



Equity Trustees Limited
Full Year Results to
30 June 2009

Overview – 2008/09

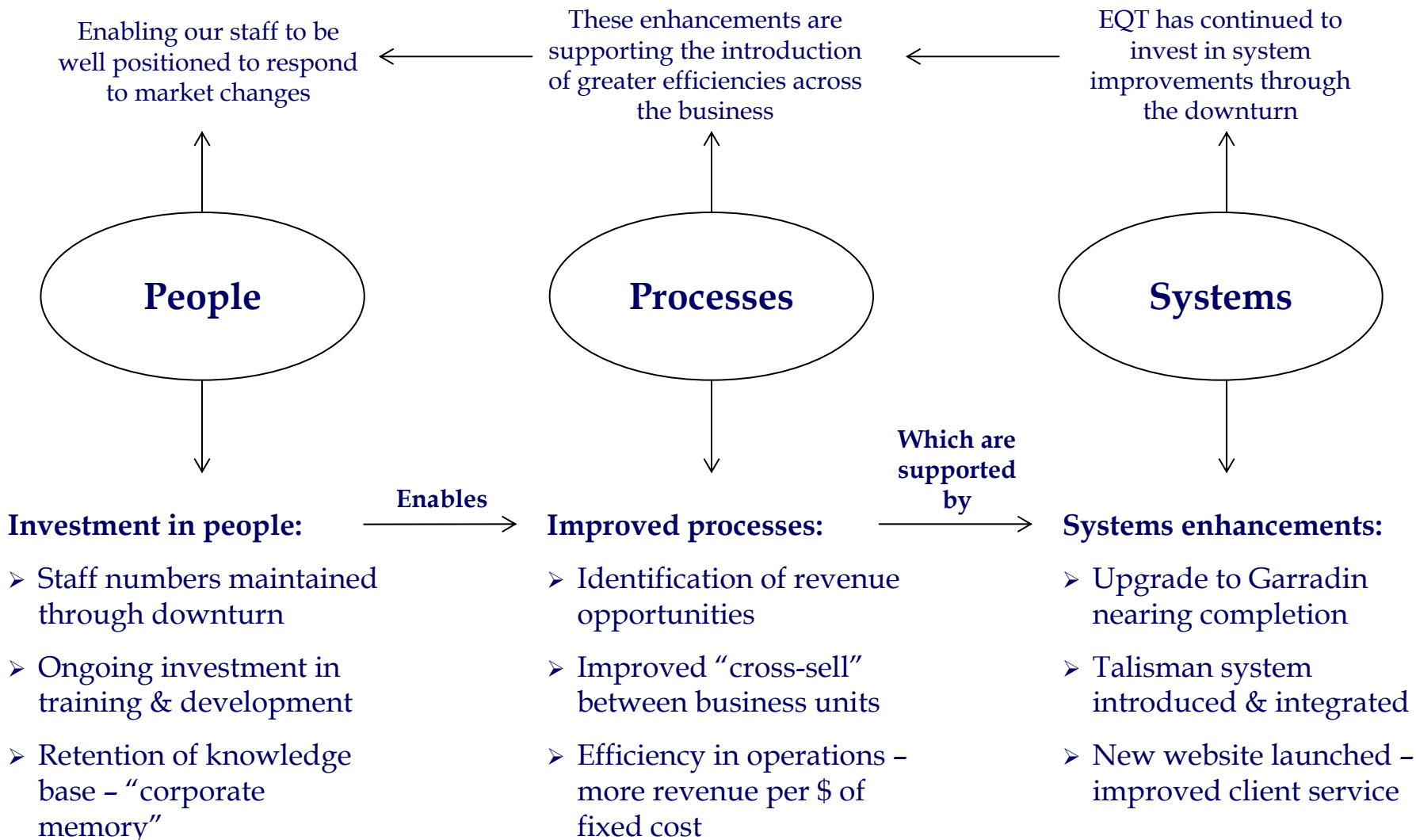
- Markets impact financial performance.
- Strong underlying profitability levels maintained.
- Strong cash flow generation from operating activities.
- No debt.
- New business generation supports operating revenue.
- Business units and staff respond well to volatile environment.
- Discretionary expenditure well managed – reduced costs contribute to result.
- Investment in people, processes and systems maintained through downturn.
- Full-year, fully franked dividend maintained at 2007/08 levels.
- Balance sheet strength – strong net asset base, cash reserves.
- No impairment charges on recent acquisitions.
- Business has continued well under stress of global financial crisis.

Overview – group results

	2009 \$m	2008 \$m	
Operating revenue	33.8	39.2	(13.7%)
Operating expenses	22.9	24.6	(7.2%)
Operating profit (pre-tax)	10.9	14.6	(24.7%)
Net profit from sale of investments (pre-tax)	0.3	0.2	
Net profit (pre-tax)	11.2	14.8	(23.8%)
Income tax expense	(3.2)	(4.2)	
Net profit (after-tax)	8.0	10.6	(24.2%)
Earnings per share (basic)	98.45¢	133.35¢	(26.2%)
Dividend per share (full-year, fully franked)	110¢	110¢	Maintained
Operating margin (pre-tax, excluding gains on the sale of investments)	32.4%	37.1%	

