



# The future of wealth in Australia

- Francesco De Ferrari, Chief Executive Officer, AMP Limited
- Moderator: Jamie Wickham, Managing Director, Morningstar Australasia



# Future of wealth in Australia

Francesco De Ferrari, Chief Executive Officer

# Capitalising on market disruption

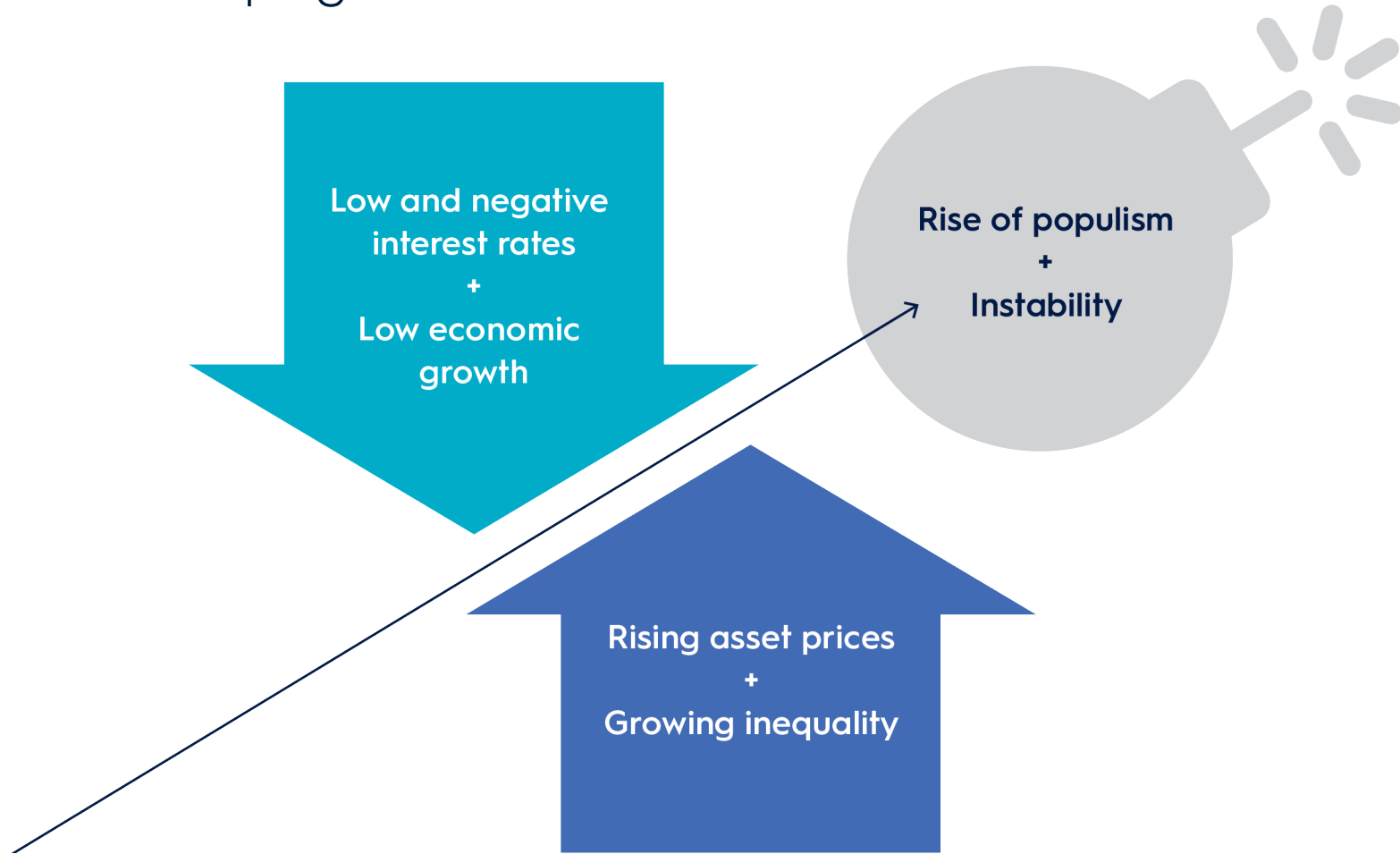


High complexity

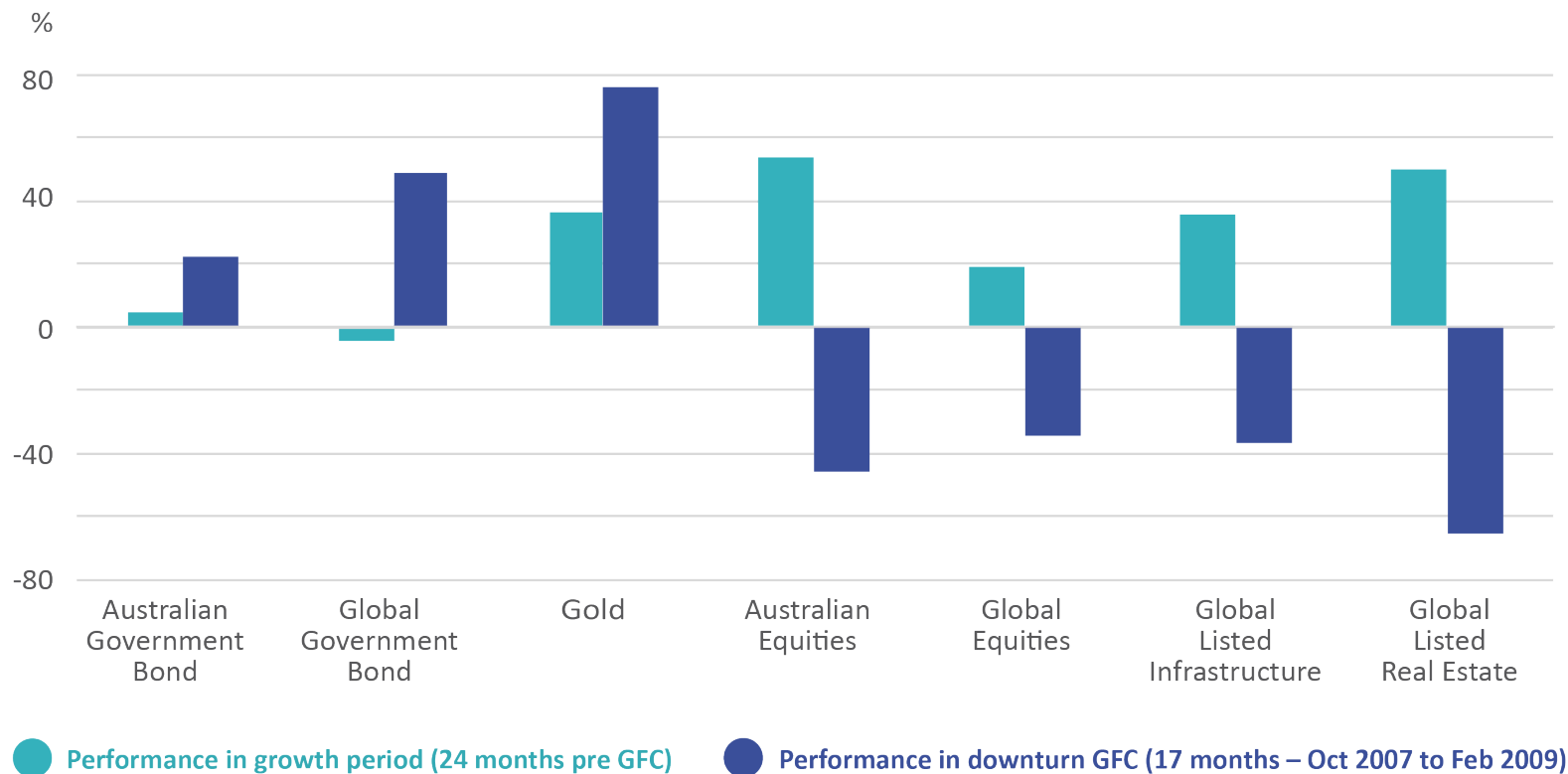
Regulatory change

Disruption creates  
opportunity

# Forces shaping the market



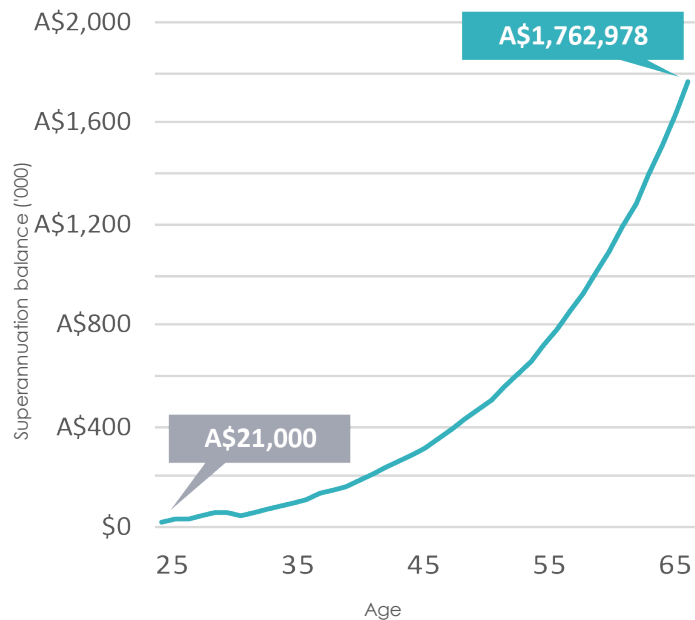
# Will your investments weather a downturn?



