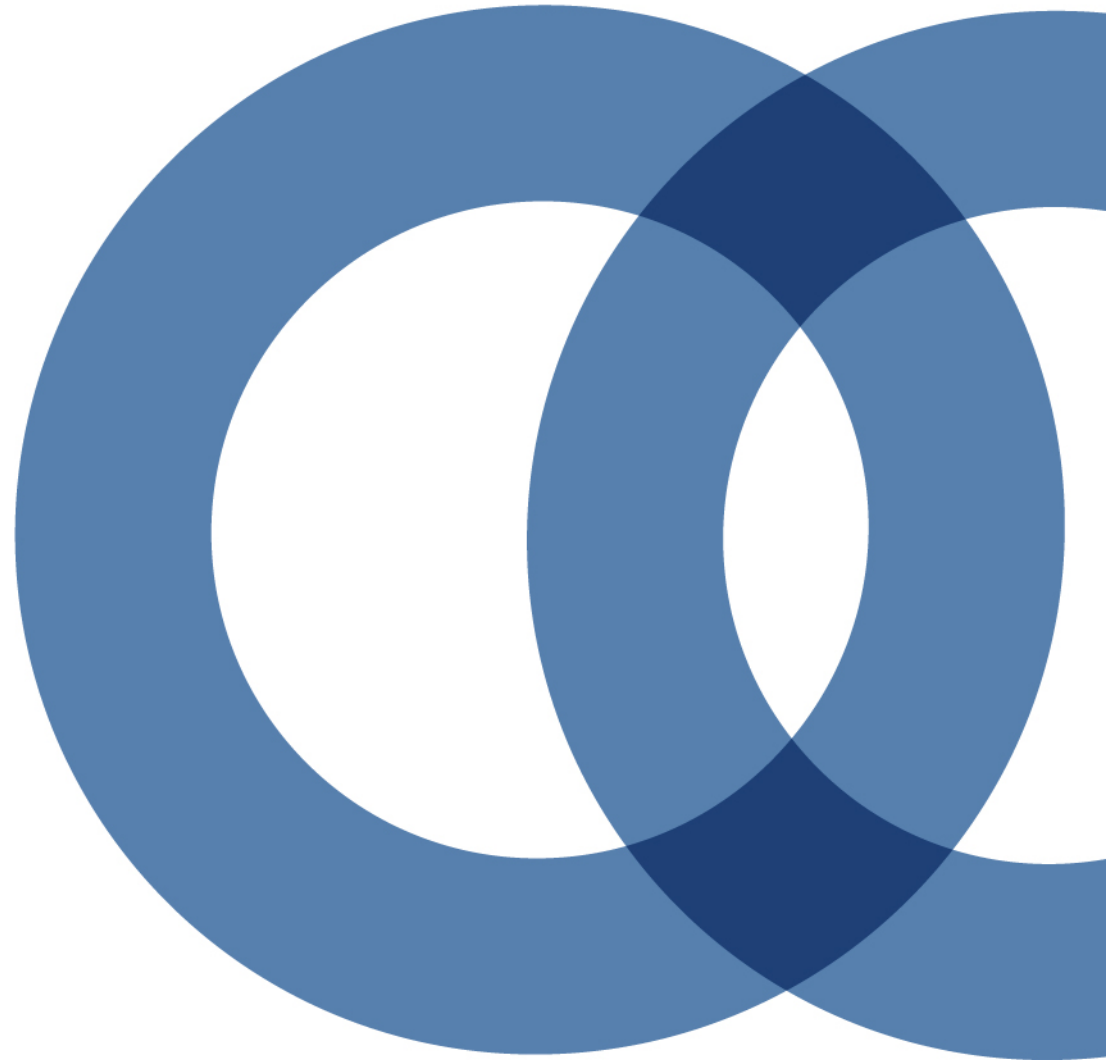




2007 Half Year Results

Analyst and Shareholder Briefing
21 February 2007

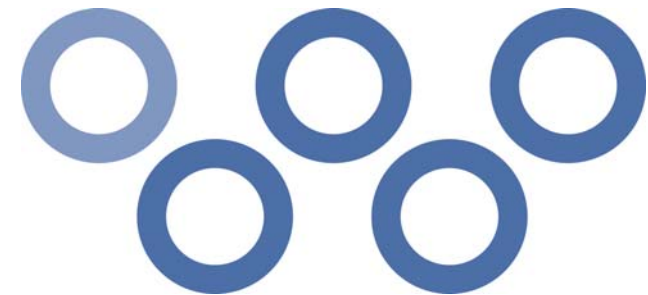


Agenda

Group highlights – David Deverall

Financial results – John Nesbitt

Outlook – David Deverall

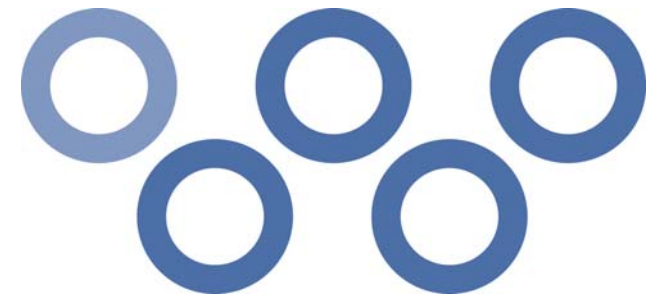


Agenda

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A solid first half result

Six months ended	Dec 2006 \$m	Dec 2005 ⁽³⁾ \$m	Change %
Operating profit before tax ⁽¹⁾	96.2	85.3	13
Operating profit after tax ⁽¹⁾	68.8	58.2	18
Net profit after tax	98.8	73.5	34
EPS ⁽²⁾	168¢	143¢	17
Interim dividend per share	173¢	162¢	7