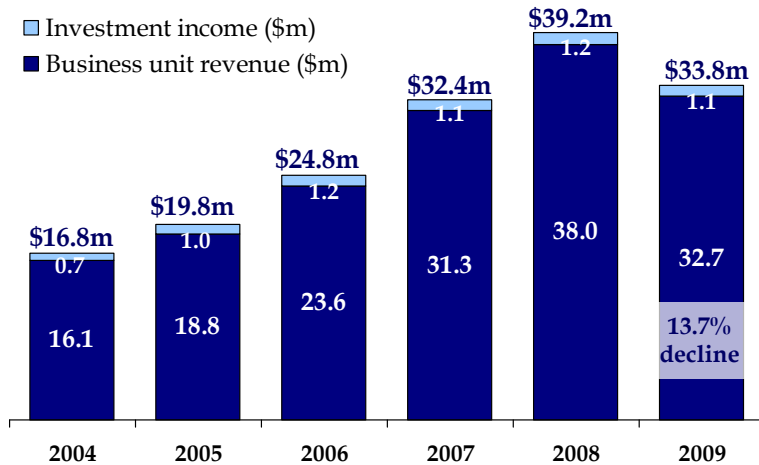
In line with
forecast

People, processes & systems = IP

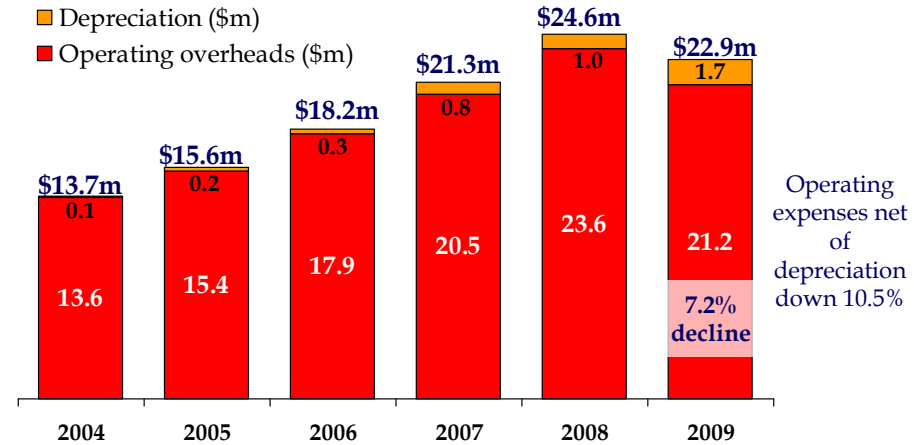


Operating results

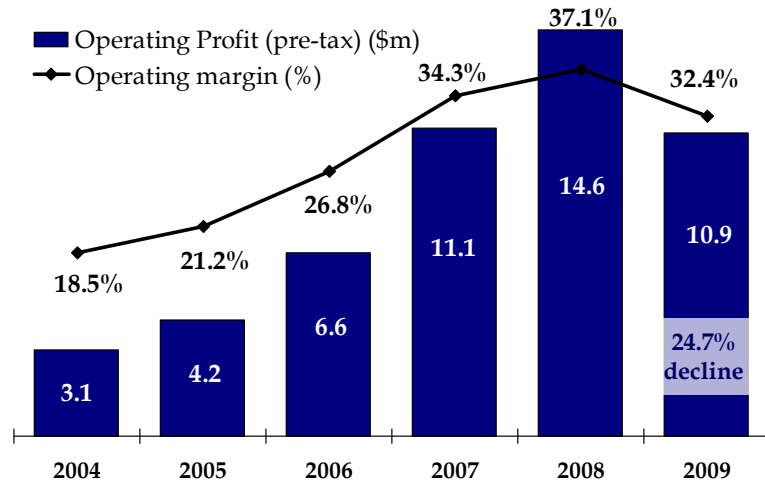
Operating revenue down



Operating expenses lower

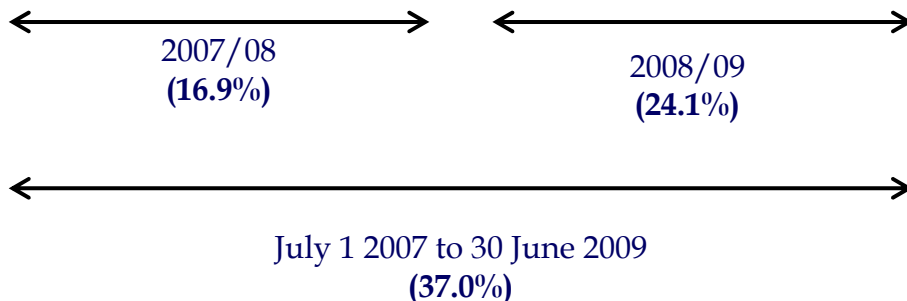


Operating margin holding at strong level



Revenue buoyant despite market decline

S&P/ASX200 Index. July 2007-June 2009

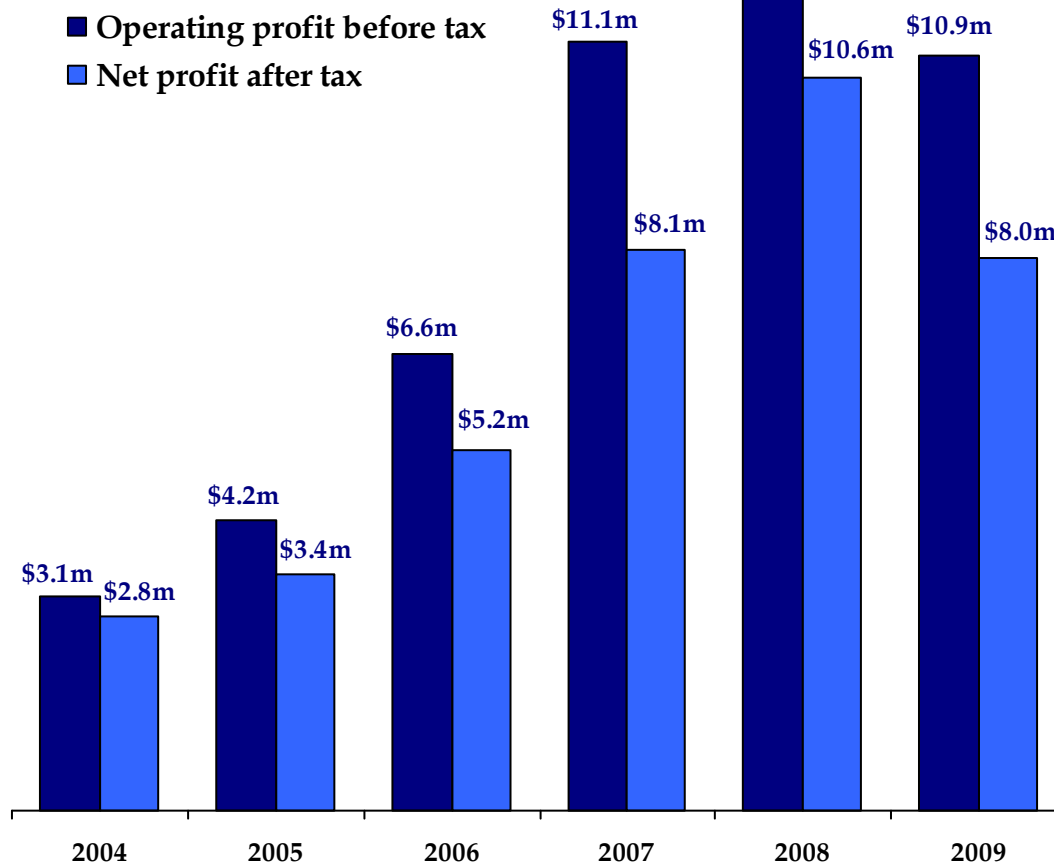


	2007/08	2008/09	07/2007-06/2009
S&P/ASX200 Year on year	(16.9%)	(24.1%)	(37.0%)
S&P/ASX200 Peak vs trough	(25.5%)	(38.9%)	(53.9%)
EQT operating revenue	+21.2%	(13.7%)	+4.5%

