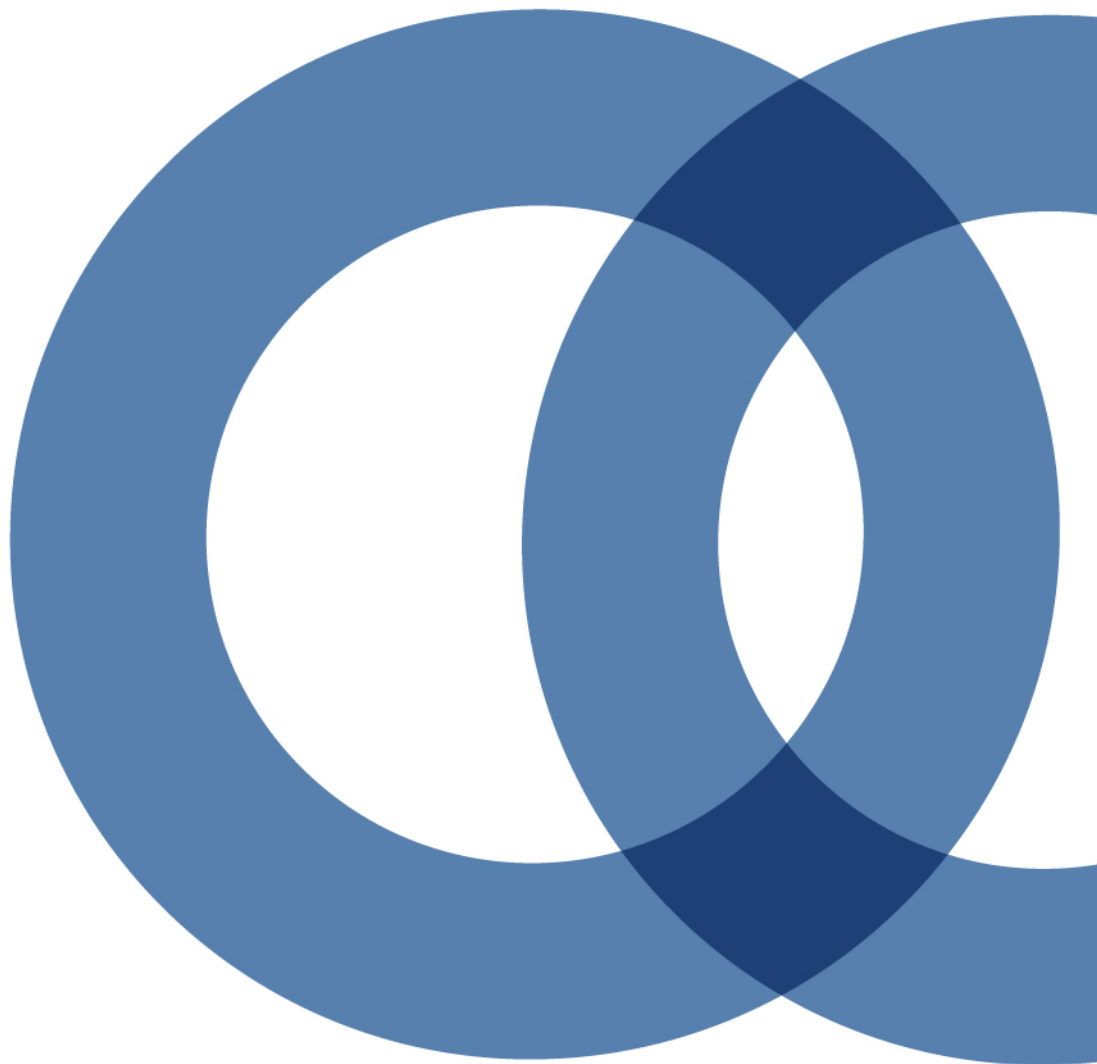




2008 Full Year Results

Media briefing
20 August 2008



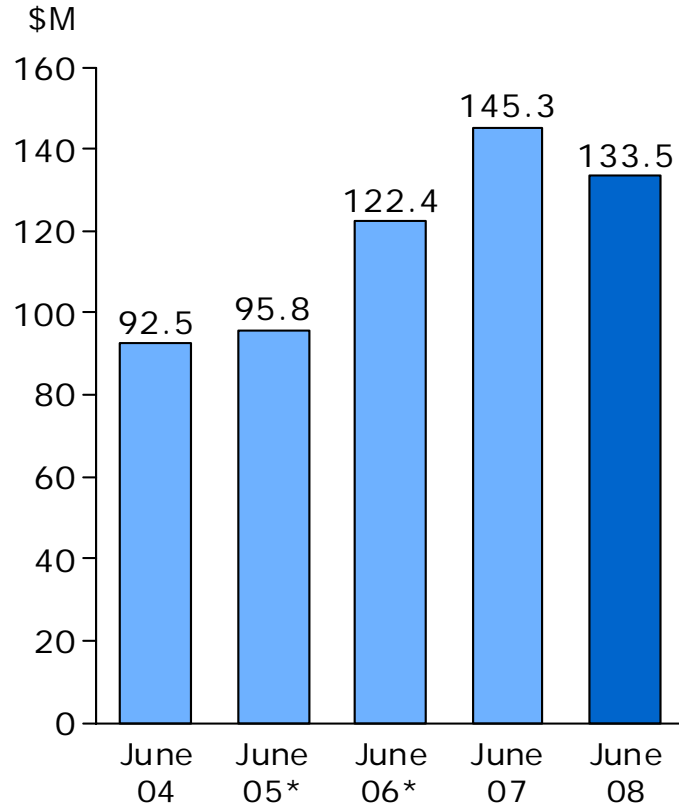
Result in line with May 2008 forecast

	June 2008 \$M	June 2007 \$M	Change %
Operating profit after tax	133.5	145.3	(8)
Gain on sale of investments	21.1	36.8	(43)
EMCF losses	(25.8)	-	~
Net profit after tax	128.8	182.1	(29)
Operating profit before tax	193.6	206.9	(6)
EPS ⁽¹⁾	321¢	353¢	(9)
Total dividend per share	330¢	360¢	(8)