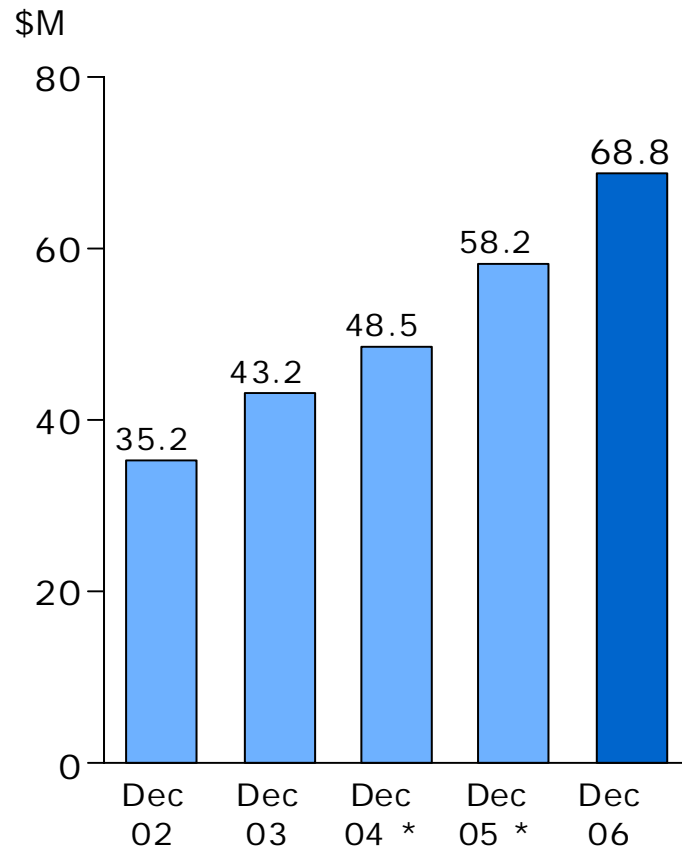
⁽¹⁾ Operating profit excludes significant items

⁽²⁾ Diluted EPS calculated using operating profit after tax divided by the weighted average number of ordinary and potential ordinary shares on issue

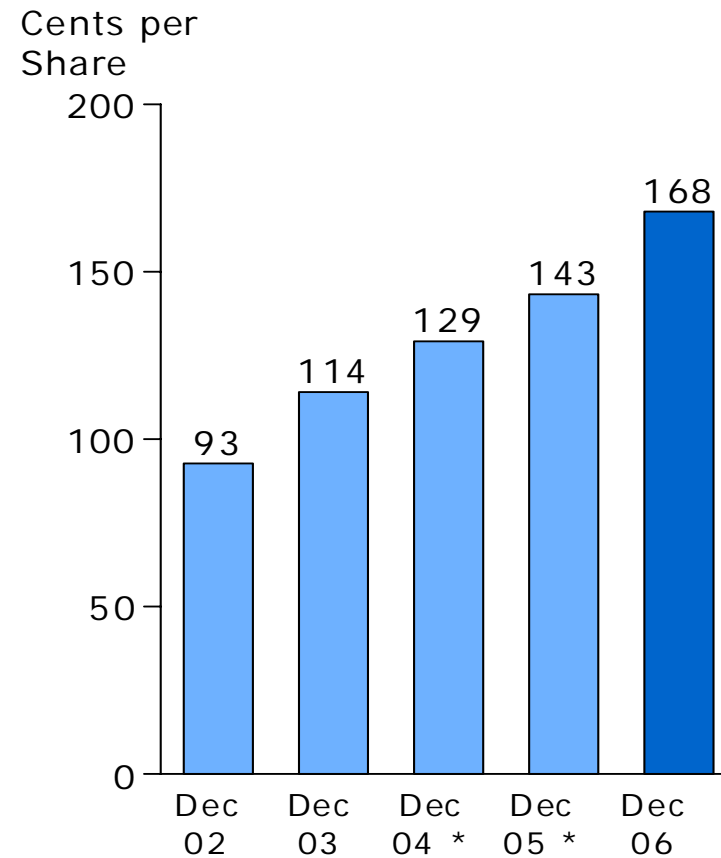
⁽³⁾ Prior year amounts have been restated to include net establishment costs of our global equities business in Ireland