Positive impact of new business generation across EQT Group

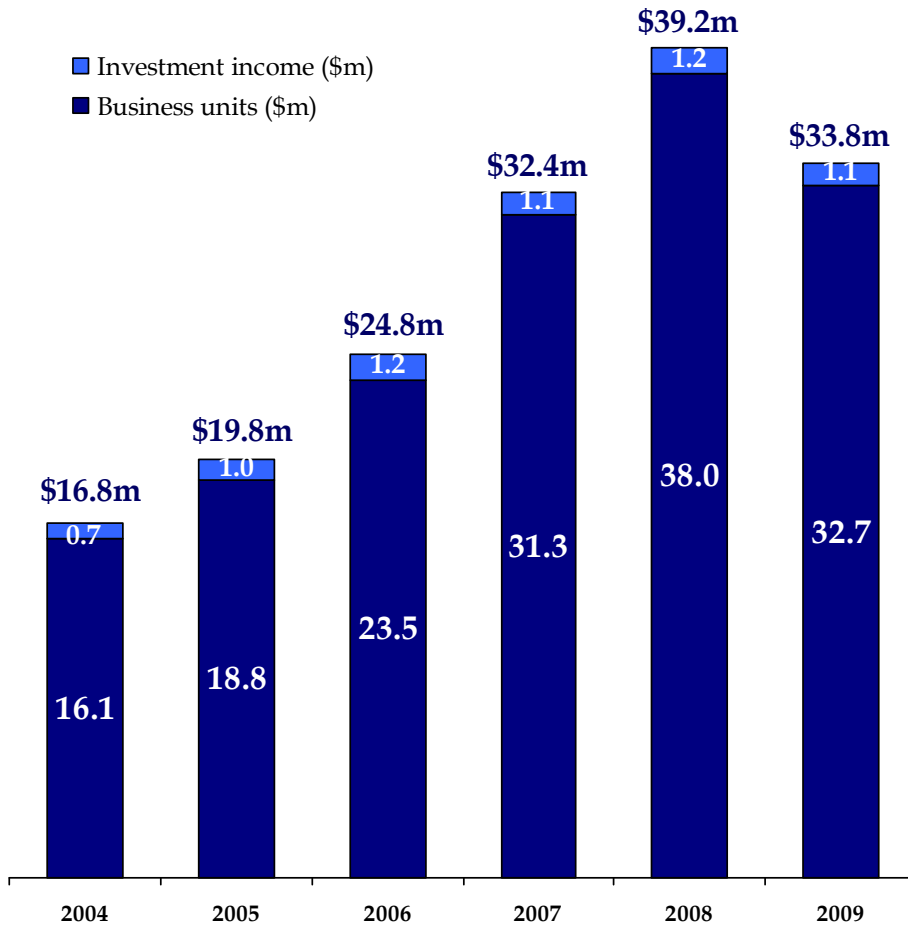
Profitability

- Operating profit before tax down 24.7% to \$10.9m
- Net profit after tax down 24.2% to \$8.0m

