

# IOOF Holdings Limited

## IOOF Investor and Analyst Pack - Important Disclaimer

While IOOF has sought to ensure the information in the this report is accurate, it makes no representation or warranty as to the accuracy or completeness of any information or statement in this Investor and Analyst Pack. Information and statements in this Investor and Analyst Pack do not constitute investment advice or a recommendation on any matter and should not be relied upon. IOOF also provides statutory reporting as prescribed under the Corporations Act. Those reports are available on the IOOF website.

# IOOF Holdings Limited

## Group Result - Key Measures

	1H19	2H19	1H20	2H20
<b>NPAT</b>				
UNPAT (\$m)	99.9	98.1	61.4	67.5
UNPAT (Continuing Operations) (\$m)	92.5	90.8	56.5	67.6
Statutory NPAT (\$m)	135.4	(106.9)	115.0	32.0
Statutory NPAT (Continuing Operations) (\$m)	69.6	(99.4)	27.8	31.0
<b>FUMA</b>				
Closing FUMA (\$b)	137.8	149.5	145.7	202.3
Closing FUMA (Continuing Operations) (\$b)	128.2	137.9	145.1	202.3
Average FUMA (Continuing Operations) (\$b)	124.4	133.4	142.8	196.4
Net Flows (Continuing Operations) (\$b)	(0.2)	(1.0)	1.5	(0.6)
<b>EPS</b>				
UNPAT EPS (cents per share)	28.5	28.0	17.5	19.3
UNPAT EPS (Continuing Operations) (cents per share)	26.4	25.9	16.1	19.3
Basic EPS (cents per share)	38.6	(30.5)	32.8	9.1
Diluted EPS (cents per share)	38.5	(30.4)	32.8	9.1
Basic EPS (Continuing Operations) (cents per share)	19.9	(28.4)	7.9	8.9
<b>Dividends</b>				
Ordinary dividends declared (\$m)	89.4	42.2	56.2	64.9
Ordinary dividends declared (cents per share)	25.5	12.0	16.0	11.5
Special dividends declared (\$m)	-	-	24.6	-
Special dividends declared (cents per share)	-	-	7.0	-
Payout ratio	89.6%	43.0%	91.6%	96.3%
<b>Share Price</b>				
Opening share price	\$8.99	\$5.17	\$5.17	\$7.86
Closing share price	\$5.17	\$5.17	\$7.86	\$4.92
Total shareholder return	(\$3.57)	\$0.12	\$2.92	(\$2.83)
Total shareholder return (%)	(39.7%)	2.3%	56.5%	(35.9%)
<b>Ratios</b>				
Cost to income	51.6%	53.5%	62.4%	65.5%
Return on equity	10.9%	10.9%	7.2%	7.9%

# IOOF Holdings Limited

## Underlying Group Result - P&L Summary (Continuing Operations)

	1H19	2H19	1H20	2H20
	\$m	\$m	\$m	\$m
Revenue	463.0	502.0	509.3	634.3
Direct Costs	(209.0)	(259.3)	(261.0)	(305.0)
<b>Gross Margin</b>	<b>254.1</b>	<b>242.7</b>	<b>248.3</b>	<b>329.3</b>
Other Revenue	6.6	8.6	6.0	5.4
Share of equity profit/loss	0.0	0.0	(0.1)	(0.4)
Operating Expenditure	(149.3)	(157.6)	(163.7)	(220.7)
Net Non-cash	(8.9)	(5.0)	(12.4)	(14.6)
Net Interest	27.7	36.5	1.0	(3.9)
Income Tax Expense/Non-controlling Interest	(37.7)	(34.5)	(22.6)	(27.4)
<b>UNPAT</b>	<b>92.5</b>	<b>90.8</b>	<b>56.5</b>	<b>67.6</b>

# IOOF Holdings Limited

## Underlying Group Result - P&L Detail

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	445.6	480.9	486.2	606.1
Other Fee Revenue	17.4	21.1	23.1	28.2
Service and Marketing fees expense	(196.5)	(246.3)	(246.9)	(282.8)
Other Direct Costs	(12.4)	(12.9)	(14.0)	(22.2)
Amortisation of deferred acquisition costs	(0.1)	(0.1)	(0.0)	(0.0)
<b>Total Gross Margin</b>	<b>254.1</b>	<b>242.7</b>	<b>248.3</b>	<b>329.3</b>
<b>Other Revenue</b>				
Stockbroking revenue	2.3	2.3	1.7	1.6
Stockbroking service fees	(0.6)	(0.7)	(0.7)	(0.6)
Dividends and distributions received	0.7	0.6	0.8	0.6
Net fair value gains/(losses) on other financial assets at fair value through profit or loss	-	0.1	0.0	(0.1)
Other revenue	4.3	6.3	4.2	3.7
<b>Total Other Revenue</b>	<b>6.6</b>	<b>8.6</b>	<b>6.0</b>	<b>5.4</b>
<b>Equity Accounted Profits</b>				
Share of profits of associates and jointly controlled entities accounted for using the equity method	0.0	0.0	(0.1)	(0.4)
<b>Total Equity Accounted Profits</b>	<b>0.0</b>	<b>0.0</b>	<b>(0.1)</b>	<b>(0.4)</b>
<b>Operating Expenditure</b>				
Salaries and related employee expenses	(95.3)	(100.1)	(108.6)	(159.4)
Employee defined contribution plan expense	(7.3)	(7.8)	(8.5)	(10.0)
Information technology costs	(17.7)	(18.9)	(19.9)	(20.3)
Professional fees	(4.5)	(5.3)	(4.4)	(11.0)
Marketing	(5.6)	(5.0)	(6.6)	(2.8)
Office support and administration	(7.2)	(8.5)	(9.0)	(12.6)
Occupancy related expenses	(8.8)	(9.3)	(3.0)	(3.8)
Travel and entertainment	(3.2)	(2.9)	(3.6)	(1.0)
Other	0.3	0.0	(0.0)	-
<b>Total Operating Expenditure</b>	<b>(149.3)</b>	<b>(157.6)</b>	<b>(163.7)</b>	<b>(220.7)</b>
<b>Net non cash (Ex. Amortisation from acquisitions)</b>				
Share based payments expense	(4.4)	(0.4)	(1.8)	(1.2)
Depreciation of property, plant and equipment	(4.1)	(4.3)	(10.2)	(13.0)
Amortisation of intangible assets - IT development	(0.4)	(0.4)	(0.4)	(0.4)
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(8.9)</b>	<b>(5.0)</b>	<b>(12.4)</b>	<b>(14.6)</b>

