

Pinnacle Investment Management Group Limited
FUM History (at 100%, \$m)

Date	Pinnacle (total)	Hyperion	Plato	Solaris	RCL	Palisade	Antipodes	Spheria	Two Trees
31 Dec 17	32,338	6,056	4,644	6,618	6,552	1,585	6,261	596	26
30 Jun 17	26,526	5,877	4,003	5,135	5,956	1,514	3,830	211	-
31 Dec 16	23,339	5,664	3,536	5,032	5,274	1,456	2,191	186	-
30 Jun 16	19,756	5,633	3,067	4,595	4,576	1,436	449	-	-
30 Jun 15*	15,995	5,474	2,265	2,938	3,980	1,126	212	-	-
30 Jun 14*	12,232	4,886	986	2,537	2,933	890	-	-	-
30 Jun 13*	10,846	4,032	742	2,649	2,694	729	-	-	-
30 Jun 12*	9,790	3,158	332	3,855	1,864	581	-	-	-
30 Jun 11	10,336	3,229	525	4,421	1,758	403	-	-	-

*Pinnacle (total) includes FUM of Sigma Funds Management Pty Limited, a former Pinnacle Affiliate

Retail FUM History (at 100%, \$bn)

Date	Pinnacle (total)	Retail
31 Dec 17	32.3	7.1
30 Jun 17	26.5	5.1 *
31 Dec 16	23.3	3.6
30 Jun 16	19.8	2.6
30 Jun 15	16.0	1.8
30 Jun 14	12.2	1.2
30 Jun 13	10.8	0.9

*note - FY17 number updated for revised account classifications

FUM Flow History (at 100%, \$bn)

Date	FUM	Change in FUM	Market/Alpha	Group Inflow	Retail Inflow
31 Dec 17	32.3	5.8	1.8	4.0	1.4
30 Jun 17	26.5	3.2	0.7	2.5	1.4
31 Dec 16	23.3	3.6	1.1	2.4	1.1
30 Jun 16	19.6	0.9	0.4	0.5	0.4
31 Dec 15	18.7	2.8	1.2	1.6	0.2
30 Jun 15	15.9	1.6	0.3	1.3	0.2
31 Dec 14	14.3	2.2	1.2	1.0	0.3
30 Jun 14	12.1	0.7	0.7	-	0.2
31 Dec 13	11.4	0.7	1.3	(0.6)	0.1
30 Jun 13	10.7	(0.1)	1.1	(1.2)	0.1
31 Dec 12	10.8	1.0	1.2	(0.2)	0.1
30 Jun 12	9.8	(0.3)	(0.4)	0.1	