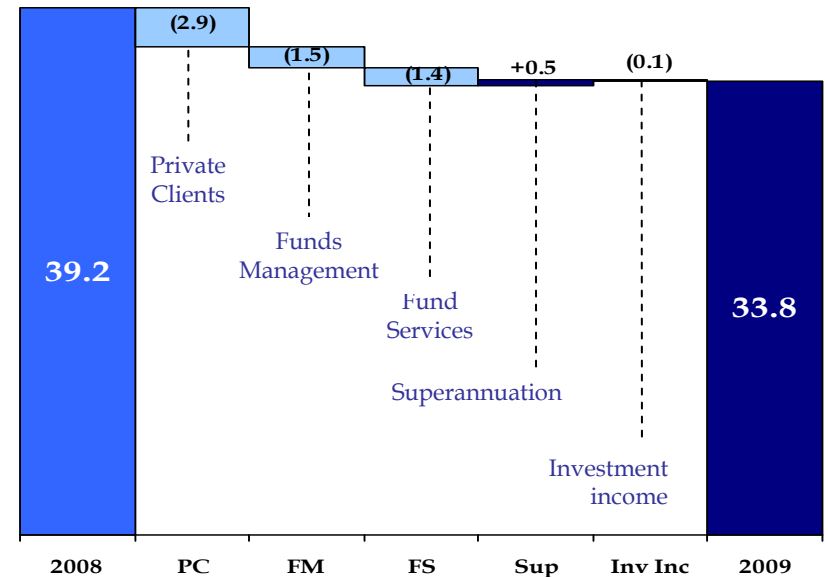


Operating revenue - diversified

➤ Operating revenue down 13.7% to \$33.8m

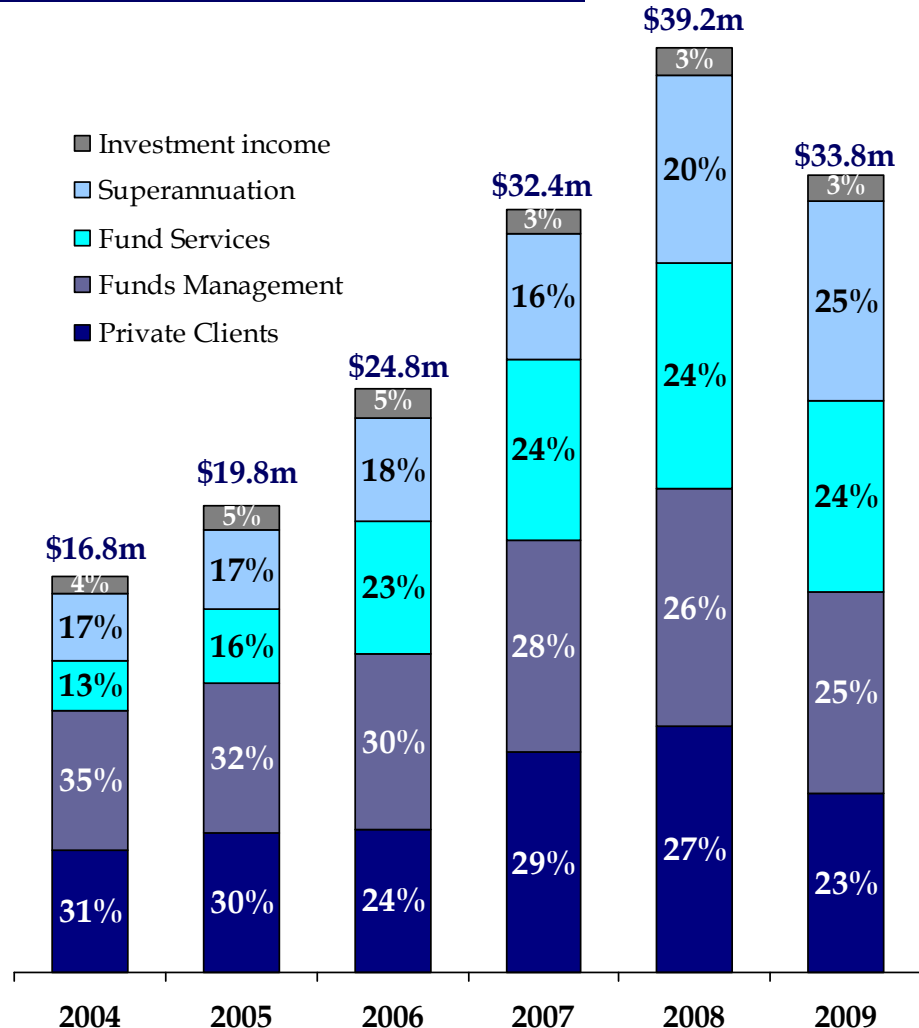


Variance - 2009 vs 2008



Operating revenue - composition

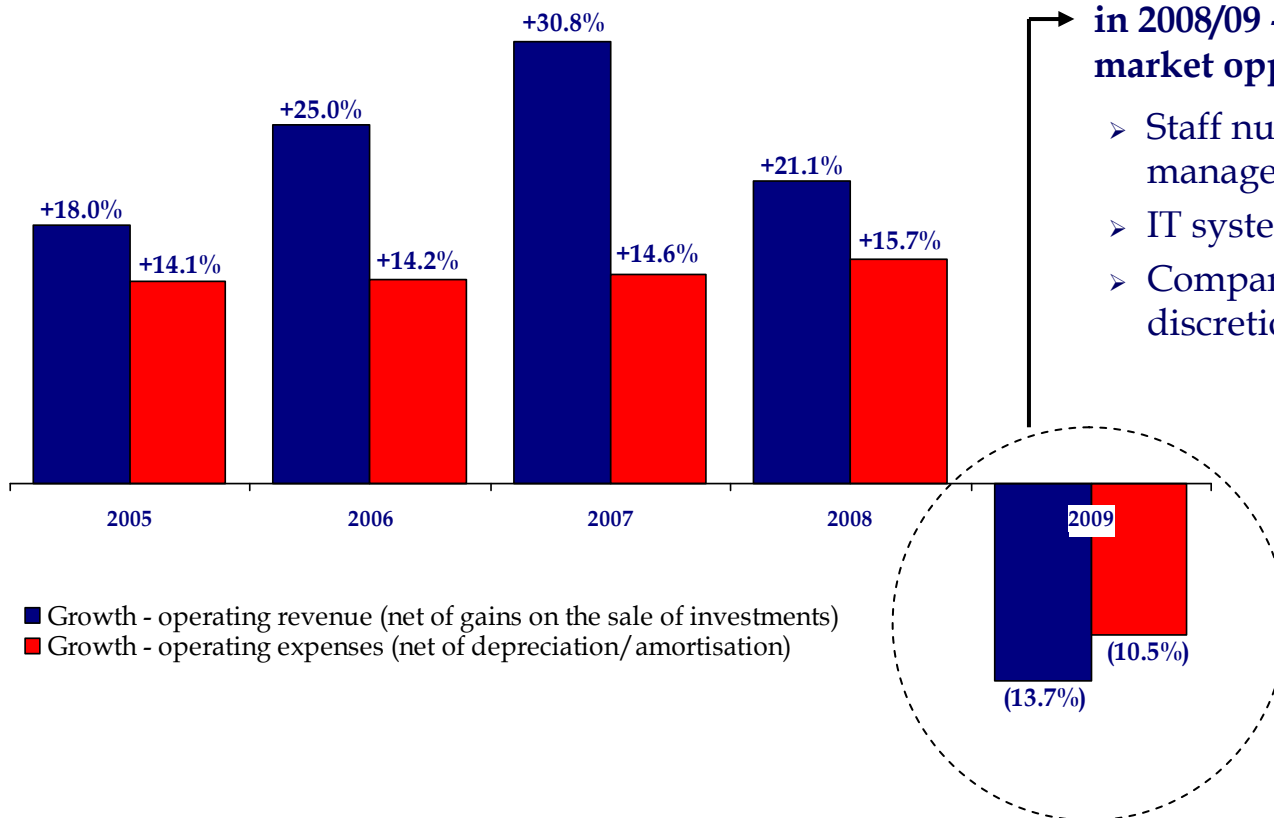
➤ An even spread of revenue across business units



Sensible focus on expense management

Management focus on responsible approach to costs

- Investment in people, systems & processes continued
- Expense growth lower than revenue growth = margin improvement



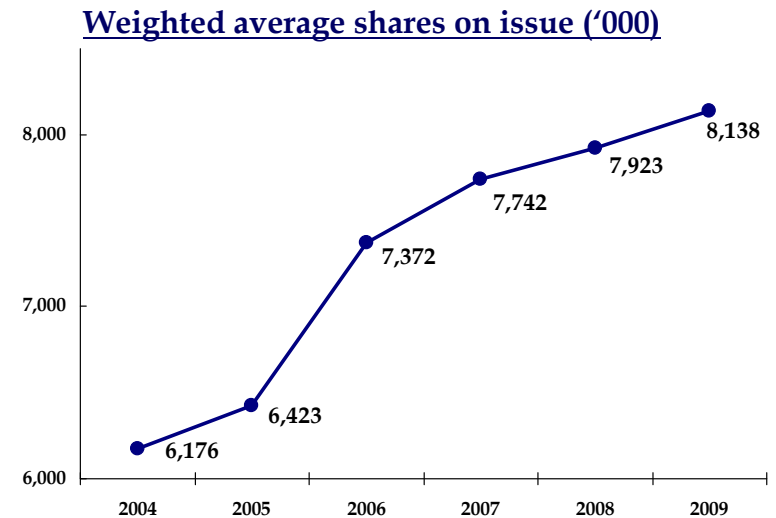
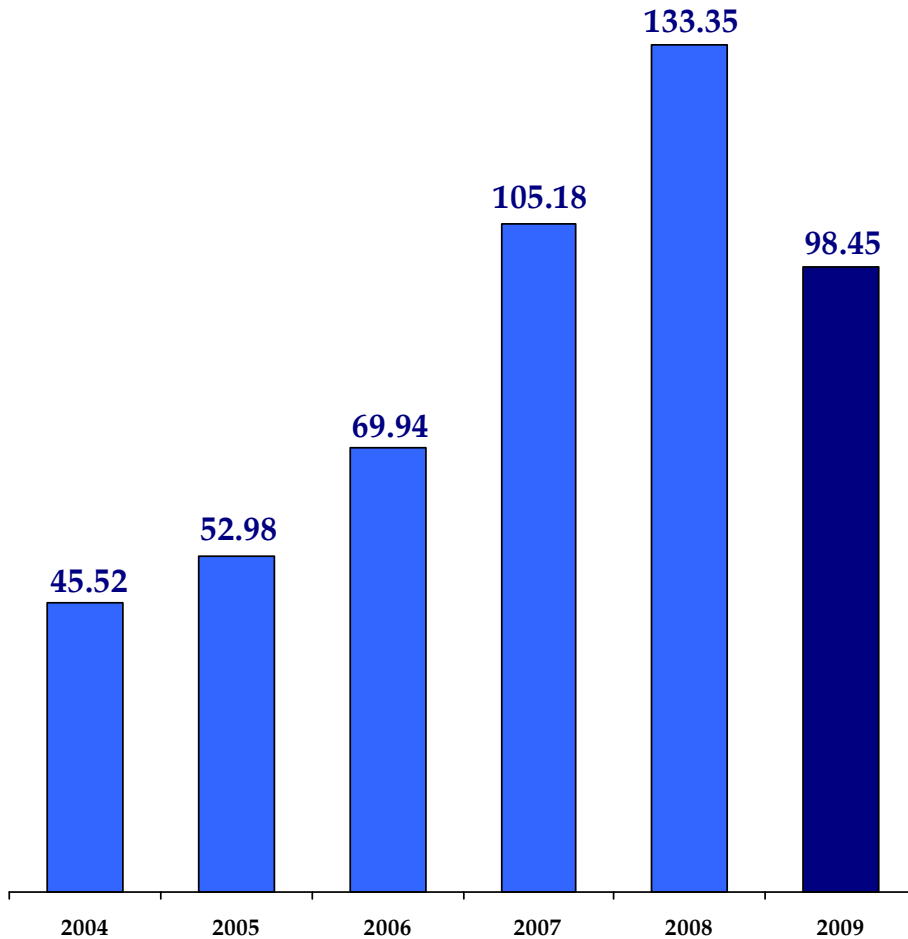
Strategic decision to maintain investment in 2008/09 – focus on ability to respond to market opportunities:

- Staff numbers maintained/tightly managed remuneration at all levels
- IT system upgrade continued
- Company wide commitment to retain discretionary expenses in 2H

	Operating revenue \$m	Operating expenses \$m
2008/09		
1st half	18.1	11.4
2nd half	15.7	9.8
2H vs 1H	(13.6%)	(14.8%)

