



*Jonathan Sweeney  
Managing Director*

## **FY08 AGM Presentation**

Trust Company Ltd ABN 59 004 027 749

23 July 2008

## Our Vision

*“We will be the recognised leader in smart fiduciary solutions, where people matter”*

- Our focus is to operate where we have significant competitive advantage through our independence, depth of expertise and reliability
- We continue to build our divisional and business unit strategies around our ambition to be the recognised leader in smart fiduciary solutions

## Strong FY08 result despite volatile markets

- 12% increase in operating revenue to \$61.5m with costs growing 10%
- Reported NPAT (including other income and significant items) down \$5.1m to \$20.3m
  - Prior year included \$12.4m of other income and significant items
- 18% growth in operating EBITDA
  - Above guidance of not less than 15%
- Improved profit margin to 33%
- Total FY08 fully franked ordinary DPS of 54 cents, up 23%

# Summary Balance Sheet

As at end of February (A\$m)	FY08	FY07
Net operating assets	51.6	55.2
Investment in BNYTA JV (carrying value)	21.0	20.2
Melbourne property held for sale	-	11.6
Listed investment portfolio	18.4	20.0
Strategic stakes in EQT and TPX	36.1	41.2
Cash	23.6	5.9
Net assets	150.7	154.1

- Strong balance sheet
  - nil debt
  - cash and liquid assets of \$78m at year end (\$2.42 per share)

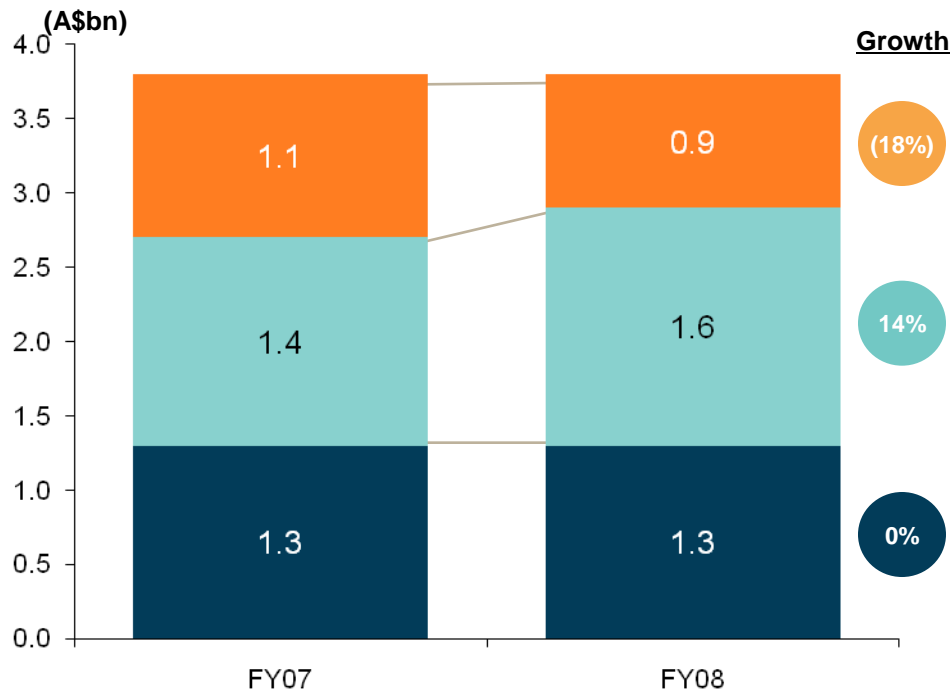
# Shareholder Rewards

- Trust shareholders have enjoyed strong growth in normal dividends in the last six years; in addition, they have been rewarded with special dividends each year
- Total Shareholder Return for the last six years including normal and special dividends is just over 19% annualised (including the \$1.00 special relating to the BNYTA sale)



