

## AMP Limited provides Q1 24 cashflows and business update

- AMP Bank total loan book of \$23.5 billion, down from \$24.4 billion in Q4 23
- AMP Bank total deposits grew to \$21.4 billion, up from \$21.3 billion in Q4 23
- Platforms net cashflows were \$201 million, up 32% on Q1 23 of \$152 million
- North inflows from Independent Financial Advisers (IFAs) increased 22% on Q1 23 to \$544 million
- Platforms Assets Under Management (AUM) increased to \$74.3 billion (Q4 23: \$71.1 billion)
- Superannuation & Investments (formerly Master Trust) AUM increased to \$54.1 billion (Q4 23: \$51.9 billion), with net cash outflows reducing to \$371 million (Q1 23: net cash outflows of \$610 million)
- New Zealand Wealth Management net cash outflows<sup>1</sup> were \$5 million (Q1 23: net cash inflows \$15 million), and AUM increased to \$11.2 billion (Q4 23: \$10.9 billion)

### AMP Chief Executive Alexis George said:

*“In the first quarter we saw an increase in Platforms net cashflows, improvements in Superannuation & Investments net cash outflows, and AUM up across both of these businesses.*

*“We are navigating the headwinds faced by AMP Bank by carefully managing our loan and deposit books, to help address margin pressures. We are making good progress on the development of our digital small business and consumer bank offer, launching in Q1 25, to lessen funding risks over the medium term by broadening the customer base and introducing a compelling transaction account offer that will help diversify and build deposits.*

*“Our wealth management businesses, Platforms, Superannuation & Investments and New Zealand, benefited from the positive investment markets, while in Australia pension payments increased as we continue to see the impact of the lifting of minimum drawdown limits that came into effect in July 2023.*

*“Inflows from independent financial advisers have continued to grow in our Platforms business, increasing by 22% on Q1 23 reflecting the continued strategic focus on platform functionality and investment choice that has helped to attract this market. Managed portfolios on our flagship platform North reached \$14.9 billion in AUM, continuing the strong growth trajectory since its launch in 2018.”*

### Business unit results

#### AMP Bank

AMP Bank’s total loan book was \$23.5 billion in Q1 24, down from \$24.4 billion in Q4 23, in line with the stated strategy to prudently manage loan growth given current margin pressures.

Total deposits were up slightly to \$21.4 billion during the period (Q4 23: \$21.3 billion). Net Interest Margin remains in line with previous market guidance.

<sup>1</sup> In New Zealand Wealth Management net cashflows excludes pension payments to members. Prior periods have been restated to align to definitions used in the Australian businesses.

## Platforms

In Platforms, net cash inflows increased 32% from \$152 million in Q1 23 to \$201 million in Q1 24, Pension payments increased to \$500 million in Q1 24 (Q1 23: \$392 million), reflecting the increase to minimum drawdown limits from July 2023.

The positive net cashflows, along with stronger investment markets contributed to Platforms AUM increasing by \$3.2 billion to \$74.3 billion. North inflows from IFAs were up 22% on Q1 23 to \$544 million, reflecting the continued strategic focus on this market, and managed portfolios on North reached \$14.9 billion in AUM (Q4 23: \$13.3 billion).

AMP's platform North was rated number 1 in Retirement Solutions, as well as Most Improved platform, in the December 2023 Investment Trends Platform Competitive Analysis and Benchmarking Report.

## Superannuation & Investments (formerly Master Trust)

Superannuation & Investments AUM increased to \$54.1 billion (Q4 23: \$51.9 billion), reflecting positive investment markets, partially offset by net cash outflows of \$371 million and pension payments of \$89 million.

Net cash outflows of \$371 million for Q1 24 reduced from net cash outflows of \$610 million in Q1 23, and pension payments increased to \$89 million (Q1 23: \$76 million), which were also reflective of the recent increases to minimum drawdown limits.

Master Trust has been renamed Superannuation & Investments, as part of the simplification of the operating businesses and to better reflect its operations to consumers.

## New Zealand Wealth Management

In New Zealand, net cash outflows were \$5 million, compared to net cash inflows of \$15 million in Q1 23. The change is primarily driven by a reduction in KiwiSaver net cashflow to \$44 million (Q1 23: \$65 million).

AUM increased to \$11.2 billion (Q4 23: \$10.9 billion), as positive local investment markets drove returns during the quarter.

Pension payments are no longer included in the cash outflows figure and are now reported separately in other movements, in line with AMP's other operating businesses. These payments in Q1 24 were \$34 million (Q1 23: \$33 million).

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All figures are in Australian dollars (A\$) unless otherwise noted.  
Authorised for release by the Market Disclosure Committee.