Track record of continued growth

Operating profit after tax up 18%

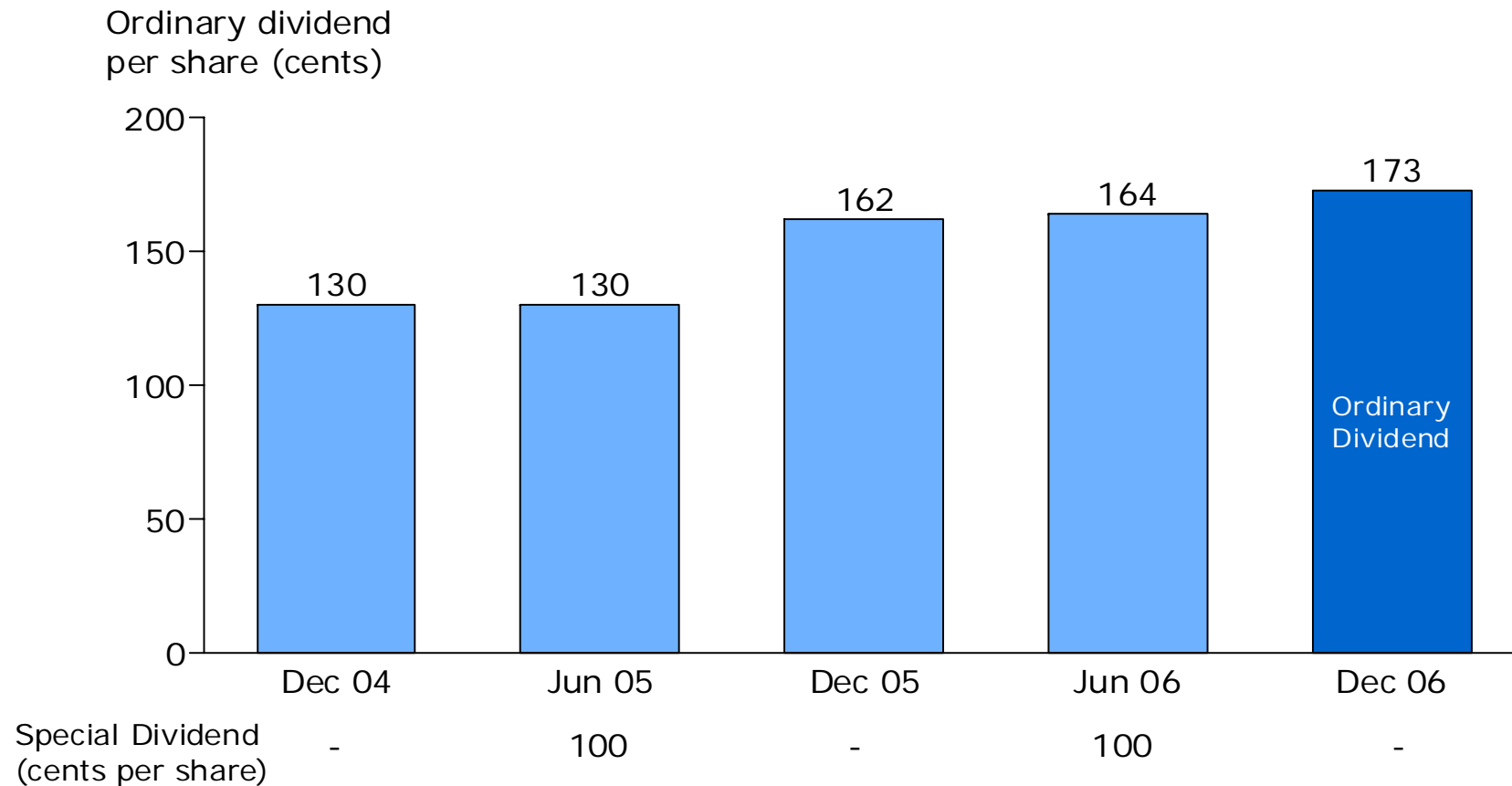


EPS up 17%



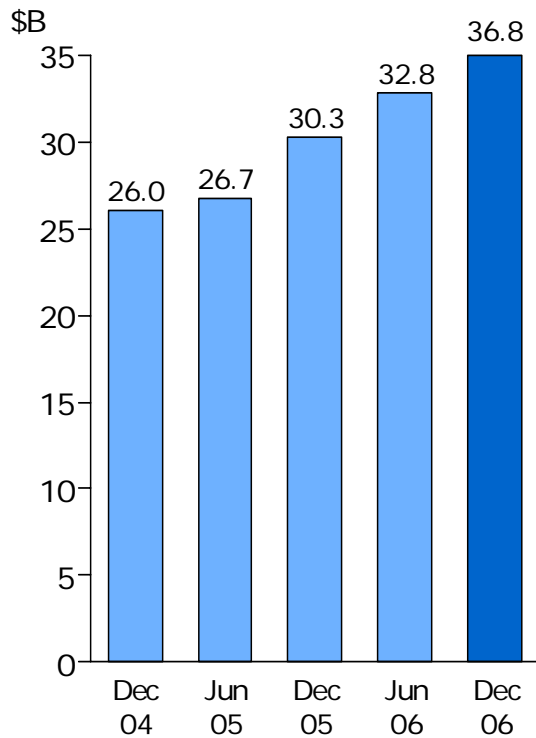
* Amounts shown in December 2004 and December 2005 have been restated to include net establishment costs of our global equities business in Ireland

