



Equity Trustees Limited
152nd General Meeting
8 November 2007



Mr Tony Killen

Chairman

Equity Trustees Limited

Board of Directors



Mr JA (Tony) Killen
Non Executive Director
Chairman



Mr Barry Jackson
Non Executive Director



Mr David Groves
Non Executive Director



Ms Alice Williams
Non Executive Director



Mr John McConnell
Non Executive Director



Mr Peter Williams
Managing Director

Agenda

- 1) **2007 overview and highlights**
Mr Tony Killen
Chairman
- 2) **Operational performance**
Mr Peter Williams
Managing Director
- 3) **Items of ordinary business**
Mr Tony Killen
Chairman

Financial Performance



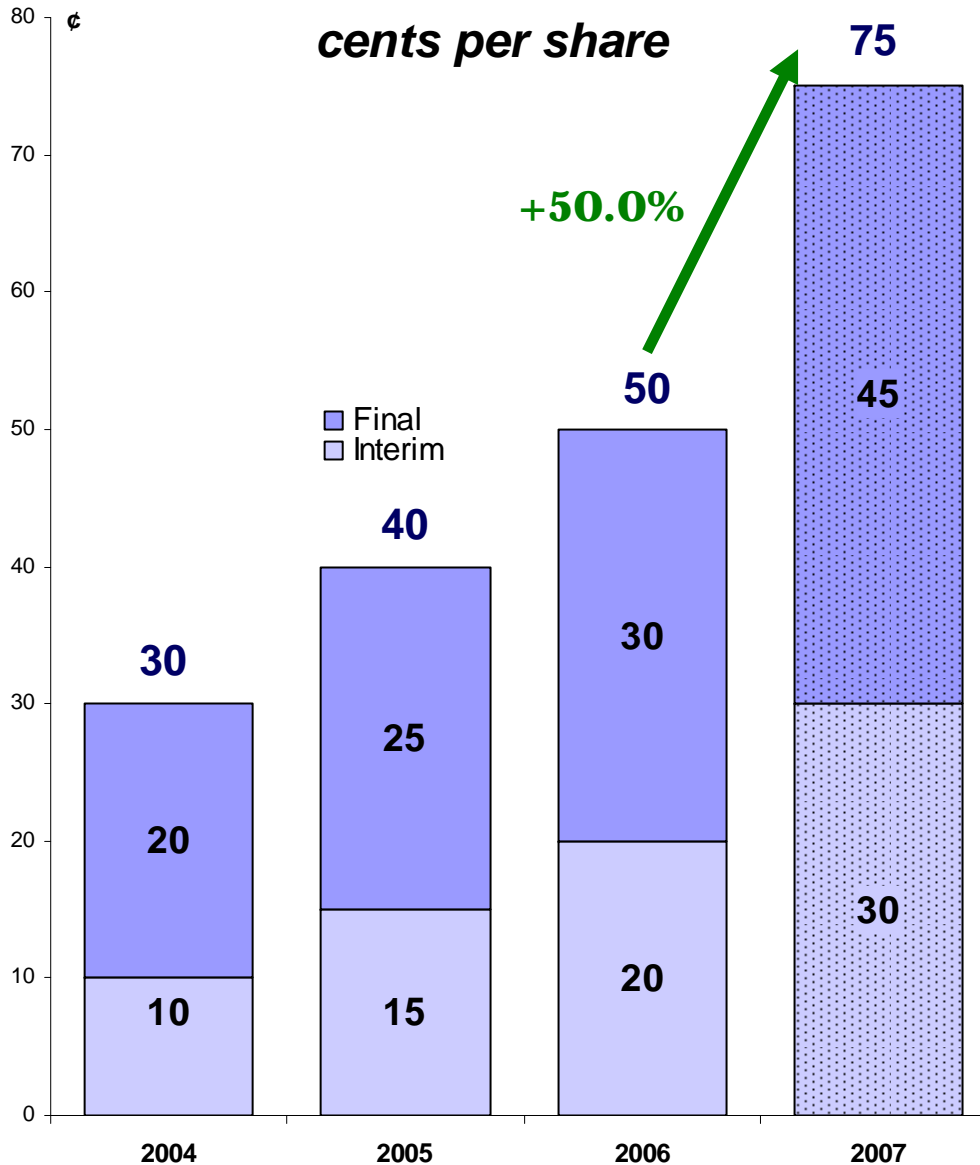
	2007	2006	Variance
Group operating revenue ⁽¹⁾	\$32.4m	\$24.8m	↑ 30.8%
Group operating profit (pre tax) ⁽¹⁾	\$11.1m	\$6.6m	↑ 67.7%
Net profit (after tax)	\$8.1m	\$5.2m	↑ 58.0%
Earnings per share (basic)	105.18¢	69.94¢	↑ 50.4%
Dividend per share ⁽²⁾	75¢	50¢	↑ 50.0%
Operating margin ⁽³⁾	34.3%	26.8%	↑ 28.0%