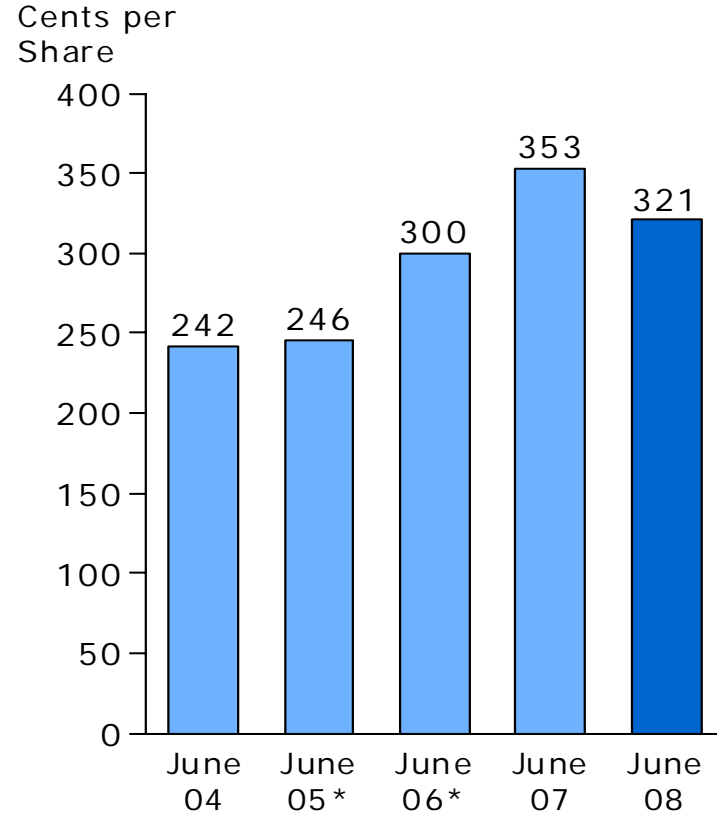
⁽¹⁾ Diluted EPS calculated using operating profit after tax divided by the weighted average number of ordinary and potential ordinary shares on issue

Challenging market impacting earnings growth

Operating profit after tax down 8%



EPS⁽¹⁾ down 9%



(1) Diluted EPS calculated using operating profit after tax on a fully diluted basis

* Amounts shown in June 2005 and June 2006 have been restated to include net establishment costs of our global equities business in Ireland

Operating profit before tax down 6%

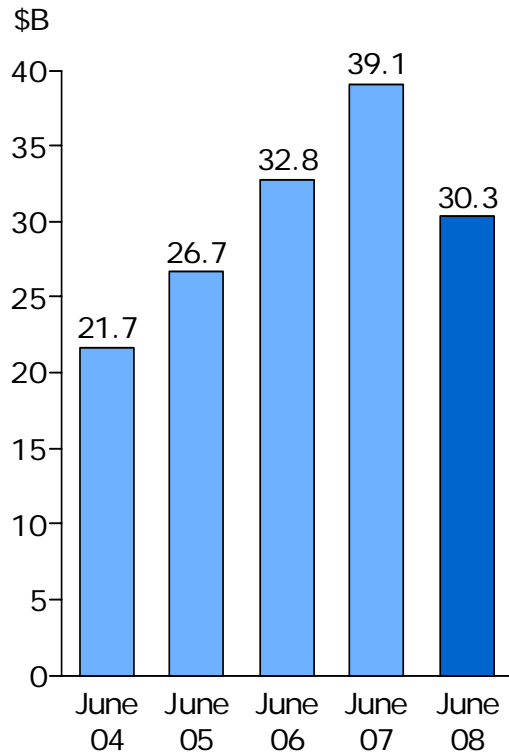
	June 2008 \$M	June 2007 ⁽¹⁾ \$M	Change %
Perpetual Investments	147.0	152.2	(3)
Perpetual Private Wealth	46.4	42.8	8
Perpetual Corporate Trust	29.5	35.7	(17)
Group and Support Services	(29.3)	(23.8)	~
Total operating profit before tax (PBT) ⁽²⁾	193.6	206.9	(6)
PBT margin	39%	44%	~

(1) Prior year amounts have been restated to reflect the restructure in September 2007

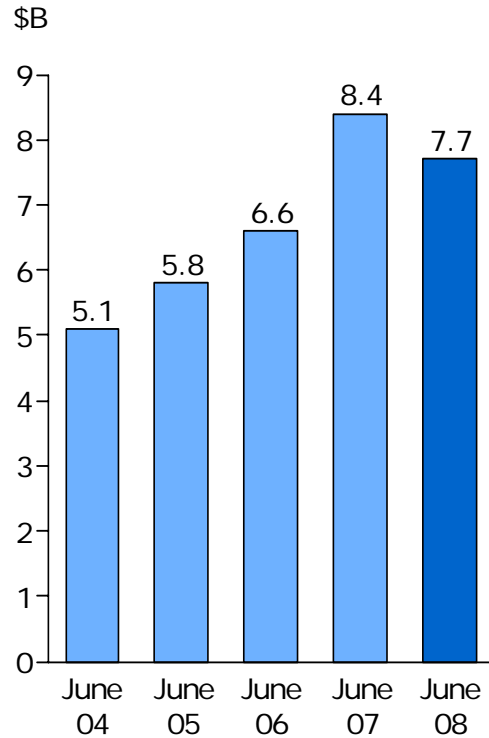
(2) Excludes EMCF losses totalling \$36.9m before tax and gain on sale of investments totalling \$31.3m before tax