# IOOF Holdings Limited

## Underlying Group Result - P&L Detail (continued)

### Net Interest

Interest income on loans to directors of controlled and associated entities	0.1	0.1	0.1	0.0
Interest income from non-related entities	32.4	44.5	8.7	2.5
Finance Costs	(4.8)	(8.1)	(7.8)	(6.5)

### Total Net Interest

<b>27.7</b>	<b>36.5</b>	<b>1.0</b>	<b>(3.9)</b>
-------------	-------------	------------	--------------

### Income Tax & NCI

Non-controlling Interest	0.1	0.1	0.6	(0.4)
Income tax expense	(37.9)	(34.6)	(23.2)	(27.1)

### Total Income Tax & NCI

<b>(37.7)</b>	<b>(34.5)</b>	<b>(22.6)</b>	<b>(27.4)</b>
---------------	---------------	---------------	---------------

### Underlying NPAT excluding Discontinued Operations

<b>92.5</b>	<b>90.8</b>	<b>56.5</b>	<b>67.6</b>
-------------	-------------	-------------	-------------

Discontinued Operations - Corporate Trust	(0.2)	(0.1)	-	-
Discontinued Operations - Ord Minnett	6.6	6.7	3.6	-
Discontinued Operations - IOOF NZ	0.5	0.2	0.2	(0.1)
Discontinued Operations - PVM	0.4	0.5	1.0	-

### Underlying NPAT (pre-amortisation of intangible assets)

<b>99.9</b>	<b>98.1</b>	<b>61.4</b>	<b>67.5</b>
-------------	-------------	-------------	-------------

# IOOF Holdings Limited

## Financial Advice and Distribution - Key Measures

	1H19	2H19	1H20	2H20
Segment EBITDA (\$m)	46.9	41.8	43.4	35.4
Closing FUAdv (\$b)	51.3	55.7	58.6	54.2
Average FUAdv (\$b)	54.0	53.7	58.5	55.9
Net flows (\$b)	(0.6)	(0.1)	0.2	0.1
Gross margin (\$m)	97.5	90.6	92.4	85.3
Gross margin	0.36%	0.34%	0.31%	0.31%
Net operating margin	0.17%	0.16%	0.15%	0.13%
Cost to income	54.0%	55.4%	54.7%	59.1%

## Financial Advice and Distribution - P&L

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	187.0	183.0	185.2	170.6
Other Fee Revenue	7.9	7.8	7.7	9.5
Service and Marketing fees expense	(90.6)	(92.9)	(94.7)	(89.2)
Other Direct Costs	(6.8)	(7.3)	(5.8)	(5.6)
Amortisation of deferred acquisition costs	(0.0)	-	-	-
<b>Total Gross Margin</b>	<b>97.5</b>	<b>90.6</b>	<b>92.4</b>	<b>85.3</b>
Other Revenue	4.3	3.1	3.6	2.1
Equity Accounted Profits	0.0	0.0	(0.1)	(0.4)
Operating Expenditure incl Corporate Recharge	(55.0)	(51.9)	(52.5)	(51.6)
<b>Segment EBITDA</b>	<b>46.9</b>	<b>41.8</b>	<b>43.4</b>	<b>35.4</b>

# IOOF Holdings Limited

## Portfolio and Estate Administration - Key Measures

	1H19	2H19	1H20	2H20
Segment EBITDA (\$m)	62.6	60.5	52.6	43.9
Closing FUAdm (\$b)	38.9	43.1	44.9	42.0
Average FUAdm (\$b)	40.2	41.1	44.2	42.7
Net flows (\$b)	0.7	0.8	0.8	0.6
Gross margin (\$m)	119.1	112.8	111.5	100.0
Gross margin	0.59%	0.55%	0.50%	0.47%
Net operating margin	0.31%	0.30%	0.24%	0.21%
Cost to income	47.5%	46.4%	52.8%	56.1%