Increase in interim dividend to 173 cents per share

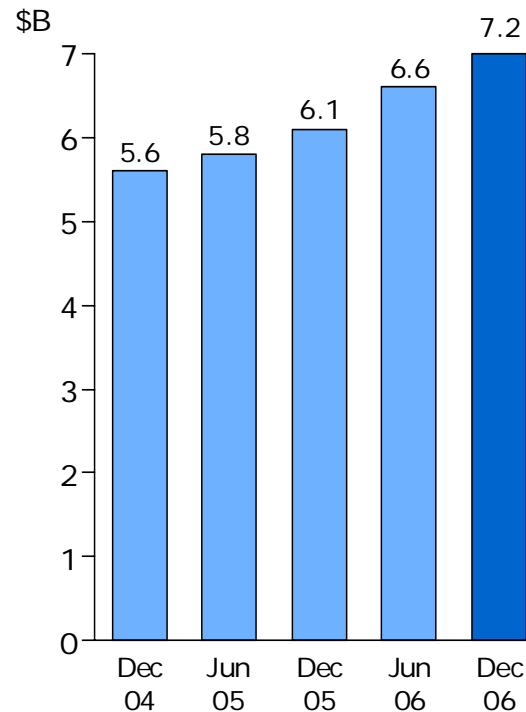


Good volume growth in all businesses

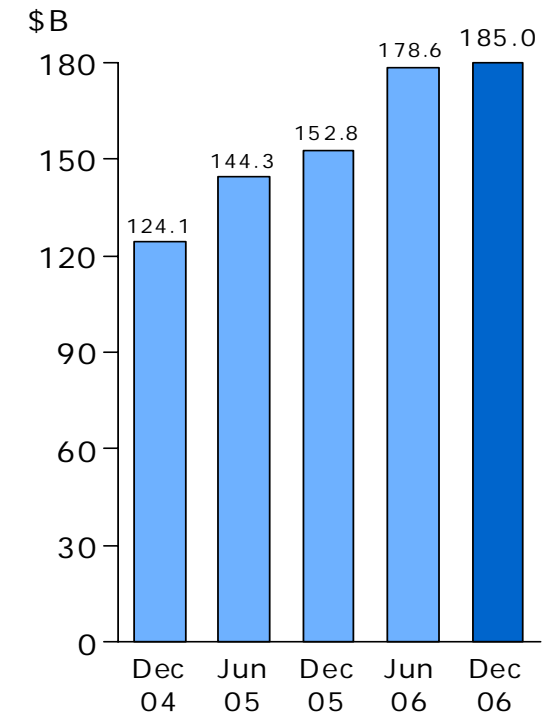
Perpetual Investments
FUM up 12% from Jun 06



Perpetual Private Clients
FUA⁽¹⁾ up 9% from Jun 06



Corporate Trust
FUA up 4% from Jun 06



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

Operating profit before tax up 13%

Six months ended	Dec 2006 \$m	Dec 2005 \$m	Change %
Perpetual Investments	70.4	58.0	21
Perpetual Private Clients	17.9	16.0	12
Perpetual Corporate Trust	17.2	15.6	10
Group and support services	(9.3)	(4.3)	~
Total operating profit before tax (PBT)	96.2	85.3	13
PBT margin	43%	44%	~

Perpetual Investments operating profit before tax up 21%

Six months ended	Dec 2006 \$m	Dec 2005 ⁽¹⁾ \$m	Change %
Total revenues ⁽²⁾	141.1	122.5	15
Operating expenses ⁽²⁾	59.7	53.3	12
Depreciation and amortisation	11.0	11.2	(2)
Operating profit before tax	70.4	58.0	21
PBT margin	50%	47%	~

⁽¹⁾ Prior year amounts have been restated to include net establishment costs of our global equities business in Ireland

⁽²⁾ Excludes structured investments revenue and expenses (net to nil)

Perpetual Investments: FUM up 12% or \$4 billion

Funds Under Management	30 Jun 2006 \$b	Net inflows \$b	Other ⁽¹⁾ \$b	31 Dec 2006 \$b
Retail	8.4	(0.2)	0.8	9.0
Intermediary (masterfund and wrap)	15.4	0.6	1.7	17.7
Institutional	9.0	0.3	0.8	10.1
All channels	32.8	0.7	3.3	36.8
Australian equities	22.0	(0.1)	2.8	24.7
Cash and fixed Interest	7.4	0.7	0.2	8.3
Global equities	2.1	(0.1)	0.1	2.1
Other	1.3	0.2	0.2	1.7
All asset classes	32.8	0.7	3.3	36.8

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

Solid inflows into new asset classes and intermediary channel

Australian equities

Healthy inflows from intermediated channel
Outflows from lower margin institutional clients

Cash and fixed interest

Majority of flows coming from the institutional channel
Now represents 23% of FUM

Global equities

Flat FUM in Global Equities

Other asset classes

Encouraging flows into property, diversified and infrastructure

Improved global equities investment performance will drive future FUM growth

Encouraging signs

- Significantly improved investment performance over past 12 – 18 months
- Good performance relative to main competitors over past 12 months

Outlook

- Excellent long term prospects for this asset class
- Continue to focus on delivering superior performance