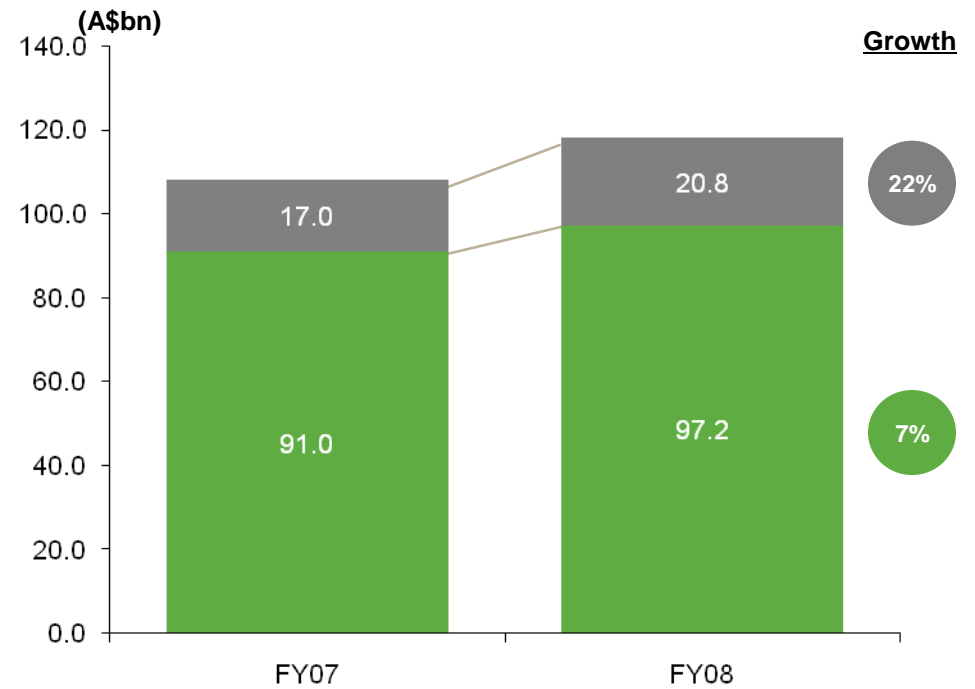
# FY08 Assets Under Supervision

**Financial Services: Assets under Supervision remained steady at \$3.8 billion**



- Private Clients (Funds under Advice)
- Estates & Trusts (Funds under Trusteeship)
- Funds Management (Funds under Management)

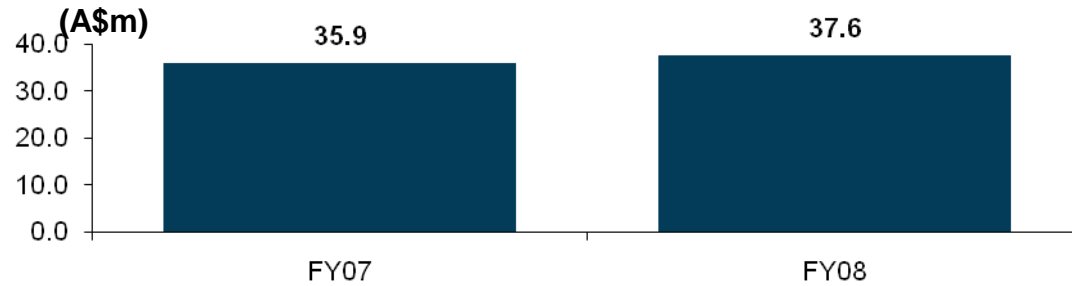
**Institutional Services: Assets under Supervision increased by 9% from \$108 billion to \$118 billion**



- Superannuation (Funds under Trusteeship)
- PIC, RE, SF (Funds under Supervision/Administration)

