

Shareholder Information

The shareholder information set out below is current as at 13 October 2017.

Securities Exchange Listing

The ordinary shares of BT Investment Management Limited are listed on the Australian Securities Exchange under the ASX code BTT.

Number of shareholders and shares on issue

The Company has 314,998,763 ordinary shares on issue, held by 26,377 shareholders.

Twenty largest shareholders

Details of the 20 largest holders of ordinary shares in the Company are:

Name	Number of shares	%
1 HSBC Custody Nominees (Australia) Limited	61,464,267	17.92
2 J P Morgan Nominees Australia Limited	39,631,316	11.56
3 Westpac Financial Services Group Limited	30,814,493	8.99
4 Citicorp Nominees Pty Limited	17,050,330	4.97
5 National Nominees Limited	15,034,392	4.38
6 Equiniti Tst (Jersey) Ltd <Btim Emp Benefit Tst 3 A/C>	6,772,201	1.97
7 Bnp Paribas Nominees Pty Ltd <Agency Lending Drp A/C>	6,721,147	1.96
8 Mr Chris Lees	5,633,738	1.64
9 BNP Paribas Noms Pty Ltd <Drp>	4,923,535	1.44
10 EFJ Investments Pty Limited	4,114,093	1.2
11 Equiniti Tst (Jersey) Ltd <Btim Emp Benefit Tst 1 A/C>	4,013,305	1.17
12 Equiniti Tst (Jersey) Ltd <Btim Emp Benefit Tst A/C>	3,799,209	1.11
13 Mr Nudgem Richyal	3,003,405	0.88
14 Hsbc Custody Nominees (Australia) Limited	2,728,415	0.8
15 Citicorp Nominees Pty Limited <Colonial First State Inv A/C>	2,285,984	0.67
16 RBC Investor Services Australia Nominees Pty Ltd	1,607,966	0.47
17 NSW Investor Nominees Pty Limited	1,547,578	0.45
18 Pacific Custodians Pty Limited <Emp Equity Plan Tst A/C>	1,423,599	0.42
19 Emilio Gonzalez	1,333,845	0.42
20 Pacific Custodians Pty Limited <Emp Eqty Plan Tst Prs/Lti Schm A/C>	1,178,062	0.34
Total for Top 20	215,080,880	62.76
Total Number of Shares	314,998,763	100.00

Distribution schedule

Holding	Number of shareholders	Number of shares	%
1 - 1,000	5,982	3,298,474	1.05
1,001 - 5,000	17,602	32,971,077	10.47
5,001 - 10,000	1,692	12,275,871	3.90
10,001 - 100,000	1,039	22,988,917	7.30
100,001 and over	62	243,464,424	77.29
Total	26,377	314,998,763	100.00

Unmarketable parcels of shares

There are 373 shareholders holding less than a marketable parcel of ordinary shares.

Substantial shareholders

The number of securities held by substantial shareholders and their associates, as disclosed in substantial holding notices given to the Company, is set out below:

Name	Number of shares	%
Hyperion Asset Management Limited	30,640,161	9.73
Westpac Financial Services Group Limited and associated entities	32,728,987	10.4
Macquarie Group Limited and controlled bodies corporate	33,517,364	10.64
BT Investment Management Limited (Employee Equity Plans including vested and unvested shares)	44,181,672	14

Restricted securities

There are no restricted securities or securities subject to voluntary escrow.

Unquoted securities

The following unquoted securities are on issue:

Nil cost options:	12,390,829
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Voting rights of ordinary shares

Under the Company's Constitution, holders of fully paid ordinary shares have at a general meeting, one vote on a show of hands and on a poll one vote for each share held.

No voting rights are attached to converting notes or nil cost options.

Shareholder Calendar

Record date for final dividend	8 December 2017
2017 Annual General Meeting	15 December 2017
Payment date for final dividend	20 December 2017
2018 Interim results announcement	10 May 2018
2018 Final results announcement	8 November 2018

Please note that the above dates are subject to change.