Good starting position for second half of 2007

Strong FUM
position

	Dec 2006 \$b	Dec 2005 \$b	Change %
Perpetual Investments FUM	36.8	30.3	21

Fee increases came into effect in January 2007

Outlook

Solid foundations

Positive results emerging from new initiatives

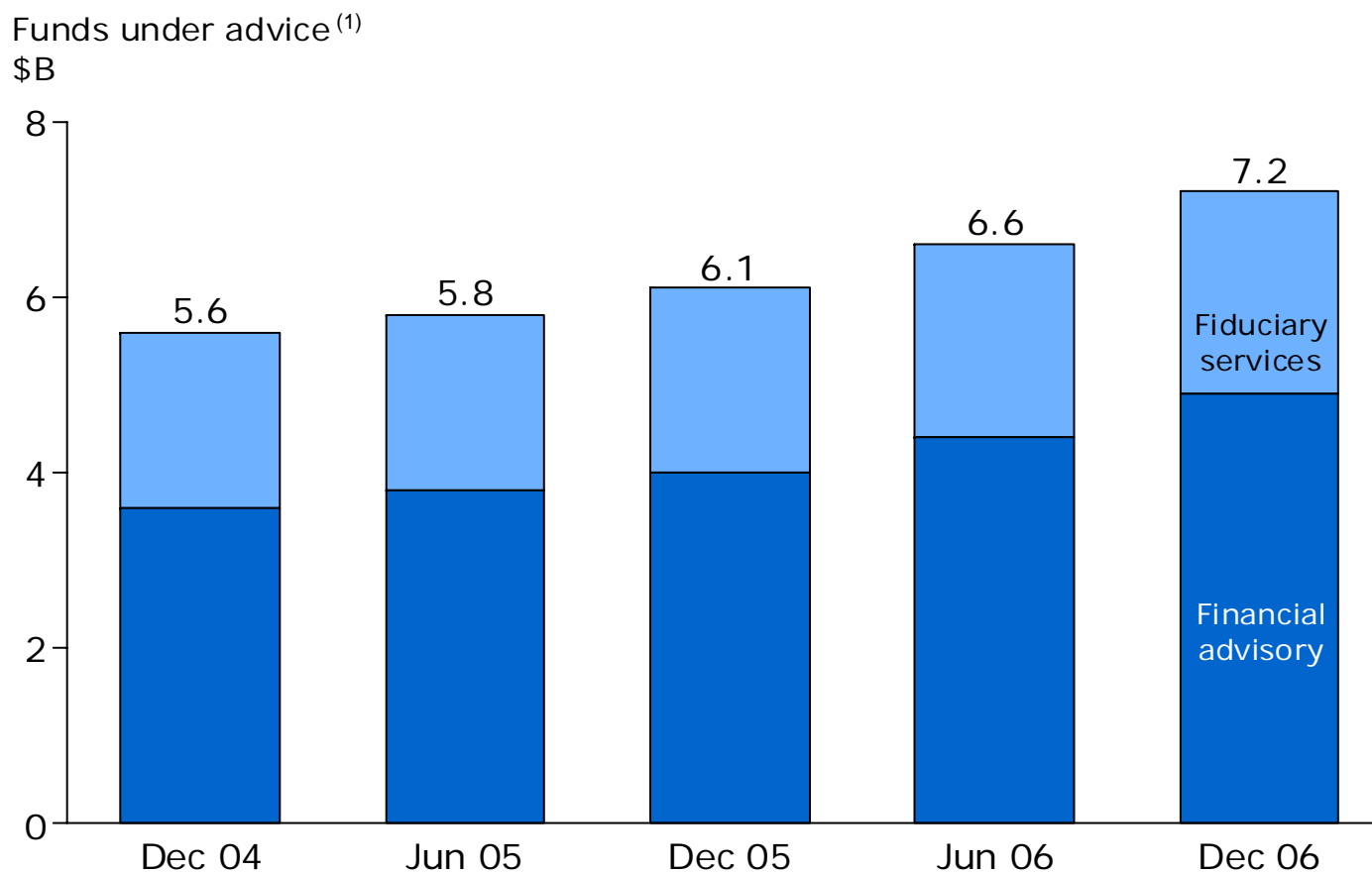
Good future growth prospects subject to market conditions

Perpetual Private Clients operating profit before tax up 12%

Six months ended	Dec 2006 \$m	Dec 2005 ⁽¹⁾ \$m	Change %
Total revenues	39.6	35.2	13
Operating expenses	21.2	18.8	13
Depreciation and amortisation	0.5	0.4	~
Operating profit before tax	17.9	16.0	12
PBT margin	45%	45%	~

⁽¹⁾ As disclosed in the prior year, \$5.0 million of externally sourced DIY/IDPS revenue was reclassified as Perpetual Investment revenue from Perpetual Private Clients

Perpetual Private Clients FUA up 9% since June 2006



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

Perpetual Private Clients - solid net inflows

FUA	30 Jun 2006 \$b	Net inflows \$b	Other⁽¹⁾ \$b	31 Dec 2006 \$b
Financial advisory	4.4	0.2	0.3	4.9
Fiduciary services	2.2	0.1	-	2.3
All Channels	6.6	0.3	0.3	7.2

Financial advisory

- Net inflows driven by improved service delivery, new clients and improved retention rates
- Funds typically invested in a balanced styled portfolio with income distributed to meet client needs

Fiduciary services

- Net inflows driven by the continued growth in charitable trusts
- Charitable trusts typically result in the majority of income being distributed

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

Solid outlook for revitalised Perpetual Private Clients

Good starting position for second half 2007

	Dec 2006 \$b	Dec 2005 \$b	Change %
Perpetual Private Clients FUA	7.2	6.1	18

Outlook

Continued investment in sales capability

Growth initiatives set to deliver improved revenues

Good future growth prospects given proposed changes to superannuation environment