Market performance impacting revenue drivers

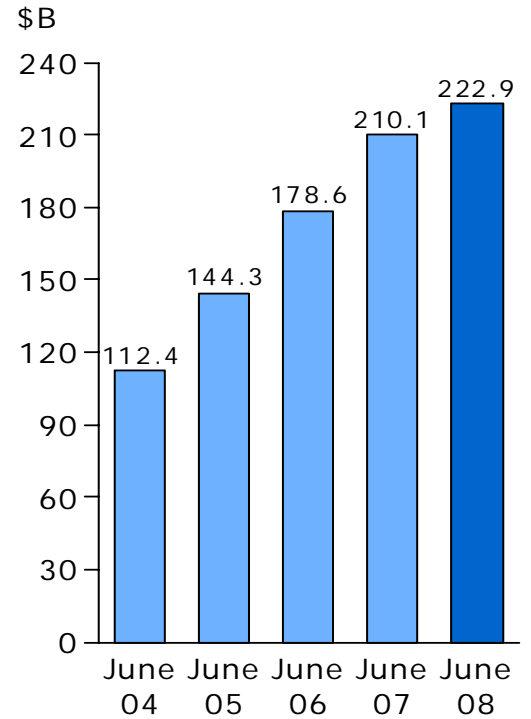
Perpetual Investments
FUM



Perpetual Private Wealth
FUA⁽¹⁾

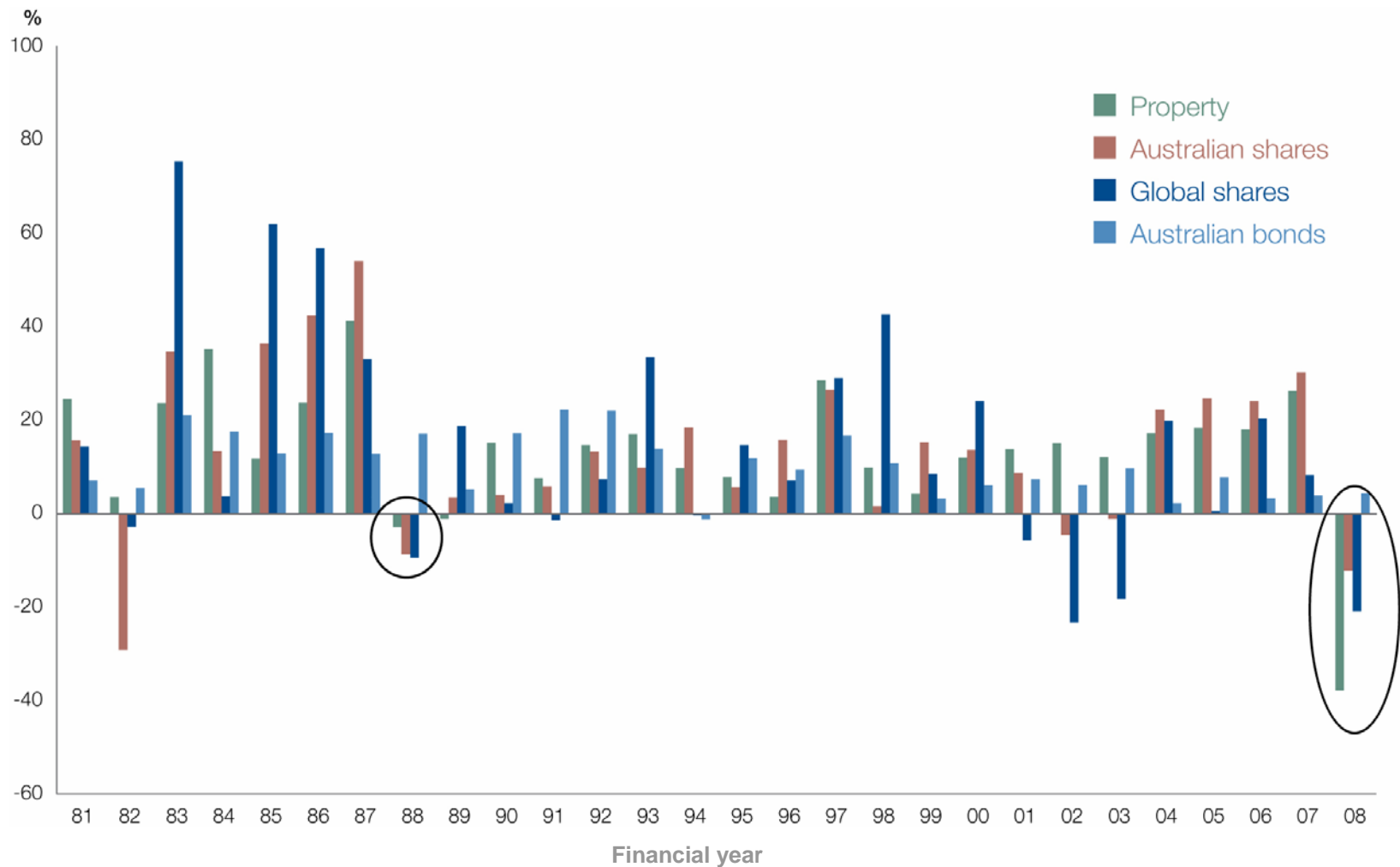


Perpetual Corporate Trust
FUA



⁽¹⁾ Excludes externally advised 'do-it-yourself' (DIY) and Investor Directed Portfolio Service (IDPS) funds under administration

2008 financial year has been characterised by a synchronised deterioration in our core markets



Perpetual Investments FUM totalled \$30.3 billion at 30 June 2008

	June 2007 \$B	Net flows \$B	Other ⁽¹⁾ \$B	June 2008 \$B
Retail	9.5	(0.9)	(1.4)	7.2
Intermediary (masterfund and wrap)	18.0	0.2	(3.4)	14.8
Institutional	11.6	(2.8)	(0.5)	8.3
All channels	39.1	(3.5)	(5.3)	30.3
Australian equities	25.5	(1.0)	(4.8)	19.7
Global equities	2.1	(0.2)	(0.4)	1.5
Cash and fixed Interest	9.7	(2.4)	0.2	7.5
Other ⁽²⁾	1.8	0.1	(0.3)	1.6
All asset classes	39.1	(3.5)	(5.3)	30.3

