

## Q1 14 Cashflows and AUM

### Australian Wealth Management

Australian wealth management	Cash inflows		Cash outflows		Net cashflows	
Cashflows by product (A\$m)	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13
AMP Flexible Super <sup>1</sup>	1,261	1,026	(874)	(609)	387	417
North <sup>2</sup>	1,932	1,265	(932)	(486)	1,000	779
Summit, Generations and iAccess (including Assure) <sup>3</sup>	433	435	(745)	(765)	(312)	(330)
Flexible Lifetime Super (superannuation and pension) <sup>4</sup>	510	476	(949)	(935)	(439)	(459)
Other retail investment and platforms <sup>5</sup>	101	78	(137)	(141)	(36)	(63)
<b>Total retail on AMP platforms</b>	<b>4,237</b>	<b>3,280</b>	<b>(3,637)</b>	<b>(2,936)</b>	<b>600</b>	<b>344</b>
SignatureSuper and AMP Flexible Super - Employer	549	506	(417)	(368)	132	138
Other corporate superannuation <sup>6</sup>	392	385	(519)	(431)	(127)	(46)
<b>Total corporate superannuation</b>	<b>941</b>	<b>891</b>	<b>(936)</b>	<b>(799)</b>	<b>5</b>	<b>92</b>
<b>Total retail and corporate super on AMP Platforms</b>	<b>5,178</b>	<b>4,171</b>	<b>(4,573)</b>	<b>(3,735)</b>	<b>605</b>	<b>436</b>
External platforms <sup>7</sup>	432	532	(674)	(757)	(242)	(225)
<b>Total Australian wealth management</b>	<b>5,610</b>	<b>4,703</b>	<b>(5,247)</b>	<b>(4,492)</b>	<b>363</b>	<b>211</b>

<sup>1</sup> AMP Flexible Super is a flexible all in one superannuation and retirement account for individual retail business.

<sup>2</sup> North is a market leading fully functioning wrap platform which includes guaranteed and non-guaranteed options.

<sup>3</sup> Summit and Generations are owned and developed platforms. iAccess and Assure are ipac badges on Summit.

<sup>4</sup> Flexible Lifetime Super (superannuation and pension) was closed to new business from 1 July 2010. A small component of corporate superannuation schemes is included.

<sup>5</sup> Other retail investment and platforms include Flexible Lifetime - Investments, AMP Personal Portfolio and Synergy.

<sup>6</sup> Other corporate superannuation comprises CustomSuper, SuperLeader and Business Super.

<sup>7</sup> External platforms comprise Asgard, Macquarie and BT Wrap platforms.

Australian wealth management	Q4 13		Q1 14 Net cashflows				Total net cashflows	Other movements <sup>2</sup>	Q1 14 AUM
AUM (A\$m) <sup>1</sup>	AUM	Superannuation	Pension	Investment	Other			AUM	
AMP Flexible Super	10,007	154	233	-	-	387	71	10,465	
North	9,627	275	548	177	-	1,000	52	10,679	
Summit, Generations and iAccess (including Assure)	14,511	(144)	(120)	(48)	-	(312)	67	14,266	
Flexible Lifetime (superannuation and pension)	25,109	(265)	(174)	-	-	(439)	98	24,768	
Other retail investment and platforms	3,307	(21)	(27)	12	-	(36)	2	3,273	
<b>Total retail on AMP platforms</b>	<b>62,561</b>	<b>(1)</b>	<b>460</b>	<b>141</b>	<b>-</b>	<b>600</b>	<b>290</b>	<b>63,451</b>	
SignatureSuper and AMP Flexible Super - Employer	11,402	99	33	-	-	132	5	11,539	
Other corporate superannuation	13,002	(127)	-	-	-	(127)	24	12,899	
<b>Total corporate superannuation</b>	<b>24,404</b>	<b>(28)</b>	<b>33</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>29</b>	<b>24,438</b>	
<b>Total retail and corporate super on AMP platforms</b>	<b>86,965</b>	<b>(29)</b>	<b>493</b>	<b>141</b>	<b>-</b>	<b>605</b>	<b>319</b>	<b>87,889</b>	
External platforms	13,526	(76)	(152)	(14)	-	(242)	(71)	13,213	
<b>Total Australian wealth management</b>	<b>100,491</b>	<b>(105)</b>	<b>341</b>	<b>127</b>	<b>-</b>	<b>363</b>	<b>248</b>	<b>101,102</b>	
<b>Australian wealth management - AMP SMSF<sup>3</sup></b>	<b>16,516</b>						<b>741</b>	<b>17,257</b>	
Assets under administration									

<sup>1</sup> Reported AUM excludes shareholder capital.

<sup>2</sup> Other movements include fees, investment returns and taxes.

<sup>3</sup> AMP SMSF includes Multiport, Cavendish, SuperIQ, Your SMSF and Ascend administration platforms. SuperIQ is 49% owned by AMP however 100% of assets under administration are included.