## Portfolio and Estate Administration - P&L

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	204.5	197.5	202.2	187.7
Other Fee Revenue	4.6	3.9	4.5	4.3
Service and Marketing fees expense	(87.2)	(86.0)	(91.2)	(87.4)
Other Direct Costs	(2.6)	(2.5)	(3.9)	(4.5)
Amortisation of deferred acquisition costs	(0.1)	(0.1)	(0.0)	(0.0)
<b>Total Gross Margin</b>	<b>119.1</b>	<b>112.8</b>	<b>111.5</b>	<b>100.0</b>
Other Revenue	-	-	-	-
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(56.6)	(52.4)	(58.9)	(56.1)
<b>Segment EBITDA</b>	<b>62.6</b>	<b>60.5</b>	<b>52.6</b>	<b>43.9</b>

# IOOF Holdings Limited

## Investment Management - Key Measures

	1H19	2H19	1H20	2H20
Segment EBITDA (\$m)	27.6	24.8	29.4	26.5
Closing FUM (\$b)	21.3	22.9	23.6	22.4
Average FUM (\$b)	21.8	22.2	23.3	22.7
Net flows (\$b)	(0.3)	(0.3)	(0.3)	(0.1)
Gross margin (\$m)	32.7	30.4	34.6	31.9
Gross margin	0.30%	0.28%	0.29%	0.28%
Net operating margin	0.25%	0.23%	0.25%	0.24%
Cost to income	15.7%	18.3%	15.0%	16.8%

## Investment Management - P&L

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	49.4	46.3	51.3	47.0
Other Fee Revenue	1.9	5.2	3.6	3.7
Service and Marketing fees expense	(15.7)	(17.9)	(17.0)	(16.1)
Other Direct Costs	(2.9)	(3.1)	(3.3)	(2.8)
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>32.7</b>	<b>30.4</b>	<b>34.6</b>	<b>31.9</b>
Other Revenue	-	-	-	-
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(5.2)	(5.6)	(5.2)	(5.3)
<b>Segment EBITDA</b>	<b>27.6</b>	<b>24.8</b>	<b>29.4</b>	<b>26.5</b>



# IOOF Holdings Limited

## Ex-ANZ Pensions and Investments - Key Measures

Includes P&I coupon interest prior to completion of acquisition on 31 January 2020

	<u>2H20</u>
Segment EBITDA (\$m)	37.4
Closing FUMA (\$b)	67.4
Average FUMA (\$b)	69.8
Net flows (\$b)	(0.8)
Gross margin (\$m)	100.9
Gross margin	0.35%
Net operating margin	0.13%
Cost to income	63.1%

## Ex-ANZ Pensions and Investments - P&L

	<u>2H20</u> <u>\$m</u>
<b>Gross Margin</b>	
Management and Service fees revenue	165.3
Other Fee Revenue	2.9
Service and Marketing fees expense	(57.9)
Other Direct Costs	(9.4)
Amortisation of deferred acquisition costs	-
<b>Total Gross Margin</b>	<u>100.9</u>
Other Revenue	0.5
Equity Accounted Profits	-
Operating Expenditure incl Corporate Recharge	(64.0)
<b>Segment EBITDA</b>	<u><u>37.4</u></u>

# IOOF Holdings Limited

## Ex-ANZ Pensions and Investments - Historical Unaudited Proforma Information

	<i>1H19</i>	<i>2H19</i>	<i>1H20</i>	<i>2H20<sup>1</sup></i>
	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>
	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
<b>Gross Margin</b>	<b>153.6</b>	<b>146.9</b>	<b>144.5</b>	<b>125.3</b>
Other Revenue	2.4	2.6	1.9	2.1
Equity Accounted Profits	-	-	-	-
Operating Expenditure	(82.3)	(80.6)	(85.9)	(81.3)
<b>Segment EBITDA</b>	<b>73.7</b>	<b>68.9</b>	<b>60.5</b>	<b>46.1</b>

<sup>1</sup>Proforma result for six month period (IOOF ownership for the 5 months post-31 January 2020)

# IOOF Holdings Limited

## Ex-ANZ Wealth Management - Key Measures

	1H19	2H19	1H20	2H20
Segment EBITDA (\$m)	(7.5)	(15.5)	(15.5)	(10.9)
Closing FUAdv (\$b)	16.7	16.1	18.0	16.3
Average FUAdv (\$b)	17.0	16.4	16.8	17.2
Net flows (\$b)	-	(1.3)	0.8	(0.3)
Gross margin (\$m)	4.1	8.4	9.4	11.1
Gross margin	0.10%	0.10%	0.11%	0.13%
Net operating margin	(0.17%)	(0.19%)	(0.18%)	(0.13%)
Cost to income	231.6%	218.6%	246.6%	185.6%

## Ex-ANZ Wealth Management - P&L

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	47.7	98.2	99.4	104.3
Other Fee Revenue	2.9	4.1	7.0	7.8
Service and Marketing fees expense	(46.3)	(93.8)	(96.1)	(101.2)
Other Direct Costs	(0.2)	(0.1)	(1.0)	0.2
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>4.1</b>	<b>8.4</b>	<b>9.4</b>	<b>11.1</b>
Other Revenue	1.5	4.7	1.2	1.7
Equity Accounted Profits	-	-	-	0.0
Operating Expenditure incl Corporate Recharge	(13.1)	(28.6)	(26.1)	(23.8)
<b>Segment EBITDA</b>	<b>(7.5)</b>	<b>(15.5)</b>	<b>(15.5)</b>	<b>(10.9)</b>

