2017 shareholder review
Our purpose is to help people own tomorrow

We help people manage their finances so they can enjoy the future they want. Whether that’s owning their own home sooner, having some support in tough times, helping their children have a better start to life, or setting themselves up for a comfortable retirement.

That’s where we can help, with our expert financial advice, offers and solutions so that customers can explore, plan, track and realise their goals.
Dividend

Total dividend for 2017

29 cents per share
up 3.6%

The final dividend of 14.5 cents per share will be paid on 28 March 2018 and will be 90% franked.

$837m

returned to shareholders in the form of dividends and dividend reinvestment plan shares for 2017.

You’re invited to an exclusive shareholder session

Join us online or in person for a free information session before the 2018 annual general meeting where you’ll have the opportunity to hear from AMP’s Chief Economist Shane Oliver.

The information session will be held in the Mayfair Ballroom, Grand Hyatt Melbourne, 123 Collins Street, Melbourne at 9.30am on Thursday 10 May 2018. All shareholders are invited to attend, or join the webcast and ask your questions at amp.com.au/ampinfosession.
Our 2017 performance

Profit attributable to shareholders

$848$m

up $1.2b

Underlying profit

$1,040$m

up 114%

Underlying profit is AMP’s preferred measure of profitability as it best reflects the operating performance of the group. It is the earnings base on which the board determines the dividend payment. The main difference between profit attributable to shareholders and underlying profit comes from movements in investment markets and one-off costs.
<table>
<thead>
<tr>
<th>Australian wealth management net cashflows</th>
<th>AMP Capital external net cashflows</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$931 m</strong></td>
<td><strong>$5,477 m</strong></td>
</tr>
<tr>
<td><strong>up 177%</strong></td>
<td><strong>up from $967m in 2016</strong></td>
</tr>
</tbody>
</table>

Customers are investing more money in our superannuation and retirement products.

AMP Capital has seen a significant increase in inflows from international clients.

<table>
<thead>
<tr>
<th>Assets under management</th>
<th>Group controllable costs (ex AMP Capital)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$257 b</strong></td>
<td><strong>$949 m</strong></td>
</tr>
<tr>
<td><strong>up 7%</strong></td>
<td><strong>down 3%</strong></td>
</tr>
</tbody>
</table>

We now manage more money for our customers in Australia and around the world.

We reduced costs across the company, while continuing to invest in our growth businesses.

<table>
<thead>
<tr>
<th>Capital held above the minimum regulatory requirement</th>
<th>Underlying return on equity</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$2.3 b</strong></td>
<td><strong>14.3%</strong></td>
</tr>
</tbody>
</table>

AMP holds capital above the minimum requirement to protect customers, creditors and shareholders against unexpected losses. This is an indication of the strength of our business.

In 2017, we increased the amount of profit we generated from the capital invested on behalf of our shareholders.

Figures compared to full year 2016 performance.
2017 delivered a strong recovery in underlying profits and solid operating performances across the business.

Since it was founded almost 170 years ago, AMP has been helping people own tomorrow and achieve their financial goals. This strong sense of social purpose drives the AMP culture and all that we do. Three core elements underpin our culture – integrity, help and performance. Integrity ensures we use our expertise to do the right thing; help is at the core of how we support our customers, and we’re driving our performance edge to deliver the best results we can for shareholders and customers.

Throughout our history, we have evolved to meet the changing needs of our customers, investors, employees and the broader community, and we will continue to do so.

In 2017, your company demonstrated its underlying strength in a competitive environment, and made a solid recovery after a challenging 2016. The business generated good operating results, with a 114% increase in underlying profit to $1,040 million and a profit attributable to shareholders of $848 million.

The results highlighted AMP’s progress in executing its strategy and setting up the business for future growth. AMP Capital and AMP Bank continued their growth momentum, while our Australian wealth management business (superannuation, retirement and financial advice) delivered a resilient performance, underpinned by strong platform cashflows, additional growth in other revenue and tight cost management. The wealth protection business (life insurance) has stabilised following comprehensive reinsurance programs and by strengthening the best estimate assumptions.

