

7 June 2016

Investor presentation: Insights into Equity Trustees

Today in Sydney, the new Executive Director of EQT Holdings Limited, Mick O'Brien, outlines key areas the business will focus on in a presentation to investors with four members of the Company's leadership team.

During the presentation Mr O'Brien highlights the capability of the Company's leadership, recent initiatives to position the Company for growth, and the favourable market environment for the services and products Equity Trustees provides.

Presenters include:

- Mick O'Brien, Executive Director
- Philip Gentry, Chief Financial Officer
- Geoffroy Rimmer, Executive General Manager, Trustee and Wealth Services
- Harvey Kalman, Executive General Manager, Corporate Trustee Services
- Ryan Bessemer, Chief Operations Officer.

To view the live presentation via webcast between 10am and 12.30pm (EST), Tuesday 7 June, go here: <http://www.webcasts.com.au/et070616/>

A recording of the webcast will be available when the presentation concludes here: <http://www.eqt.com.au/shareholders>

The slides from the presentation are attached and also available here: <http://www.eqt.com.au/shareholders>.

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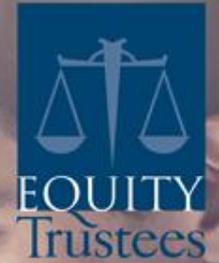
Equity Trustees was established in 1888 for the purpose of providing independent and impartial Trustee and Executor services to help families throughout Australia protect their wealth. As one of Australia's largest and oldest listed independent trustees, we offer a diverse range of services to individuals, families and corporate clients including aged care advice, asset management, estate planning, philanthropic services and Responsible Entity (RE) services for external Fund Managers.

EQT Holdings Limited is a publicly listed company on the Australian Securities Exchange (ASX: EQT).

For further information, please contact:

Mick O'Brien
Executive Director
EQT Holdings Limited
+61 3 8623 5201
mobrien@eqt.com.au

Philip Gentry
Chief Financial Officer
EQT Holdings Limited
+61 3 8623 5372
pgentry@eqt.com.au



Insights into Equity Trustees

Investor Presentation

7 June 2016

Agenda



	Section	Speaker	Page
1	EQT overview	Mick O'Brien	3
2	Trustee & Wealth Services	Geoff Rimmer	19
3	Corporate Trustee Services	Harvey H Kalman	32
4	Operations & Technology	Ryan Bessemer	43
5	Financial insights	Philip Gentry	52
6	Conclusion	Mick O'Brien	62
7	Questions	Mick O'Brien	64

1. EQT overview

Mick O'Brien, Executive Director



EQT presenters



	Name	Position	Key experience
	Mick O'Brien	Executive Director	<ul style="list-style-type: none"> • 30+ years in financial services • Joined EQT Board in August 2014 • Director Templeton Global Growth Fund • Former CEO Invesco Australia; Director Alliance Capital Management Australia; CIO AXA Australia & NZ • FIAA, CFA, GAICD
	Geoff Rimmer	EGM - TWS	<ul style="list-style-type: none"> • 30+ years in financial services • CEO Financial Services Partners Group and senior roles in banking and insurance sectors • Business Management AIM, DipFinServ
	Harvey H Kalman	EGM - CTS	<ul style="list-style-type: none"> • 25+ years in financial services • ANZ funds management, Australia Society of Corporate Treasurers, Ford Credit • BEc, Grad Dip App Fin & Inv, Grad Dip Acc
	Ryan Bessemer	COO	<ul style="list-style-type: none"> • 20+ years in IT in financial services • CIO for Austock and Frigite Limited • PRINCE2, Harvard Leadership Program
	Philip Gentry	CFO	<ul style="list-style-type: none"> • 25+ years experience in financial services • CFO Grocon, Managing Director Agrium Asia Pacific, CFO AWB and senior roles at ANZ Bank • BSc, MBA

Key themes for today



1. Leadership team is experienced and capable
2. EQT's market environment is favourable
3. Well positioned in the wealth management value chain
4. Recent initiatives have created a strong platform for growth
5. Bringing the Equity Trustees' brand to life
6. Good growth momentum

EQT leadership team is experienced and capable



- Executive Director appointed 28 April 2016
- Appointed for a 12 month term
- Chairman, Tony Killen, to continue and seek re-election in October
- Well advanced in selection of another non-executive Director

The EQT leadership team



Mick O'Brien
Executive Director



Philip Gentry
Chief Financial Officer



Ryan Bessemer
Chief Operations Officer



Lance Pupelis
Acting Head of Asset Management



Geoff Walsh
Chief Risk Officer



Harvey Kalman
Executive General Manager, Corporate Trustee Services



Sonya Clancy
Executive General Manager, Human Resources, Marketing and Communications



Geoff Rimmer
Executive General Manager, Trustee & Wealth Services



Carmen Lunderstedt
Company Secretary

EQT's market environment is favourable



Private Client Market

- Focused on most favourable demographic segment in Australia
“~500,000 currently over age 85 - will double in 20 years...3.5% CAGR”¹
- Demographic segment with unprecedented financial wealth
“Inter-generational wealth transfer projected to be \$85bn p.a. in 2030”²

Corporate Client Market

- Australian market driven by superannuation and funds management growth
“1.1x GDP to peak at 1.6x GDP in 20 years”³
- Investors in Asian markets provide significant new opportunities

¹ ABS Population Projections 2012 Base

² Source: AMP Natsem Income and Wealth Report

³ Rice Warner Ageing and Capital Flows

Equity Trustees – a diversified business



270
Staff

since
1888
Established

Licences:

- AFSL
- RSE
- AFSL – Custody

OFFICE LOCATIONS

HEAD OFFICE

Level 2, 575 Bourke Street
Melbourne, Victoria 3000

PERTH

Level 25, Allendale Square
77 St Georges Terrace
Perth, Western Australia 6000



BRISBANE

Level 10, 239 George Street
Brisbane, Queensland 4001

SYDNEY

Level 4, 124 Walker Street
North Sydney, New South Wales 2060

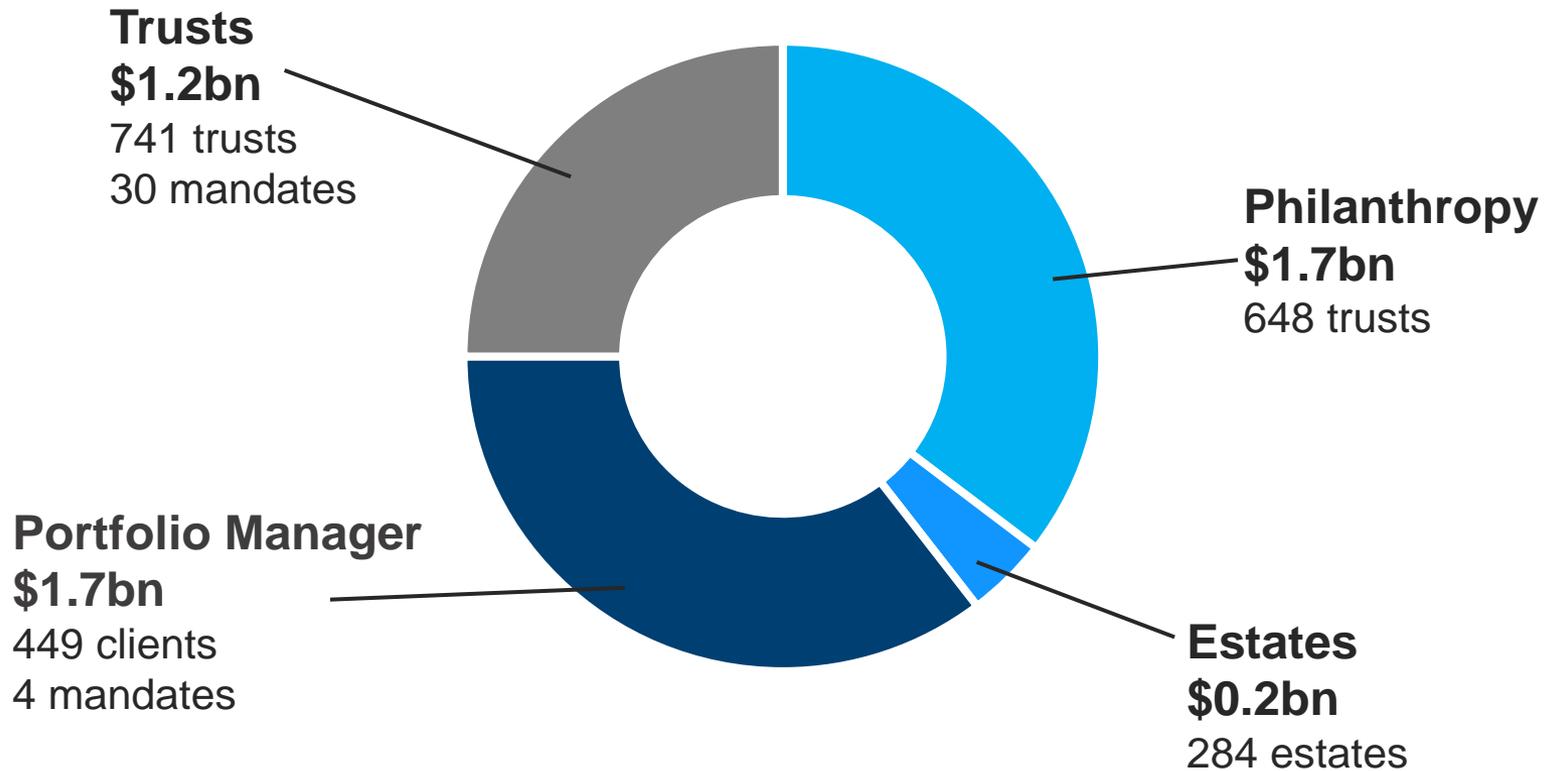
KEW

Suite 4, 677 High Street
Kew East, Victoria 3102

Individuals & families



Total FUM¹ \$4.8bn



¹As at 31 March 2016, FUM categorised by individual business

Corporate & institutions

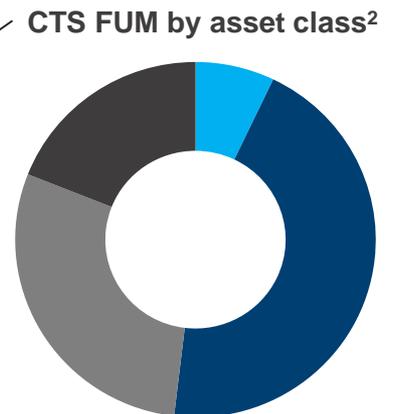
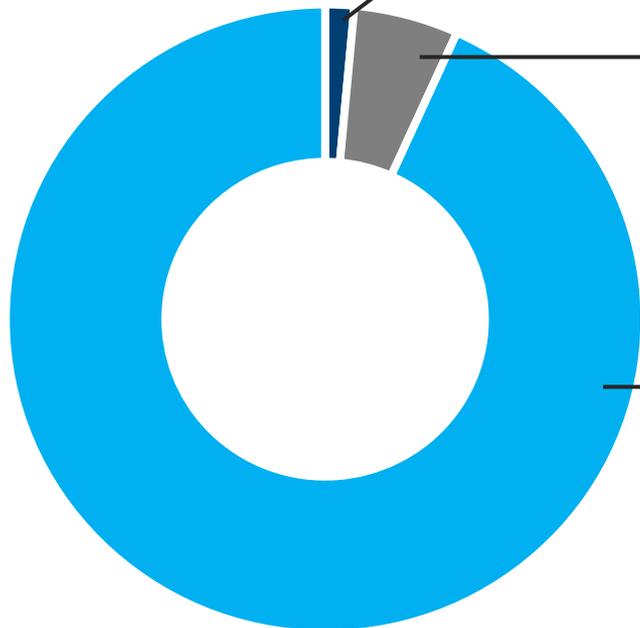


Total FUM¹ \$54.6bn

CTS Other Trusts
\$0.8bn
13 schemes
13 clients

TWS Superannuation
\$2.9bn
13 Funds
90,000 members

CTS Managed Investment Schemes
\$50.9bn
198 schemes
82 managers



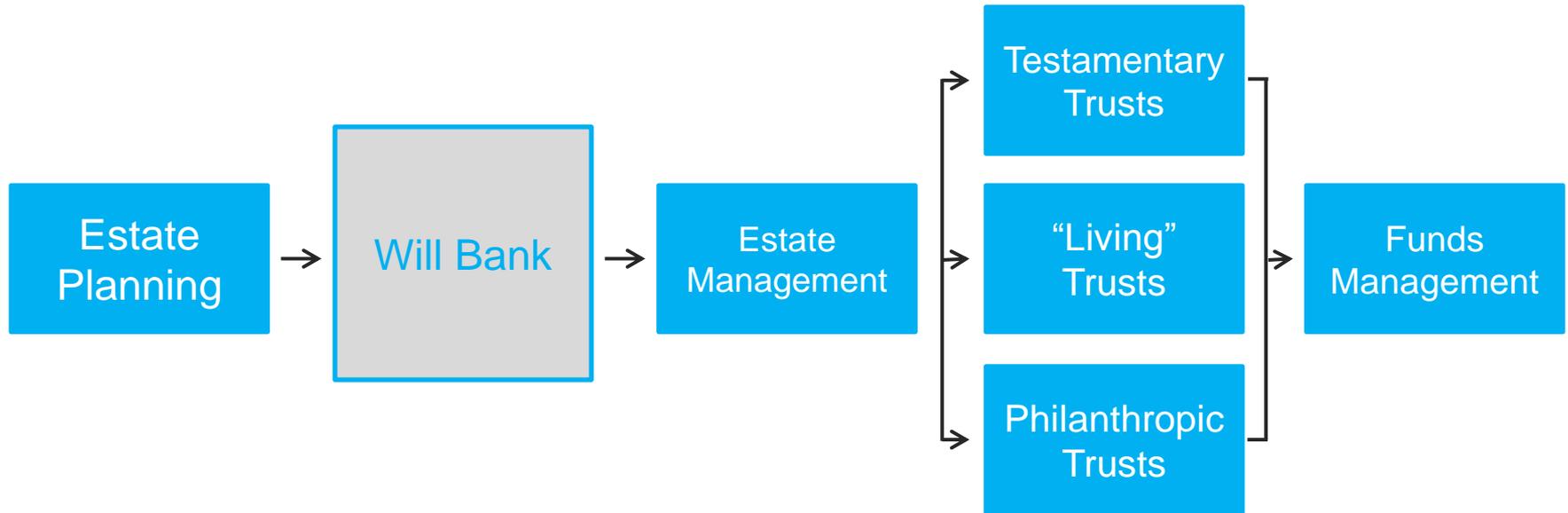
■ Australian equities: 7.1% ■ Global equities: 44.8%
■ Fixed income: 29.1% ■ Other: 19%