# IOOF Holdings Limited

## Corporate and Other - P&L

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	-	-	-	-
Other Fee Revenue	0.2	0.2	0.4	0.5
Service and Marketing fees expense	0.2	0.2	-	-
Other Direct Costs	-	-	-	-
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>0.5</b>
Other Revenue	0.8	0.8	1.3	1.1
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(19.5)	(19.2)	(21.0)	(20.4)
<b>Segment EBITDA</b>	<b>(18.2)</b>	<b>(18.0)</b>	<b>(19.4)</b>	<b>(18.7)</b>

# IOOF Holdings Limited

## Discontinued Operations - Corporate Trust - P&L

Divested November 2018

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	4.0	1.9	-	-
Other Fee Revenue	0.4	0.0	-	-
Service and Marketing fees expense	-	-	-	-
Other Direct Costs	(2.8)	(1.9)	-	-
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>1.5</b>	<b>0.0</b>	-	-
Other Revenue	-	-	-	-
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(1.7)	(0.1)	-	-
<b>Segment EBITDA</b>	<b>(0.2)</b>	<b>(0.1)</b>	-	-

## Discontinued Operations - IOOF NZ - P&L

Divested April 2020

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	2.3	2.3	2.3	1.2
Other Fee Revenue	-	-	-	-
Service and Marketing fees expense	(0.9)	(1.3)	(1.4)	(0.7)
Other Direct Costs	(0.0)	-	(0.0)	(0.0)
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>1.4</b>	<b>1.0</b>	<b>0.9</b>	<b>0.4</b>
Other Revenue	(0.1)	(0.1)	(0.1)	(0.0)
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(0.7)	(0.7)	(0.6)	(0.4)
<b>Segment EBITDA</b>	<b>0.7</b>	<b>0.2</b>	<b>0.3</b>	<b>(0.1)</b>

# IOOF Holdings Limited

## Discontinued Operations - Ord Minnett - P&L

Divested September 2019

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	32.6	32.8	17.7	-
Other Fee Revenue	-	-	-	-
Service and Marketing fees expense	(17.4)	(17.6)	(9.6)	-
Other Direct Costs	(0.2)	0.1	(0.0)	-
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	<b>15.0</b>	<b>15.2</b>	<b>8.1</b>	-
Other Revenue	17.4	20.4	11.3	-
Equity Accounted Profits	-	-	-	-
Operating Expenditure incl Corporate Recharge	(19.2)	(21.9)	(10.5)	-
<b>Segment EBITDA</b>	<b>13.1</b>	<b>13.6</b>	<b>8.8</b>	-

## Discontinued Operations - Perennial Value Management - P&L

Divested October 2019

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Gross Margin</b>				
Management and Service fees revenue	-	-	-	-
Other Fee Revenue	-	-	-	-
Service and Marketing fees expense	-	-	-	-
Other Direct Costs	-	-	-	-
Amortisation of deferred acquisition costs	-	-	-	-
<b>Total Gross Margin</b>	-	-	-	-
Other Revenue	-	-	-	-
Equity Accounted Profits	0.4	0.5	1.0	-
Operating Expenditure incl Corporate Recharge	-	-	-	-
<b>Segment EBITDA</b>	<b>0.4</b>	<b>0.5</b>	<b>1.0</b>	-

# IOOF Holdings Limited

## FUMA - Group (Continuing Operations)

	1Q19 \$m	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m	2Q20 \$m	3Q20 \$m	4Q20 \$m	1Q21 \$m	2Q21 \$m
Opening Balance	116,290	117,193	128,197	133,849	137,878	142,123	145,109	195,001	202,297	202,826
Acquired FUMA	-	17,256	-	-	-	-	77,140	-	-	-
Net Flow	(81)	(120)	(122)	(836)	290	1,161	(693)	71	(137)	(4,011)
Pensions	(392)	(381)	(443)	(496)	(478)	(463)	(607)	(658)	(536)	(516)
Market/Other	1,375	(6,959)	6,217	5,361	4,432	2,288	(25,948)	9,131	2,694	12,650
Reclass from Funds Under Supervision	-	1,209	-	-	-	-	-	-	-	-
Early Release of Super	-	-	-	-	-	-	-	(1,249)	(1,042)	(132)
Transfer to IOOF Alliances	-	-	-	-	-	-	-	-	(450)	(363)
BT Transfer	-	-	-	-	-	-	-	-	-	(8,063)
<b>Closing Balance</b>	<b>117,193</b>	<b>128,197</b>	<b>133,849</b>	<b>137,878</b>	<b>142,123</b>	<b>145,109</b>	<b>195,001</b>	<b>202,297</b>	<b>202,826</b>	<b>202,390</b>