# Divisional Performance – Financial Services

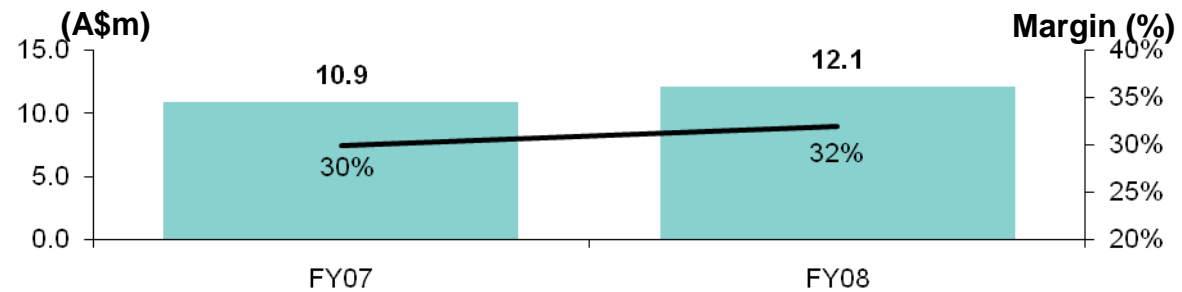
**Operating Revenue**



**FY08 Growth**

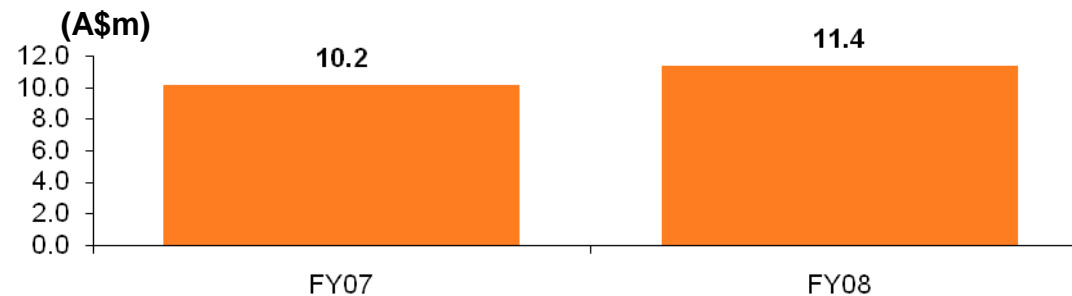
**5%**

**Operating EBITDA**



**11%**

**EBITA**



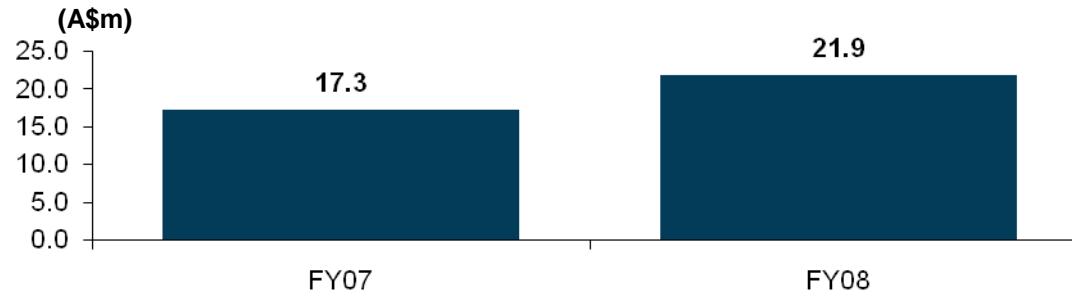
**12%**

## Financial Services FY08 Highlights

- Year-end total assets under supervision steady at \$3.8 billion
- New Executive General Manager, Eugene Quass, appointed February 2008
- Refined Private Clients model to ready this business for growth
- Develop strategic partnerships with National Seniors and Westpac
- Philanthropy developed a 'Manage the Manager' product for philanthropy
  - Russell Investment Management Ltd appointed as investment manager
- Philanthropy commenced 3 year partnership with Social Ventures Australia
- Health & Personal Injury service achieving notable success and recognition as a leader in its class