(1) Excludes profit on the sale of investments

(2) Reflects full year fully-franked dividend

(3) Pre-tax, excluding profit on the sale of investments

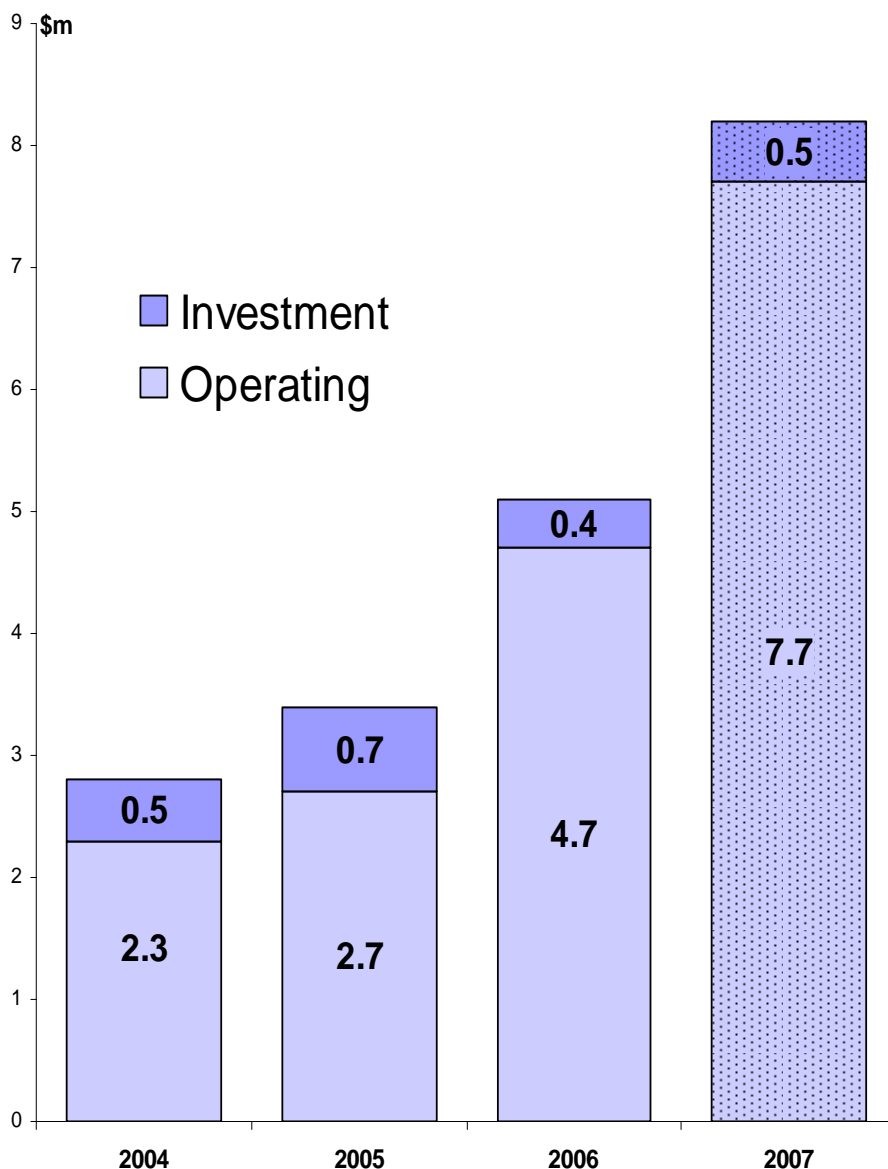
Dividends



- Dividend payout ratio is at the upper end of the stated target range – being **60-80%** of Operating Profit after Tax (excl gains on the sale of investments)
- Dividends remain **fully franked** @ 30% tax rate
- Franking balance at 30 June 2007 = **\$5.8m** (up 36.7%)

Dividend policy

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	Previous policy	New Policy
Operating profit after tax	Included	Included
Investment profit after tax	Excluded	<i>Included</i>
Payout ratio	60-80%	<i>70-90%</i>

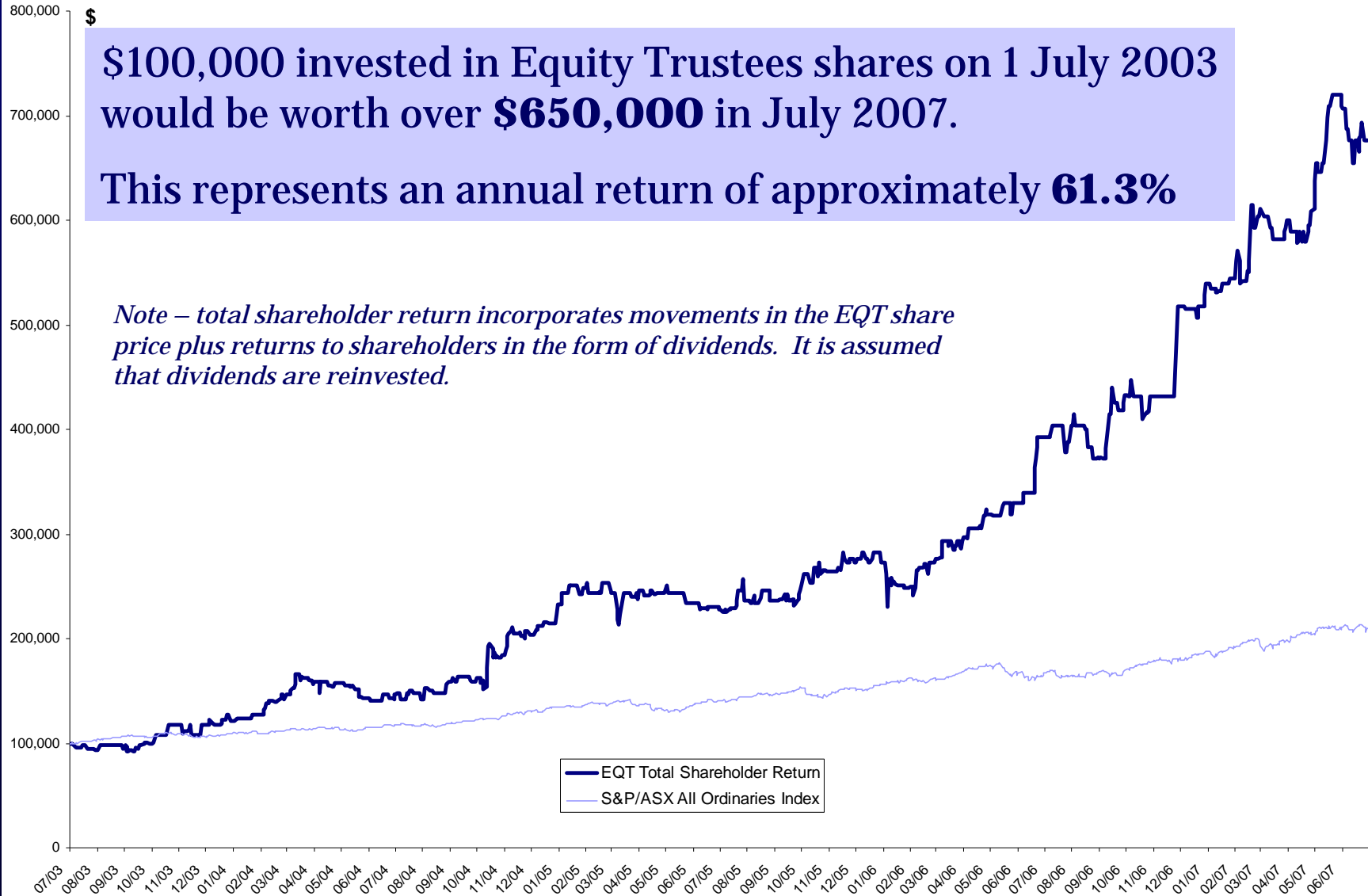
Total shareholder return



\$100,000 invested in Equity Trustees shares on 1 July 2003 would be worth over **\$650,000** in July 2007.