## FUMA - Financial Advice and Distribution

	1Q19 \$m	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m	2Q20 \$m	3Q20 \$m	4Q20 \$m	1Q21 \$m	2Q21 \$m
Opening Balance	55,121	55,067	51,340	53,600	55,735	57,826	58,616	51,772	54,213	54,296
Net Flow	(241)	(345)	(195)	58	33	134	64	2	175	(1,241)
Pensions	(182)	(176)	(163)	(185)	(156)	(143)	(133)	(129)	(106)	(104)
Market/Other	369	(3,206)	2,618	2,262	2,215	798	(6,776)	2,568	465	3,123
Transfer to IOOF Alliances	-	-	-	-	-	-	-	-	(450)	(87)
BT Transfer	-	-	-	-	-	-	-	-	-	(8,063)
<b>Closing Balance</b>	<b>55,067</b>	<b>51,340</b>	<b>53,600</b>	<b>55,735</b>	<b>57,826</b>	<b>58,616</b>	<b>51,772</b>	<b>54,213</b>	<b>54,296</b>	<b>47,924</b>

## FUMA - Portfolio and Estate Administration

	1Q19 \$m	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m	2Q20 \$m	3Q20 \$m	4Q20 \$m	1Q21 \$m	2Q21 \$m
Opening Balance	39,140	39,824	38,943	41,224	43,127	44,174	44,882	39,498	41,989	42,319
Net Flow	294	411	183	572	410	367	190	398	226	40
Pensions	(210)	(205)	(208)	(246)	(231)	(229)	(229)	(238)	(191)	(190)
Market/Other	600	(2,296)	2,306	1,577	868	570	(5,345)	2,500	454	2,684
Reclass from Funds Under Supervision	-	1,209	-	-	-	-	-	-	-	-
Early Release of Super	-	-	-	-	-	-	-	(170)	(158)	(21)
<b>Closing Balance</b>	<b>39,824</b>	<b>38,943</b>	<b>41,224</b>	<b>43,127</b>	<b>44,174</b>	<b>44,882</b>	<b>39,498</b>	<b>41,989</b>	<b>42,319</b>	<b>44,832</b>

# IOOF Holdings Limited

## FUMA - Investment Management

	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Opening Balance	22,029	22,302	21,250	22,309	22,886	23,420	23,607	21,097	22,386	22,644
Net Flow	(134)	(186)	(129)	(181)	(166)	(145)	(81)	(51)	(62)	(2,168)
Market/Other	406	(865)	1,188	759	700	332	(2,429)	1,340	321	1,372
<b>Closing Balance</b>	<b>22,302</b>	<b>21,250</b>	<b>22,309</b>	<b>22,886</b>	<b>23,420</b>	<b>23,607</b>	<b>21,097</b>	<b>22,386</b>	<b>22,644</b>	<b>21,848</b>

## FUMA - Ex-ANZ Pensions and Investments - Platform

	3Q20	4Q20	1Q21	2Q21
	\$m	\$m	\$m	\$m
Opening Balance	-	41,608	43,268	42,986
Acquired FUMA	49,112	-	-	-
Net Flow	(421)	(233)	(385)	(542)
Pensions	(139)	(211)	(170)	(163)
Market/Other	(6,943)	2,676	733	2,691
Early Release of Super	-	(573)	(461)	(59)
<b>Closing Balance</b>	<b>41,608</b>	<b>43,268</b>	<b>42,986</b>	<b>44,914</b>

## FUMA - Ex-ANZ Pensions and Investments - Investment Management

	3Q20	4Q20	1Q21	2Q21
	\$m	\$m	\$m	\$m
Opening Balance	-	23,303	24,121	24,082
Acquired FUMA	28,028	-	-	-
Net Flow	(220)	50	(26)	(83)
Pensions	(18)	-	-	-
Market/Other	(4,488)	1,274	410	1,554
Early Release of Super	-	(506)	(423)	(53)
<b>Closing Balance</b>	<b>23,303</b>	<b>24,121</b>	<b>24,082</b>	<b>25,501</b>



# IOOF Holdings Limited

## FUMA - Ex-ANZ Wealth Management

	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m	2Q20 \$m	3Q20 \$m	4Q20 \$m	1Q21 \$m	2Q21 \$m
Opening Balance	-	16,663	16,717	16,130	16,703	18,004	17,724	16,322	16,499
Acquired FUMA	17,256	-	-	-	-	-	-	-	-
Net Flow	-	20	(1,285)	13	804	(226)	(95)	(65)	(17)
Pensions	-	(72)	(65)	(91)	(91)	(88)	(79)	(69)	(60)
Market/Other	(592)	105	764	650	588	34	(1,227)	311	1,226
Transfer to IOOF Alliances	-	-	-	-	-	-	-	-	(276)
<b>Closing Balance</b>	<b>16,663</b>	<b>16,717</b>	<b>16,130</b>	<b>16,703</b>	<b>18,004</b>	<b>17,724</b>	<b>16,322</b>	<b>16,499</b>	<b>17,372</b>

## FUMA - Discontinued Operations - Ord Minnett

	1Q19 \$m	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m
Opening Balance	9,024	9,511	9,054	10,166	11,017
Net Flow	360	50	459	374	310
Market/Other	127	(507)	653	477	140
Divested FUMA	-	-	-	-	(11,467)
<b>Closing Balance</b>	<b>9,511</b>	<b>9,054</b>	<b>10,166</b>	<b>11,017</b>	<b>-</b>