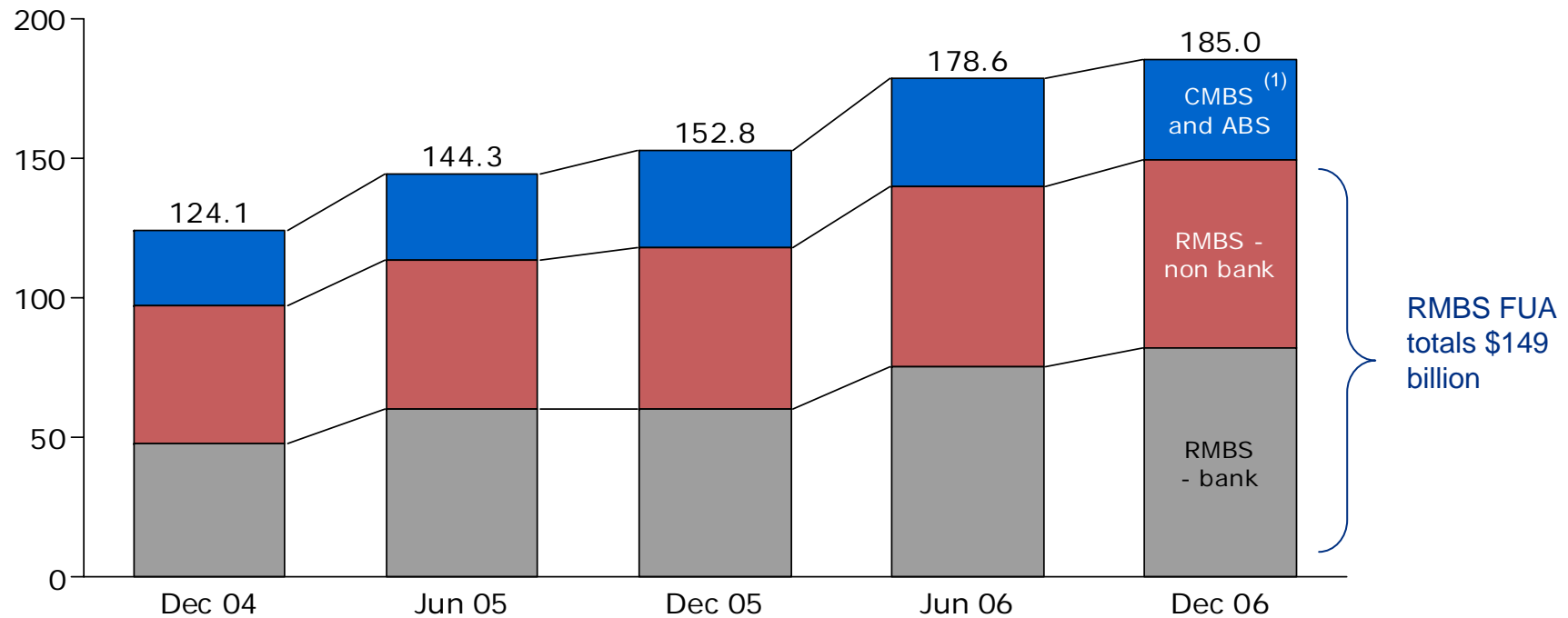


Continued growth for Corporate Trust

Six months ended	Dec 2006 \$m	Dec 2005 \$m	Change %
Total revenues	32.2	28.7	12
Operating expenses	14.1	12.5	13
Depreciation and amortisation	0.9	0.6	~
Profit before tax	17.2	15.6	10
PBT Margin	53%	54%	~

Corporate Trust FUA growth driven by Residential Mortgage Backed Securities (RMBS)

Corporate Trust Funds Under Administration
\$B



(1) Commercial Mortgage Backed Securities (CMBS) and Asset Backed Securities (ABS)



Expansion of Mortgage Services business

Why did we acquire Wignalls?

Wignalls acquisition took place on 15 February 2007

Brings to Perpetual a national mortgage processing and settlement capability, which has been a key supplier to our mortgage services business since 2005

Provides access to technology to support expanded mortgage services business

Outlook

Enhances scale of mortgage services offering and builds on our “one-stop shop” approach within Corporate Trust

Solid growth outlook in Corporate Trust

Good growth
in Corporate
Trust
business

	Dec 2006 \$b	Dec 2005 \$b	Change %
Perpetual Corporate Trust FUA	185.0	152.8	21

Securitisation FUA of \$185.0 billion, an increase of 21% from December 2005

Outlook

Acquisition of Wignalls Lending Mortgage Services further expands offering in mortgage business to provide a “one stop shop” service

Improved client retention through provision of a wider suite of products

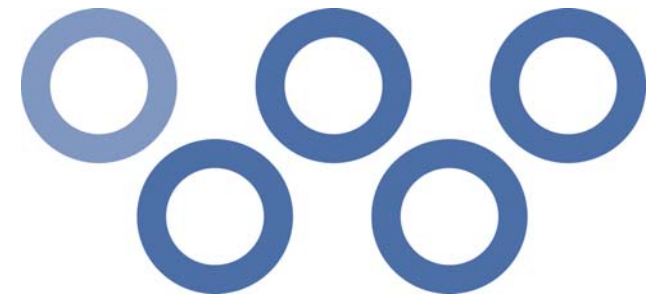
Healthy pipeline of securitisation issues

Agenda

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Overview

Continuing to build off a solid base

- Sound fundamentals
- Investment in revenue generating capabilities

Results from our global equities business in Ireland now form part of our core business

- Prior year amounts have been restated to include net establishment costs of our global equities business in Ireland

Perpetual Private Clients has been disclosed as a separate segment

Continued focus on capital management

- Rebalanced the composition of cash and equities

No further significant findings or provisions made from the administration process review

A solid financial result

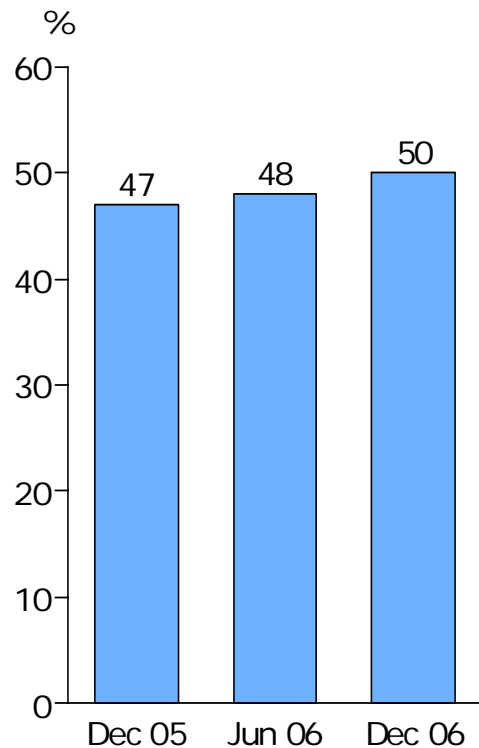
Six months ended	Dec 2006 \$m	Dec 2005 ⁽¹⁾ \$m	Change %
Operating revenue	221.4	193.8	14
Operating expenses	110.2	94.8	16
EBITDA	111.2	99.0	12
Depreciation and amortisation	13.6	12.8	6
Interest	1.4	1.3	8
Plus: associate profits (eg. APRL)	-	0.4	-
Profit before tax	96.2	85.3	13
Operating profit after tax⁽²⁾	68.8	58.2	18

