

SOLID RESULTS, STRONG BUSINESS



PERPETUAL
23/08/2017

Despite a year full of economic and geopolitical uncertainty, Perpetual Limited has announced increased profits and another increased dividend for Perpetual shareholders.

KEY NUMBERS FOR 2016/17:

- FY17 Net Profit After Tax increases to \$137.3 million, up 4% on FY16.
- Shareholders received a fully franked dividend worth 265 cents per share over FY17. That is up 4% on FY16.

Chief Executive Officer and Managing Director Geoff Lloyd said, “This is a solid result – our financial performance and the strength of our business have allowed for an increased final dividend of \$1.35 per share.

Across Perpetual Investments, Perpetual Corporate Trust and Perpetual Private, we have a strong diverse business which is delivering results today while also being positioned for future growth”.

BUSINESS UNIT OVERVIEW

Perpetual Investments

In FY17, profit before tax for Perpetual Investments was \$116.5 million, 1% lower than FY16. “While FY17 presented some challenging conditions for active, value investors like Perpetual, we continue to deliver for our investors over the long term”, said Mr Lloyd. “88% of our funds are in the first or second quartile over five years, and 100% over seven years and 83% over ten years.”¹

“This is a solid result – our financial performance and the strength of our business have allowed for an increased final

dividend of \$1.35 per share." Geoff Lloyd, Chief Executive Officer and Managing Director.

Perpetual Private

Perpetual Private's profit before tax was up 18% on FY16 thanks to growth in the client base and increased revenue from both non-market and market-based sources.

Perpetual Private has now delivered eight consecutive halves of net new client growth. A key area of growth is the Fordham business – Perpetual's specialist accounting, business and financial advice offering for business owners.

"As part of our Lead and Grow strategy, we have increased Fordham's presence up the eastern seaboard and it has delivered significant benefits. Fordham is now a leading referrer for Perpetual Private's strategic financial advice services. At the same time, our medical education and advice business, The Private Practice, is reaching a wide audience of medical professionals and attracted 70 new medical specialist clients during the year," Mr Lloyd said.

Perpetual Corporate Trust

Perpetual Corporate Trust's profit before tax was 8% higher than FY16, driven by growth in Managed Funds Services which was in turn underpinned by strong commercial property and infrastructure markets.

"Perpetual Corporate Trust had a successful year in its core businesses," Says Geoff Lloyd. "It's also investing in building future revenue streams. Perpetual Corporate Trust's rich data sets provide a springboard for product innovation and the team this year launched ABSPerpetual Business Intelligence, a data analytics platform. This creates new opportunities as we help financial institutions with their lending, credit and investment strategies,"

Built on people

Summing up the result, Mr Lloyd said, "Despite some testing conditions, Perpetual delivered improved profit and a higher dividend for shareholders because our three businesses have strong market positions in attractive industry segments. At a deeper level, our success is built on people – on how we treat our clients, shareholders, investors and employees. We treasure these relationships – they have been the keys to our success for over 130 years."

For more information on the Perpetual result, please visit our [shareholder](#) page.

¹Mercer wholesale surveys, quartile rankings, June 2017