This represents an annual return of approximately **61.3%**


Note – total shareholder return incorporates movements in the EQT share price plus returns to shareholders in the form of dividends. It is assumed that dividends are reinvested.



Trusted since 1888

1st quarter 2008

Unaudited results for the quarter ended 30 September 2007

	2008	2007	Variance
Group operating revenue ⁽¹⁾	\$9.0m	\$7.4m	 21.1%

⁽¹⁾ Excludes profit on the sale of investments

Strategic direction

2004

Recovery

Cultural change.
Improvement in
processes
enabling better
quality business.

2005/06

Organic
Growth

Improvement in
profit margins
through
efficiency gains.

2006/07 →

Step
Growth

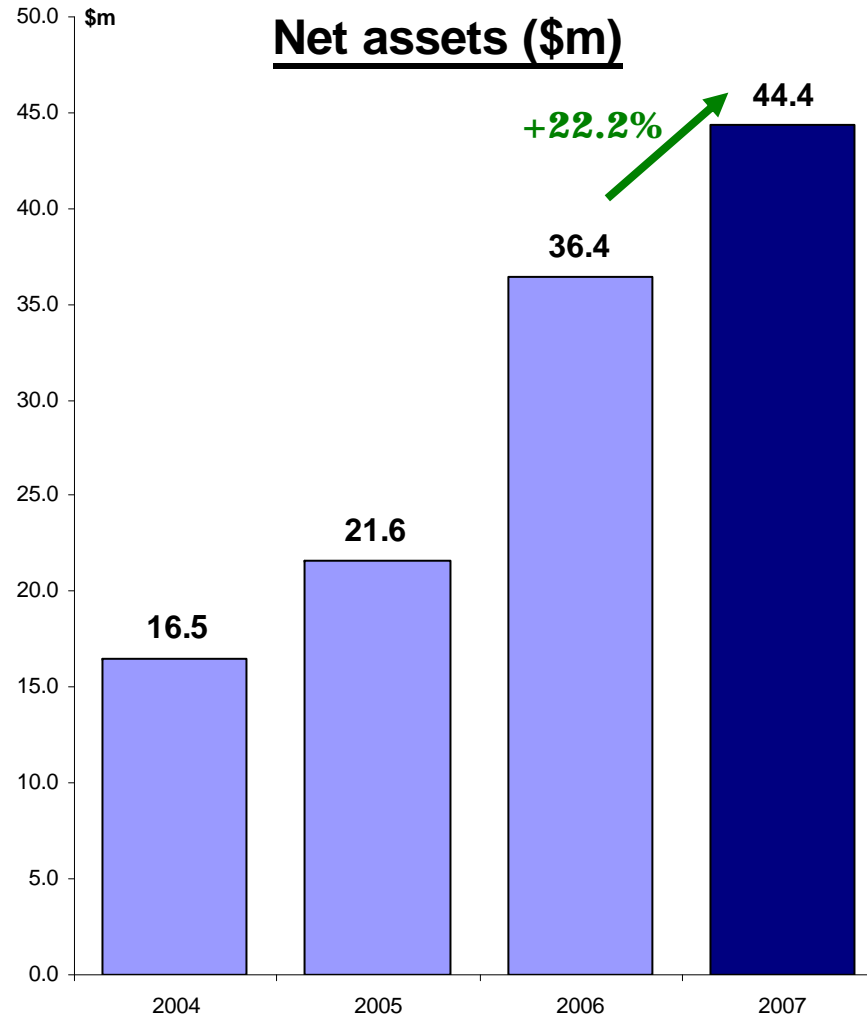
Development of appropriate
marketing, merger and
acquisition opportunities.