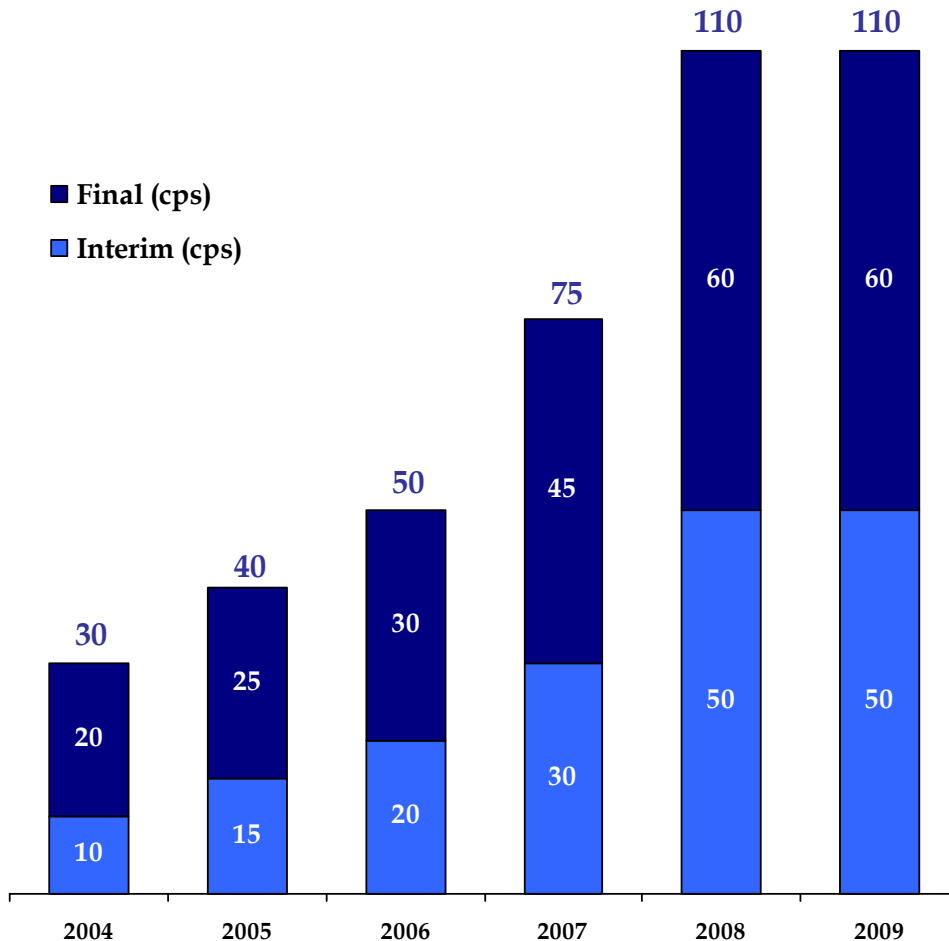
Earnings per share

- Earnings per share down 26.2% to 98.45¢ per share



Returns to shareholders

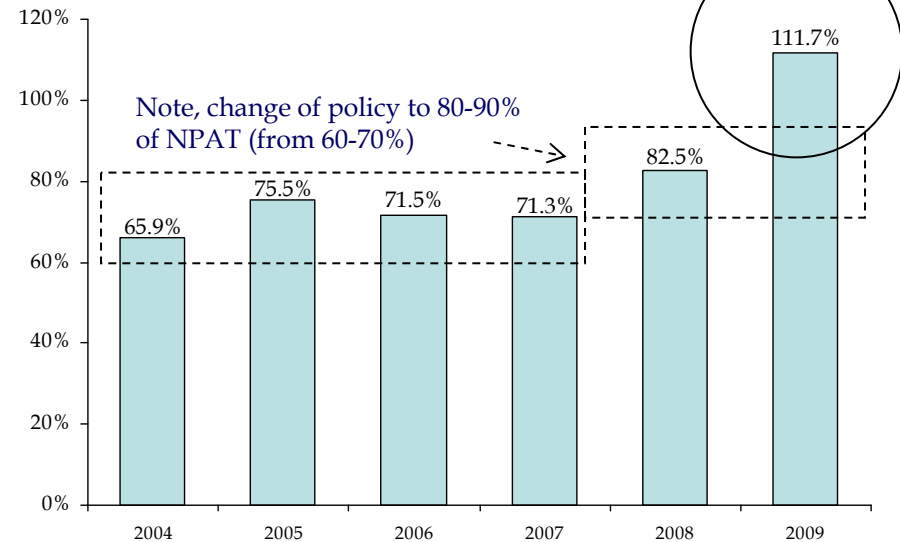
➤ Full-year, fully-franked dividend maintained



Strategic decision to maintain dividend at the same level as the prior year. This reflects:

- Confidence in the prospects of the business
- Ongoing strong cash flow generation
- Strong balance sheet – nil debt
- High level of franking credits
- Reward to shareholders in difficult times

