

IOOF Holdings Ltd
ABN 49 100 103 722
Level 29, 303 Collins Street
Melbourne VIC 3000

GPO Box 264C
Melbourne VIC 3001
Phone 13 13 69
www.ioof.com.au



ASX / MEDIA RELEASE

Leading Australian-owned Funds Management and Administration Group, IOOF delivers solid results amid a tumultuous year.

Experience and expertise has seen the group ride out the difficulties of the past 12 months closing with FUMA of \$29.4b.

"We are pleased to announce an underlying EBITA of \$38.1m and an underlying net profit after Tax of \$25.9m" confirmed IOOF chief executive officer Tony Robinson.

In addition the Group has posted a Net Profit after Tax of \$23.4m and a final dividend of 15 cents per share fully franked. Mr Robinson said the extraordinary nature of the past 12 months has seen a year of two distinct halves.

"Operationally, 2007/08 was a fruitful period with significant improvement in sales capabilities, strong cost control, sound investment performance and improved new product development".

"We started the year robustly with strong funds growth but unfortunately had a less satisfactory finish, with fund balances falling in the second half. It has however been a successful year for the Group by most other measures".

Mr Robinson said the group had achieved positive operational outcomes by aiming to improve in its core areas of competence: investment performance; product development; systems; and sales.

"Investment performance is clearly the cornerstone of our three brands Perennial, Consultum and IOOF and I am pleased to report that the investment performance across the group has been, and remains, strong".

"No better illustration of this was that Perennial was named Fund Manager of the Year by Lonsec" he added.

"We have also grown our sales focus and capabilities with an increase in the Perennial Retail and the IOOF Portfolio Solutions sales teams, and by having our administration service included on the approved product list of a number of dealers which has seen a lift in the number of advisors actively using our service".

"Significant investment has also been made in business systems in 2007/08," he confirmed.

Mr Robinson said despite a very difficult year, IOOF has invested in re-shaping the business while controlling costs and feels it is well placed to deal with the expected ongoing environmental challenges.

Outlook

According to Mr Robinson the negative market movements in the first part of the year have continued to drive down funds balances.

"We believe we are in a position which enables us to benefit when the investment returns once again positively contribute to growth in funds balances."

Mr Robinson stated that in 2008/9, the group would continue to pursue initiatives, which should produce a further expansion in distribution reach helping to improve the net funds flow.

"We expect growth in funds flow in 2008/09, particularly with a number of products and services recently launched or reinvigorated, including our new Pursuit superannuation administration service and Multimix Trusts, which should add to funds flows over the next financial year," said Mr Robinson.

Organic sales rates are also expected from the launch of Individuum, a superannuation product specifically designed for young Australians.

"We will need to balance the investments we make, to drive improvements for the years ahead with the need to deliver a sound outcome in this year. We are confident we will find the right balance."

He added that in the coming year IOOF will continue to seek out opportunities to grow the business through acquisition.

"IOOF is an extremely capable organisation full of capable people which gives me great confidence about this year and the years ahead."

- ends -

For further enquiries, please contact:

Tony Robinson
CEO
IOOF Holdings Limited
Tel. (03) 8614 4880

Bridget Marcou
Managing partner
Wrights
m: 0407 846 672

** Underlying results exclude the impact of investment value write downs, Perennial Investment Partners Limited acquisition costs and share agreement liability revaluations.*