**Dividend and capital position**

AMP is in a strong financial position. At 31 December 2017 we held $2.3 billion of capital above minimum regulatory requirements. Over the last five years, gross dividends for shareholders increased by 34%, and in 2017, we also delivered an improved dividend, a total of 29 cents per share. This represents a payout of 81% of our 2017 underlying profit. Our dividend payout ratio policy is to deliver a payout of 70 to 90% of underlying profit.

The final 2017 dividend of 14.5 cents per share was franked at 90% and we will continue to purchase dividend reinvestment plan shares on market so as to avoid diluting the value of existing shares.

**Customers and community**

AMP remains focused on its commitment to customers, with a strategic objective to transform our core Australian businesses to be more customer-centred. We have a Chief Customer Officer, who as part of the Group Executive team, ensures that customers’ needs are represented at the most senior management level in the business.

We made good progress on our transformation objective by continuing to ensure that the solutions and advice we provide are centred around customers’ goals, and we have strengthened our customer support with a centralised customer advocate function to ensure that the customer perspective is given priority when there is a complaint or issue.

In 2017, the AMP Foundation continued its great work in the community, of which I’m immensely proud. Since 1992, the AMP Foundation has distributed over $91 million to help charities and individuals make a positive impact on communities in Australia and New Zealand. This continued in 2017 with a further $5.7 million distributed in the community, including more than $1 million in grants through AMP’s Tomorrow Fund to help 45 outstanding Australians achieve their goals. We also presented scholarships to 24 equally extraordinary New Zealanders.

Catherine Brenner
Chairman
AMP made good progress in transforming our core Australian business and leveraging strengths to grow into new markets.

In 2017 our focus remained on delivering on the strategy and our commitments to customers and shareholders. I’m pleased to say that we met our targets on costs, reducing group controllable costs by 3% (ex AMP Capital), and delivered an improved underlying return on equity of 14.3%. Our assets under management grew to $257 billion, up 7% from the full year 2016.

In our Australian wealth management business (superannuation, retirement and financial advice), we delivered a resilient performance during a period of high margin compression, due, in part, to a greater number of customers making changes to their superannuation accounts as a result of the MySuper transitions. We also drove new revenue from our advice and self-managed superannuation (SMSF) businesses and partially offset margin compression.

We stabilised our Australian wealth protection business (life insurance) following the strengthening of the best estimate assumptions and the completion of a comprehensive reinsurance program.

Our growing global capability in infrastructure and real estate investment drove strong cashflows in AMP Capital. We also saw double digit growth in AMP Bank’s operating earnings, while responding to tightening market regulation.

Business momentum

Financial advice remains core to our business. In 2017, we made progress in systematising the advice process by continuing to develop and deliver an end-to-end, goals-based advice system called Goals 360. We also began building a new practice management and customer relationship management system for our advisers with Salesforce. Goals 360 enhances the advice experience for customers, utilising interactive technology to explore and prioritise their goals. For advisers, it delivers a more efficient way to provide advice, enabling them to service more customers.

AMP Capital delivered another strong performance throughout the year, recording its highest external net cashflows since it was established in 2003. This reflected strong international investor interest in our fixed income, real estate and infrastructure investment capabilities.

We also continued to expand internationally, forming two new partnerships with US-based companies: PCCP, a real estate investment manager, and United Capital, an innovative advice business. Our ongoing joint ventures with national champions China Life and MUFG: Trust Bank in Japan went from strength to strength.

Strategy

In 2017 we made good progress in executing our strategy to reposition AMP as a higher growth company.

In February 2018, we announced that we were well progressed with a portfolio review of the manage for value businesses (Australian wealth protection, New Zealand and Mature), with all alternatives being considered. We expect to be in a position to provide a further update at or before the AGM in May 2018.
What we do

Our purpose is to help people own tomorrow, helping them take control of their money and achieve their financial goals.

Australian wealth management
We help our customers to save for, and to live well in retirement with our award-winning retail and corporate superannuation products, self-managed superannuation funds (SMSFs) services, as well as retirement income solutions and investments for individuals.