¹ FUM as at 31 March 2016
² Based on total CTS FUM

EQT provides comprehensive wealth management and transition services



Wealth transition value chain



EQT is well positioned in the Superannuation value chain



Superannuation value chain



EQT is positioned in those parts of the value chain where it has strong sustainable advantage

EQT is strategically positioned in the centre of the Managed Investment Scheme industry structure



Managed Investment Scheme industry structure



Recent initiatives created a strong platform for growth



FY16

- New corporate top hat structure
- Superannuation repositioned for growth
- Upgrade of Business Assurance function

FY17

- Group wide operating model review underway

Leveraging our brand



Equity Trustees is one of Australia's largest independent trustee companies



“ Bringing the brand to life ”

- Powerful two words = **Equity + Trustees**
- Unmatched history and reputation
- Trusted partner

Strong growth opportunities across all businesses



Individuals and families

- Building distribution networks and capability
- Building and capitalising on a high value Will Bank
- Market leading philanthropic services

Superannuation

- Accelerating growth via new streamlined platform and market position
- Carving out new services and markets
- Replicating successful B2B model

Corporate

- Building on market leading position in Australia RE services
- Building corporate trust offering
- Leading, with our partners, in exporting our capability into the Asian markets

Summary



1. Leadership team is experienced and capable
2. EQT's market environment is favourable
3. Well positioned in the wealth management value chain
4. Recent initiatives have created a strong platform for growth
5. Bringing the Equity Trustees' brand to life
6. Good growth momentum

2. TWS

*Geoff Rimmer, Executive General Manager,
Trustee & Wealth Services*



TWS agenda



1. Overview of TWS
2. Repositioned superannuation business
3. TWS revenue profile
4. ANZ Trustee acquisition update
5. Our unique asset management capability
6. The value of the Will Bank
7. A case study showing how our services connect
8. Relationship between service and our growth
9. TWS has a strong future

TWS business overview



Superannuation



Superannuation Portfolio Services

- Trustee for Partner (TFP) strategy
- High barriers to entry
- 13 funds with \$2.9bn FUM



Superannuation Master Trust

- \$1.8bn in assets
- \$750m managed in-house

Private Clients & Philanthropic Services



Philanthropic Services

- Perpetual charitable trusts
- Living donors
- NFP investment mandates



Private Clients

- Wealth management
- Aged care advice & placement



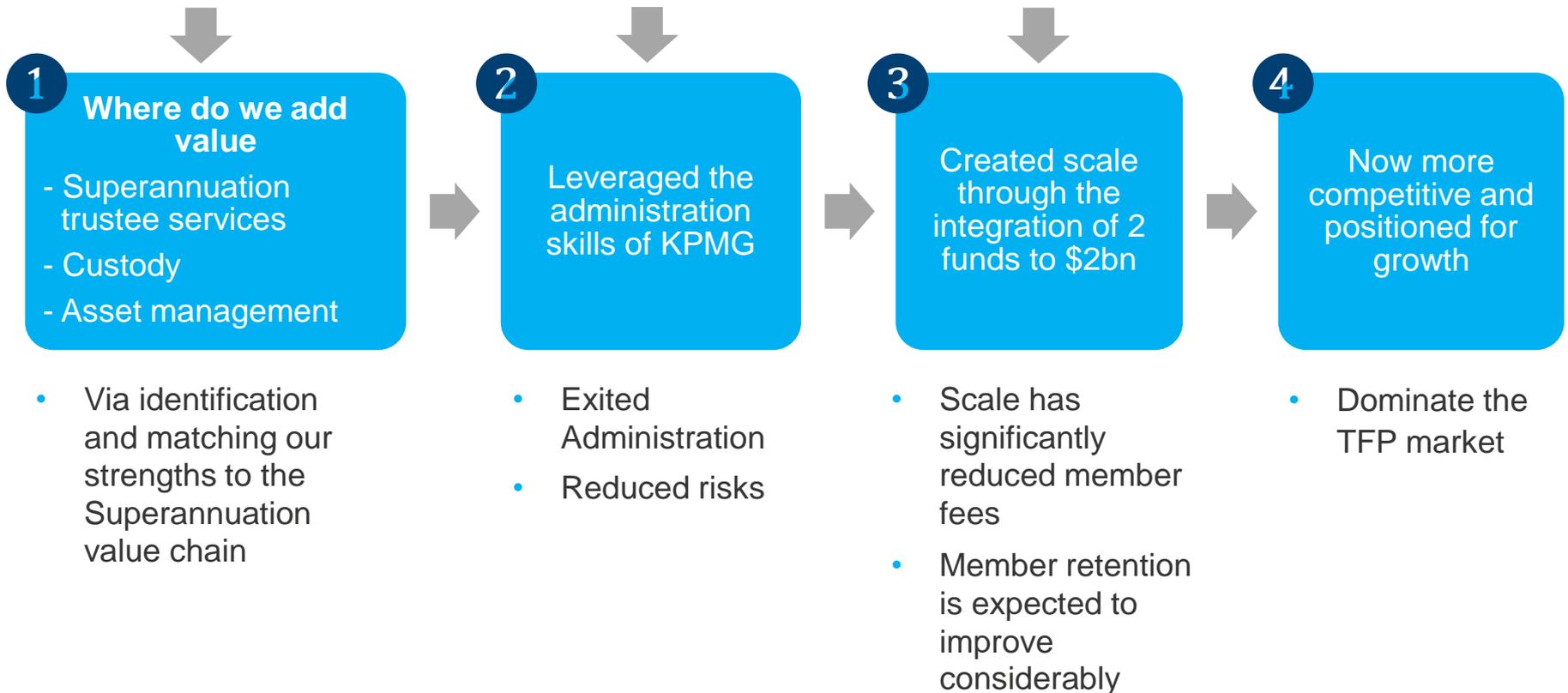
Estates & Trusts

- Estate management
- Estate planning
- Personal/testamentary Trusts
- Compensation trusts
- Indigenous trusts

Repositioned Superannuation business



Improved member outcome



Superannuation – Growth initiatives



Key drivers for growth in FY17

Superannuation Trustee Services

- Seek to dominate the existing \$10bn+ trustee for partner market
- Be the preferred independent supplier of RE trust services

Trustee for Partner

- Leverage our trusted brand and strong balance sheet to create the 3rd pillar in Superannuation by partnering with:
 - Promoters and administrators
 - Institutions with superannuation funds & where trusteeship is not core

Fund consolidation

- Provide a pathway for the funds who seek or need to consolidate via the master trust
- Leverage EQTs in-house asset management

Other opportunities

- Seek other integration opportunities for the master trust

Recent successes

3 funds to 13 funds in 2 years + significant new clients

High quality revenue



TWS enjoys strong and growing revenue streams supported by high client retention

Revenue type	Enduring	Maintainable	Fixed-fee
Revenue term ¹	10 years to everlasting	10+ years	Transactional
% TWS revenue	65%	32%	3%
Comments	<ul style="list-style-type: none">• Philanthropic trusts, PUFs and PAFs• Testamentary trusts• Compensation trusts• Trustee taxation services• Estate management	<ul style="list-style-type: none">• Wealth management• Investment mandates for not for profits and charities• Indigenous trusts• Superannuation	<ul style="list-style-type: none">• Estate planning• Aged care advice and placement

¹ Reflects average historical experience

ANZ Trustees – value adding acquisition



The acquisition and successful integration of ANZ Trustees has positioned EQT as a leading independent trustee in Australia

We are now:

- **A leader** in the ~\$7bn¹ provision of philanthropic services
- **Top 3** in the ~\$500m p.a. in compensation trusts awarded annually
- Entry to indigenous trusts market
- 5 year referral agreement is working well
- Revenue synergies are progressing
 - Marketing to the Will Bank
 - New charitable trusts in FY16 are 300% ahead of the long term average
 - 100% of all estates notified are now being managed by EQT (up from 75%)

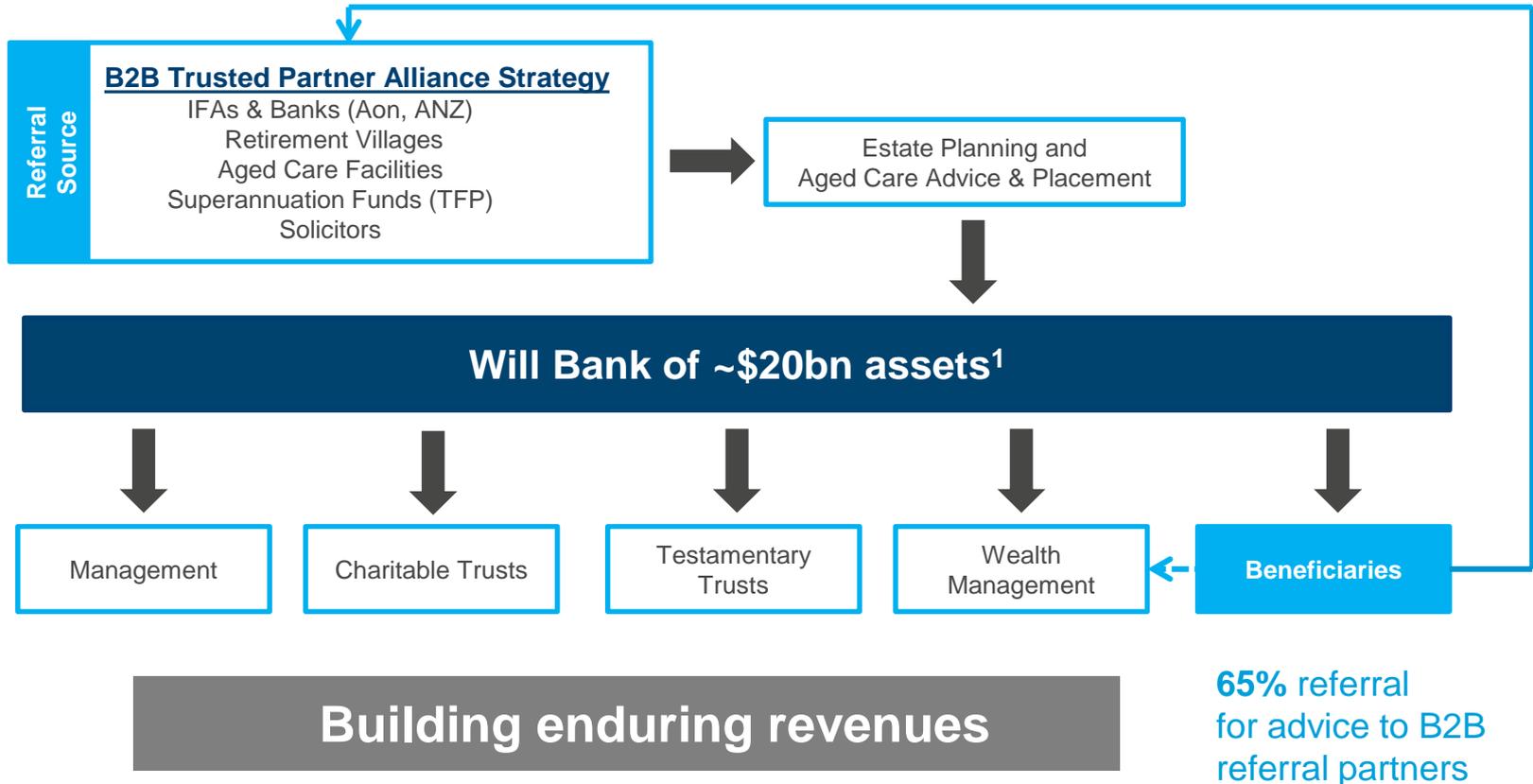
Outcome focussed asset management capability



EQT's Australian Equities Flagship Fund outperformed the benchmark by 2% p.a. since inception (July 2003)

- Unique capability focused on long term preservation and growth of capital to protect the perpetual income needs of our clients
- Provide direct management of:
 - Core Australian equities
 - Fixed income
 - Cash
- Scale for growth:
 - Build on \$3.5bn in funds under management
 - Recent on-boarding of \$750m from superannuation mandate
 - Not for profit mandates

The Will Bank drives enduring revenues

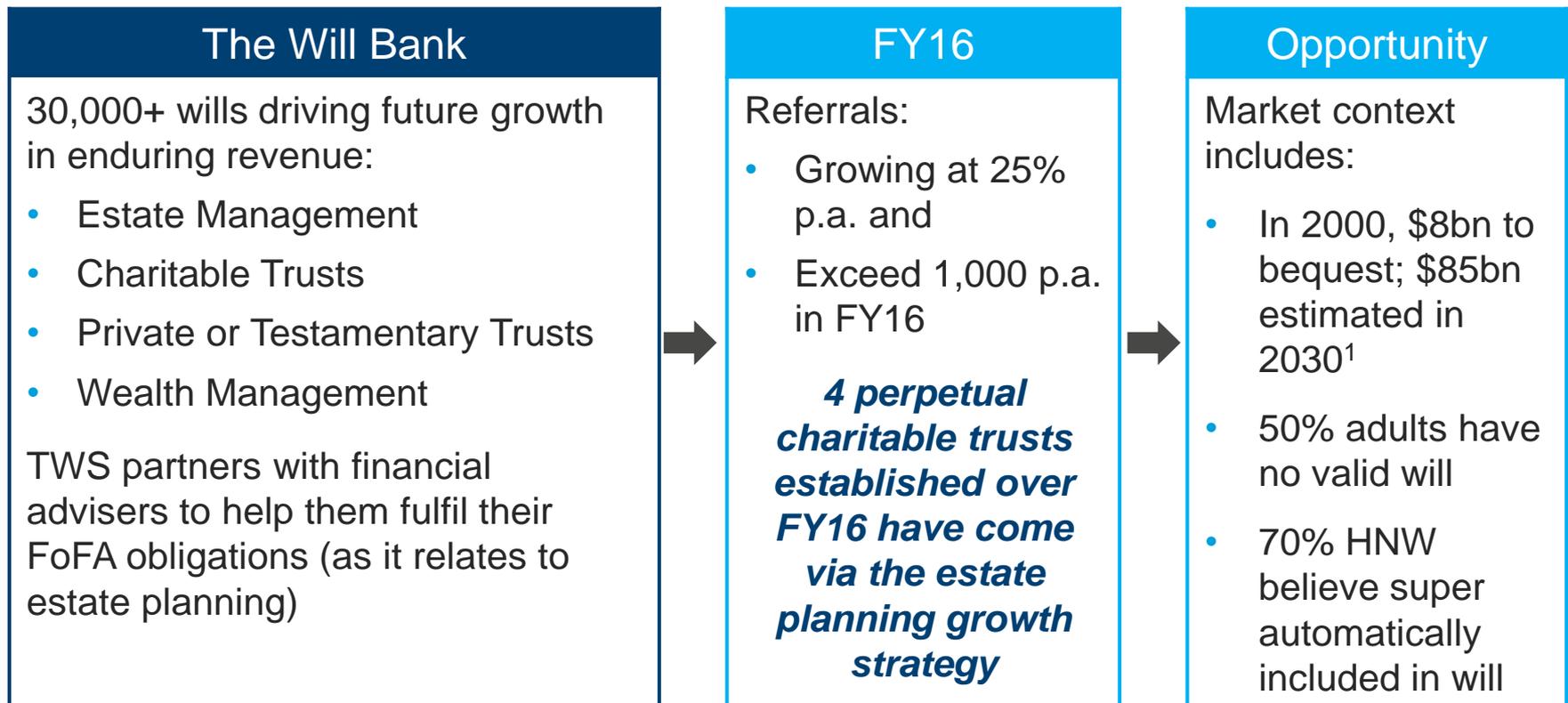


¹ Assets at time of writing or review of individuals wills

Will Bank is a core value driver for TWS



- Our high quality estate planning capability and role as a trusted partner protects and grows the Will Bank which in turn protects and grows enduring revenues
- Positions EQT to take advantage of mass wealth transfer