Glossary

\$	Australian dollars, unless indicated otherwise
S\$ or SGD	Singapore dollars
US\$ or USD	US dollars
EUR	Euro
£ or GBP	Pounds sterling
2017 Financial Year or FY17	The financial year ended 30 September 2017
20XX Financial Year or FYXX	Refers to the financial year ended 30 September 20XX, where XX is the two digit number for the year
AASB	Australian Accounting Standards Board
ABN	Australian Business Number
ACN	Australian Company Number
ASX	Australian Securities Exchange or ASX Limited (ABN 98 008 624 691)
Board	Board of Directors
Bps	Basis points
BREXIT	A process by which the UK will withdraw from the European Union, as a result of a referendum held in June 2016
BTFG	BT Financial Group, the wealth management division of Westpac
BTIM or Company	BT Investment Management Limited (ABN 28 126 385 822)
BTIMA or BTIM (Australia)	The Australian operations of BTIM Group.
BTIM FS	BT Investment Management (Fund Services) Limited (ABN 13 161 249 332), a wholly-owned subsidiary of BTIM and the RE of the BTIM Funds
BTIM Funds	The managed investment schemes or unit trusts of which BTIM FS is the RE
BTIM Group or Group	BTIM, BTIM FS, BTIMI, BTIM UK Limited, JOHCM Holdings, JOHCM and its subsidiaries
BTIMI	BT Investment Management (Institutional) Limited (ABN 17 126 390 627), a wholly-owned subsidiary of BTIM
CEO	Chief Executive Officer
CFO	Chief Financial Officer
CGU	Cash generating unit
CODM	Chief operating decision-maker. This is BTIM's Senior Management Team
COO	Chief Operating Officer
Corporations Act	Corporations Act 2001

cps	Australian cents per share
CRO	Chief Risk Officer
Directors	Directors of BTIM
DRP	Dividend reinvestment plan
EBITDA	Earnings before interest and tax after depreciation and amortisation
FUM	Funds under management
GEC	Global Executive Committee of BTIM Group, as listed on page 37 of this Report
IASB	International Accounting Standards Board
JOHCM	J O Hambro Capital Management Limited
Key management personnel or KMP	Those persons having authority and responsibility for planning, directing and controlling the activities of BTIM Group, as listed on page 37 of this Report
KPIs	Key performance indicators
M & A	Mergers and acquisitions
NED	Non-executive Directors
NPAT	Net profit after tax
OEIC	Open ended investment company
PwC	PricewaterhouseCoopers, the external auditor of the BTIM Group
RE	Responsible entity
Reporting Period	The financial year ended 30 September 2017
Senior Executives	The Group CEO and other Senior Executives, as listed on page 37 of this Report
Senior Management Team	Senior Management Team of BTIM Group, as listed on page 37 of this Report
SMA	Separately Managed Account
Soft-close	Strategies and funds closed to new investors but which remain open to existing investors on existing terms
VR	Variable reward
Westpac	Westpac Banking Corporation (ABN 33 007 457 141)
The Westpac Group	Westpac and its controlled entities
TSR	Total shareholder return which is calculated on the three month average closing share price prior to the beginning and end of the period of performance measured and consistent with market practices for remuneration purposes
WIB	Westpac Institutional Bank
WFSGL	Westpac Financial Services Group Limited

Corporate Directory

Directors

James Evans (Chairman)
Emilio Gonzalez (CEO)
Meredith Brooks
Andrew Fay
Deborah Page, AM
Kathryn Matthews

Company Secretary

Joanne Hawkins

Registered Office

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2 Chifley Square
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Facsimile: +612 9220 2307
Email: enquiries@btim.com.au

Postal address

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Sydney NSW 2001

Website

www.btim.com.au

Australian Company Number

126 385 822

Australian Business Number (ABN)

28 126 385 822

ASX Code

BTT

2017 Corporate Governance Statement

BTIM's 2017 Corporate Governance Statement can be viewed at:
www.btim.com.au/about/corporate-governance/

Auditors

PricewaterhouseCoopers
One International Towers Sydney
Watermans Quay
Barangaroo
Sydney NSW 2000

Share Registry

Link Market Services Limited
Level 12
680 George Street
Sydney NSW 2000
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