⁽¹⁾ Includes reinvestments, distributions, income and asset growth

⁽²⁾ Includes Perpetual Protected Investments flows

Flows in more detail

- Retail net outflows of \$0.9 billion includes:
 - \$0.4 billion Australian Equities outflows, mostly from Industrial Share Fund (no exposure to resources)
 - \$0.4 billion Cash and Fixed Interest outflows, driven by lower returns compared to bank term deposits
- Intermediary net inflows of \$0.2 billion includes:
 - \$0.5 billion Australian Equities inflows (Ordinaries, Ethical, Geared)
 - \$0.2 billion Global Equities outflows
- Institutional net outflows of \$2.8 billion:
 - \$1.8 billion enhanced cash outflows
 - \$1.0 billion Australian Equities outflows - \$0.8 billion due to rebalancing by clients in the first half

Australian Equities: in excellent shape

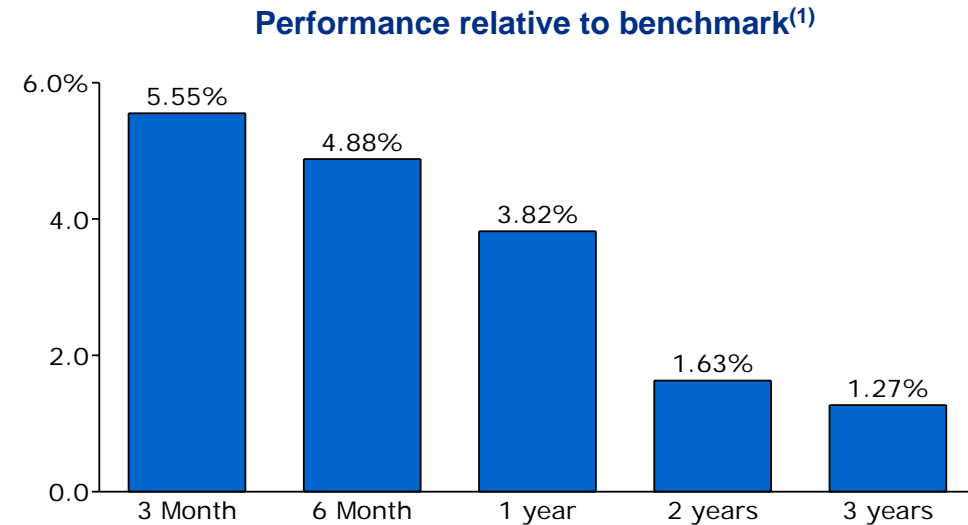
- Strong improvement in performance relative to the benchmark
- Stable, committed, energised team
 - new hires
 - new responsibilities
- New products and channels
 - Pure Value Fund
 - Global Resources Fund
 - private banking channel
 - scope to take more money

One year performance against benchmark

Fund	2007/08	2006/07
Australian Share Fund	4.1%	(5.0%)
Industrial Share Fund	4.1%	(0.3%)
Concentrated Equity Fund	5.5%	(3.6%)
QI Long / Short	8.1%	3.0%

Global Equities: improved investment performance

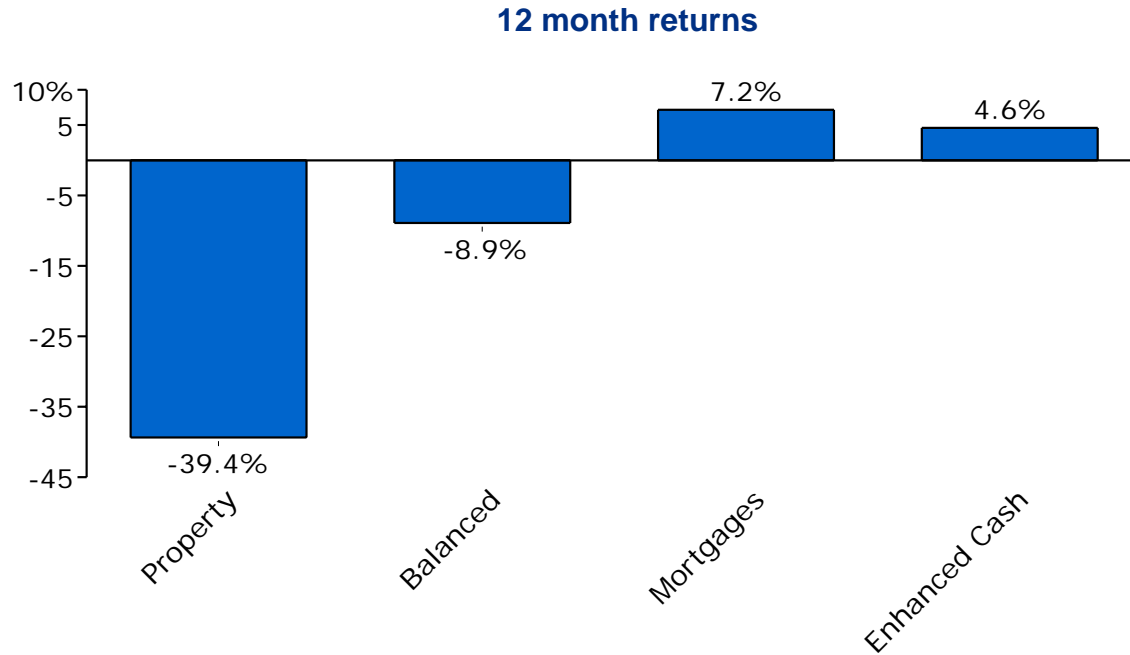
- Significant improvement in performance relative to the benchmark
 - quality has outperformed
- Poor early performance has taken time and effort to overcome initial perceptions
- Now have a dedicated management and sales team