Full-year dividend as percentage of NPAT

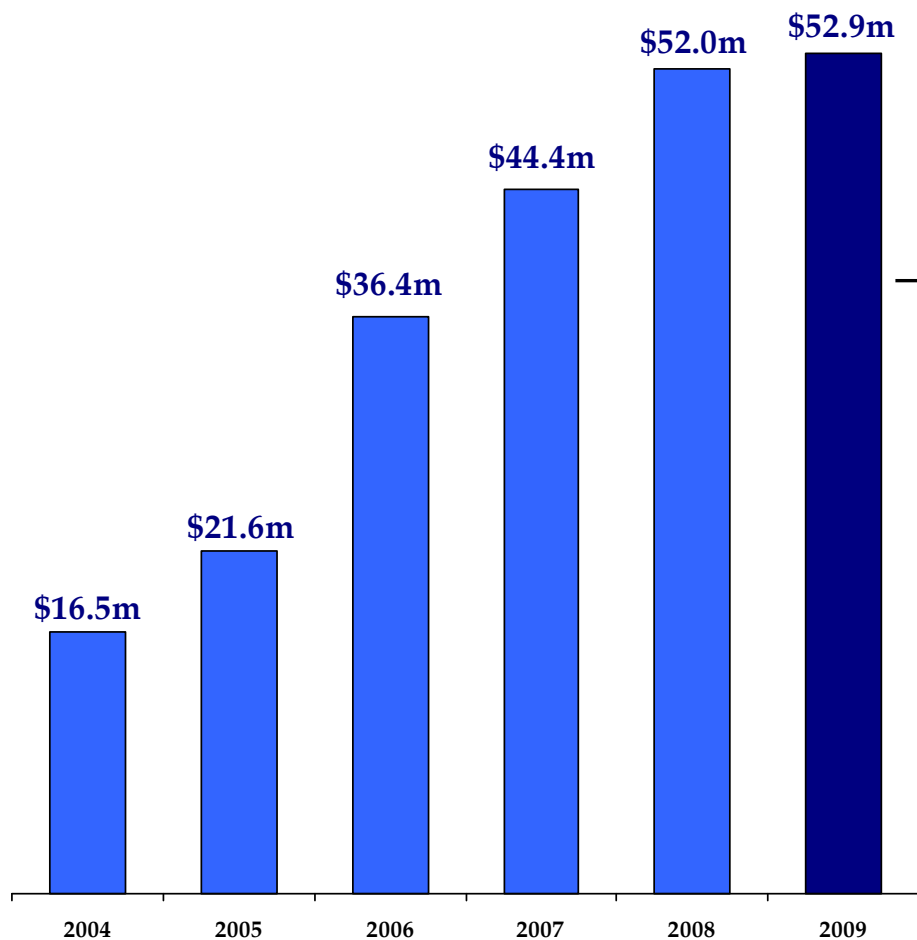


--- Dividend payout policy range

Note, ignores policy in respect of gains on the sale of investments

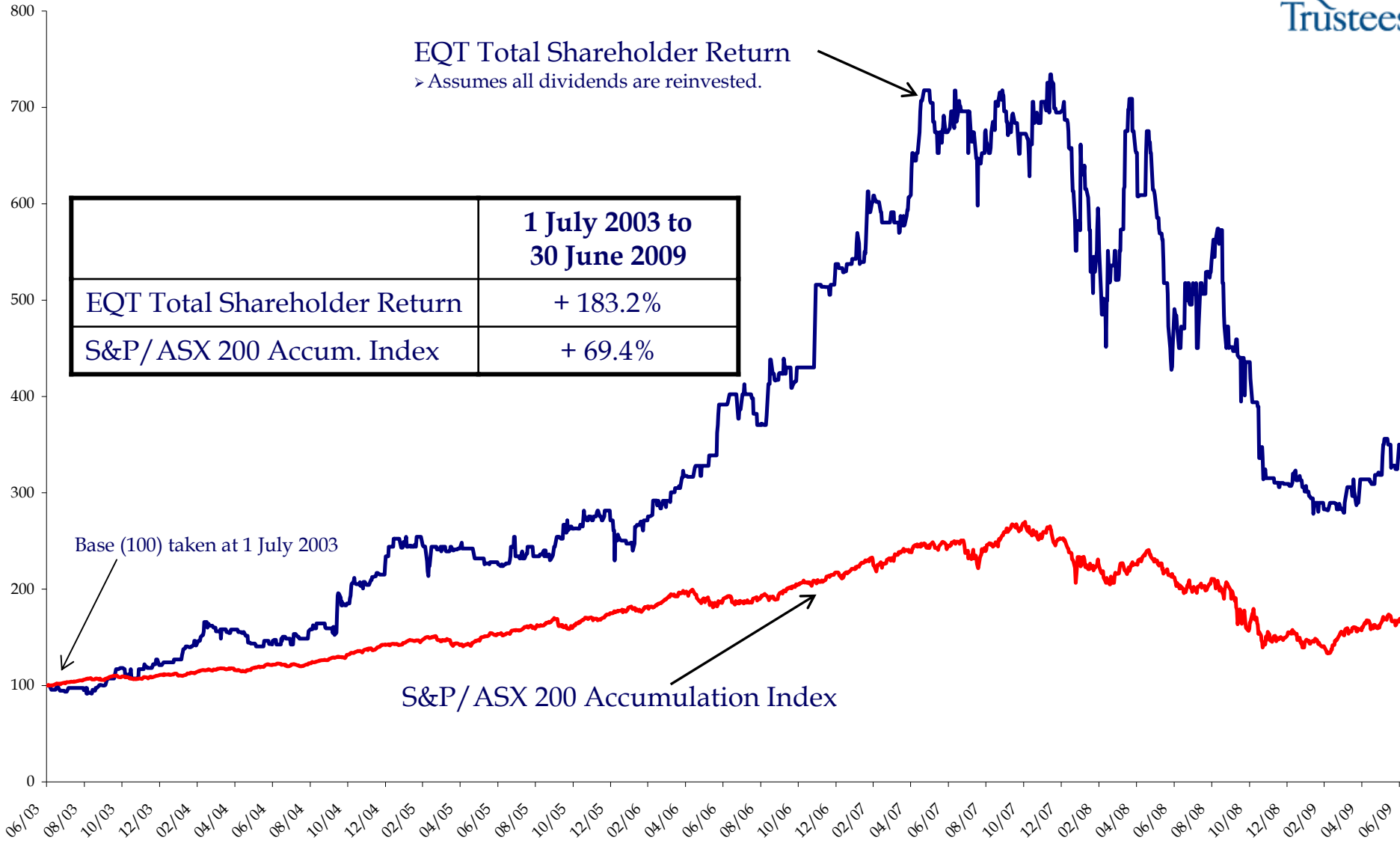
Net asset base

- Strong net asset base. Nil debt.



- No impairment charges on recent acquisitions
- Minimal mark to market impact on investment portfolio

Sustained share price outperformance



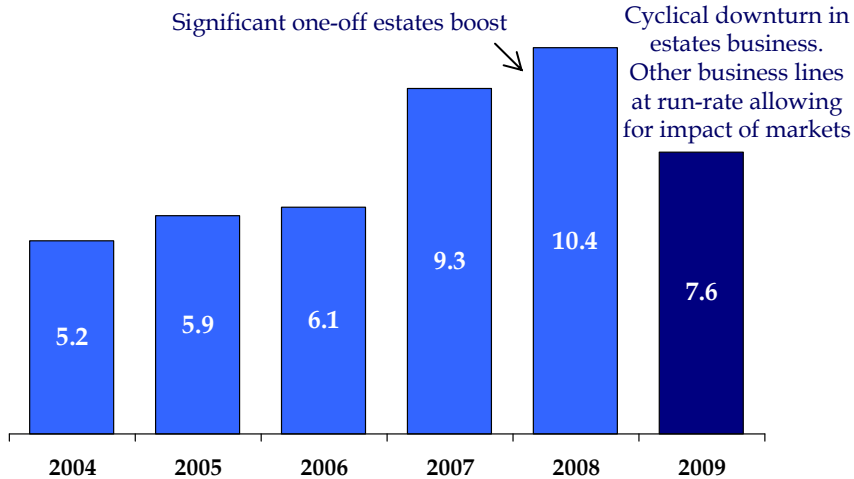
Business units - operations & performance

Business unit	Key services	Target market	2009 Revenue vs 2008	2009 FUM vs 2008
Private Clients	<ul style="list-style-type: none"> ➤ Wealth Management ➤ Personal superannuation ➤ Asset Management ➤ Trusts & Estates ➤ Philanthropy ➤ Tax 	Private investors	\$7.6m (27.6%)	\$1,112m (16.6%)
Funds Management	<ul style="list-style-type: none"> ➤ Sales & marketing ➤ Product management for EQT co-branded funds (managed by external specialists) 	<ul style="list-style-type: none"> ➤ Platforms/IDPS ➤ Financial planners 	\$8.5m (15.1%)	\$1,938m (18.1%)
Fund Services	<ul style="list-style-type: none"> ➤ Responsible entity ➤ RSE ➤ Corporate trustee ➤ Specialist trustee 	<ul style="list-style-type: none"> ➤ Investment managers ➤ Superannuation funds ➤ Corporates 	\$8.1m (15.1%)	\$11,209m (20.2%)
Superannuation	<p>Full service master trusts -</p> <ul style="list-style-type: none"> ➤ Wealthpac ➤ Freedom of Choice ➤ Templetons 	Small-medium size corporates	\$8.5m +6.7%	\$565m (8.1%)

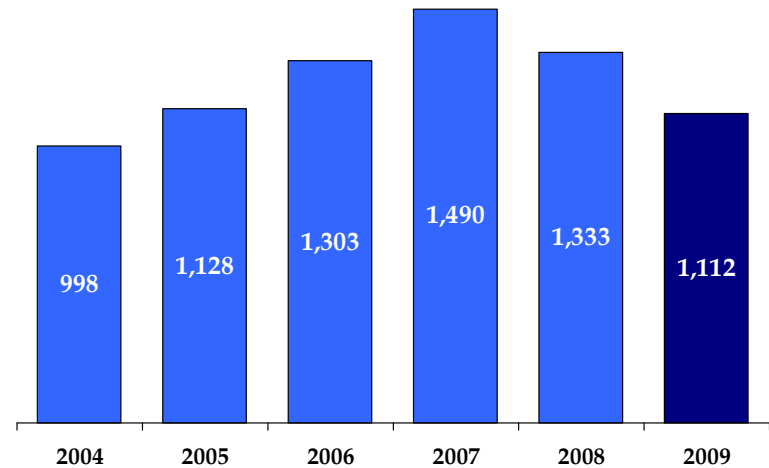
Business unit overview - Private Clients