Phyllis

1. First became an **Estate Planning** client of EQT in 1963, aged 52
2. Received **advice** in relation to management of her real estate and share portfolios
3. Then as she entered her 90s she requested EQT take on greater management with the **ongoing administration** of her finances through a **POA**
4. Phyllis appointed EQT as the **Executor and Trustee** of her estate which was valued at ~\$18m
5. **Perpetual charitable trust** (~\$16m) for the general benefit of Victorian charities
 - The Trust is now worth over \$24m and distributes over \$1m annually

Six different services provided

Resulted in enduring revenue via trust administration and investment management

TWS – the trusted partner



Our client centric service and trusted brand makes us more referrable

Internal cross selling

- 66% of estate management beneficiaries seek financial advice
- 50%+ of last 20 new perpetual charitable trusts from private advice clients

Referrals from trusted advisors

- Financial advisor (growing at 25% p.a.)
- Aged care and retirement villages
- Compensation Trusts (30%+ of new trusts, principally IPAC¹)
- Consultants and clients trustee for partner opportunities

Broader participation in our markets

- Target living donors and HNW by utilising market leading granting platforms
- ANZ (referral agreement)
- Market and cross sell to will bank clients
- \$2.5bn p.a. Community Trusts

TWS has a strong future



Poised for growth at good margins

- Grow our long term, enduring revenue base through targeted initiatives
- Top 1 or 2 positioning in the markets we have identified as growth opportunities, including:
 - Living donors for our Philanthropic business
 - Compensation trust clients
 - Indigenous trusts
 - Trustee for Partner roles in the Superannuation business
- Preferred choice by trusted advisers for their best clients for our services
- The delivery of client centric services that enable cross referrals to all parts of our business
- Continue to improve TWS contribution to EQT earnings through streamlining our services

3. CTS

*Harvey H Kalman, Executive General Manager,
Corporate Trustee Services*



CTS agenda



1. Overview of CTS
2. Experienced management team
3. Consistent growth track record
4. Competitive advantage
5. Substantial growth opportunities
6. Setting the agenda
7. Summary

CTS overview



Corporate Trustee Services (CTS) provide Responsible Entity (RE) and Trustee Services for managed investment trusts (MIT) on behalf of local and international investment managers and sponsors.

Services include:

- RE/Trustee for registered or unregistered MITs and Attribution Managed Investment Trust (AMITs).
- Corporate Trusts:
 - Debenture and note trustee
 - Security trustee
 - Trustee & custodian for direct property funds or MIT
 - Escrow agent

- **Largest Australian** independent RE services provider
- **Well positioned** in the value chain
- **Enable our clients** to focus on the sharp end of their business
 - Client acquisition, retention and servicing
 - Investment management (IM) and
 - Operations and compliance around IM function
- **EQT manages and organises the rest**

Deeply experienced management team



CTS product team - average tenure at EQT is ~7 years¹

- Experienced and established management team
 - Continuity of team members
 - Average tenure at EQT CTS team: ~7 years
 - Top 3 CTS team members: ~13 years
- Strong and experienced team approach to running and solving issues with a fiduciary approach
- CTS' team of 25 people manage over \$51.7bn of FUM/A
- Located in Melbourne and Sydney

***Team core strengths are embedded in the
CTS business model***

¹ Based on division commenced in 2000

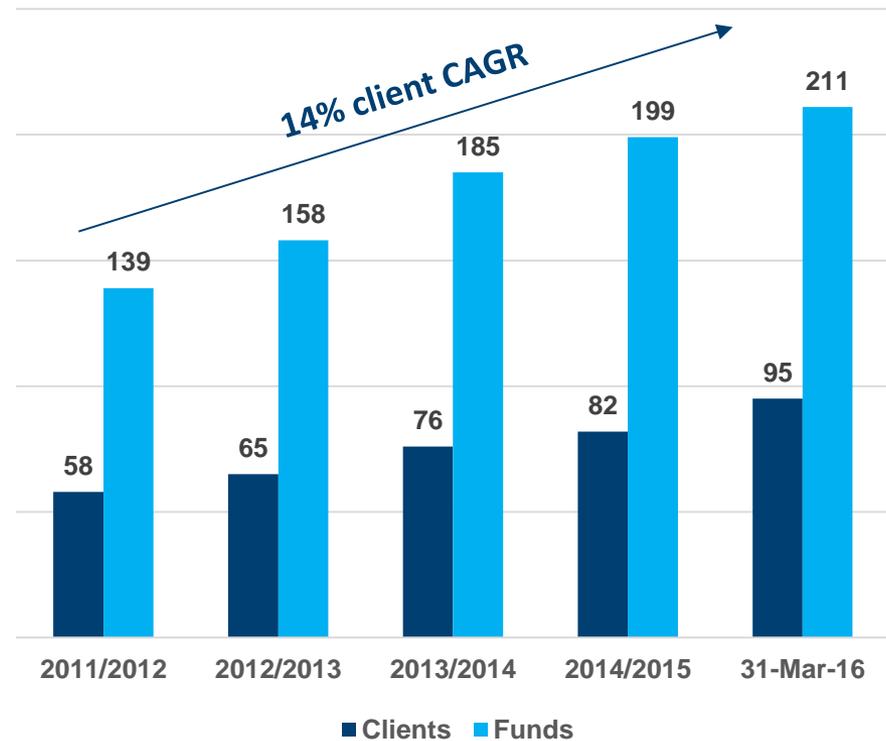
Consistent growth track record



Fiduciary for 95 clients and 211 funds¹

- Number of clients
 - RE/Trustee 82
 - Corporate Trust 13
- Number of funds
 - RE/Trustee 198
 - Corporate Trust 13
- Compound annualised growth rate (CAGR)²
 - Clients: 14%
 - Number of funds: 12%

CTS (number of client and funds)