⁽¹⁾ As at 15 August 2008

Income and Multi-sector: a tough year

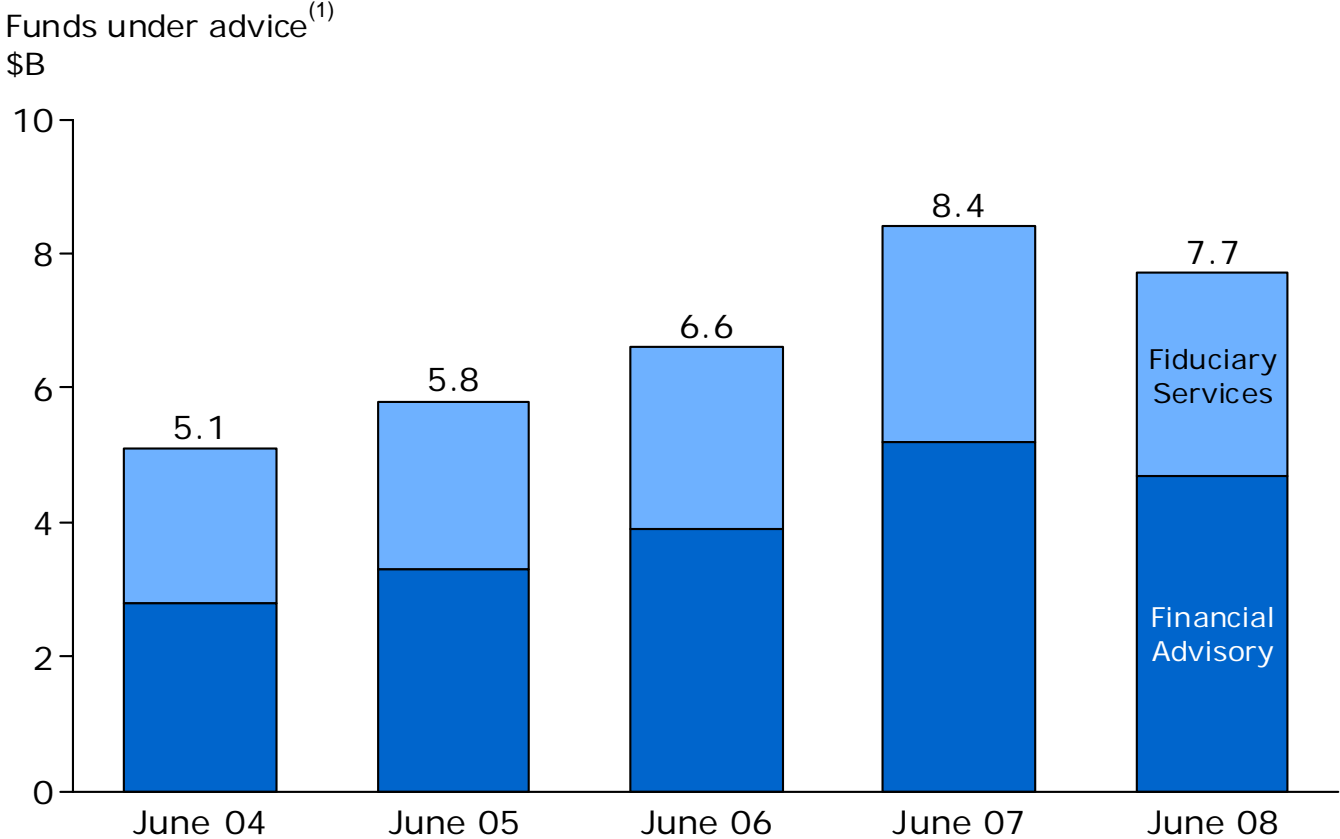
- All asset classes under pressure
- EMCF:
 - high quality portfolio
 - CDO losses: small but important lessons learnt
 - strong support from retail, masterfund and institutional channels
- Exit of direct property and infrastructure
 - minor financial impact
 - valuable strategic insight
- Emerging client appetite for multi-manager alternatives



Structured Products and Platforms: significant investments made

- Significant investment in the WealthFocus platform which has improved competitiveness:
 - consolidation of unit registry platforms
 - increased functionality and automation
 - improved 'ease of use' for advisers
 - improved service capability and menu options
- Perpetual Protected Investments now a leading product in the market having raised over \$310 million since May 2007
- Growth of DIY super market is set to continue and provide opportunities