## Q1 24 Cashflows

### AMP Bank

Deposits and loans (A\$m)	Q4 23	Movement <sup>1</sup>	Q1 24
	End balance		End balance
Customer deposits	14,792	(115)	14,677
At call deposits	8,474	473	8,947
Term deposits	6,318	(588)	5,730
Platforms <sup>2</sup>	4,511	220	4,731
Superannuation & Investments <sup>3</sup>	1,791	(9)	1,782
Other <sup>4</sup>	184	(14)	170
<b>Total deposits</b>	<b>21,278</b>	<b>82</b>	<b>21,360</b>
Residential Mortgages	24,197	(945)	23,252
Business Finance Loans	244	(4)	240
<b>Total loans</b>	<b>24,441</b>	<b>(949)</b>	<b>23,492</b>
<b>Deposit to loan ratio</b>	<b>87%</b>	<b>4%</b>	<b>91%</b>

1 Represents movements in AMP Bank's deposits, loan books and deposit to loan ratio.

2 At Q1 2024, Platforms include Cash (A\$3.6b) and Term Deposits (A\$1.1b).

3 At Q1 2024, Superannuation & Investments deposits include AMP Supercash (A\$1.6b) and Super TDs (A\$0.2b).

4 Other deposits include internal deposits and wholesale deposits.

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## Platforms

Cashflows by product (A\$m)	Cash inflows <sup>1</sup>		Cash outflows <sup>1,2</sup>		Net cashflows <sup>2</sup>	
	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23
North <sup>3</sup>	3,867	3,795	(3,578)	(3,327)	289	468
Legacy Platforms <sup>4</sup>	-	9	-	(190)	-	(181)
External platforms <sup>5</sup>	27	36	(115)	(171)	(88)	(135)
<b>Total Platforms</b>	<b>3,894</b>	<b>3,840</b>	<b>(3,693)</b>	<b>(3,688)</b>	<b>201</b>	<b>152</b>

Platforms cash inflow composition (A\$m)	Q1 24	Q1 23
Member contributions	798	758
Employer contributions	201	187
<b>Total contributions</b>	<b>999</b>	<b>945</b>
Transfers, rollovers in and other <sup>6</sup>	2,895	2,895
<b>Total Platforms</b>	<b>3,894</b>	<b>3,840</b>

1 Inflows and outflows include those from internal and external sources. Internal includes transfers across and within products (eg moving from Super to Pension within North).

2 Cash Outflows and Net Cashflows excludes regular pension payments to members.

3 North is a fully functioning wrap platform which includes guaranteed and non-guaranteed options. Includes North and MyNorth platforms.

4 Legacy Platforms include Summit, Generations and iAccess. Summit and Generations were closed in Q4 22 and iAccess was closed in Q2 23 with existing customers migrated to MyNorth.

5 External platforms comprise Asgard platform products issued by AMP.

6 Transfers, rollovers in and other includes the transfer of accumulated member balances into AMP from both internal (e.g. retail superannuation to allocated pension/annuities) and external products.

AUM (A\$m)	Q4 23	Q1 24 Net cashflows <sup>1</sup>			Other movements <sup>2</sup>		Q1 24
	AUM	Super-annuation	Investment	Net cashflows	Pension payments	Market/Other	AUM
North	69,274	384	(95)	289	(490)	3,413	72,486
External platforms	1,786	(53)	(35)	(88)	(10)	107	1,795
<b>Total Platforms</b>	<b>71,060</b>	<b>331</b>	<b>(130)</b>	<b>201</b>	<b>(500)</b>	<b>3,520</b>	<b>74,281</b>

AUM (A\$m) <sup>3</sup>	Q4 23	Net	Market/Other	Q1 24
	AUM	cashflows		AUM
North Managed Portfolios	13,282	895	714	14,891

AUM (A\$m)	Q4 23	Q1 24
<b>AUM by product</b>	<b>AUM</b>	<b>AUM</b>
Superannuation	26,705	28,049
Pension	30,081	31,380
Investment	14,274	14,852
<b>Total</b>	<b>71,060</b>	<b>74,281</b>
<b>AUM by asset class</b>	<b>Q4 23</b>	<b>Q1 24</b>
Cash and fixed interest	31%	30%
Australian equities	31%	31%
International equities	32%	33%
Property	5%	5%
Other	1%	1%
<b>Total</b>	<b>100%</b>	<b>100%</b>

AUM (A\$b)	Q4 23	Q1 24
	AUM	AUM
Closing AUM	71.1	74.3
Average AUM	68.2	72.5

1 Net Cashflows excludes pension payments to members.

2 Other movements includes pension payments, fees, investment returns, distributions, taxes and foreign exchange movements.