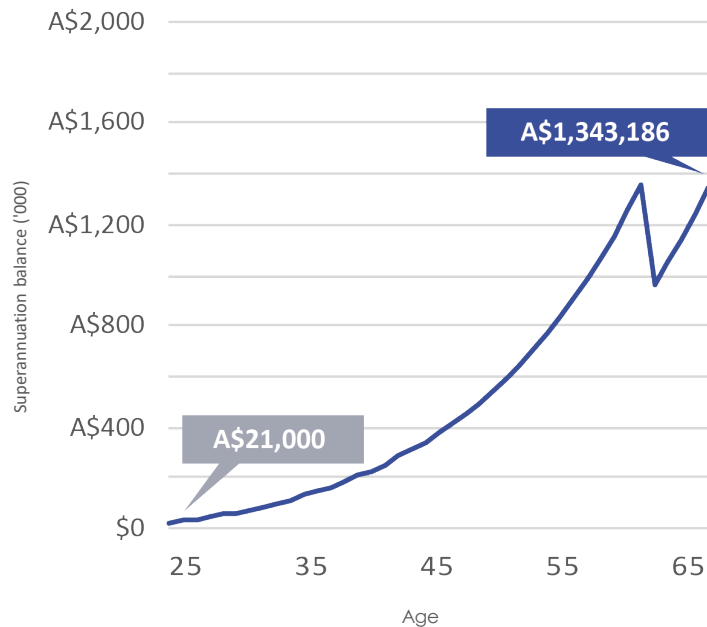
# Managing the impact of economic shock

Key considerations 1. Risk profile 2. Life stage

## Economic shock at 30 years old



## Economic shock at 60 years old



Difference in  
retirement  
outcomes

**A\$419,792**

# Addressing Australia's societal needs



Improve financial  
literacy



Provide holistic solutions  
for client needs



Make advice  
accessible to all

# Opportunity for AMP : client-led, simpler, growth-oriented

| Australia  |   | International   |
|--|---|---|
| <b>Australian Wealth Management</b><br><br>Simpler client-led wealth manager<br>with tailored offering to meet the<br>needs of all Australians | <b>AMP Bank</b><br><br>Technology enabled challenger<br>bank that integrates with clients'<br>wealth management needs | <b>AMP Capital</b><br><br>Leading global investment manager, growing<br>through differentiated<br>active capabilities |

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## strategic enablers

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Transform culture to be more client-focused and entrepreneurial

Improve execution through end-to-end businesses with greater accountability for delivery