¹ As at 31 March 2016

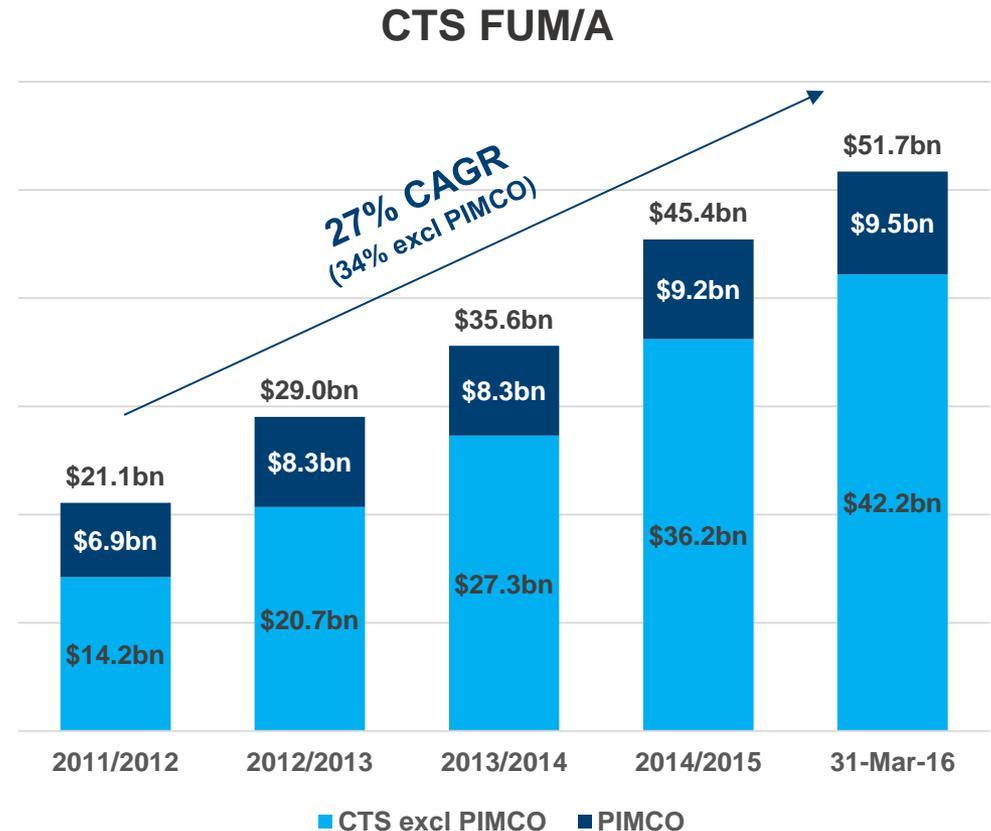
² FY12 to 31 March 2016

Consistent growth track record



\$51.7bn FUM/A¹

- Focus on core fiduciary
- FUM
 - RE/Trustee \$50.9bn
 - Corporate Trust \$0.8bn
 - TWS \$2.5bn
- 27% CAGR²



¹ As at 31 March 2016

² FY12 to 31 March 2016

Competitive advantages of CTS



Largest Australian independent RE services provider

- 1 True independence, not competing with our partners
- 2 Tested and proven processes/operational compliance framework
- 3 Proven experience in successfully transitioning from other REs
- 4 Centre of influence and able to set the agenda in Funds Management
- 5 Provides a complete RE service and still flexible to meet specific needs
- 6 Exited distribution, 100% focused on fiduciary
- 7 Access to leading service providers: Custodians & Administrators, Auditors, Bankers, Distributors, Lawyers
- 8 Experienced and established management team

CTS has substantial growth opportunities



Aim to grow its position as the largest independent provider of RE/Trustee services in Australia, and expand client proposition regionally

Growth opportunity	Strategy
AMIT / CIV	<ul style="list-style-type: none">• Attribution Managed Investment Trust (AMIT): Implementation plan for the recent tax changes is being developed to offer additional fund structuring opportunities in the Australian market• Collective Investment Vehicle (CIV): Corporate structure (1/7/2017) and a limited partner structure (1/7/2018)• Increased flow to EQT from 400 additional classes over 2-3 years<ul style="list-style-type: none">– 200+ funds currently with 100 sub classes for differential fee– Plus 100-200 classes for NZD or USD and/or hedged vs unhedged• For example, will establish CAD and USD classes for existing Canadian and South Korean investors in existing RE funds• 4 managers who are implementing or have already implemented AMIT

CTS has substantial growth opportunities



Aim to grow its position as the largest independent provider of RE/Trustee services in Australia, and expand client proposition regionally

Growth opportunity	Strategy
SPV, Funds of One (F1)	<ul style="list-style-type: none">• Leverage off CTS' experience and existing relationships with a large number of international investment managers and other service providers• Large super fund seed examples:<ul style="list-style-type: none">– Seeded F1 with \$300m 4 months ago → now \$1.6bn– Seeded \$100m fixed interest fund 6 months ago → now \$800m with capacity to \$2bn over 2 years
Corporate trust	<ul style="list-style-type: none">• Business continues to grow strongly<ul style="list-style-type: none">– 150%+ revenue growth in FY16 vs FY15• Proposed further expansion in FY17 (Sydney)
Asian expansion	<ul style="list-style-type: none">• Growing demand from clients based in Asia• Increased presence to be developed in the region• Recent wins in Singapore and Korea to assist

Setting the agenda



Year	Action
2000	<ul style="list-style-type: none">• EQT establishes new business unit that offers independent RE/Trustee and retail distribution
2014	<ul style="list-style-type: none">• First foundation member of the ASX's mFunds Settlement Service• EQT, as product issuer, has the most funds on this platform
2016	<ul style="list-style-type: none">• Exited retail distribution; now a specialist independent RE/Trustee

Leading the debate on key issues:

- AMIT – multi-class, multi currency, now implemented
- CIV – announcement, to implement in 2017
- APEC Passport – in progress, to implement in 2017
- Passportable AFSL under FTA's – in progress, leading the debate
- Two tiered AFSL for RE's, to assist with export under FTA's – in progress, leading the debate

Summary



- Targeting to more than double FUM over the next 5 years
- Expanding into growth markets in Corporate Trust and “RE” in Asia
- Specialist independent fiduciary, not conflicted with our Fund Managers in distribution and external focus funds management
- Significant export opportunities with AMIT/CIV structures
- Significant influence in the global markets and strong referral network

4. Operations & Technology

Ryan Bessemer, Chief Operations Officer



Operations & Technology agenda



1. Operating structure
2. Single platform
3. Delivery of major initiatives on time and budget
4. Our philosophy of operations
5. Advanced cloud & digital environment
6. Looking forward

Aligned operating structure



Operations & Technology

Execution. Enablement. Development.

We partner with the business to enable quality client outcomes and facilitate growth through structured change, technology and optimisation

Technology Services	Project Management Office	Asset Services	Portfolio Services	Strategy & Assurance
Service desk	Project management	Broad custody offering	Portfolio administration	Operations strategy
Infrastructure	Change governance	Investment & client administration	Private client taxation services	Risk management
Business systems	Business analysis		Shared services	Governance
Digital				
Cloud				

Streamlined single platform



EQT use Garradin as a core platform for all functions, investments and client reporting