Perpetual Private Wealth FUA down to \$7.7b on the back of lower equity markets

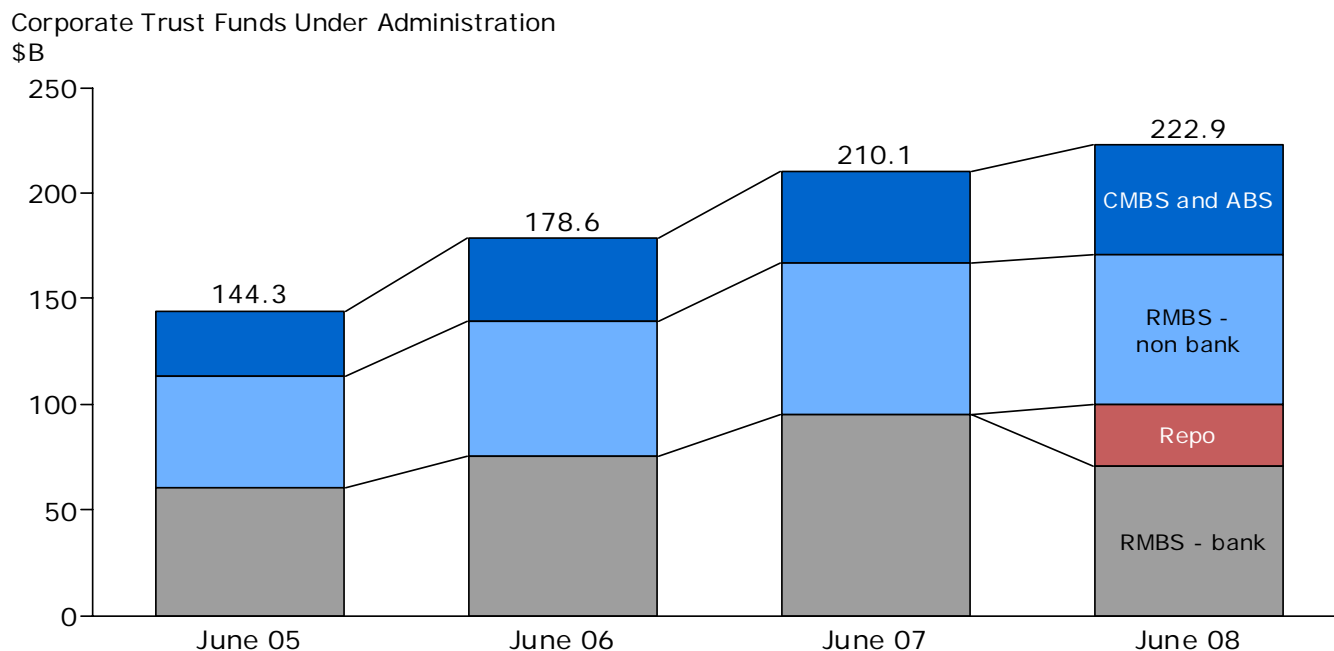


⁽¹⁾ Excludes externally advised 'do-it-yourself' (DIY) and Investor Direct Portfolio Services (IDPS) funds under administration

Perpetual Private Wealth: continued investment

- 18 per cent increase in the number of client facing employees has resulted in new client growth
- Expansion in the South Australian market with the acquisition of Argosy Wealth Consultants Pty Ltd
 - \$75m in additional FUA
 - 100 high net worth clients
- Appointment of John Nesbitt as the Group Executive of Perpetual Private Wealth to drive both organic and inorganic growth initiatives
- Launch of the Perpetual Foundation Gift Fund which expands on Perpetual's leadership position in the philanthropic services market

Perpetual Corporate Trust FUA boosted by Repo issuances



Composition of FUA

CMBS and ABS ⁽¹⁾	21%	22%	21%	23%
RMBS - non Bank	37%	36%	34%	32%
Repo ⁽²⁾	-	-	-	13%
RMBS – Bank	42%	42%	45%	32%

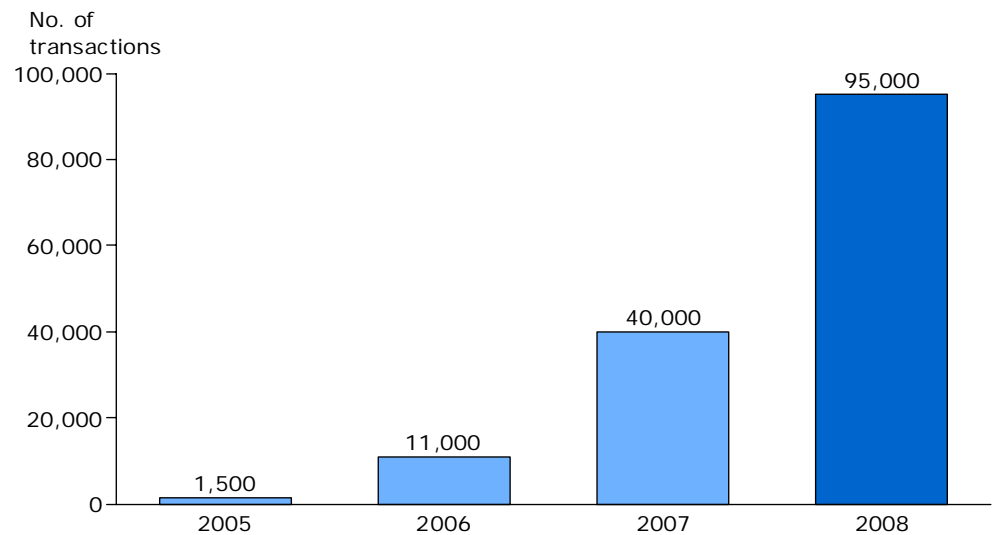
⁽¹⁾ Commercial mortgage backed securities (CMBS) and other asset backed securities (ABS)

⁽²⁾ Repo issuances are residential mortgage backed securities (RMBS) internally securitised by banks and eligible for repurchase funding with the RBA