Our network of financial advisers provide quality financial advice, and our goals-based process enables customers to identify, plan, track and realise their goals. Through AMP Advice practices, customers have access to Goals 360, a unique goals-based advice experience, which combines interactive technology with personalised advice to help customers explore, plan, track and realise their goals.

In 2017, we helped our customers retire right by paying out $2.5 billion in Australian retirement payments including Mature payments, and NZ$98.6 million in New Zealand retirement payments. We also helped more customers achieve their goals with 67 new practices joining AMP’s financial advice network in Australia.

Australian wealth protection (life insurance)
We support our customers and their families during tough times with life insurance, income protection and disability insurance solutions. AMP is a leading life insurer and provides policies that are held by individuals or are a part of their superannuation fund.

In 2017, we paid $1.1 billion in Australian insurance claims and NZ$54.6 million New Zealand insurance claims when people needed us most.

AMP Bank
We help our customers manage their money and cashflow and support them in financing property either for residential or investment purposes. In addition, we provide financing to AMP advice businesses. Aligned with AMP’s customer focus, our mission is to help customers with their goals for life. Our products and services provide greater coverage of customer goals enabling AMP to be relevant over a wider set of financial goals, earlier in the customers’ lifecycle and with a more interactive and engaged product set. As a wealth management bank, we are conservative in our risk settings. We distribute our solutions by leveraging AMP’s network of financial advisers, third party distribution (eg mortgage brokers) and directly through phone and digital.
In 2017, we helped over 100,000 Australians with their banking needs, including providing close to 10,000 new home loans.

**AMP Capital**
We manage investments in equities, fixed income, diversified, multi-manager and multi-asset funds on behalf of clients around the world. AMP Capital also manages real estate and infrastructure assets including shopping centres, airports, trains and pipelines, with $14.8 billion in infrastructure investments managed on behalf of our clients. In Asia, we have strong partnerships with two of the leading financial services groups, MUFG: Trust Bank and China Life. We also have a newly formed partnership with PCCP, a US-based real estate investment manager, demonstrating the progress we are making toward meeting our growth ambitions overseas and in new markets.

At the close of 2017, AMP Capital managed $22 billion for international investors, including $12 billion for 291 international institutional clients.

**New Zealand financial services**
In New Zealand we provide customers with financial products and services, directly and through one of the largest networks of financial advisers in the country. In 2017, AMP was the fourth-largest KiwiSaver Scheme provider with 11% of the total KiwiSaver market and approximately 231,000 customers.

**Mature**
Through our Mature business, we manage closed insurance and superannuation products that are no longer being sold. This business is managed for yield and capital efficiency. It remains in slow decline but is expected to remain profitable for many years.

Our strategy

Our strategy is focused on delivering for both our customers and shareholders. We want to help all of our customers reach their goals, and we have embedded a deep customer focus within our business. We are also focused on accelerating the growth of our business, investing in areas where we have a distinct competitive advantage.

Helping people own tomorrow

Manage for value and capital efficiency

- Wealth Protection
  - Reinsurance to release capital
  - Focus on pricing, claims and lapse management to improve margins

- New Zealand
  - Continue to manage for yield and cost efficiency
  - Explore reinsurance opportunities

- Mature
  - Continue to manage for yield and capital efficiency

Invest to grow

- AMP Bank
  - Organic growth via integrated goals-based solutions
  - Become provider of choice to advisers and brokers
  - Conservative risk, funding and capital settings

- Australian Wealth Management
  - Greater participation in advice value chain
  - Drive productivity via technology
  - Drive professionalism and broaden offer
  - Strengthen governance and compliance

Focus on customer, cost, capital and culture
In 2018, our strategic objectives to deliver growth remain focused on:
– tilting our investment to the high growth businesses in our portfolio
– completing the customer-centred transformation of our core Australian businesses
– expanding internationally
– managing costs and driving efficiency across the group.