Branding



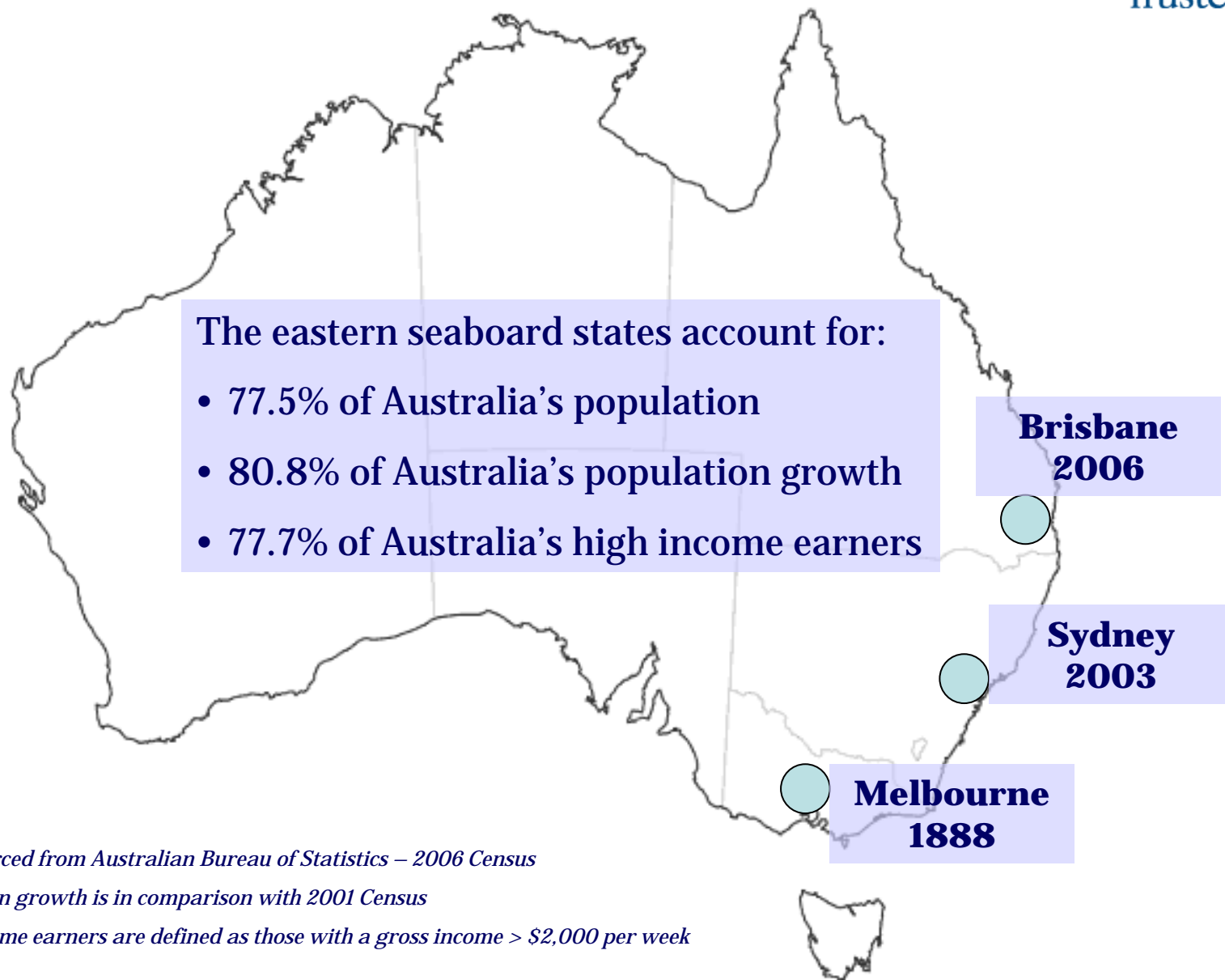
- Wealthpac master-trust (acquired in 2003)
- Templetons master-trust (2005)
- Freedom of Choice master-trust (2007)
- Templetons Superannuation Management (2007)

Balance sheet



- Reserve fund and net tangible asset requirements are more than adequately met through the net asset position and liquid reserves

Eastern seaboard



Data sourced from Australian Bureau of Statistics – 2006 Census

Population growth is in comparison with 2001 Census

High income earners are defined as those with a gross income > \$2,000 per week

Philanthropy

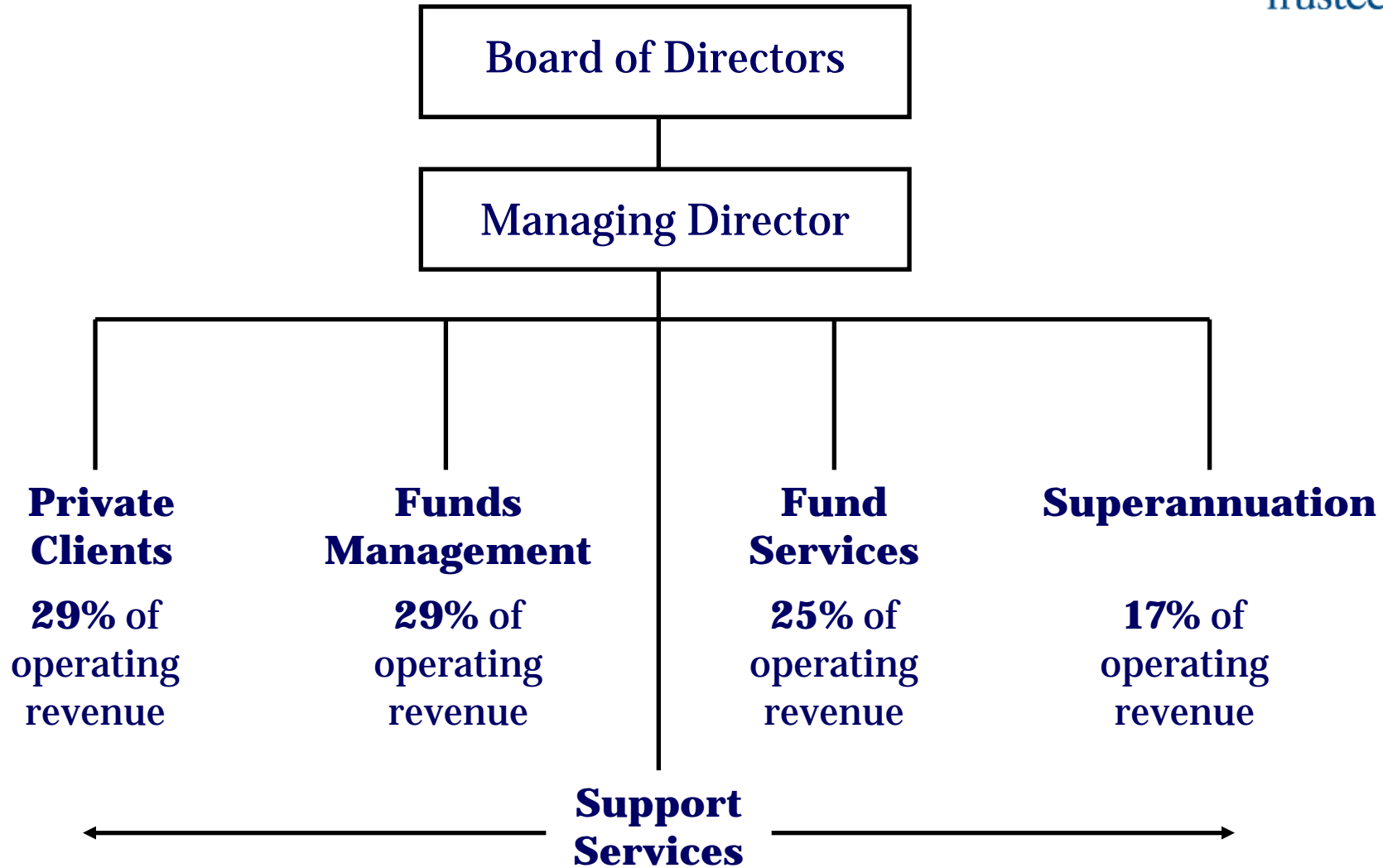
- ~ \$450m in charitable funds under management
- \$24m distributed by charitable trusts and estates in 2007
- 1% of pre-tax operating profit donated by the company to the EQT Foundation