## FUMA - Discontinued Operations - IOOF NZ

	1Q19 \$m	2Q19 \$m	3Q19 \$m	4Q19 \$m	1Q20 \$m	2Q20 \$m	3Q20 \$m	4Q20 \$m
Opening Balance	619	630	589	617	620	613	623	553
Net Flow	(9)	(7)	-	(11)	(14)	(8)	(11)	-
Market/Other	20	(34)	28	14	7	18	(59)	-
Divested FUMA	-	-	-	-	-	-	-	(553)
<b>Closing Balance</b>	<b>630</b>	<b>589</b>	<b>617</b>	<b>620</b>	<b>613</b>	<b>623</b>	<b>553</b>	<b>-</b>

# IOOF Holdings Limited

## Remediation - IOOF Advice

	2H19 \$m	1H20 \$m	2H20 \$m
Opening Balance	-	223.2	223.1
Provisions made/(reversed)	223.2	-	-
<b>Provisions utilised</b>			
Payments made	-	-	(0.4)
Program costs	-	(0.1)	(5.8)
<b>Closing Balance</b>	<b>223.2</b>	<b>223.1</b>	<b>216.9</b>

## Remediation - Ex-ANZ Aligned Licensees

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
Opening Balance	-	168.1	168.8	153.5
Provisions acquired	168.1	-	-	-
Provisions made/(reversed)	-	15.2	-	80.4
<b>Provisions utilised</b>				
Payments made	-	(4.5)	(6.1)	(7.9)
Program costs	-	(10.0)	(9.3)	(10.2)
<b>Closing Balance</b>	<b>168.1</b>	<b>168.8</b>	<b>153.5</b>	<b>215.8</b>

## Remediation - Ex-ANZ Pensions and Investments

	2H20 \$m
Opening Balance	-
Provisions acquired	180.0
Provisions made/(reversed)	(1.2)
<b>Provisions utilised</b>	
Payments made	(1.8)
Program costs	(2.3)
<b>Closing Balance</b>	<b>174.7</b>

# IOOF Holdings Limited

## Statutory NPAT reconciliation

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Profit attributable to Owners of the Company</b>	<b>135.4</b>	<b>(106.9)</b>	<b>115.0</b>	<b>32.0</b>
Discontinued operations	(65.9)	7.5	(87.2)	(1.0)
<b>Profit/(Loss) from continuing operations attributable to Owners of the Company</b>	<b>69.6</b>	<b>(99.4)</b>	<b>27.8</b>	<b>31.0</b>
<b><i>Underlying net profit after tax pre-amortisation (UNPAT) adjustments:</i></b>				
Amortisation of intangible assets	19.0	18.7	18.3	18.5
Unwind of deferred tax liability recorded on intangible assets	(5.0)	(4.9)	(4.9)	(4.9)
Acquisition costs - Acquisition advisory	1.7	0.8	0.4	5.6
Acquisition costs - Integration preparation	2.5	7.9	3.7	9.8
Acquisition costs - Finance costs	0.4	-	0.1	-
BT settlement income	-	-	-	-
Legal provision	-	-	-	-
Advice 2.0 costs	-	-	-	-
Evolve costs	4.1	6.3	5.2	6.2
Termination payments	0.3	1.8	2.7	0.2
Profit on divestment of assets	(0.4)	(0.0)	(0.3)	(1.2)
Non-recurring professional fees paid	0.2	1.8	4.4	2.0
Impairment of goodwill and investment	-	-	-	4.3
Remediation costs	3.8	231.5	1.5	-
Governance uplift costs	-	-	3.2	1.3
Other	0.1	0.8	0.7	0.7
Income tax attributable	(3.7)	(74.5)	(6.4)	(5.9)
<b>UNPAT from continuing operations</b>	<b>92.5</b>	<b>90.8</b>	<b>56.5</b>	<b>67.6</b>
UNPAT from discontinued operations	7.4	7.3	4.9	(0.1)
<b>UNPAT</b>	<b>99.9</b>	<b>98.1</b>	<b>61.4</b>	<b>67.5</b>