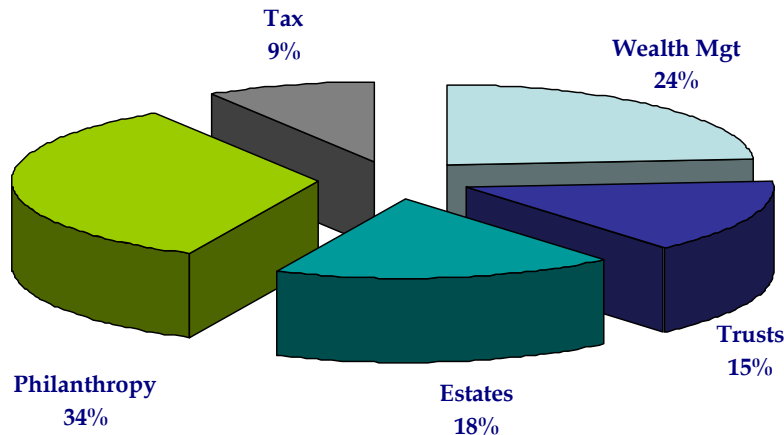
Operating revenue down 27.6% to \$7.6m



AUM down 16.6% to \$1,112m



Even contribution across business unit



2009 highlights

- Significant increase in Wealth Management client numbers
- Consistent year in Philanthropy, Trusts & Tax
- Reorganisation of business unit - improved service to clients

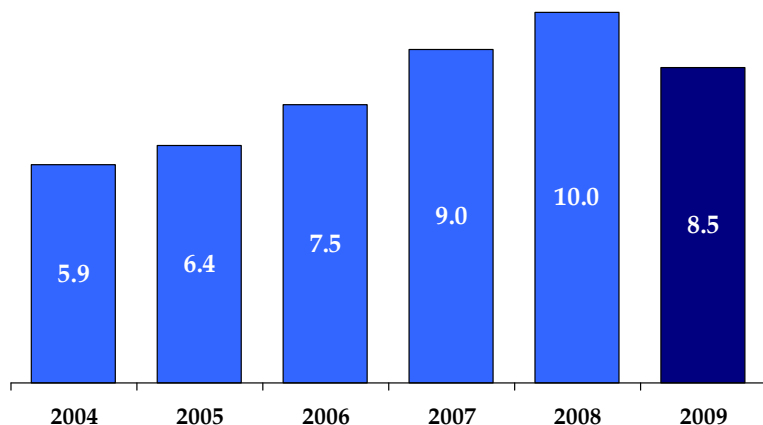
2010 outlook

- Ongoing sales focus - personal clients and B2B relationships
- Anticipated changes to trustee company regulation
- Well positioned for other regulatory/industry changes

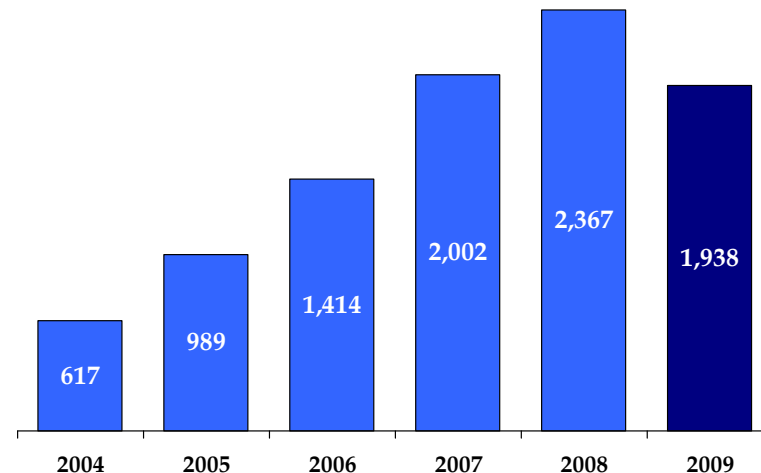
Business unit overview – Funds Management



Operating revenue down 15.1% to \$8.5m



FUM down 18.1% to \$1,938m

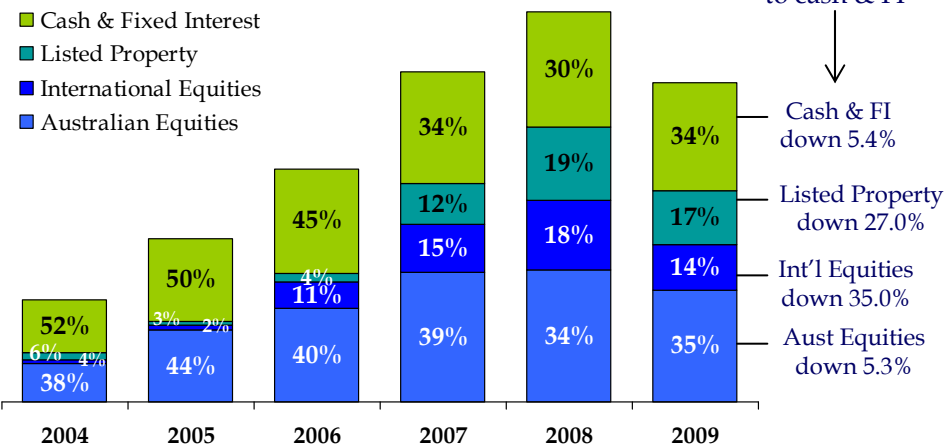


Diversified across major asset classes

Shift from growth assets to cash & FI



Cash & FI down 5.4%
Listed Property down 27.0%
Int'l Equities down 35.0%
Aust Equities down 5.3%

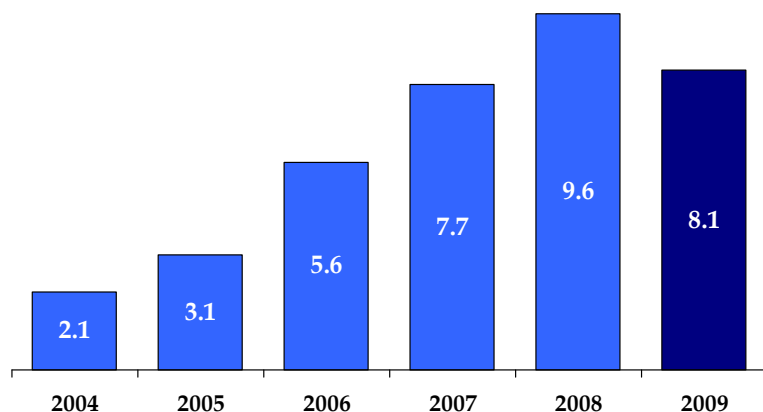


<p>2009 highlights</p>	<ul style="list-style-type: none"> • Positive net inflows • Increasing penetration into IDPS (platform) market – 66.8% of FUM • Only manager to post a gain in retail funds (March '09 quarter) <p><i>Source: Morningstar, Market Share Report, March 2009</i></p>
<p>2010 outlook</p>	<ul style="list-style-type: none"> • Leverage market volatility with breadth of investment offering • Ongoing expansion into NSW and Queensland advisor markets • Continued top-down & bottom-up approach to IDPS market

