made as to the accuracy, adequacy or reliability of any statements, estimates, opinions or other information contained in the presentation.

This presentation contains forward looking statements. These forward looking statements have been made based upon BTIM's expectations and beliefs concerning future developments and their potential effect upon BTIM and are subject to risks and uncertainty which are, in many instances, beyond BTIM's control. No assurance is given that future developments will be in accordance with BTIM's expectations. Actual results could differ materially from those expected by BTIM.

The information contained in this presentation is not intended to be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending upon their specific investment objectives, financial situation or particular needs.

In this presentation, unless otherwise stated or the context otherwise requires, references to 'dollar amounts', '\$', 'AUD' or 'A\$' are to Australian dollars.