⁽¹⁾ Prior period amounts have been restated to include net establishment costs of our global equities business in Ireland

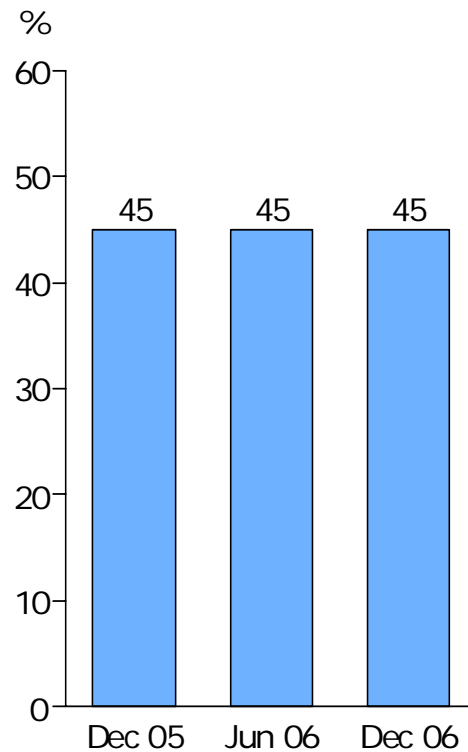
⁽²⁾ Excludes significant items

Business unit PBT margins remain strong

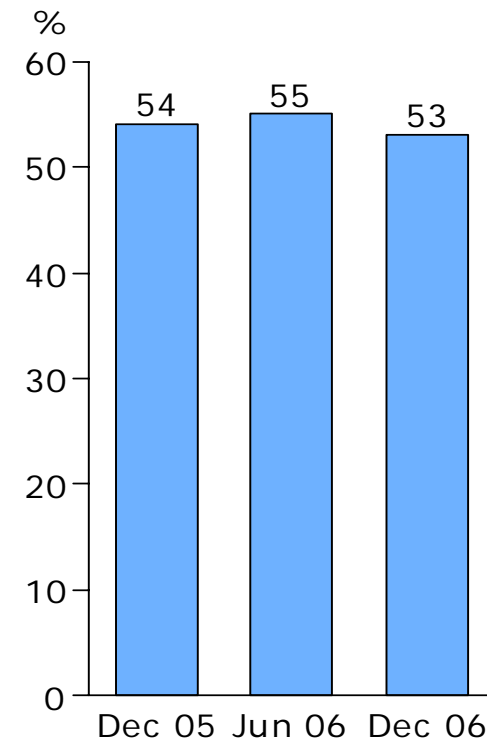
Perpetual Investments
margin growing steadily as
revenue grows



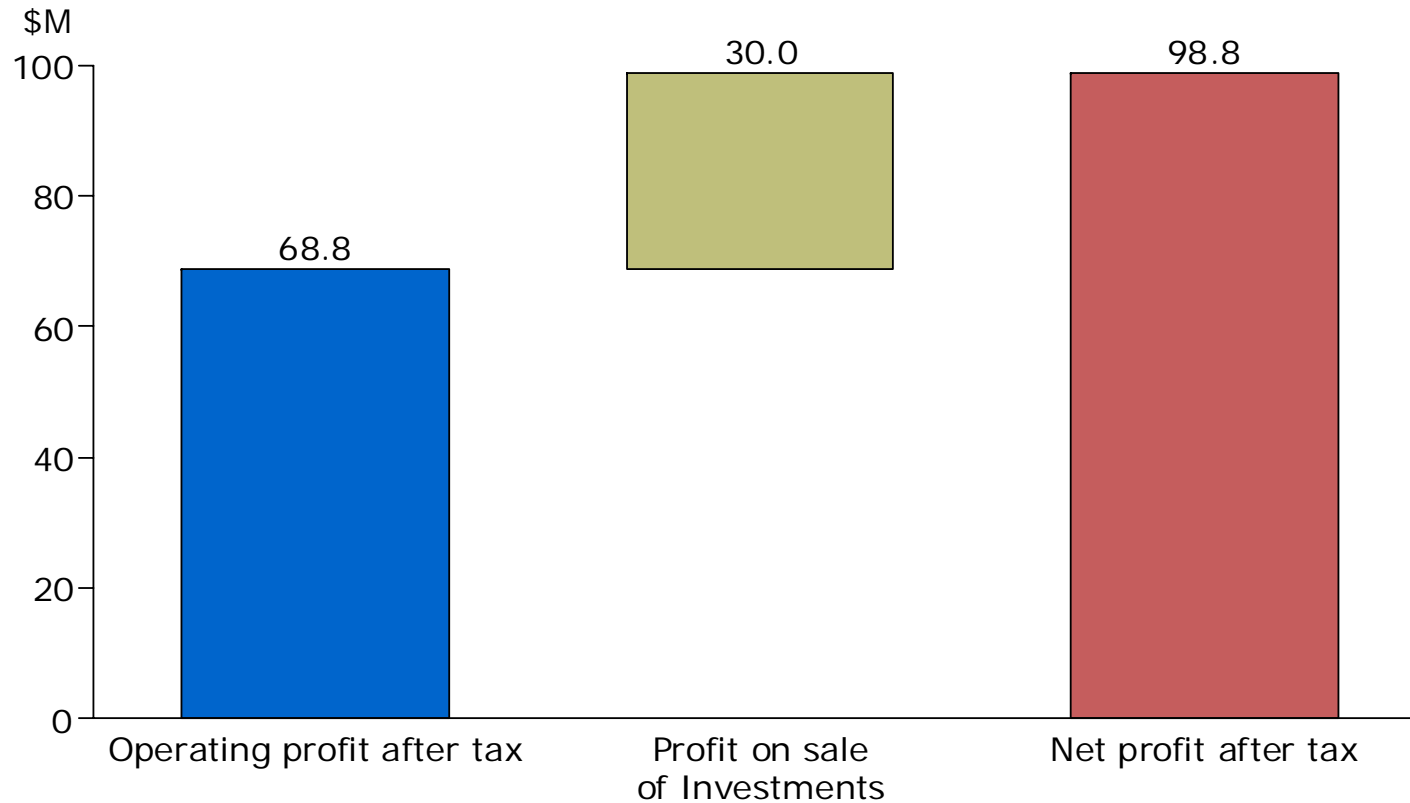
Perpetual Private Clients
margin holds despite
investment in growth initiatives



