

ASX Announcement

Perpetual Limited: funds under management 2Q FY2013 Update

25 January 2013

Perpetual Limited (Perpetual) today announced that its funds under management (FUM) as at 31 December 2012 were \$24.3 billion¹, an increase of 3.0% since 30 September 2012. FUM as at 30 September 2012 were \$23.6 billion.

Total average FUM for the three months to 31 December 2012 were \$24.1 billion.

FUM and flows by channel and asset class for the three months to 31 December were as follows:

Channel	As at 30 Sep 12 \$b	Net Flows \$b	Other \$b ⁽¹⁾	As at 31 Dec 12 \$b
Retail	5.1	(0.1)	0.1	5.1
Intermediary	11.4	(0.1)	0.7	12.0
Institutional	7.1	(0.4)	0.5	7.2
All Channels	23.6	(0.6)	1.3	24.3

Asset Class	As at 30 Sep 12 \$b	Net Flows \$b	Other \$b ⁽¹⁾	As at 31 Dec 12 \$b
Australian Equities	16.7	(0.5)	1.2	17.4
Global Equities	0.9	ı	ı	0.9
Equities	17.6	(0.5)	1.2	18.3
Cash & Fixed Interest	4.7	(0.1)	0.1	4.7
Other	1.3	-	-	1.3
All Asset Classes	23.6	(0.6)	1.3	24.3

 $^{^{(1)}}$ Includes reinvestments, distributions, income and asset growth

The change in FUM over the three months was mainly attributable to:

- an increase of \$1.4 billion due to market appreciation, offset by a decrease of \$100 million due to semi-annual distributions, and
- \$600 million of net fund outflows (compared to \$900 million of net fund outflows for the same period last year) including:
 - o \$500 million in net outflows from the Equities asset class, including:
 - net outflows of \$600 million from the Ordinaries strategy, of which \$500 million was from the institutional channel, and \$200 million of net outflows from the Industrials strategy, predominantly from the intermediary channel, offset by
 - net inflows of \$200 million into a sustainability mandate from a new institutional client and \$100 million of net inflows into the concentrated and ethical strategies, and
 - \$100 million in net outflows from the Cash and Fixed Interest asset class, largely institutional cash.

Appointments and mandates

Fund rating outcomes during the quarter were strong with the overwhelming majority of funds maintaining Recommended ratings. The increased focus on our Strategic Accounts and Research House partners,

investor.relations@perpetual.com.au

¹ All Figures in Update are rounded

combined with a more targeted Adviser Distribution sales model has expanded the distribution of the Group's funds through the following appointments during the period:

- Australian Share Fund added to Westpac and St George Financial Planning Approved Product Lists;
- Australian Share Fund included as value manager in Commonwealth bank's Accumulation model portfolio (effective 1 January 2013); and
- Australian Share Fund added to four new risk profiles by the Matrix financial planning group.

During the quarter, Perpetual Investments was awarded a mandate for its Sustainable Shares strategy from VicSuper, a new institutional client. The mandate is reflected in the above net inflows.

Perpetual Investments' funds continue to be rated highly in terms of investment performance, with most of the funds in the first or second quartile of performance rankings over the last five years. In 2012, the Perpetual Wholesale Ethical SRI Fund was the top-performing Australian equity fund and the Perpetual Active Fixed Interest Fund was the top-performing Australian bond fund.

Group Executive Perpetual Investments

Michael Gordon, who was appointed to the new role of Group Executive Perpetual Investments on 26 October 2012, will start in the role on 29 January 2013. Mr Gordon will lead the end-to-end business of Perpetual Investments, which includes the investment management team, product, distribution, and operations.

Australian Equities

The four largest Australian equities strategies as at 31 December 2012 based on FUM were:

Strategy as at 31 Dec 12	Intermediary & Retail \$b	Institutional \$b	FUM \$b
Industrials	6.1	-	6.1
Ordinaries	2.4	3.5	5.9
Concentrated	1.1	1.0	2.1
Smaller Companies	0.6	0.2	8.0
Other	1.9	0.6	2.5
Total Australian Equities	12.1	5.3	17.4

The next update will be for the three month period ending 31 March 2013.

For further information, please contact:

Media: Investors:

Mike Woods Kate Abrahams

General Manager Investor Relations & Group Treasurer General Manager Corporate Communications

Perpetual Limited Perpetual Limited

Tel: 02 9229 3449 Tel: 02 9229 3181

> Yves Noldus Senior Manager Corporate Communications

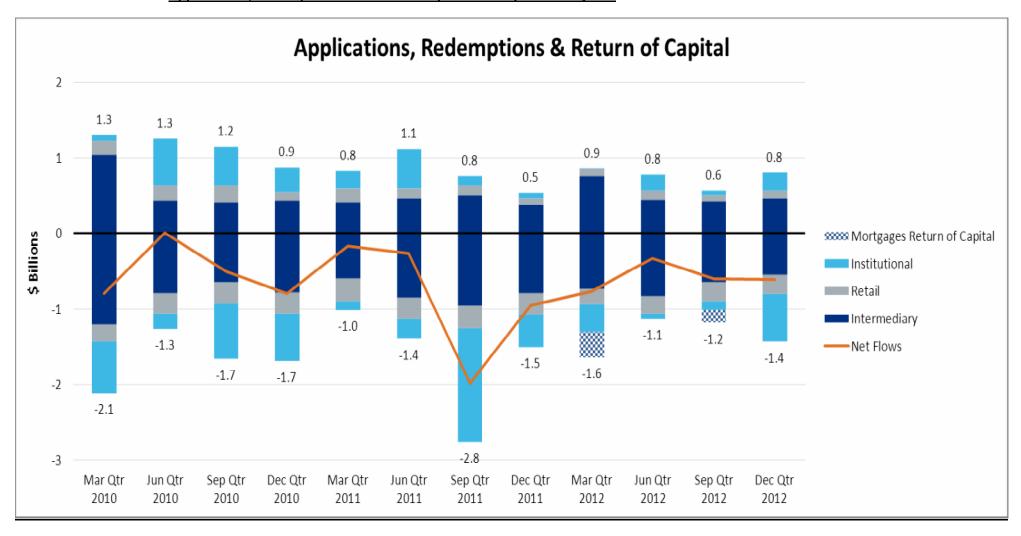
Perpetual Limited

Tel: 02 9229 9893

About Perpetual

Perpetual is an independent financial services group operating in funds management, financial advisory and trustee services. Our origin as a trustee company, coupled with our strong track record of investment performance, has created our reputation as one of the strongest brands in financial services in Australia. For further information, go to www.perpetual.com.au

FACTSHEET - CHART - Applications, Redemptions & Return of Capital for the past three years



Note: Institutional inflows and outflows into Cash, Enhanced Cash and Exact Market Cash funds have been netted out during the quarter so that only a net increase or decrease is included.