

## **IFM's investor-first model delivers strong net returns to super fund members**

### **- IFM Investors leverages growth in industry super sector**

**29 July, 2019**

IFM Investors has announced another strong set of results, underpinned by 86% of products and mandates across all four asset classes (infrastructure, debt, listed equities and private equity) outperforming client objectives, highlighting the success of its investor-first model.

Globally, for the period to 30 June 2019, investors have entrusted IFM Investors with an additional A\$22 billion in funds on behalf of their member beneficiaries, contributing to funds under management increasing by 31% to A\$140 billion.

IFM Investors' Chief Executive Mr. Brett Himbury said: "The results highlight IFM Investors' continued record of strong, long-term net returns to investors and the effectiveness of our uniquely-aligned investor-owned model, which prioritises the interests of working Australians and pension fund members globally".

"IFM Investors' trusted and efficient operating model has again proven that when an investment manager focuses first on investors the rest follows. While other fund managers are looking to preserve margins in increasingly competitive markets, IFM Investors continues to think innovatively and build on our position as a leading provider of net returns for the benefit of the millions of people on whose behalf we ultimately invest," Mr. Himbury said.

Key FY19 metrics:

- 86% of products and mandates across all four asset classes (infrastructure, debt, listed equities and private equity) outperformed client objectives on a rolling five-year basis, after fees and taxes;
- 396 institutional investors across 22 countries, a 27% increase in client numbers on last year;
- A\$22 billion of net flows for the twelve months globally;
- Funds under management of A\$140 billion, up 31% on last year;
- Top decile, independently assessed investor satisfaction;
- Top quartile, independently assessed staff engagement;
- Pre-tax statutory profit of A\$114 million for the year to 30 June 2019; and
- IFM Investors independently valued at A\$1.045 billion, representing an increase of 23% p.a. over five years.

"In Australia, as the industry super fund sector has grown, we acknowledge the ongoing trust that industry super funds have placed in IFM Investors to invest an increasing amount of members' retirement savings, and are pleased that 86% of products and mandates have exceeded their objectives net of fees over five years.

"IFM Investors has continued to focus on environmental, social and governance issues. We recognise the need to deliver strong long-term returns to members in a manner that builds our social licence and meets the expectations of communities globally," he said.

“In an increasingly challenging economic, geo-political and investment environment, in which ‘lower for longer’ has emerged as the central returns thesis, investors will increasingly demand skill, value and alignment. In such an environment, we will further invest in our business to provide new and extended capabilities to support our investors in such uncertainty.

“IFM Investors exists to create better outcomes – better assets, stronger communities and a dignified retirement for working people. There are very few truly investor-aligned managers in the world and we have an enormous opportunity to ensure our model, its authenticity and impact, is better understood and embraced,” Mr. Himbury said.

- Ends -

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**About IFM Investors:**

IFM Investors is a uniquely-structured global fund manager with A\$140.4 billion under management as of 30 June 2019. Established more than 20 years ago and owned by 27 major pension funds, IFM Investors’ interests are deeply aligned with those of its investors. Investment teams in Europe, North America, Asia and Australia manage institutional strategies across Infrastructure (equity and debt), Debt Investments, Listed Equities and Private Equity. IFM Investors is committed to the United Nations supported Principles for Responsible Investment and has been a signatory since 2008. IFM Investors has offices in nine locations; Melbourne, Sydney, New York, London, Berlin, Tokyo, Hong Kong, Seoul and Zurich. For more information please visit [www.ifminvestors.com](http://www.ifminvestors.com).