Mr Peter Williams
Managing Director
Equity Trustees Limited

Company overview



An uncomplicated structure designed for efficiency

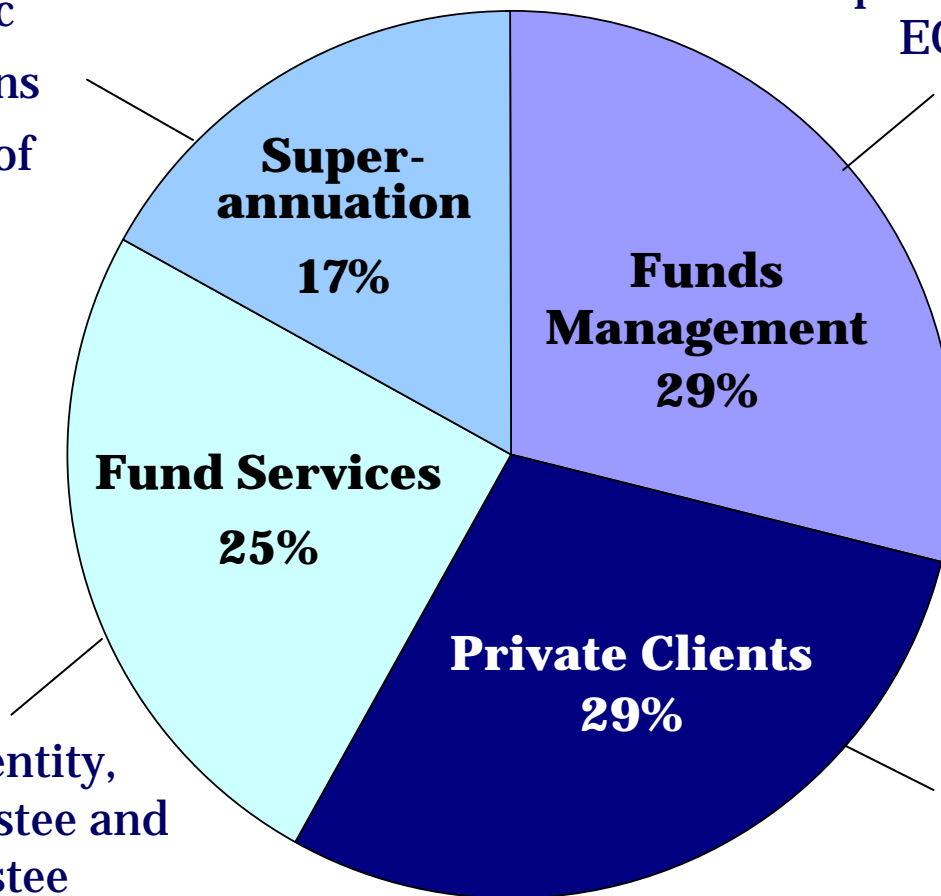
Business unit overview



Corporate superannuation:

- Wealthpac
- Templetons
- Freedom of Choice

Sales & marketing + product management for EQT co-branded funds managed by external specialists

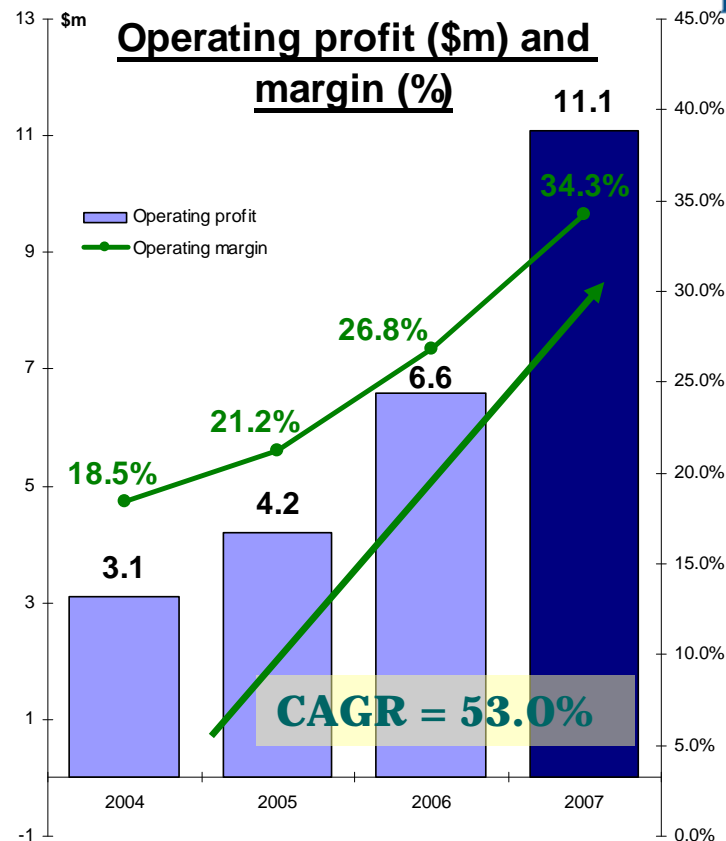
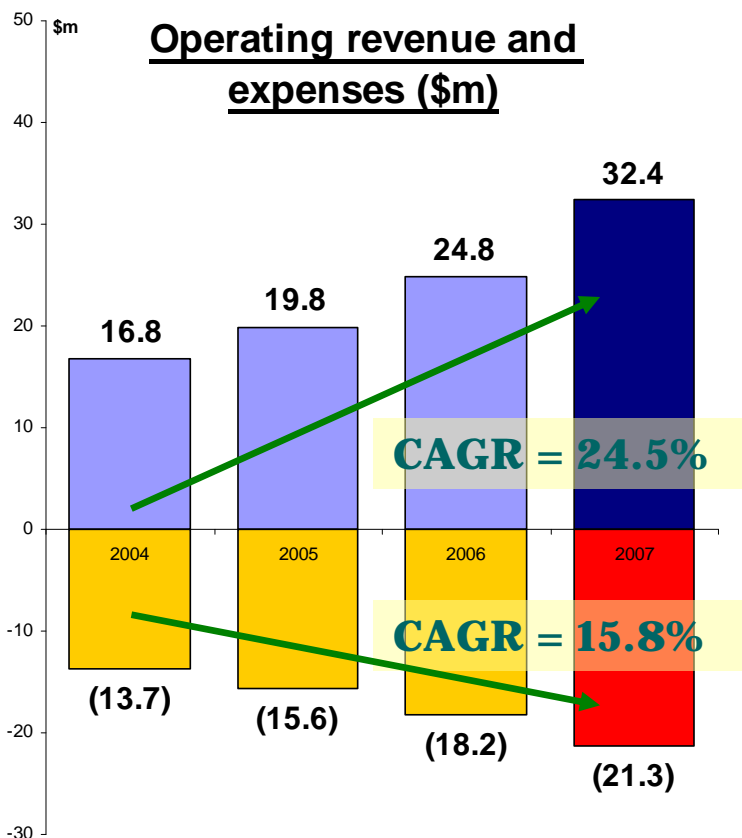