Single IT platform

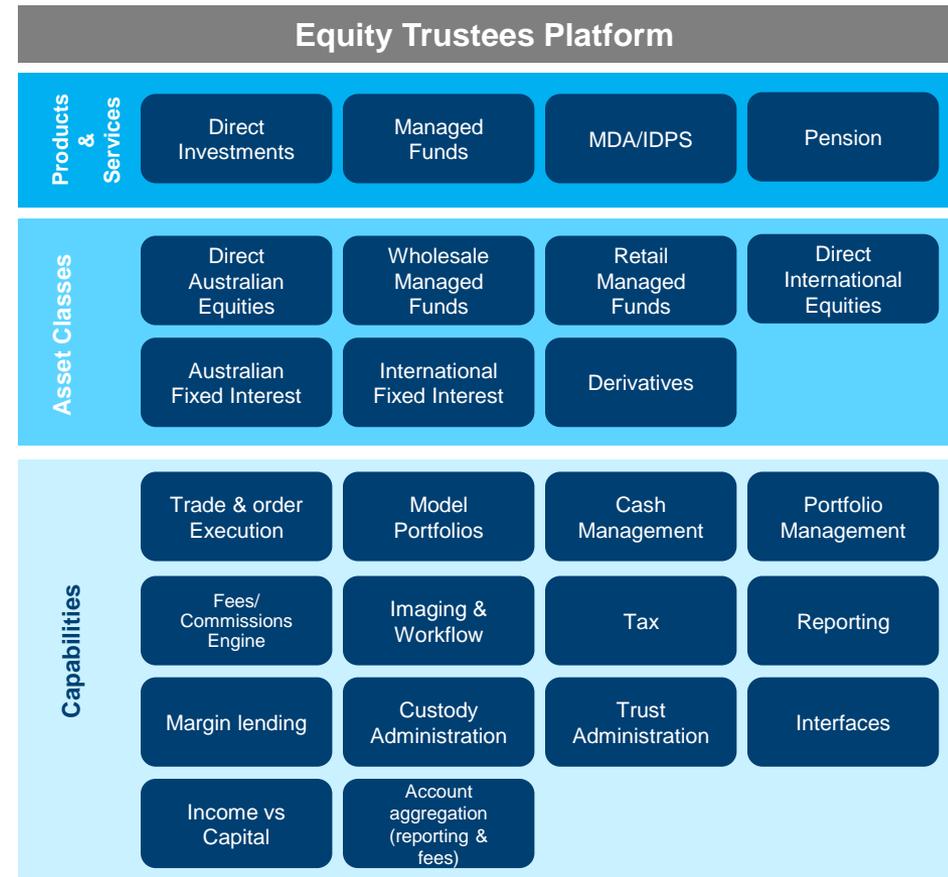
- Fully featured
- Modern platform

New MDA¹ capability

- New model portfolios
- Convert existing clients and trusts
- New revenue stream
- Reduce risks of manual processing errors

Wills precedent software

- Reduces time of creating Will from 2-3 hours to 13 minutes
- Standard, high quality precedence
- Supporting required demand



Well executed ANZ Trustees integration



Successful integration; ahead of time and budget

- Integrated ANZT into EQT centralised operating model
- State of the art systems migration from 1960's technology onto EQTs single modern platform
- Released latent capacity to achieve synergies, increasing capabilities and implementing process efficiencies
- Exited or realigned some activities that either aren't within our risk appetite or do not meet our corporate objectives

	Target	Realised
Synergies	\$4m	✓
Integration costs	1.5x synergies	✓
Timing	18 months	✓

Through acquisition of ANZ Trustees, EQT has almost doubled in size

Successful delivery of Superannuation restructure



Superannuation simplification – on time and on budget

- Super fund consolidation and simplification
 - Successor Fund Transfers of 4 super funds into 1
 - Combined FUM of \$1.8bn+
- Outsource super administration
 - ~\$2m reduction ongoing expenses
- Significant systems migration
- Avoidance of \$2m+ of systems enhancements (i.e. SuperStream 2 & Super Budget changes)
- Significant risk mitigation

	From	To
Superannuation Funds	4	1
RSE Licenses	2	1
Investment options	85	10
Custodians	3	1
Administrators	3	1

Annual Expenses ↓ ~\$2M

Operating philosophy



Philosophy	Action	Benefit to EQT
Optimum operational processes	Shared Services: Centralised support functions for scalability, simplicity & efficiency	Cost efficiency: Reduce cost and risk for processes that remain internal
Focus on core competencies	Outsource: Focus on key strengths and business objectives	Cost efficiency / Avoid distraction: by outsourcing items that don't directly benefit client or revenue
Agile change management	Rapid response: To market, regulatory or client driven change	Be responsive: Make EQT relevant, drives innovation, drives transformation and harvest opportunities

Advanced cloud & digital environment



EQT runs a simplified but highly scalable IT environment

Digital

- EQT commenced digital adoption in 2012
- Tailoring and personalising client experiences
- EQT has a growing web, intranet and social media take-up to support marketing capability
- IT & Marketing collaboration for success

Digital vision statement for EQT

“Delivering exceptional consumer experiences through digital services designed to build & strengthen trusted relationships.”

Cloud

- Hybrid Cloud is used
 - Where regulation and privacy legislation allow
- Utilise leading Cloud providers
 - Microsoft Azure, Amazon Web Services, Salesforce.com
- With the use of Cloud, EQT:
 - No longer needs to invest years ahead into IT hardware capacity to grow into
 - Buy “compute” as and when we need it

Foundation for growth established

Capacity

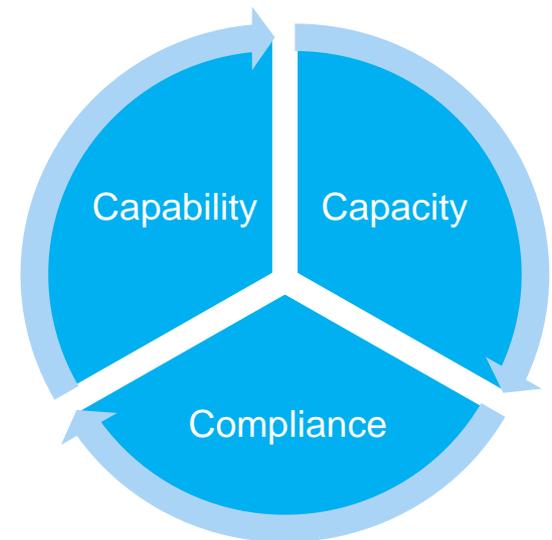
- Single back-office and shared services support mechanism
- Simplified IT systems with one core platform
- Business operations are structured for scale

Capability

- Proven integration capability
- Recent Digital & Cloud investment
- No legacy systems issues
- We have a culture of continual improvement

Compliance

- Compliant and risk aware culture
- Group risk framework and appetite is clearly defined



5. Financial insights

Philip Gentry, Chief Financial Officer



Financial insights agenda



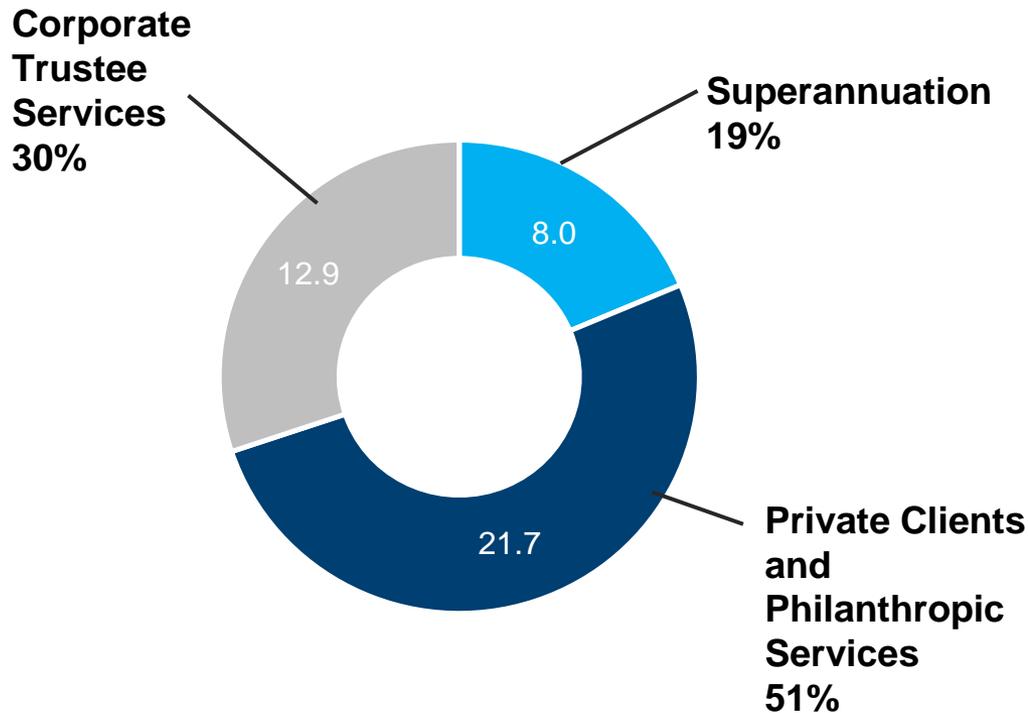
1. Revenue and cash flow
2. Initiatives and one-off costs update
3. Impact of recent restructures in superannuation and CTS
4. Operating model review
5. Capital
 - Licence requirements
 - Funding strategy
6. Summary