Mortgage Services continues to develop new revenue streams

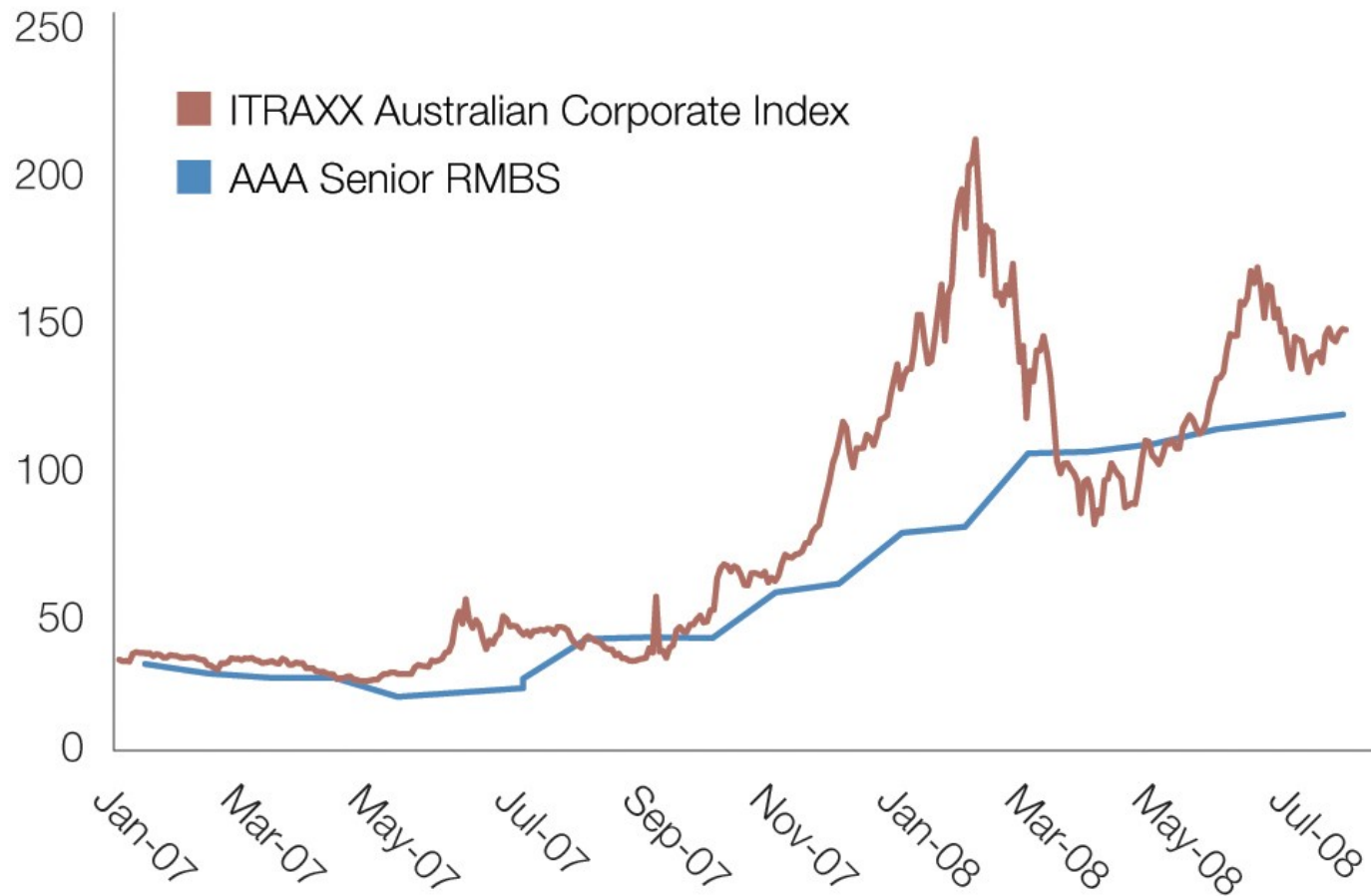
- Acquisition led volume growth
- Volumes lower than originally forecast - driven by significant slowdown in originations
- Expect growth in volumes in 2009 following recent new client wins

Volume of transactions in Perpetual Lenders Mortgage Services



Credit spreads remain very wide

Spread over Bank Bills



Perpetual is in a strong financial position

June 2008
\$M

Cash holdings	183.1
Investments at market value	77.0
Liquid assets	260.1
Net assets	314.4
Key financial ratios	
Liquid assets per share	\$6.19
Debt / equity ratio	12.5%
EBITDA Interest cover (times)	69

Our strategy

Grow our core businesses...

- Australian Equities
- Private Wealth
- Corporate Trust Securitisation

... expand into adjacent businesses using core competencies...

- four core competencies
 - funds management
 - relationship with financial advisers
 - trusted brand
 - fiduciary services

... to create leadership positions in a broader portfolio underpinned by superannuation

- superannuation will drive volume growth over the longer-term

Perpetual has four clear and recognised core competencies

Core Competencies

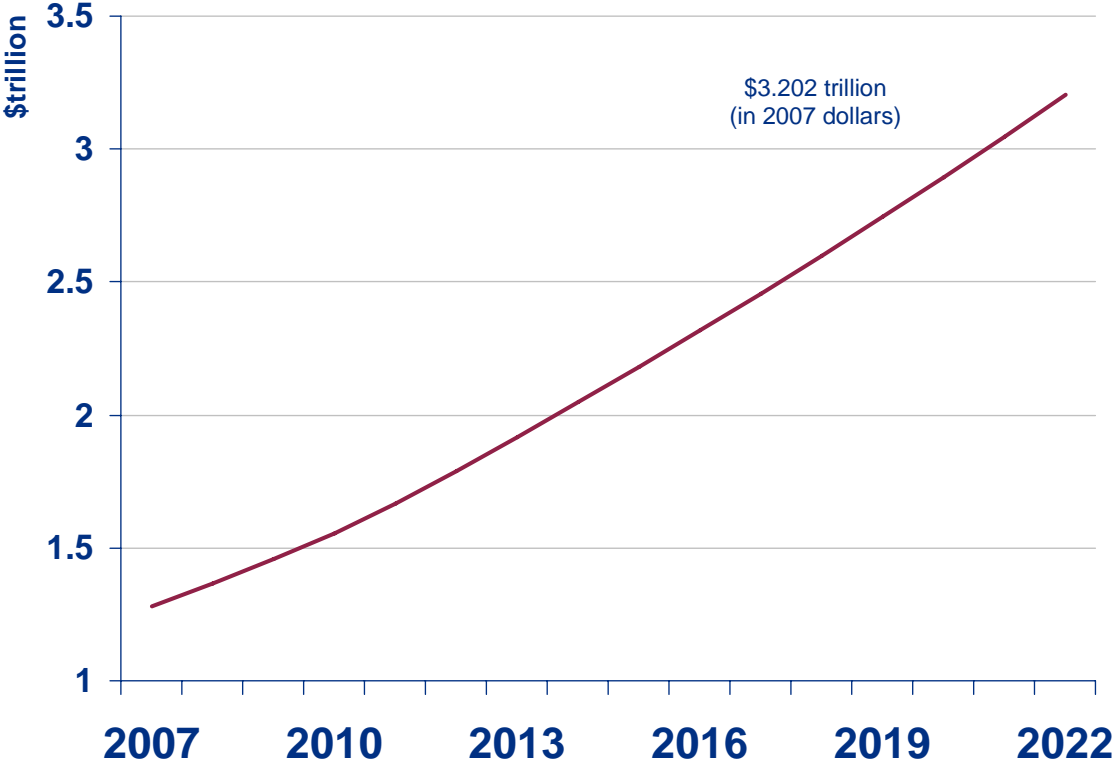
1. Funds management
2. Relationships with financial advisers
3. Trusted brand
4. Fiduciary services