Responsible entity, corporate trustee and specialist trustee appointments

Wealth management solutions – asset management, trusts, estates, generational planning, tax & philanthropy

Percentages refer to proportion of 2007 operating revenue contributed by each business unit

Operating margin

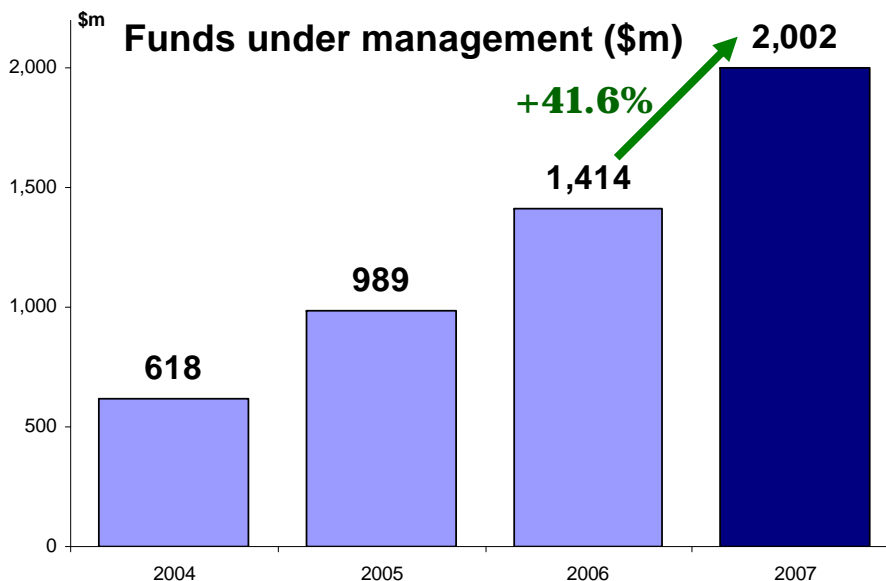
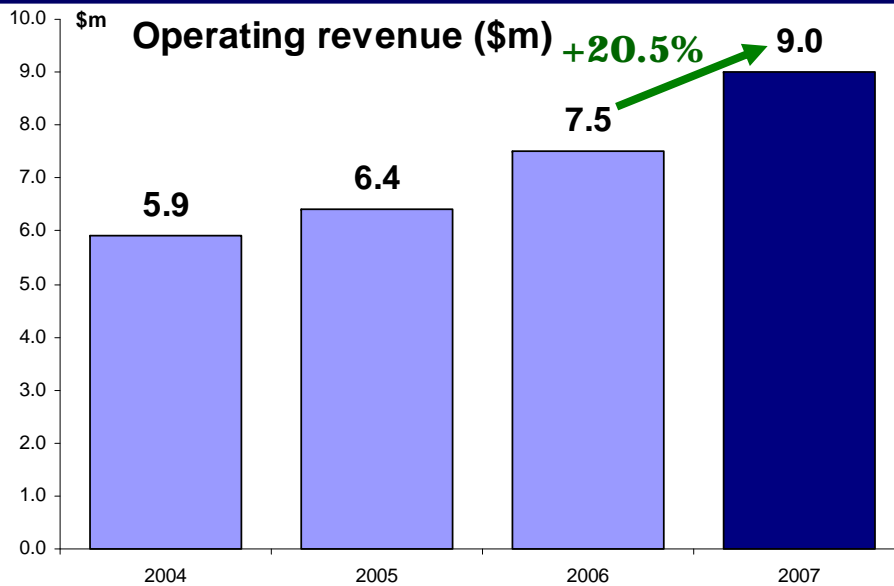


	2004	2005	2006	2007	CAGR
Operating revenue	\$16.8m	\$19.8m	\$24.8m	\$32.4m	24.5%
Operating expenses	\$13.7m	\$15.6m	\$18.2m	\$21.3m	15.8%
Operating profit	\$3.1m	\$4.2m	\$6.6m	\$11.1m	53.0%
Operating margin	18.5%	21.2%	26.8%	34.3%	