# IOOF Holdings Limited

## Corporate Balance Sheet

Excludes balances relating to the statutory benefit funds

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Assets</b>				
Cash	112.8	91.7	65.3	371.0
Certificates of deposit	-	-	-	-
Receivables	291.4	289.6	342.4	547.4
Debt note	800.0	800.0	800.0	-
Other financial assets	54.9	56.7	90.9	147.5
Current tax assets	-	3.9	47.7	23.6
Prepayments	15.6	15.3	11.0	16.3
Deferred acquisition costs	1.4	1.2	1.2	1.0
Associates	24.5	21.5	16.4	12.9
Property and equipment	39.3	36.0	115.9	134.4
Deferred tax assets	-	2.7	-	-
Intangible assets	392.3	364.7	352.2	525.1
Goodwill	946.3	936.9	937.3	1,465.4
	<u>2,678.6</u>	<u>2,620.2</u>	<u>2,780.4</u>	<u>3,244.5</u>
Assets classified as held for sale	-	52.5	-	-
<b>Total assets</b>	<b>2,678.6</b>	<b>2,672.7</b>	<b>2,780.4</b>	<b>3,244.5</b>
<b>Liabilities</b>				
Payables	73.2	86.4	75.9	118.8
Other financial liabilities	3.0	15.3	32.4	54.8
Loans and borrowings	416.7	426.5	447.5	572.3
Current tax liabilities	11.4	-	-	-
Provisions	231.7	453.3	487.4	733.1
Deferred tax liabilities	80.5	-	8.2	27.0
Deferred revenue liability	1.3	1.1	1.1	0.9
Lease incentives	5.9	5.8	-	-
	<u>823.7</u>	<u>988.4</u>	<u>1,052.5</u>	<u>1,506.9</u>
Liabilities directly associated with assets classified as held for sale	-	27.4	-	-
<b>Total liabilities</b>	<b>823.7</b>	<b>1,015.8</b>	<b>1,052.5</b>	<b>1,506.9</b>
<b>Net assets</b>	<b>1,854.9</b>	<b>1,656.9</b>	<b>1,727.8</b>	<b>1,737.6</b>
<b>Equity</b>				
Share capital	1,966.9	1,963.1	1,965.4	1,965.8
Reserves	23.3	25.2	52.7	91.3
Accumulated losses	(142.9)	(339.1)	(289.6)	(319.3)
<b>Total equity attributable to equity holders of the Company</b>	<b>1,847.3</b>	<b>1,649.2</b>	<b>1,728.4</b>	<b>1,737.8</b>
Non-controlling interest	7.6	7.7	(0.6)	(0.2)
<b>Total equity</b>	<b>1,854.9</b>	<b>1,656.9</b>	<b>1,727.8</b>	<b>1,737.6</b>

# IOOF Holdings Limited

## Statement of Cash Flows

Excludes cash flows relating to the statutory benefit funds

	1H19 \$m	2H19 \$m	1H20 \$m	2H20 \$m
<b>Cash flows from operating activities</b>				
Receipts from customers	561.9	647.8	600.0	722.7
Payments to suppliers and employees	(442.4)	(538.8)	(530.0)	(594.2)
Dividends from associates	0.2	0.2	0.1	0.2
Net legal settlements	(8.5)	(2.4)	0.9	(3.2)
Remediation costs	(3.8)	(0.3)	(9.6)	(6.3)
Coupon interest received on debt note	18.9	49.0	8.1	1.3
Income taxes paid	(54.3)	(57.0)	(38.7)	(4.0)
<b>Net cash flows from operating activities</b>	<b>72.1</b>	<b>98.5</b>	<b>30.9</b>	<b>116.6</b>
<b>Cash flows from investing activities</b>				
Dividends and distributions received	0.7	0.6	0.8	0.7
Interest received	5.2	4.2	1.2	3.2
Acquisition and transformation costs	(8.7)	(9.8)	(7.4)	(19.2)
Interest and other costs of finance paid	(8.7)	(7.7)	(5.6)	(4.5)
Proceeds from divestment of/(payments for) financial assets	(1.8)	0.3	(2.1)	86.6
Redemption/(purchase) of debt note	(800.0)	-	-	800.0
Net proceeds on divestment of subsidiaries	41.0	0.3	90.0	3.0
Acquisition of subsidiary, net of cash acquired	(5.8)	(2.3)	-	(678.8)
Redemption of/(payment for) treasury investments	407.4	-	-	-
Receipt of deferred purchase consideration	-	0.4	-	-
Net proceeds from/(payment for) swaps	-	-	-	(30.2)
Payments for property and equipment	(22.7)	(3.5)	(3.2)	(5.0)
Payments for intangible assets	(3.2)	(0.6)	(5.4)	(7.7)
Repayment of loan principal (related parties)	-	0.0	7.3	-
<b>Net cash flows from investing activities</b>	<b>(396.5)</b>	<b>(18.2)</b>	<b>75.6</b>	<b>148.1</b>
<b>Cash flows from financing activities</b>				
Drawdown of borrowings	610.0	60.0	0.0	115.0
Repayment of borrowings	(190.0)	(50.6)	(75.0)	(10.0)
Proceeds from issue of shares	-	-	-	-
Transaction costs of issuing new shares	-	-	-	-
Purchase of treasury shares	(3.8)	(4.1)	-	-
Return of capital to non-controlling interest	(1.2)	-	-	-
Net repayment of leasing liabilities	-	-	(6.4)	(7.9)
Dividends paid - members of the Company	(94.7)	(89.3)	(66.5)	(56.0)
Dividends paid - non-controlling members of subsidiary entities	(4.5)	(2.4)	(0.0)	(0.0)
<b>Net cash flows from financing activities</b>	<b>315.8</b>	<b>(86.5)</b>	<b>(147.9)</b>	<b>41.1</b>
<b>Net cash flow</b>	<b>(8.6)</b>	<b>(6.2)</b>	<b>(41.4)</b>	<b>305.8</b>
<b>Opening cash position</b>	<b>121.4</b>	<b>112.8</b>	<b>91.7</b>	<b>65.3</b>
Cash classified in assets held for sale at the beginning of the period	-	-	15.0	-
Effects of exchange rate changes on cash and cash equivalents	0.0	0.0	0.0	(0.1)
Reclassification to assets held for sale	-	(15.0)	-	-
<b>Closing cash position</b>	<b>112.8</b>	<b>91.7</b>	<b>65.3</b>	<b>371.0</b>