3 Represents Managed Portfolios within Platforms AUM.

## Superannuation & Investments

Cashflows by product (A\$m)	Cash inflows <sup>1</sup>		Cash outflows <sup>1,2</sup>		Net cashflows <sup>2</sup>	
	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23
Retail superannuation	660	550	(847)	(963)	(187)	(413)
Corporate superannuation	594	695	(778)	(892)	(184)	(197)
<b>Total Superannuation &amp; Investments</b>	<b>1,254</b>	<b>1,245</b>	<b>(1,625)</b>	<b>(1,855)</b>	<b>(371)</b>	<b>(610)</b>

Superannuation & Investments cash inflow composition (A\$m)	Q1 24	Q1 23
Member contributions	73	79
Employer contributions	694	710
<b>Total contributions</b>	<b>767</b>	<b>789</b>
Transfers, rollovers in and other <sup>3</sup>	487	456
<b>Total Superannuation &amp; Investments</b>	<b>1,254</b>	<b>1,245</b>

1 Inflows and outflows include those from internal and external sources. Internal includes transfers across and within products.

2 Cash Outflows and Net Cashflows excludes regular pension payments to members.

3 Transfers, rollovers in and other includes the transfer of accumulated member balances into AMP from both internal (e.g. retail superannuation to allocated pension/annuities) and external products.

AUM (A\$m)	Q4 23	Q1 24 Net cashflows <sup>1</sup>			Other movements <sup>2</sup>		Q1 24
	AUM	Super-annuation	Investment	Net cashflows	Pension payments	Market/Other	AUM
Retail superannuation <sup>3</sup>	29,562	(187)	-	(187)	(75)	1,615	30,915
Corporate superannuation <sup>4</sup>	22,303	(184)	-	(184)	(14)	1,063	23,168
<b>Total Superannuation &amp; Investments</b>	<b>51,865</b>	<b>(371)</b>	<b>-</b>	<b>(371)</b>	<b>(89)</b>	<b>2,678</b>	<b>54,083</b>

AUM (A\$m)	Q4 23	Q1 24
<b>AUM by product</b>	<b>AUM</b>	<b>AUM</b>
Superannuation	47,069	49,158
Pension	4,796	4,925
<b>Total</b>	<b>51,865</b>	<b>54,083</b>
<b>AUM by asset class</b>	<b>Q4 23</b>	<b>Q1 24</b>
Cash and fixed interest	23%	21%
Australian equities	29%	30%
International equities	39%	41%
Property	7%	6%
Other	2%	2%
<b>Total</b>	<b>100%</b>	<b>100%</b>

AUM (A\$b)	Q4 23	Q1 24
	AUM	AUM
Closing AUM	51.9	54.1
Average AUM	50.2	52.8

1 Net Cashflows excludes regular pension payments to members.

2 Other movements includes pension payments, fees, investment returns, distributions, taxes and foreign exchange movements.

3 Retail superannuation includes A\$8.2b in MySuper (Q4 23 A\$7.7b).

4 Corporate superannuation includes A\$13.1b in MySuper (Q4 23 A\$12.4b).

## New Zealand Wealth Management

Cashflows by product (A\$m)	Cash inflows		Cash outflows <sup>1</sup>		Net cashflows <sup>1</sup>	
	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23
KiwiSaver	143	144	(99)	(79)	44	65
Other <sup>2</sup>	116	117	(165)	(167)	(49)	(50)
<b>Total New Zealand wealth management</b>	<b>259</b>	<b>261</b>	<b>(264)</b>	<b>(246)</b>	<b>(5)</b>	<b>15</b>

AUM (A\$m)	Q4 23	Q1 24 Net cashflows <sup>1</sup>			Other movements <sup>3</sup>		Q1 24
	AUM	Super-annuation	Investment	Net cashflows	Pension payments	Market/Other	AUM
KiwiSaver	5,845	44	-	44	(20)	234	6,103
Other <sup>2</sup>	5,008	(7)	(42)	(49)	(14)	193	5,138
<b>Total New Zealand wealth management</b>	<b>10,853</b>	<b>37</b>	<b>(42)</b>	<b>(5)</b>	<b>(34)</b>	<b>427</b>	<b>11,241</b>

<sup>1</sup> Cash Outflows and Net Cashflows excludes pension payments to members. Equivalent retirement withdrawals have been classified as pension payments to align to Platforms and Superannuation & Investments definitions. Prior periods have been restated to reflect this.

<sup>2</sup> Other includes superannuation, retail investment platform and legacy products.

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

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