

ASX Code: AEF

31 October 2013

**Australian Ethical Investment Limited**  
**Funds under Management and Net Flows**  
**1 July 2013 to 30 September 2013**

Australian Ethical advises that its funds under management (FUM) as at 30 September 2013 was \$785.9 million, an increase of 10.4% since 30 June 2013. FUM as at 30 June 2013 was \$712.1 million.

FUM and flows by product and asset class for the three months to 30 September 2013 were:

<b>Product</b>	<b>FUM Jun-13 (\$m)</b>	<b>Net Flows (\$m)</b>	<b>Market &amp; Other* (\$m)</b>	<b>FUM Sep-13 (\$m)</b>
Managed Funds	253.5	2.8	22.7	279.0
Superannuation	458.6	14.2	34.2	506.9
<i>All Products</i>	712.1	17.0	56.9	785.9

<b>Asset Class</b>	<b>FUM Jun-13 (\$m)</b>	<b>Net Flows (\$m)</b>	<b>Market &amp; Other* (\$m)</b>	<b>FUM Sep-13 (\$m)</b>
Cash	36.0	1.1	(0.9)	36.2
Fixed Income	130.6	0.3	12.6	143.6
Equity	474.4	15.6	45.9	535.9
Property	54.8	(0.1)	(1.3)	53.4
Other	16.3	0.0	0.5	16.8
<i>All Asset Classes</i>	712.1	17.0	56.9	785.9

\* Includes changes in asset value due to market movements, income, reinvestments, distributions and asset class rebalancing within diversified funds.

“We have had a good quarter with many of the improvements we have made to the business over the past few years now bearing fruit” said Phil Vernon, Managing Director of Australian Ethical.

“In particular it is pleasing to see such a significant turnaround in our net inflows which we attribute to improved sentiment, increased brand awareness, investment in social media and digital communication, strengthened sales processes, more competitive fees and consistently strong investment performance.”

“Interest in ethical investing continues to grow as people become increasingly socially conscious and wish to align their values with their financial goals. We aim to continue to be the leader in the field.”

## Flow Analysis - Australian Ethical Managed Funds & Superannuation