# IOOF Holdings Limited

## Cash and Debt Facilities

Excludes balances relating to the statutory benefit funds

	1H19	2H19	1H20	2H20
<b>Cash</b>				
Corporate cash (\$m)	112.8	91.7	65.3	225.4
Restricted cash (ORFR) (\$m)	-	-	-	145.6
<b>Debt Facilities</b>				
Total debt facilities (\$m) <sup>1</sup>	750.0	750.0	615.0	615.0
Drawn senior debt (\$m)	420.0	430.0	355.0	460.0
Senior funding headroom (\$m)	330.0	320.0	260.0	155.0
<b>Ratios and other indicators</b>				
Net debt (\$m)	307.2	338.3	289.7	234.6
SFA defined leverage ratio	1.4 times	1.4 times	0.0 times	1.3 times
<b>Bridge to SFA defined net debt</b>				
Simple net debt (above)	307.2	338.3	289.7	234.6
Debt note	-	-	(800.0)	-
Excl non-guarantor cash	13.0	9.7	5.9	73.4
Add bank guarantees	42.6	65.7	46.7	54.7
Add deferred asset purchase consideration greater than 90 days	-	-	2.6	5.6
Other SFA adjustments	10.1	3.1	2.8	2.8
<b>SFA defined net debt</b>	<b>372.8</b>	<b>416.8</b>	<b>n/a</b>	<b>371.3</b>

<sup>1</sup>Revolving cash advance facilities only, excludes multi-option facility

# IOOF Holdings Limited

## Segment Asset Allocations

	1H19	2H19	1H20	2H20
<b>Financial Advice and Distribution</b>				
Australian Equities	42%	36%	39%	37%
Fixed Interest/Cash	32%	33%	31%	32%
International Equities	18%	23%	22%	20%
Property	6%	7%	6%	7%
Other	2%	2%	2%	4%
<b>Portfolio and Estate Administration</b>				
Australian Equities	35%	32%	32%	30%
Fixed Interest/Cash	34%	33%	32%	32%
International Equities	20%	23%	24%	23%
Property	6%	7%	7%	9%
Other	5%	6%	6%	4%
<b>Investment Management</b>				
Australian Equities	26%	27%	27%	21%
Fixed Interest/Cash	40%	39%	38%	41%
International Equities	22%	22%	23%	22%
Property	10%	9%	10%	10%
Other	2%	4%	2%	5%
<b>Ex-ANZ Pensions and Investments - Platform</b>				
Australian Equities				29%
International Equities				28%
Australian Fixed Interest				10%
International Fixed Interest				10%
Property				7%
Cash				13%
Other				3%
<b>Ex-ANZ Pensions and Investments - Investment Management</b>				
Australian Equities				26%
International Equities				29%
Australian Fixed Interest				15%
International Fixed Interest				9%
Property				10%
Cash				8%
Other				4%

# IOOF Holdings Limited

## Ratio Calculations

	1H19	2H19	1H20	2H20
<b>Earnings</b>				
UNPAT (\$m)	99.9	98.1	61.4	67.5
UNPAT (continuing operations) (\$m)	92.5	90.8	56.5	67.6
Statutory NPAT (\$m)	135.4	(106.9)	115.0	32.0
Statutory NPAT (continuing operations) (\$m)	69.6	(99.4)	27.8	31.0
<b>Shares</b>				
Weighted average shares on issue	351,076,027	351,076,027	351,076,027	351,076,027
Weighted average treasury shares on issue	386,749	856,831	1,014,460	892,726
Weighted average performance rights	880,118	1,084,188	690,739	878,318
<b>EPS</b>				
UNPAT EPS (cents per share)	28.5	28.0	17.5	19.3
UNPAT EPS (continuing operations) (cents per share)	26.4	25.9	16.1	19.3
Basic EPS (cents per share)	38.6	(30.5)	32.8	9.1
Diluted EPS (cents per share)	38.5	(30.4)	32.8	9.1
Basic EPS (continuing operations) (cents per share)	19.9	(28.4)	7.9	8.9
<b>Cost to income</b>				
Gross margin	254.1	242.7	248.3	329.3
Add back amortisation of deferred acquisition costs	0.1	0.1	0.0	0.0
Other revenue	6.6	8.6	6.0	5.4
ANZ coupon interest	28.7	43.3	8.1	2.2
Operating expenditure	(149.3)	(157.6)	(163.7)	(220.7)
Cost to income	51.6%	53.5%	62.4%	65.5%
<b>Return on equity</b>				
Average equity (\$m)	1,821.6	1,819.7	1,693.0	1,725.4
Days in period	184	181	184	182
Days in year	365	365	366	366
Return on equity	10.9%	10.9%	7.2%	7.9%

## Shares on issue

	From	To	Days
351,076,027	1/07/2018	31/12/2018	184
351,076,027	1/01/2019	30/06/2019	181
351,076,027	1/07/2019	31/12/2019	184
351,076,027	1/01/2020	30/06/2020	182
351,076,027	1/07/2020	6/09/2020	68
560,345,476	7/09/2020	21/09/2020	15
648,218,885	22/09/2020	22/09/2020	1
649,324,356	23/09/2020	31/12/2020	100