Diversified and enduring revenue base



Revenue

6 months to 31 Dec 2015
\$m



- On average 90% + of debtors are received within 30 days
 - negligible bad debts
- Approximately 60% of revenue is direct debited, the remainder is invoiced
- TWS has ~65% enduring revenue (estimated >10 years) which maintains stable revenue base

Key initiatives are on track to create a platform for growth



Corporate restructure and superannuation restructure largely complete; business assurance progressing well

One-off Key Projects (\$'m)	Actual	Forecast	Forecast	Total
	1H FY16	2H FY16	1H FY17	
Corporate Restructure	0.75	0.13	-	0.88
Superannuation Restructure	1.25	1.08	-	2.33
Business Assurance (Enhancing Risk & Regulatory Management)	1.21	1.04	0.75	3.00
Other	0.35	0.40	0.20	0.95
Total Projects	3.56	2.65	0.95	7.16
	1H FY16	2H FY16	1H FY17	
Non Project Restructuring	0.63	0.73	NA	1.36

CTS restructure – supporting strong organic growth



- Exited Retail Funds Distribution in November 2015 and January 2016
 - Annualised negative contribution impact of net ~ \$3m
- New business already secured to replace most of the revenue and expect to fully replace within 12 months
- Higher margin new business replacing expected lower margin exits in FY17
- Highly diversified portfolio of customers (Australia and offshore)
 - Key client risk significantly mitigated

Superannuation restructure has a short term earnings impact but now growing profitably



- Restructure largely effective from April 2016 and will be completed by 30 June 2016
 - Annualised net contribution decrease of ~ \$2.0m
- Pricing and products significantly enhanced
- Focus on sustainable components of the value chain
- Strong pipeline under development and expect strong organic growth in superannuation

Group wide operating model review underway



Objectives

- Optimise combination of roles, skills, structures, processes, assets and technologies to deliver maximum value – both in terms of customers and organisation

Scope

- All end to end operational processes and activities that contribute to the delivery of customer value
- Independent consulting organisation engaged to work with EQT

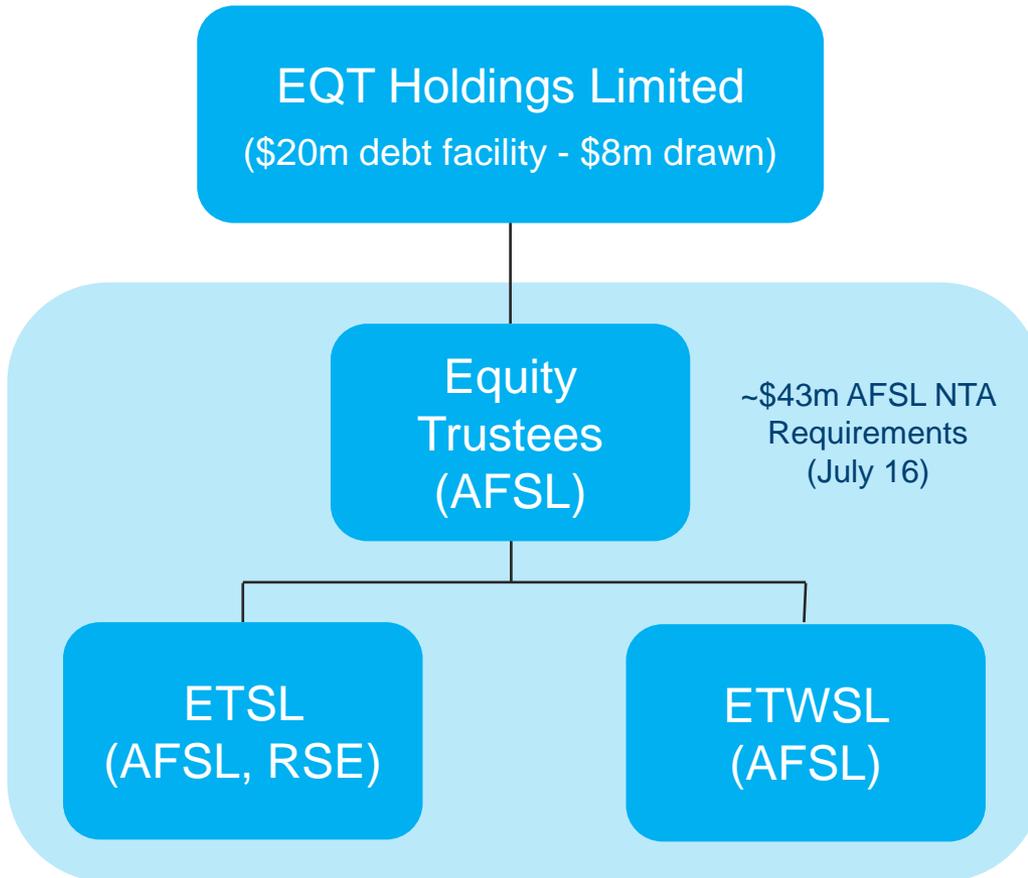
Timetable

- Review and recommendations complete by end July 2016
- Implementation of initiatives to commence in August 2016
- An update on progress will be provided as part of our annual results announcement in August 2016

Strong capital position



Equity Trustees has ~\$47m regulatory capital in key licenced entities and can comfortably meet its expected regulatory capital needs



Regulatory capital holding	\$47m
Regulatory capital requirement	\$43m
Buffer	\$4m

Note: Indicative schematic – not all subsidiaries included

Capital management opportunities



- Capital requirement of ~\$43m to be held 50% in cash and 100% liquid assets (ASIC requirement)
 - Buffer also held in liquid assets
- Additional streamlining of structures and consolidation of licences has the potential to reduce capital requirements by ~\$4-5m in the near term
- A 10% sustained increase in revenue requires an additional ~ \$2-3m in longer term regulatory capital
- Dividend policy to payout 70-90% of reported NPAT provides sufficient retained earnings to fund organic growth
- Debt funding arrangements provide additional flexibility to fund anticipated regulatory capital needs

Summary



- High percentage of enduring revenues and sustainable cash flow
- Current one-off key initiatives on track to be completed
 - Strengthening corporate structure, risk management framework and enhancing superannuation business
- CTS focused on core fiduciary activities enabling strong organic growth momentum
- Group operating model review underway
- Fully funded capital position and capacity to support growth plans
- Targeting significant improvement in reported NPAT in FY17

6. Conclusion

Mick O'Brien, Executive Director



Conclusion



1. Leadership team is experienced and capable
2. EQT's market environment is favourable
3. Well positioned in the wealth management value chain
4. Recent initiatives have created a strong platform for growth
5. Bringing the Equity Trustees' brand to life
6. Good growth momentum

7. Questions



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