Corporate Trust margin
reducing as we grow our
lower margin mortgage
variations business



Reconciliation of December 2006 OPAT to statutory profit



Expense base increase due to initiatives and Sydney office relocation

Six months ended	Dec 2006 \$m	Dec 2005 ⁽²⁾ \$m	Change %
Employee related expenses	75.4	63.3	19
Occupancy expenses	6.0	2.9	107
G&A expenses	28.8	28.6	1
Total operating “cash” expenses	110.2	94.8	16
Equity remuneration amortisation	9.9	9.5	4
Depreciation and amortisation	3.7	3.3	12
Interest expense	1.4	1.3	8
Total expenses⁽¹⁾	125.2	108.9	15

(1) Excludes significant items

(2) Prior year amounts have been restated to include net establishment costs of our global equities business in Ireland

Continued focus on expenses

Variable costs

Short term employee incentive costs higher in line with increased profits
Long term incentives linked to performance

Investment in growth capabilities continues

Full period impact of:

- Property securities team
- Direct property team
- Structured products team

Expanded Perpetual Private Clients' product and service offerings
Expanded mortgage services business in Corporate Trust

Impact of asset divestments

Asset divestments have impacted our cost base

- APRL
- Hunter Street

A strong balance sheet

	Dec 2006 \$m	Jun 2006 \$m	Change %
Cash holdings	177.5	203.0	(13)
Investments at market value	125.5	146.1	(14)
Liquid assets	303.0	349.1	(13)
Net Assets	310.0	331.0	(6)
Key Financial Ratios			
Gross debt ⁽¹⁾ to book equity	14.5%	13.6%	
Interest coverage (EBITDA) times	79	75	
Franking credits (before dividends)	\$46.6m	\$53.2m	

⁽¹⁾ Excludes structured investment liabilities

\$1.2 billion in structured investments on balance sheet at 31 December 2006

Balance Sheet	Dec 2006 \$m	Dec 2005 \$m
Structured Investment Asset	1,247	154
Structured Investment Liability	(1,247)	(154)
Impact on shareholders' funds	-	-
Profit and Loss Account (six months to 31 December)		
Income from Structured Investments	35.8	1.2
Distributions and expense relating to structured investments	(35.8)	(1.2)
Impact on OPAT	-	-

- Structured Investments comprise exact market cash products
- Perpetual guarantees the benchmark return on these funds to investors
- Value at Risk of these products is less than one per cent of FUM

Dividend policy is to pay out 90% of “underlying” cash earnings to shareholders

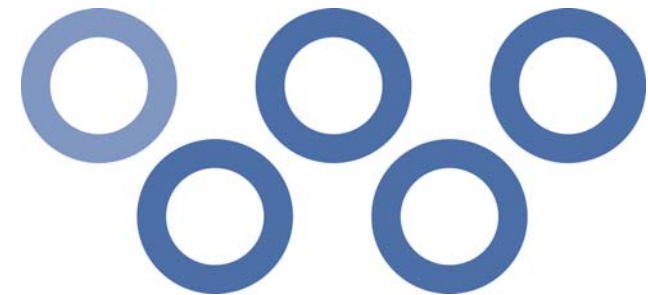
	\$m		
Operating profit after tax	68.8		
Add: Equity amortisation costs	9.9		
2006 Underlying cash earnings	<u>78.7</u>	90% Payout ratio	= \$70.8m
Number of shares on issue (million)			41.0
Dividend per share (cents)			173

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Good platform for continued profit growth

- Industry fundamentals favourable
- Continue to maximise core business potential (recent fund management price increases well implemented)
- Inflows into new managed funds (credit enhanced, structured, property securities)
- Global equities – foundations set
- Solid profit growth in revitalised Perpetual Private Clients
- Expansion of Corporate Trust service offerings



Striking a balance between consistent profit growth and continued investment in strategy

Favourable near term outlook

- Strong second half starting position for funds under management and funds under advice and administration
- Healthy pipeline
- Good near term prospects subject to market conditions

Full year profit guidance to be given in the Chairman's letter to shareholders scheduled for May 2007



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