We manage our portfolios in three ways:
– managing for value and capital efficiency: in those businesses with slower growth or where we don’t have distinctive advantage (Australian wealth protection, New Zealand, Mature).
– investing to grow: where we do have distinctive competitive advantage and where the market fundamentals are attractive (Australian wealth management, AMP Bank, AMP Capital).
– leveraging our strengths into selective new geographies and markets.
Our 2017 business performance

In 2017, we made good progress on our strategic objectives, investing in our growth businesses, expanding internationally, becoming more efficient and managing costs, as well as strengthening our focus on delivering for our customers.

**Tilting investment to our high growth businesses**

In 2017, we completed a comprehensive reinsurance program in our wealth protection (life insurance) business that released approximately $548 million in capital to AMP. This reduced the risk and capital intensity of the insurance business, and also provided capital to invest in AMP Bank, AMP Capital and in our wealth management business, funding the purchase of advice practice registers.

**Completing the customer-centred transformation of our business**

In our Australian wealth management business, we continued to develop and deliver our new end-to-end, goals-based advice system, Goals 360. We also focused on driving additional revenue growth from our advice and SMSF (SuperConcepts) businesses. That included looking for opportunities to take partial equity stakes in advice practices and purchasing and retaining clients’ registers to provide new revenue streams.

We continued to develop services for our SMSF customers. SuperConcepts launched a new online product marketplace called Connected Services, which enables SMSF members to access a range of products and services from third party providers to help manage their fund in a convenient and paperless way.

We sustained investment in AMP Bank, which grew throughout the year despite increasing regulation on lending. AMP also maintained its conservative credit policy. The bank’s total home loan book grew by $2.3 billion to $19.4 billion, representing an increase of 14% from 2016.
Expanding internationally
In 2017, we further strengthened our strategic partnerships with national champions, China Life in China, and MUFG: Trust Bank in Japan. Our Chinese joint ventures continued to grow, increasing both cashflows and market share, and we achieved good traction in the Japanese institutional marketplace.

We formed a partnership with US advice business United Capital. United Capital is one of the fastest growing financial life management businesses in the US, with a goals-based advice approach and philosophy similar to AMP. We also acquired a minority stake in US real estate investment manager PCCP, a real estate debt and equity manager which invests mainly in mid-market real estate developments in the US.

Managing costs and driving efficiency
Throughout 2017 we continued to deliver cost efficiencies, meeting our target to reduce controllable costs by 3% for the full year (ex AMP Capital).

In our Australian wealth management business, we were vigilant on controllable costs, containing them to an increase of only 1%. In AMP Capital, controllable costs increased by 5%, reflecting continued investment in real asset capabilities, growth initiatives and international expansion. AMP Capital’s cost to income ratio still fell within the target range.
From the left, back row; Mike Wilkins AO, Vanessa Wallace, Geoff Roberts, Catherine Brenner, Craig Meller, Patricia (Patty) Akopiantz, Trevor Matthews. Front row, Peter Varghese AO, Holly Kramer, Andrew Harmos.

**Catherine Brenner**  
**Independent Chairman**  
BEC, LLB, MBA  
Chairman since June 2016 and director since June 2010, Catherine is Chairman of the Nomination and Governance Committee and a member of the People and Remuneration Committee. She was also Chairman of AMP Life and NMLA and a member of their Audit Committees and Risk Committees until June 2016. Catherine is a former senior investment banker and corporate lawyer with experience in corporate advisory and equity capital markets. She is a Director of Boral, Coca-Cola Amatil and SCEGGS Darlinghurst, and a Trustee of the Art Gallery of NSW.

**Craig Meller**  
**Chief Executive Officer**  
BSc (Hons)  
Chief Executive Officer (CEO) since January 2014, Craig is a Director of AMP Life and NMLA. Craig joined AMP in 2001 and prior to becoming CEO was Managing Director of AMP Financial Services. He is a member of the Financial Sector Advisory Council.

**Patricia (Patty) Akopiantz**  
**Independent Director**  
BA, MBA  
Director since March 2011, Patty is Chairman of the People and Remuneration Committee, and a member of the Risk Committee and Nomination and Governance Committee. She is also Chairman of AMP Bank and a member of its Audit and Risk Committees. Patty has over 25 years’ senior management and consultancy experience, primarily in the retail and consumer industries in Australia and overseas. She is a Director of Ramsay Health Care and Belvoir St Theatre.

