

IOOF's TM1 Transformation

IBM Finance Forum 2014

Presented by

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About us



Financial Advice and Distribution

- Provides financial planning advice supported by investment research, training, marketing and compliance support services
- Approximately 1,120 advisers aligned to IOOF
- Need for financial advice increasing
- Aligned groups retain independence but can leverage off the IOOF brand and resources where required.

Platform Management and Administration

- Administers investment and superannuation funds, administrations and services provided to financial advisers and clients
- IOOF's platforms are highly regarded top four position in Wealth Insights adviser survey since 2010.

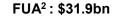
Investment Management

- Multi-manager capabilities through MultiMix
- Sells investment bonds via WealthBuilder
- Active asset management capabilities through Perennial
 - 1st and 2nd quartile performance in Multi-Manager funds YTD
- Award winning boutique based fund manager

Trustee Services

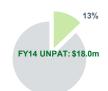
- Offers estate planning, estate administration and fiduciary services
- Corporate trust business provides custodian, security trustee and agency services as well as acting in structured finance and staff equity transactions
- Leading participant in a consolidating industry
- Well positioned to participate in small super industry.

FUAd²: \$32.6bn

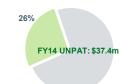


FUM²: \$31.4bn

FUS²: \$26.0bn









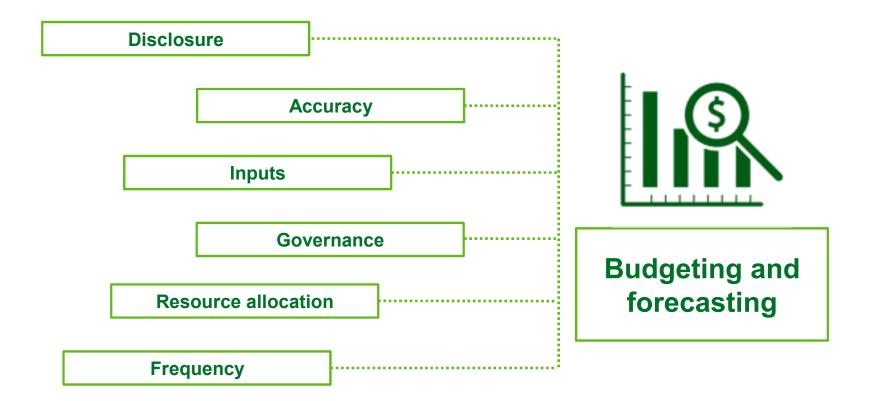
Source: Company filings.

Contribution to 1H2014 UNPAT¹

- 1. Underlying net profit after tax pre-amortisation. Contribution calculated before the allocation of Corporate and other.
- 2. FUMAS as at 30 June 2014.

Budgeting & Forecasting at IOOF





Old Process





Spreadsheet



Inconsistent drivers



Multiple approaches post M&A activity

Benefits of Automation



Shorter turnaround time Less support costs Robust model

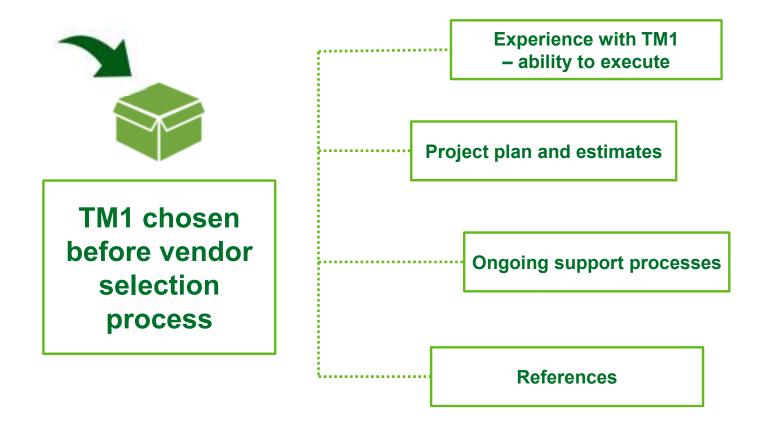
IOOF's false start - why?



Focus on cost minimisation
Unsupported technology – in development as we proceeded
Heavy support on third party consulting
Long turnaround times
Extensions difficult
Better to have gone for best available at reasonable cost

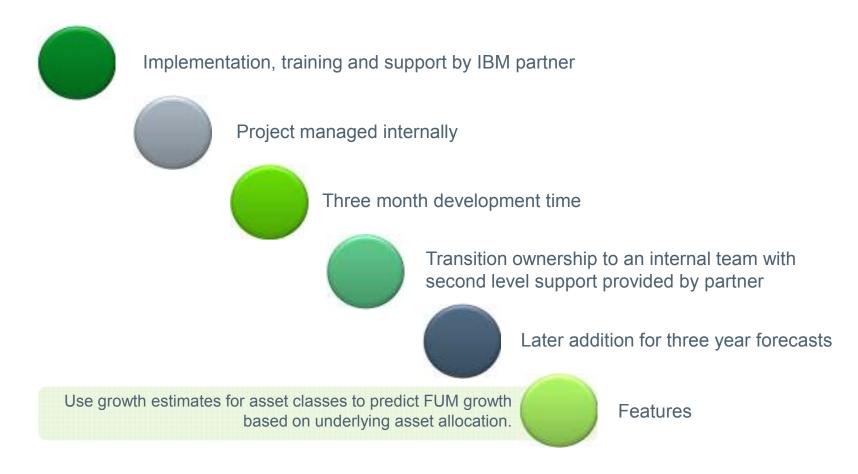
The solution and approach





Implementation with Tridant





Why it works so well





Changed assumptions can be instantly seen in entire model



Less support costs – No external support for last FY



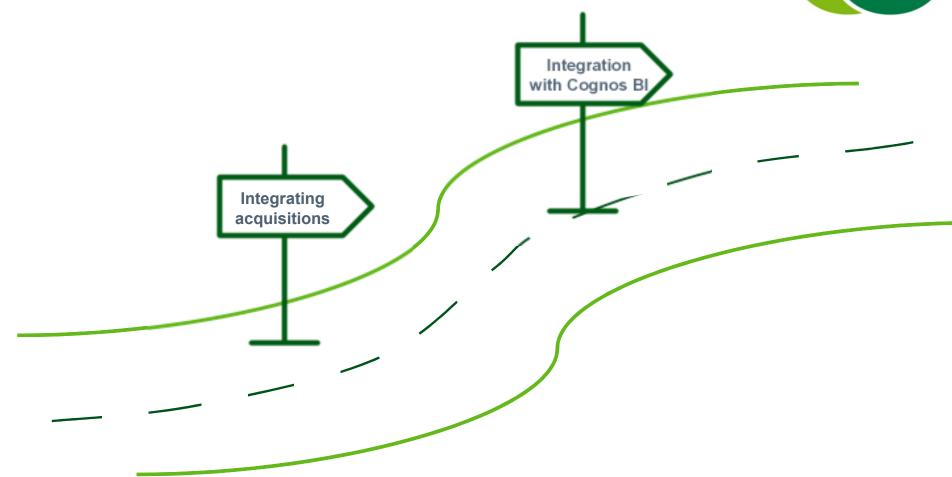
Data integrity



Ad-hoc (out of cycle) regeneration with one person driving

What's next?









Creating financial independence since 1846