Proof points

- ▶ Numerous awards
- ▶ Excellent long-term performance
- ▶ Stable and experienced teams
- ▶ Ranked second in the 'Wealth Insights' Survey 2007 (formerly ASSIRT)
- ▶ Strong attribution re: 'trust'
- ▶ Clear market leadership position

Our strategy is backed by strong industry fundamentals

Superannuation assets are expected to more than double in the next 15 years

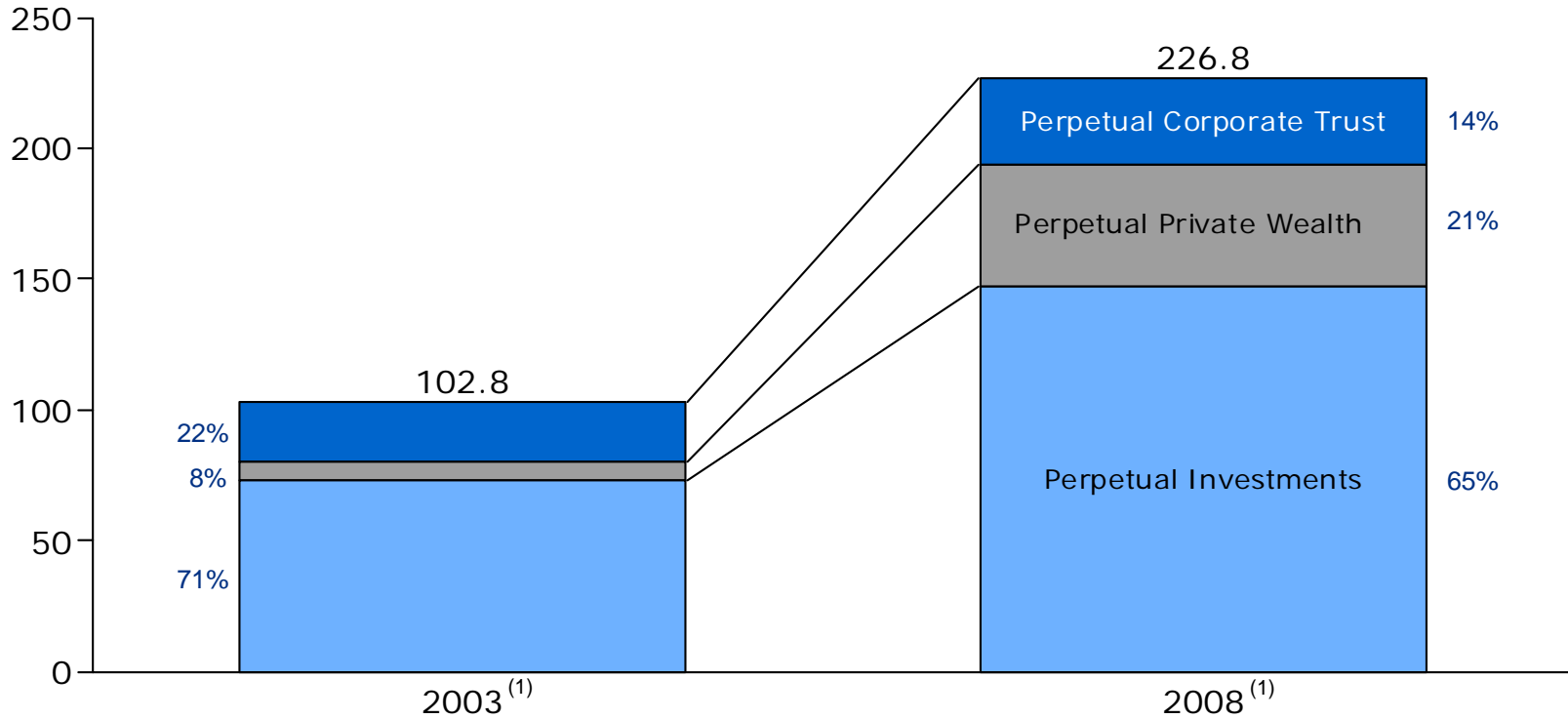


Source: Rice Walker Actuaries



Sources of profit are changing

PBT - \$M



⁽¹⁾ Excludes Group and Support Services and restructure costs

Our strategy is underpinned by the following principles – largely unchanged despite current environment

Underlying principles

- Bi partisan support for superannuation
- People will continue to pay for ‘alpha’
- Equities will remain a major part of investors portfolios
- There is a shift in asset allocation towards global equities
- Securitisation has an ongoing role in financial markets
- High net worth individuals will have a continued need for sophisticated advice

Status

- No change
- No change
- Yes, but some shift towards absolute return
- No change
- Uncertainty about timing around securitisation reopening
- No change

Outlook

- Lower absolute market levels and volumes will impact profits in 2009
- Market conditions remain challenging
- Capacity to take advantage of opportunities in the short-term
 - we have a strong balance sheet with low gearing
 - our quality focused investment style is being reflected in our improving performance
- Market continues to have sound long-term macro fundamentals

**Half year profit outlook will be given at the Annual General Meeting
in October 2008**



2008 Full Year Results

Market briefing
20 August 2008