**Andrew Harmos**  
**Independent Director**  
BCom, LLB (Hons)  
Director since June 2017, Andrew is a member of the Audit and Risk Committees. Since 2013 he has been a Director of AMP Life and NMLA and is Chairman of the Audit Committees and a member of the Risk Committees of both life company boards. Andrew is an experienced lawyer and corporate adviser, with significant experience in providing strategic board, governance and
transaction advice across the Asia Pacific region. He is a Director of Scentre Group and a member of the New Zealand Arts Foundation Finance Committee.

Holly Kramer
Independent Director BA (Hons), MBA
Director since October 2015, Holly is a member of the Audit Committee. She is also a Director of AMP Bank, Chairman of its Audit Committee and a member of its Risk Committee. Holly served as a Director of AMP Life and NMLA from May 2016 until February 2017. Holly has considerable retail, marketing and digital experience with more than 20 years spent in general management, marketing and sales roles for customer-focussed organisations. She is Deputy Chair of Australia Post, a Director of Woolworths, Southern Phone Company and The GO Foundation, and a member of the Board of Trustees of Western Sydney University.

Trevor Matthews
Independent Director MA
Director since March 2014, Trevor is a member of the Audit and Risk Committees. He is also Chairman of AMP Life and NMLA and a member of their respective Audit and Risk Committees. An actuary with more than 40 years’ experience in financial services, Trevor has expertise in life insurance, general insurance, wealth management, banking, investment management and risk. He is Chairman of 1st Group and the NSW State Insurance Regulatory Authority and a Fellow of the Institute of Actuaries in Australia and the UK.

Geoff Roberts
Independent Director BCom, MBA
Director since July 2016, Geoff is Chairman of the Audit Committee. He became a member of the Risk Committee in January 2018. He was a Director of AMP Life and NMLA, and a member of the Audit Committee of each from July 2011 until March 2012. He has more than 30 years’ experience in financial services across Australia, Asia and Europe, with a particular focus on accounting, financial management and strategy. Geoff is a Fellow of Chartered Accountants Australia and New Zealand.

Peter Varghese AO
Independent Director BA (Hons)
Director since October 2016, Peter is a member of the Risk Committee and the Nomination and Governance Committee. He is also a Director of AMP Capital Holdings and a member of its Audit and Risk Committee. Peter has 38 years’ experience in public service, including senior positions in foreign affairs, trade policy and intelligence. Peter was made an Officer of the Order of Australia in 2010 for distinguished service to public administration. He is Chancellor of the University of Queensland and Chairman, Queensland Health Export and Investment Advisory Council.

Vanessa Wallace
Independent Director BCom, MBA
Director since March 2016, Vanessa is a member of the People and Remuneration Committee. She is also Chairman of AMP Capital Holdings and a member of its Audit and Risk Committee. Vanessa has over 30 years’ experience consulting to the financial services sector across Asia Pacific. Vanessa is a Director of Wesfarmers and SEEK, a Member of the Chairman’s Council of the Australian Chamber Orchestra and a Member of the MS Research Australia Leadership Council.

Mike Wilkins AO
Independent Director BCom, MBA
Director since September 2016, Mike is Chairman of the Risk Committee and a member of the Audit Committee. He is also a Director of AMP Life and NMLA, a member of their Audit Committees and Chairman of the Risk Committees of both boards. Mike has more than 30 years’ experience in financial services in Australia and Asia. Mike was made an Officer of the Order of Australia in 2017 for distinguished service to the insurance industry. He is a Director of QBE Insurance Group and Medibank Private and a Fellow of Chartered Accountants Australia and New Zealand.

Remuneration

Remuneration at AMP is designed to align the interests of employees with the creation of value for shareholders.

Heading into 2017, the board and management were determined to drive improved returns for shareholders. To this end, early in the year we made a number of key changes designed to turn around short-term performance and drive longer term growth. We announced a clear five-year portfolio strategy and introduced both a new organisational structure and operating model. This resulted in a number of changes to the AMP leadership team.