Simplify the business to improve cost and capital efficiency

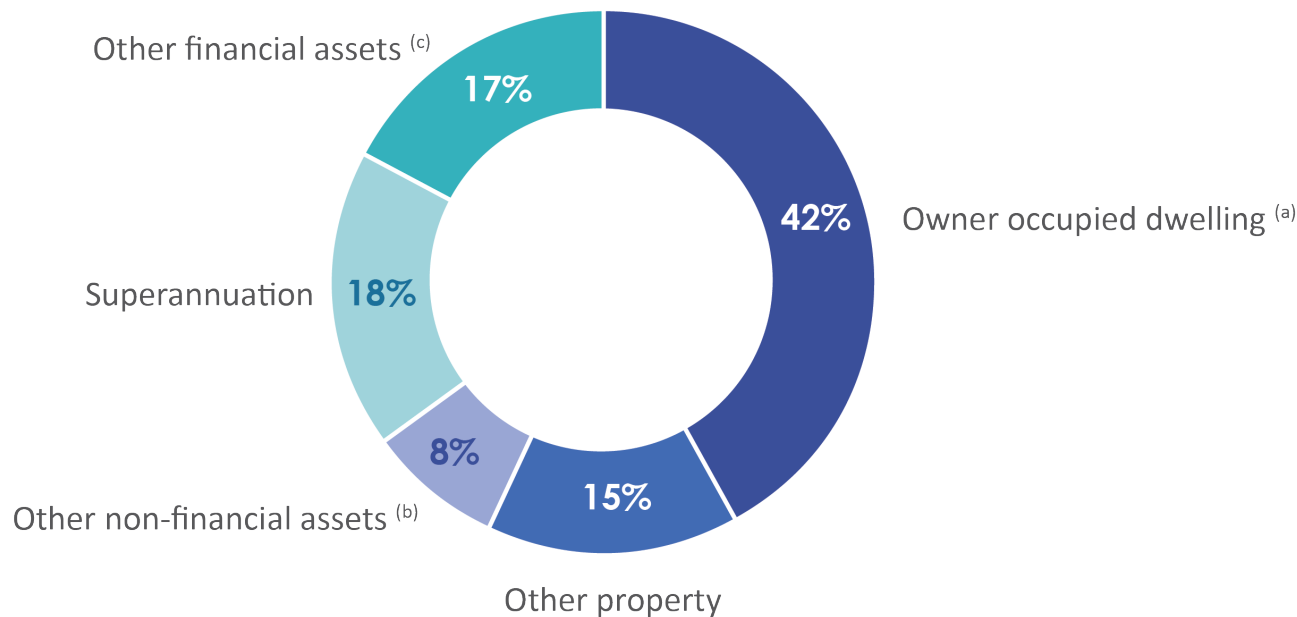


# Reinventing our business in Australia



# Broadening the 'wealth' conversation in Australia

Mean value of selected household assets

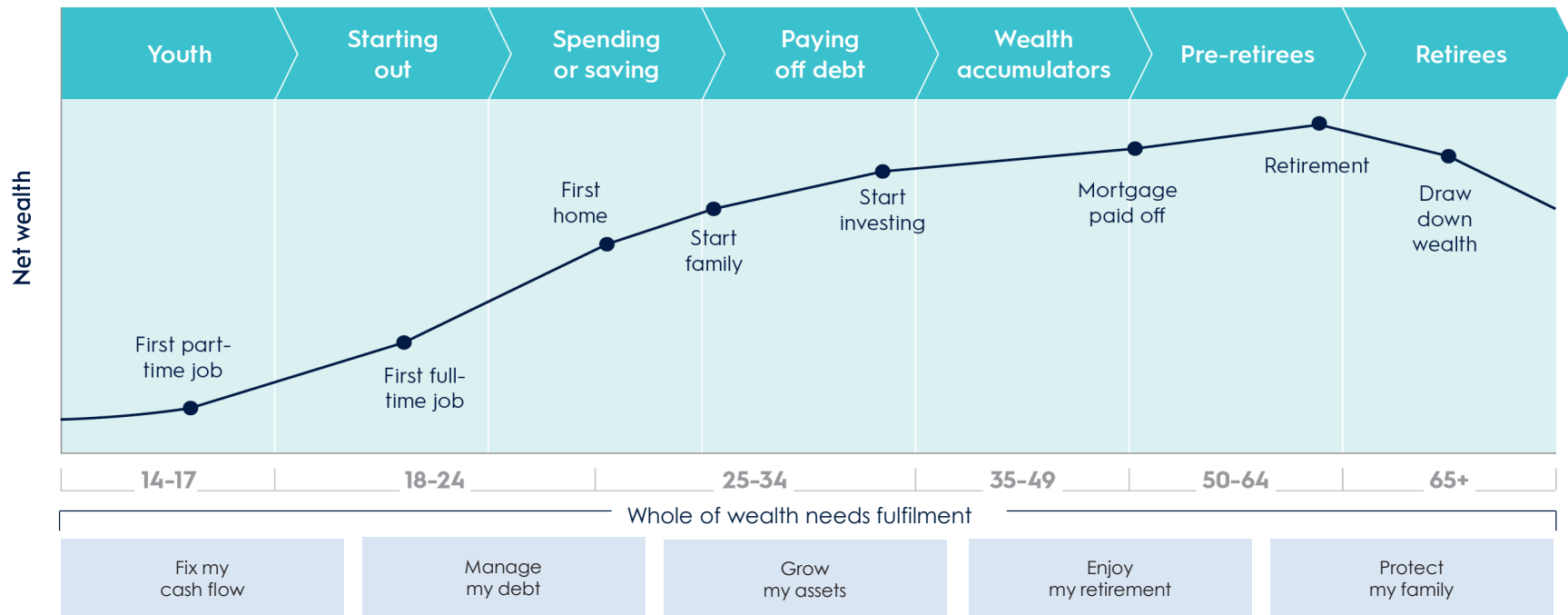


Footnotes: (a) Includes stand alone houses, semi-detached and units (b) Includes contents of dwelling and vehicles (c) Includes accounts held in financial institutions, offset accounts, shares, public unit trusts, private trusts, own business (net of liabilities)

