

ASX Code: AEF

26 July 2017

Australian Ethical Investment

Funds under Management and Net Flows

1 April to 30 June 2017

Movement for the quarter

Australian Ethical increased funds under management (FUM) by 8.7% to \$2,145.4 million for the quarter ended 30 June 2017, up from \$1,973.4 million as at 31 March 2017.

In addition, on 5 July 2017 the business received an inflow of \$128 million from an institutional investor which represented an increase of 6% of FUM as at 30 June 2017.

FUM and flows by product for the three months to 30 June 2017 were:

| Product Category | FUM Mar 17 (\$m) | Net Flows (\$m) | Market & Other* (\$m) | FUM Jun 17 (\$m) |
|---------------------|------------------------|--------------------|-----------------------------|------------------------|
| Managed Funds | 609.8 | 34.3 | 10.0 | 654.1 |
| Superannuation | 1,363.6 | 105.6 | 22.1 | 1,491.3 |
| <i>All Products</i> | 1,973.4 | 139.9 | 32.1 | 2,145.4 |

* Includes changes in asset value due to market movements and net income.

Movement for the full year

Over the financial year to 30 June 2017 Australian Ethical increased FUM by 37.8% to \$2,145.4 million, up from \$1,556.7 million reported for the year ended 30 June 2016.

FUM and flows by product for the twelve months to 30 June 2017 were:

| Product Category | FUM Jun 16 (\$m) | Net Flows (\$m) | Market & Other* (\$m) | FUM Jun 17 (\$m) |
|---------------------|------------------------|--------------------|-----------------------------|------------------------|
| Managed Funds | 515.7 | 106.3 | 32.1 | 654.1 |
| Superannuation | 1,041.0 | 347.6 | 102.7 | 1,491.3 |
| <i>All Products</i> | 1,556.7 | 453.9 | 134.8 | 2,145.4 |

* Includes changes in asset value due to market movements and net income.

Member Numbers

Over the financial year to 30 June 2017 Superannuation membership increased by 34%:

| Member Numbers Jun 16 | New Members | Exited Members | Member Numbers Jun 17 |
|----------------------------------|--------------------|-----------------------|----------------------------------|
| 26,342 | 10,535 | (1,525) | 35,352 |

About Australian Ethical

Australian Ethical is Australia's leading ethical wealth manager. Since 1986, Australian Ethical has provided investors with wealth management products that align with their values and deliver strong returns. Investments are guided by the Australian Ethical Charter which both shapes its ethical approach and underpins the Company's culture and vision.

Visit: www.australianethical.com.au

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Quarterly Flow Analysis - Australian Ethical Managed Funds & Superannuation