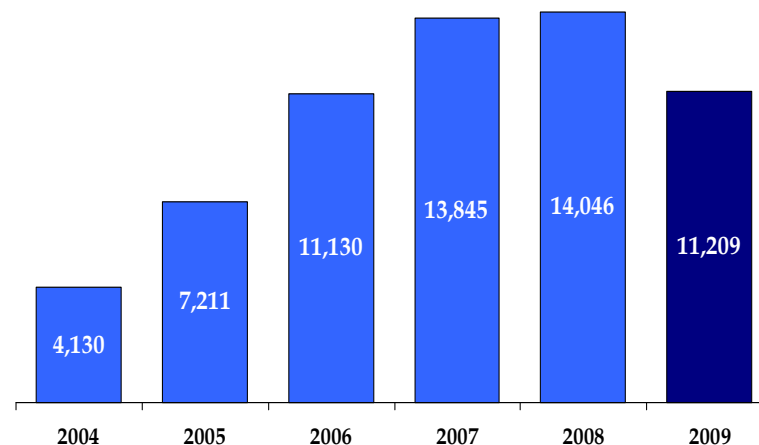
Business unit overview - Fund Services



Operating revenue down 15.1% to \$8.1m



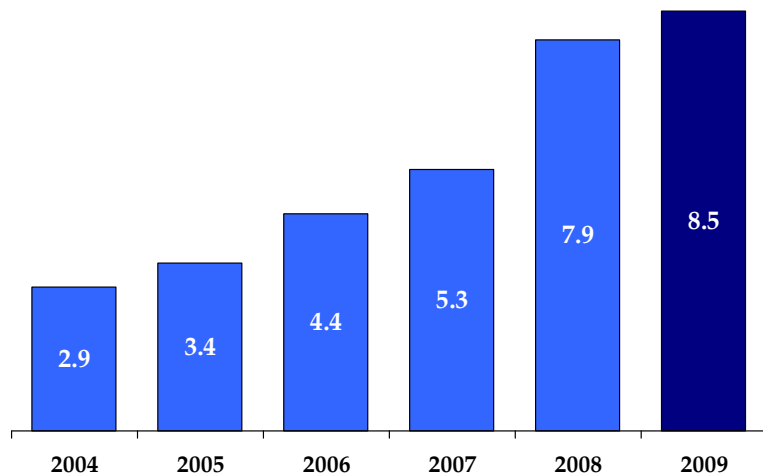
FUA down 20.2% to \$11,209m



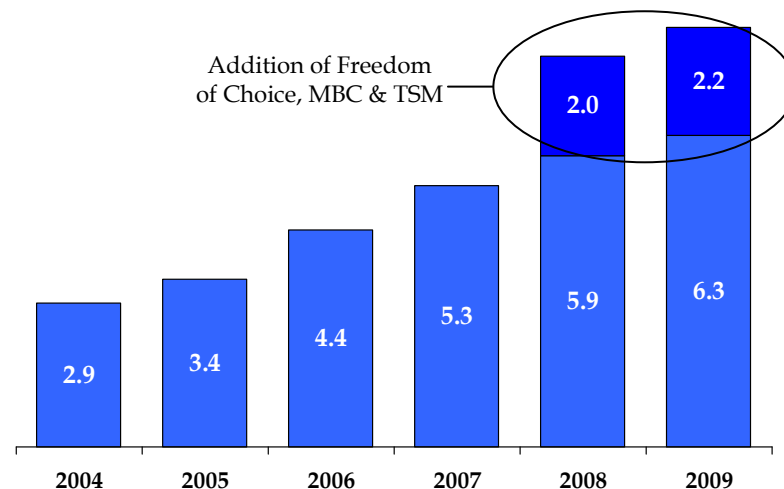
<p>2009 highlights</p>	<ul style="list-style-type: none"> • Ongoing enquiry from domestic and global investment managers as market downturn impacted • No exposure as RE to “toxic” assets/funds • Diversification of managers
<p>2010 outlook</p>	<ul style="list-style-type: none"> • Good pipeline for new RE business • Resources devoted to quality appointments

Business unit overview - Superannuation

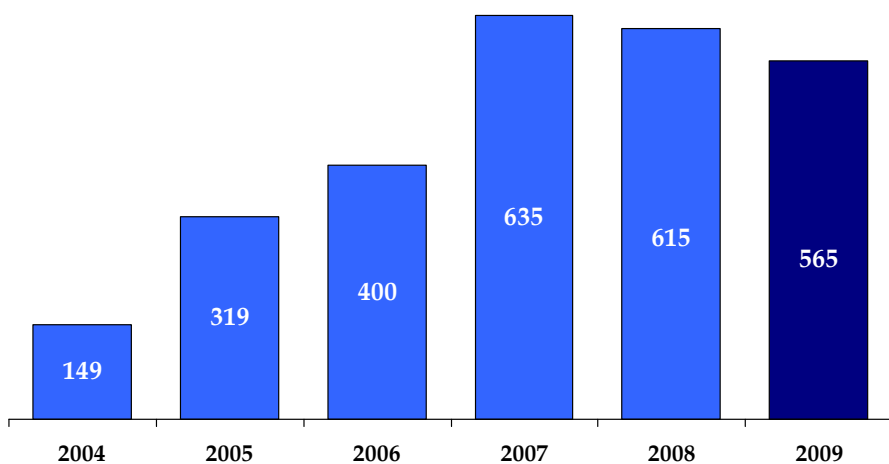
Operating revenue up 6.7% to \$8.5m



Revenue - existing & acquired businesses



FUM down 8.1% to \$565m



<p>2009 highlights</p>	<ul style="list-style-type: none"> • Ongoing integration of acquired businesses while maintaining focus on revenue growth from existing businesses • Improved presence in Victorian and Queensland markets
<p>2010 outlook</p>	<ul style="list-style-type: none"> • Improved personal financial solutions for master-trust members – leveraging regulatory changes • Continue to look for “bolt-on” expansion opportunities

Business update



Regulatory changes

- EQT an active participant in national Trustee Company legislation.
- Changes expected to be introduced in 2010.
- Other government and industry inquiries being monitored. EQT will participate through industry channels as required. All business units well positioned to respond to change.

Acquisitions

- Cautious approach taken through market downturn.
- Increasing volume of opportunities emerging. EQT continues to monitor and engage. Balance sheet strength will support appropriate opportunities.

Managing Director

- Peter Williams announced (in July) intention to retire. Continues to lead the business while a search is underway for a replacement.
- Company performance under Peter's tenure has been outstanding. He leaves the business in very strong shape to address future opportunities.

Outlook



Company base is solid:

- Business units established, performing well and have good relationships with key clients.
- Active sales & marketing culture - client numbers increasing across business.
- Investment in people and systems maintained through downturn.
- Remuneration structure well linked with shareholder, client & beneficiary interests
- Strong cash reserves and no debt.

Outlook for 2010:

- Any sustained market recovery will enhance sales and marketing opportunities and will be reflected in financial performance.
- Industry undergoing change – regulatory and structural. EQT is well positioned to respond.
- Company strategic direction is well established and has responded well to market volatility.
- New Managing Director to be appointed. Inheriting a well performing, stable organisation.



Equity Trustees Limited ABN 46 004 031 298, Australian Financial Services Licence No 240975. This document was prepared by Equity Trustees Limited and is only provided for information purposes. It is not intended to take the place of professional advice and you should not take action on specific issues in reliance on this information. To the maximum extent permitted by law, Equity Trustees Limited, its affiliates and related bodies corporate, and their respective directors, officers and employees disclaim any liability (including without limitation any liability arising from fault or negligence) for any loss arising from any use of the presentation or its contents or otherwise arising in connection with it. Where forward looking statements have been used in this presentation the information provided is based upon current expectations of future events and is subject to risk, uncertainty and assumptions that could cause actual outcomes to differ from those forecast.