Source: ABS Survey of Income and Housing, 2017–18

# Meeting clients' whole of wealth needs

## Example client journey

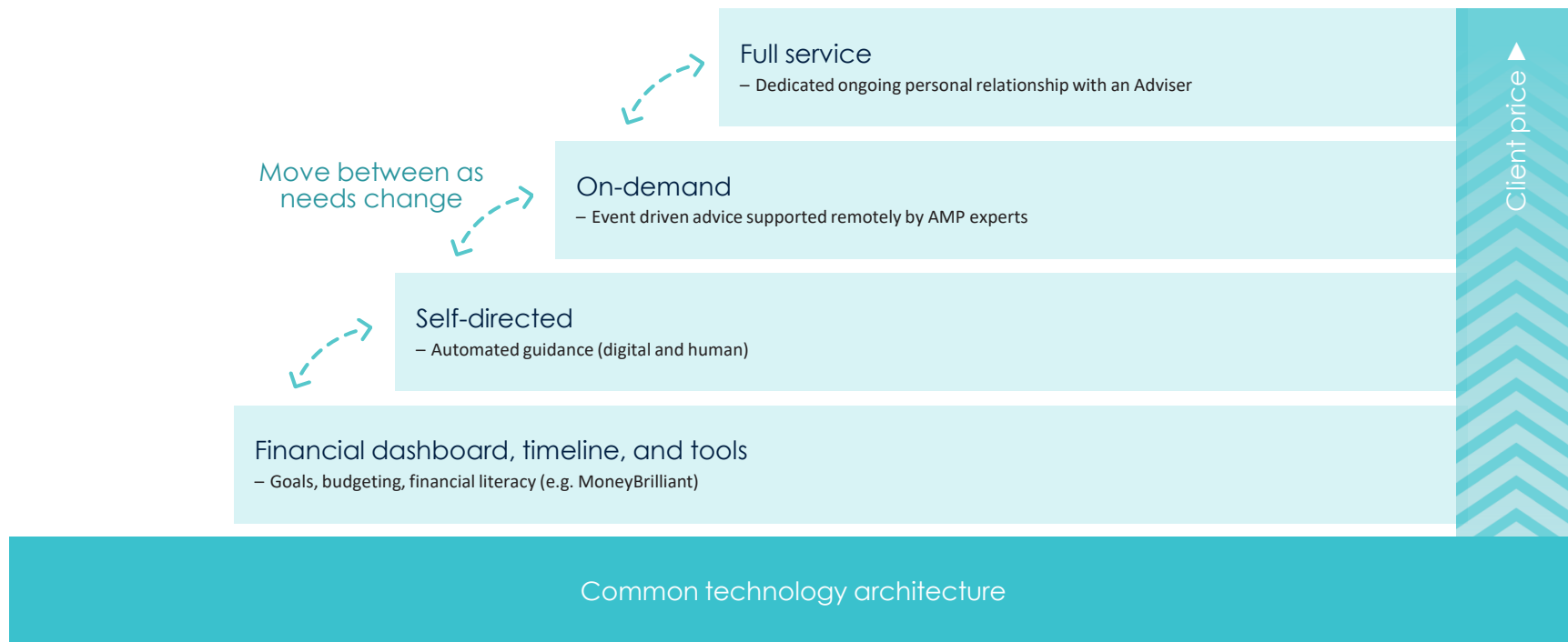


☒ Access to high performing AMP investments and superannuation products

☒ Best of breed products

☒ Manufactured and externally sourced

# Delivering advice how and when clients want it



# Growing AMP Capital internationally



## China

Build on our strong relationships, centred around AMP's two joint ventures with China Life, and explore future growth options



## Japan

Build on our strong relationship with MUFG: Trust Bank and continue to support the market shift from savings to investment products



## Rest of Asia

Accelerate our growth strategy and expand our presence in markets such as Korea, Taiwan and Singapore



## North America

Grow presence by building on our core long-term relationships, distribution capabilities and real estate partnership with PCCP



## UK/Europe

Build on our deep long term client relationships and well established distribution networks



# Transforming our culture



Client-led



Entrepreneurial mindset



Accountable

# The future