CAGR = Compound Annual Growth Rate

Funds Management

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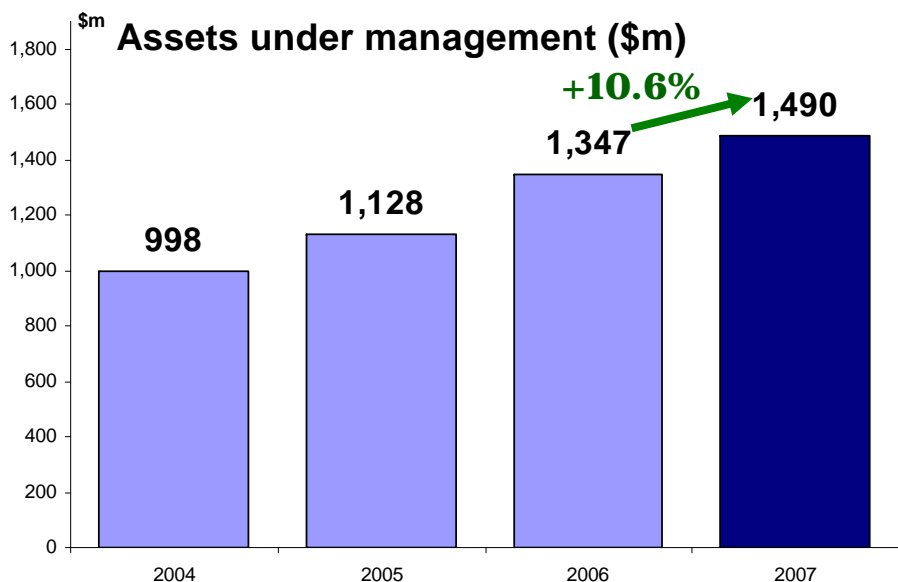
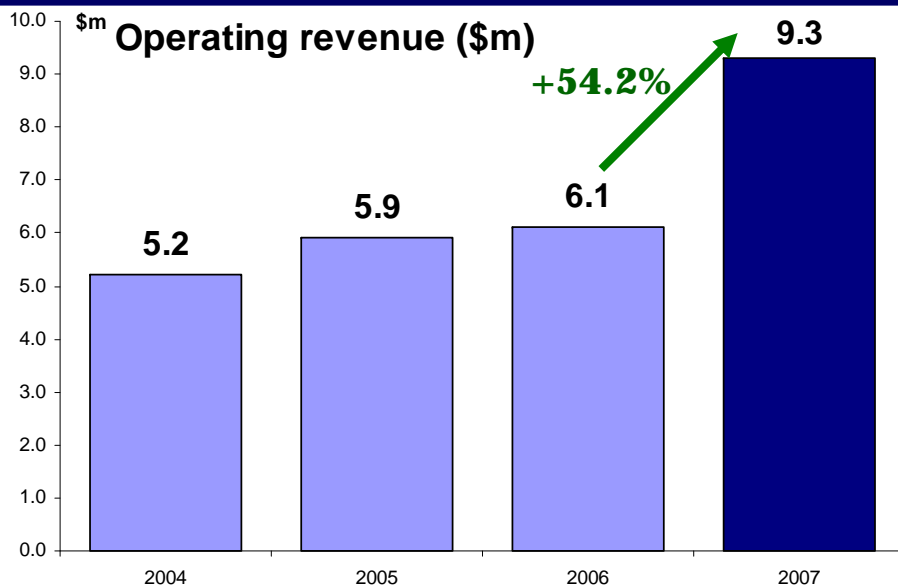


- Strong net FUM inflows (continued in 1st qtr '08)
- Focus on IDPS presence
- Good relationships with external managers
- Expanded BDM presence (eastern seaboard)
- Focus on margin protection