The 2017 remuneration outcomes reflect the group’s improved financial performance and delivery against strategic priorities. However, despite delivering solid operating results, the board determined that the overall STI outcomes were slightly ‘below target’ at 90% of target (or 56% of maximum), resulting in a pool of $75 million. This decision reflects the rigour and discipline applied to setting and measuring progress against targets and is consistent with the approach taken in 2016 when a zero STI outcome was applied to executives in reflection of poor financial performance.

Overall the board assessed the CEO’s performance as on target. Despite his performance being on target, consistent with the board philosophy of linking the CEO STI outcome closely to the overall STI scorecard outcome, the CEO received an allocation of $2,147,000, which is 90% of his target opportunity or 56% of his maximum opportunity.

Fixed remuneration increases were limited to where there was a change in role as a result of the new organisation structure. The CEO did not receive an increase in fixed remuneration in 2017.

The performance hurdles were not met and so no portion of the long-term incentive (LTI) granted in 2014 vested.

There was no increase to non-executive directors’ fees in 2017. The board completed a review of the governance structure of the key operating subsidiary boards in 2017. This resulted in an annual saving of $836,500 in Life board director fees.
## Board remuneration

<table>
<thead>
<tr>
<th>Name</th>
<th>2016</th>
<th>2017</th>
<th>Fees and benefits $'000</th>
<th>Super-annuation $'000</th>
<th>Total remuneration $'000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Catherine Brenner</strong></td>
<td></td>
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<tr>
<td>Chairman</td>
<td>483</td>
<td>640</td>
<td></td>
<td>20</td>
<td>660</td>
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<tr>
<td><strong>Patricia Akopiantz</strong></td>
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<tr>
<td>Non-executive Director</td>
<td>352</td>
<td>393</td>
<td></td>
<td>20</td>
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<tr>
<td><strong>Andrew Harmos</strong></td>
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<tr>
<td>Non-executive Director</td>
<td>–</td>
<td>192</td>
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<td>12</td>
<td>204</td>
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<td><strong>Holly Kramer</strong></td>
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<tr>
<td>Non-executive Director</td>
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<td><strong>Trevor Matthews</strong></td>
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<td><strong>Geoff Roberts</strong></td>
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<tr>
<td>Non-executive Director</td>
<td>114</td>
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<td>20</td>
<td>263</td>
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<tr>
<td><strong>Peter Varghese</strong></td>
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<tr>
<td>Non-executive Director</td>
<td>70</td>
<td>301</td>
<td></td>
<td>28</td>
<td>329</td>
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<td><strong>Vanessa Wallace</strong></td>
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<tr>
<td>Non-executive Director</td>
<td>260</td>
<td>346</td>
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<td><strong>Mike Wilkins</strong></td>
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<td>92</td>
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<td><strong>Total</strong></td>
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<tr>
<td>2016</td>
<td>3,000</td>
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<td>188</td>
<td>3,457</td>
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<tr>
<td><strong>Total</strong></td>
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<td>2016</td>
<td>3,000</td>
<td>3,269</td>
<td></td>
<td>188</td>
<td>3,457</td>
</tr>
</tbody>
</table>

1 Total fees and benefits includes all board and committee member fees and other short-term benefits as per the statutory table in section 7.2 of the remuneration report in the 2017 annual report.
2 Totals for 2017 include payments for former Non-executive Director Peter Shergold.
3 Totals for 2016 include payments for former Non-executive Directors Simon McKeon, Brian Clark, John Palmer and Peter Shergold.
## Executive remuneration