Australian wealth management	Q4 13 AUM	Q1 14 AUM
<b>AUM (A\$m)</b>		
<b>AUM by product</b>		
Superannuation	61,265	61,012
Pension	27,249	28,055
Investment	11,977	12,035
<b>Total</b>	<b>100,491</b>	<b>101,102</b>
<b>AUM by asset class</b>		
Cash and fixed interest	30%	30%
Australian equities	35%	35%
International equities	24%	23%
Property	6%	6%
Other	5%	6%
<b>Total</b>	<b>100%</b>	<b>100%</b>
<b>AUM summary (A\$b)</b>		
<b>Australian wealth management</b>		
Closing AUM	100.5	101.1
Average AUM	98.8	100.6

## AMP Capital

AMP Capital	Q4 13	Q1 14 Net cashflows			Total	Other	Q1 14
AUM (A\$m)	AUM	Cash inflows	Cash outflows	net cashflows	movements	AUM	
External	40,348	1,780	(978)	802	451	41,601	
Internal	99,870	4,123	(4,587)	(464)	1,190	100,596	
<b>Total</b>	<b>140,218</b>	<b>5,903</b>	<b>(5,565)</b>	<b>338</b>	<b>1,641</b>	<b>142,197</b>	

AMP Capital AUM summary (A\$b)	Q4 13 AUM	Q1 14 AUM
Closing AUM	140.2	142.2
Average AUM	138.0	141.4

## New Zealand

New Zealand	Cash inflows		Cash outflows		Net cashflows	
Cashflows by product (A\$m)	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13
KiwiSaver	142	96	(63)	(50)	79	46
Other <sup>1</sup>	208	173	(228)	(199)	(20)	(26)
<b>Total New Zealand</b>	<b>350</b>	<b>269</b>	<b>(291)</b>	<b>(249)</b>	<b>59</b>	<b>20</b>

New Zealand	Q4 13	Q1 14 Net cashflows				Total	Other	Q1 14
AUM (A\$m) <sup>2</sup>	AUM	Superannuation	Pension	Investment	Other	net cashflows	Movements <sup>3</sup>	AUM
KiwiSaver	2,633	79	-	-	-	79	77	2,789
Other <sup>1</sup>	9,568	5	(1)	(33)	9	(20)	291	9,839
<b>Total New Zealand</b>	<b>12,201</b>	<b>84</b>	<b>(1)</b>	<b>(33)</b>	<b>9</b>	<b>59</b>	<b>368</b>	<b>12,628</b>

New Zealand wealth protection	Q4 13	Q1 14
Risk Insurance Annual Premium Income – API (A\$m)	API	API
Individual lump sum	229	233
Individual income protection	48	49
Group Risk	36	37
<b>Total</b>	<b>313</b>	<b>319</b>

<sup>1</sup> Other New Zealand cashflows and AUM include New Zealand wealth protection, mature and non – KiwiSaver wealth management.

<sup>2</sup> Reported AUM excludes shareholder capital.

<sup>3</sup> Other movements include fees, investment returns, taxes, as well as foreign currency movements on New Zealand AUM.

## Australian Mature

Cashflows by product (A\$m)	Cash inflows		Cash outflows		Net cashflows	
Australian mature	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13
	159	130	(533)	(569)	(374)	(439)

AUM (A\$m) <sup>1</sup>	Q4 13	Q1 14 Net cashflows				Total	Other	Q1 14
Australian mature	AUM	Superannuation	Pension	Investment	Other	net cashflows	movements <sup>2</sup>	AUM
	22,547	(182)	(54)	(26)	(112)	(374)	328	22,501

<sup>1</sup> Reported AUM excludes shareholder capital.

<sup>2</sup> Other movements include fees, investment returns and taxes.

## AMP Bank

AMP Bank by product	Q4 13	Other	Q1 14
AUM (A\$m) <sup>1</sup>	AUM	movements <sup>2</sup>	AUM
Deposits (Supercash, Super TDs & Platform TDs) <sup>3</sup>	4,450	(123)	4,327
Deposits (retail) <sup>2</sup>	4,291	525	4,816
Loans	13,322	424	13,746

<sup>1</sup> Reported AUM excludes shareholder capital.

<sup>2</sup> Represents movements in AMP Bank's deposits and loan books.

<sup>3</sup> At 31 March 2014, deposits include AMP Bank customer deposits (A\$4.8b), AMP Super Cash and Super TD's (A\$2.6b), platform and investment fund deposits (A\$1.4b), and other deposits (A\$0.3b).

## Australian Wealth Protection

Australian wealth protection	Cash inflows		Cash outflows		Net cashflows	
Cashflows by product (A\$m)	Q1 14	Q1 13	Q1 14	Q1 13	Q1 14	Q1 13
Individual risk	328	314	(160)	(135)	168	179
Group risk	85	82	(60)	(55)	25	27
<b>Total Australian wealth protection</b>	<b>413</b>	<b>396</b>	<b>(220)</b>	<b>(190)</b>	<b>193</b>	<b>206</b>

Australian wealth protection	Q4 13	Q1 14
Risk Insurance Annual Premium Income – API (A\$m)	API	API
Individual lump sum	1,029	1,023
Individual income protection	419	417
Group Risk	366	367
<b>Total</b>	<b>1,814</b>	<b>1,807</b>