Private Clients

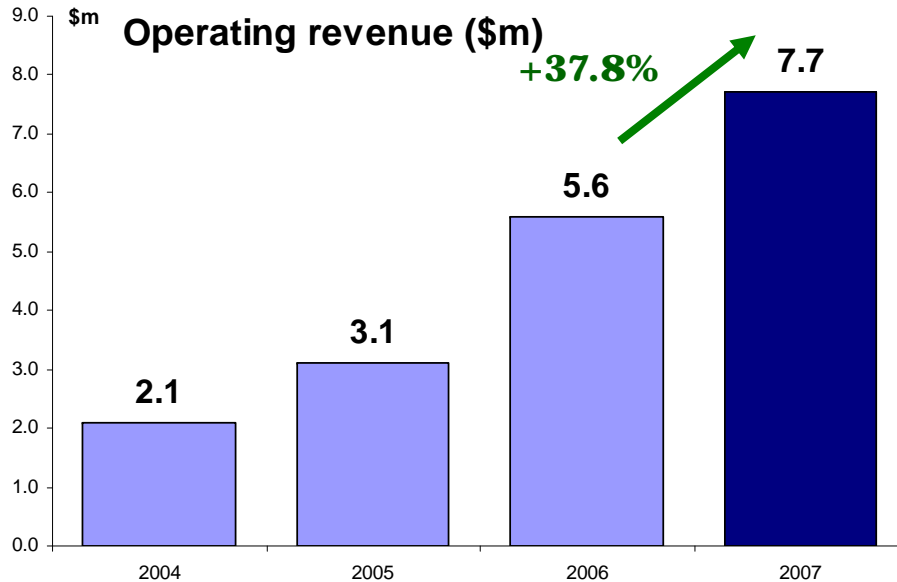


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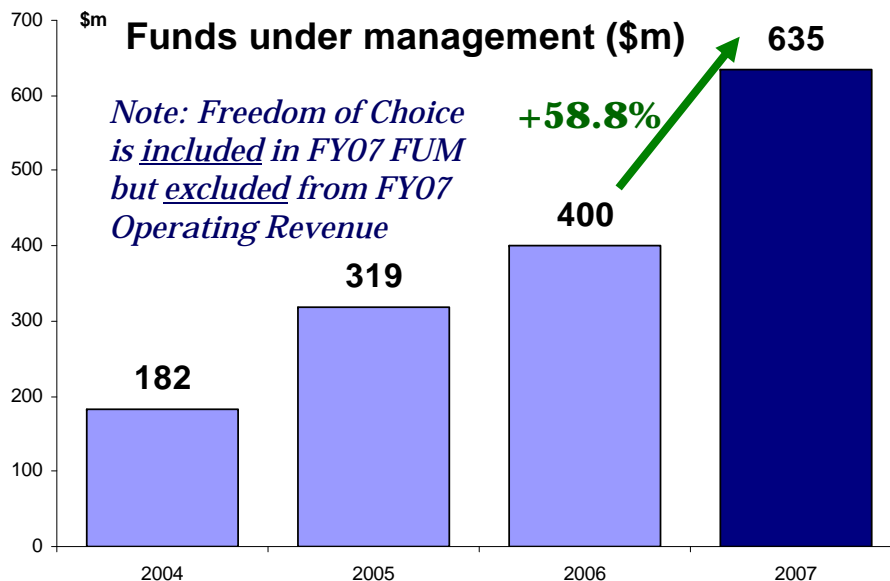
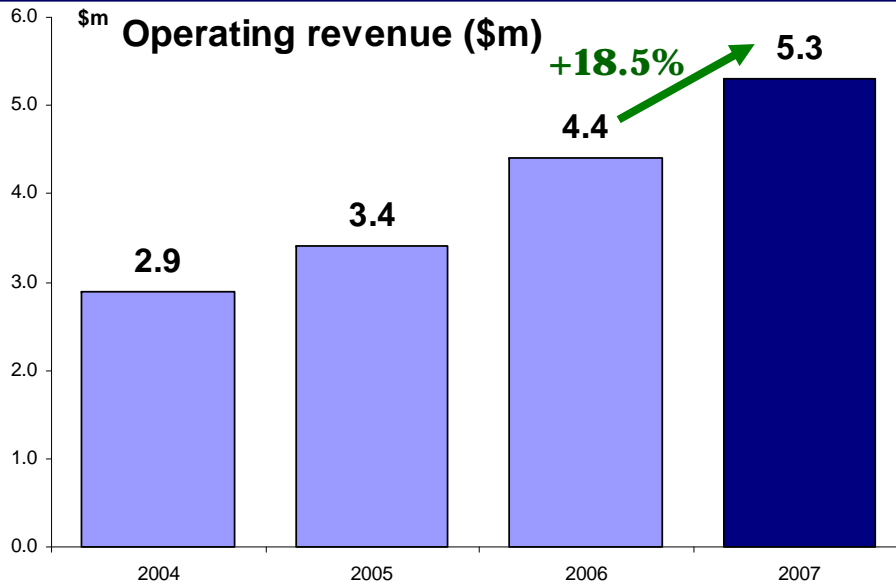
- Impact of fee improvements
- Focus on building portfolio management services – cross-sell, with good 1st qtr '08 sales results
- Consistent growth from trusts and estates
- Strong philanthropy offering
- Asset management delivering returns

Fund Services



- Consistently strong demand for RE expertise
- Domestic and global fund managers
- 35 managers
130 funds
- Building depth in corporate and superannuation trustee skill base

Superannuation



- Sydney base with eastern seaboard reach
- Equity Trustees brand introduced
- Increased resources for sales & marketing
- Freedom of Choice acquisition undertaken (not in '07 performance)
- 1st half '08 - addition of Mutual Benefit Consulting & Templetons Superannuation Management

Support services



- Continuing to invest in the business
- Right people, right systems to match business requirements
- Marketing activity lifting profile
- IT projects delivering scale & efficiency
- Process improvement in all business lines

Acquisitions



Strategy

- Flexibility in approach
- Consistent with existing business lines
- Eastern seaboard focus
- Clearly measurable returns

Capability

- Consistent pipeline being reviewed
- In-house assessment process
- Quick turnaround – deal & integration

Outlook



Continue to push organic growth in all business lines

Seeking acquisitions where appropriate

Investments in people, systems and process improvements

Market movements can affect performance

Focus on key KPIs:

- Revenue
- Margin

Outlook



Market dynamics remain favourable:

- Superannuation contributions = growth
- “Better Super” = opportunity
- Volatility → investors seeking safety
- Risk management processes are critical
- Diversification of revenue streams
- 1st qtr '08 delivered 21% revenue growth

Summary



Strong year all-around & good start to 2008

Performance from all business units

Margin growth reflects efficiency

Step growth under way – eg: FoC

Eastern seaboard expansion – Qld office

Investment in people and system resources



Mr Tony Killen

Chairman

Equity Trustees Limited

Ordinary Business

Item 1

To receive and consider the Financial Statements and the Reports of the Directors and the Auditor for the year ended 30 June 2007.

Ordinary Business



Item 2

To adopt the Remuneration Report for year ended 30 June 2007.

Ordinary Business

Item 2 – proxies received

To adopt the Remuneration Report for year ended 30 June 2007.

For	Against
1,671,047	22,036

Open = 289,892

Ordinary Business



Item 3

To consider the election of Directors.

Ordinary Business



Item 3 (a)

Mr JA (Tony) Killen retires in accordance with Rule 73(1) of the company's Constitution and, being an eligible person, offers himself for re-election.

Mr David Groves to chair this item of business.

Ordinary Business



Item 3 (a) – proxies received

Mr JA (Tony) Killen retires in accordance with Rule 73(1) of the company's Constitution and, being an eligible person, offers himself for re-election.

For	Against
1,721,999	33

Open = 264,797

Ordinary Business



Item 3 (b)

Mr Barry J Jackson retires in accordance with Rule 73(1) of the company's Constitution and, being an eligible person, offers himself for re-election.

Mr Tony Killen to re-assume the chair

Ordinary Business



Item 3 (b) – proxies received

Mr Barry J Jackson retires in accordance with Rule 73(1) of the company's Constitution and, being an eligible person, offers himself for re-election.

For	Against
1,736,687	545

Open = 249,597

Ordinary Business



Item 3 (c)

Ms Alice JM Williams having been appointed in accordance with Rule 60 of the company's Constitution since the last Annual General Meeting, retires in accordance with that Rule and, being eligible, offers herself for election.

Ordinary Business



Item 3 (c) – proxies received

Ms Alice JM Williams having been appointed in accordance with Rule 60 of the company's Constitution since the last Annual General Meeting, retires in accordance with that Rule and, being eligible, offers herself for election.

For	Against
1,679,140	21,166

Open = 286,523

Special Business



Item 4

To approve the long-term incentive award for the Managing Director, Mr Peter J Williams.

Special Business



40

Item 4 – proxies received

Long- Term Incentive Award for the Managing Director, Mr Peter J Williams.

For	Against
1,601,175	73,328

Open = 233,953

Questions