# Divisional Performance – Institutional Services

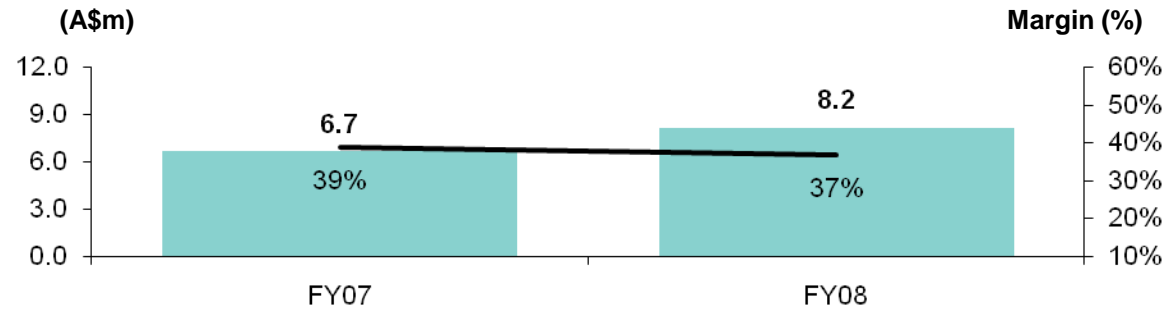
**Operating Revenue**



**FY08 Growth**

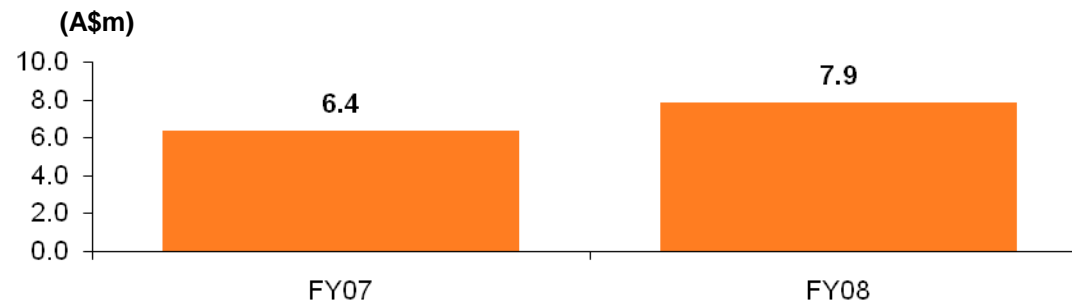
**27%**

**Operating EBITDA**



**22%**

**EBITA**



**23%**

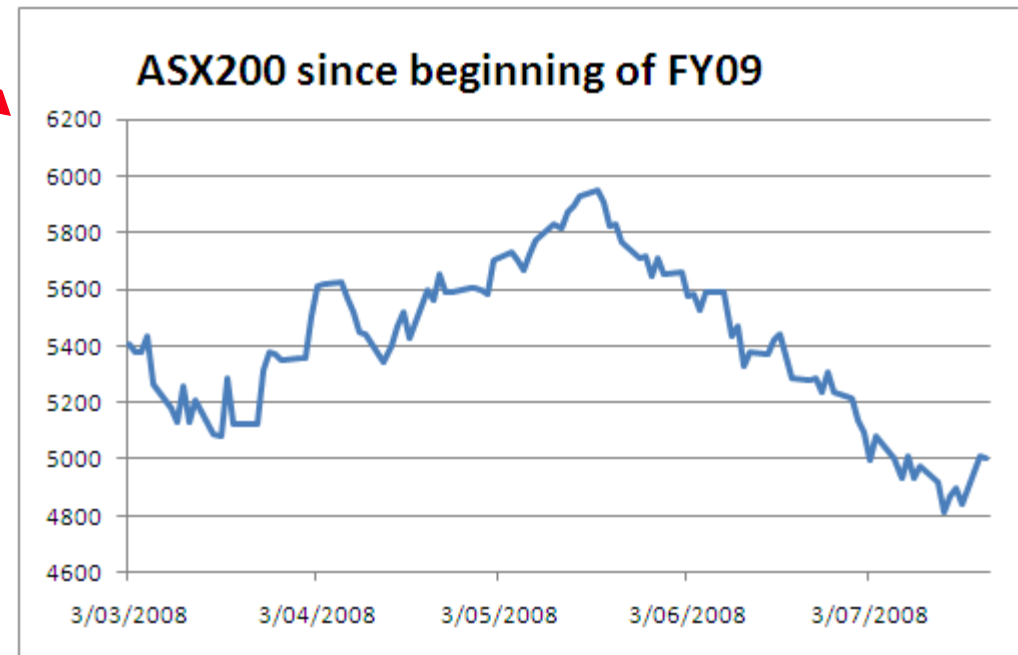
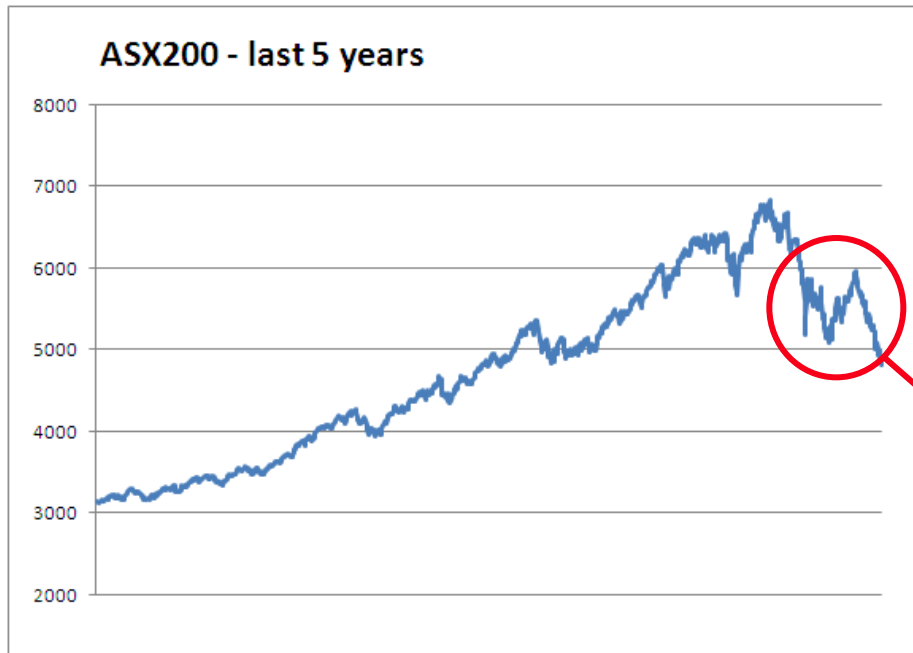
## Institutional Services FY08 Highlights

- Property and Infrastructure Custody revenue up 44%
  - Leading specialist property and infrastructure custodian in Australia
  - New document management system being implemented
- Responsible Entity revenue up 48%
  - New clients (Dyno Nobel SPS Trust, Asciano Finance Trust, Paperlinx SPS Trust)
- Superannuation business grew assets under trusteeship by 21% to \$21bn
- Asian operations – first client secured, further mandates awarded

# Regulatory developments

- As a leading player in the Australian fiduciary services market, Trust is heavily involved in two key regulatory developments:
  - Financial Services Green Paper. Proposed national regulation regime for all private statutory trustee companies
- ASIC Regulatory Guide 69
  - New disclosure guidelines for retail debenture issuance and refinements to the role of trustees

# Challenging investment markets



# Trust is in good shape to ride out further turbulence

- Defensive revenue characteristics
  - Strong annuity-style revenue streams
  - Loyal client base
  - Leading market positions
- Strong balance sheet with nil debt and over \$60m liquid assets at current values
- Effective cost management
- Continued pursuit of industry consolidation strategy
- We have a strong executive team in place and an experienced and well credentialed Board
- This provides a solid foundation for our new MD

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