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<tbody>
<tr>
<td>Craig Meller</td>
<td>Chief Executive Officer and Managing Director</td>
<td>1,969</td>
<td>1,958</td>
<td>1,288</td>
<td>996</td>
<td>2,028</td>
<td>596</td>
<td>96</td>
<td>2,954</td>
<td>5,285</td>
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<td>Gordon Lefevre</td>
<td>Chief Financial Officer</td>
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<td>1,021</td>
<td>651</td>
<td>474</td>
<td>775</td>
<td>478</td>
<td>75</td>
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<td>Craig Ryman</td>
<td>Group Executive, Technology and Operations</td>
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<td>492</td>
<td>250</td>
<td>456</td>
<td>251</td>
<td>46</td>
<td>1,710</td>
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<td>Paul Sainsbury</td>
<td>Group Executive, Wealth Solutions and Customer</td>
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<td>896</td>
<td>651</td>
<td>370</td>
<td>740</td>
<td>378</td>
<td>74</td>
<td>1,266</td>
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<td>Brian Salter</td>
<td>Group General Counsel</td>
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<td>848</td>
<td>463</td>
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<td>618</td>
<td>283</td>
<td>66</td>
<td>1,952</td>
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<tr>
<td>Adam Tindall</td>
<td>Chief Executive Officer, AMP Capital</td>
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<td>1,430</td>
<td>1,271</td>
<td>898</td>
<td>643</td>
<td>90</td>
<td>2,738</td>
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</tr>
<tr>
<td>Fiona Wardlaw</td>
<td>Group Executive, People and Culture</td>
<td>769</td>
<td>727</td>
<td>459</td>
<td>303</td>
<td>549</td>
<td>312</td>
<td>57</td>
<td>1,777</td>
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<tr>
<td>Megan Beer</td>
<td>Group Executive, Insurance</td>
<td>907</td>
<td>–</td>
<td>520</td>
<td>–</td>
<td>303</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>1,730</td>
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<tr>
<td>Sally Bruce</td>
<td>Group Executive, AMP Bank</td>
<td>766</td>
<td>–</td>
<td>394</td>
<td>–</td>
<td>274</td>
<td>–</td>
<td>–</td>
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<td>1,434</td>
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<tr>
<td>Saskia Goedhart</td>
<td>Chief Risk Officer</td>
<td>741</td>
<td>–</td>
<td>142</td>
<td>–</td>
<td>269</td>
<td>–</td>
<td>–</td>
<td>–</td>
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<tr>
<td>Helen Livesey</td>
<td>Group Executive, Public Affairs and Chief of Staff</td>
<td>654</td>
<td>–</td>
<td>469</td>
<td>–</td>
<td>185</td>
<td>–</td>
<td>–</td>
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<td>1,308</td>
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<tr>
<td>Jack Regan</td>
<td>Group Executive, Advice and New Zealand</td>
<td>1,168</td>
<td>–</td>
<td>591</td>
<td>–</td>
<td>222</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>1,981</td>
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<td>2017 total</td>
<td></td>
<td>11,493</td>
<td>7,550</td>
<td>7,317</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>26,360</td>
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<tr>
<td>2016 total</td>
<td></td>
<td>9,878</td>
<td>1,271</td>
<td>4,561</td>
<td>1,728</td>
<td>–</td>
<td>–</td>
<td>17,438</td>
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</table>

1 Fixed remuneration includes cash salary, other short-term benefits, superannuation benefits and other long-term benefits as per the statutory remuneration table in section 8.3.1 of the remuneration report.

2 The minimum future value for these awards is nil and the maximum amount expensed by AMP is the fair value at grant date. The fair value has been calculated as at the grant date by external consultants, using a Monte Carlo simulation for the TSR performance rights and a discounted cash flow methodology for the RoE performance rights. The fair values have been discounted for foregone dividends and for the TSR performance rights, the risk of performance conditions not being met. The value of the award made in any year is amortised over the vesting period.

3 Totals for 2016 include former executives Pauline Blight-Johnston, Rob Caprioli, Matthew Percival and Wendy Thorpe (including applicable termination payments as disclosed in the 2016 remuneration report).
Important dates for shareholders

May 2018

10  Shareholder information session
    Annual general meeting
    First quarter cashflows and assets under management (AUM) announcement

August 2018

9   2018 half year results

22  Ex-dividend date for 2018 interim dividend (Australia and New Zealand)

23  Record date for 2018 interim dividend

24  Dividend reinvestment plan record date for 2018 interim dividend

September 2018

28  Payment date for 2018 interim dividend

October 2018

26  Third quarter 2018 cashflow and AUM announcement

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