# **ASX** Announcement



22 March 2016

Manager ASX Market Announcements Australian Securities Exchange Level 4, 20 Bridge Street Sydney NSW 2000

Announcement No: 08/2016 AMP Limited (ASX/NZX: AMP) Client and Market Services Team NZX Limited Level 1, NZX Centre, 11 Cable Street PO Box 2959 Wellington, New Zealand

Part One: 2015 annual report

Part Two: 2015 corporate governance statement and Appendix 4G

Part Three: 2015 shareholder review

Part Four: 2016 notice of annual general meeting and proxy form





# 2016 notice of meeting

Your guide to AMP Limited's 2016 annual general meeting



# Dear shareholder

It is my pleasure to invite you to the 2016 annual general meeting (AGM) of AMP Limited (AMP).

The meeting will be held in the Savoy Ballroom, Grand Hyatt Melbourne, 123 Collins Street, Melbourne, Victoria, Australia on Thursday 12 May 2016, commencing at 11am. Shareholders attending the AGM can register from 8.30am at the venue. Information on how to get to the Grand Hyatt Melbourne is on page 4.

This event is an opportunity for you to share your views directly with the board and senior management team and hear from them about your company's progress and plans for the future. We encourage all shareholders to join us either in person or via the live webcast at amp.com.au/agm. If you are unable to attend, we are pleased to offer you the opportunity to ask questions via the live webcast and also appoint a proxy before the meeting either by post or online.

At the meeting, you will have the opportunity to vote on:

- the re-election of myself, Simon McKeon, as a director of AMP
- the election of Holly Kramer and Vanessa Wallace as directors of AMP
- the adoption of the remuneration report as set out on pages 24 to 44 of the AMP 2015 annual report, and
- the approval of the chief executive officer's (CEO's) long-term incentive for 2016.

# You're invited to an exclusive shareholder session

Join AMP online or in person for a free information session. Hear from specialists including Shane Oliver, AMP's Chief Economist, on changing market conditions and ideas to help secure your financial future.

When 9.30am (Melbourne time) Thursday 12 May 2016

Where Mayfair Ballroom, Grand Hyatt Melbourne, 123 Collins Street,

Melbourne, Victoria, Australia

Online View the webcast live and ask questions or view the archive at

amp.com.au/secureyourfuture

This event will be followed by the AMP 2016 AGM.

The following pages contain details of the items of business for the meeting and the voting procedures.

I would like to take this opportunity to thank John Palmer and Brian Clark for their services to AMP. After almost nine years on the board, John and Brian have announced their intentions to retire as directors of AMP at the end of the AGM. John has not only been part of the AMP Limited Board but has also served as a non-executive director of AMP Life Limited, The National Mutual Life Association of Australasia Limited (NMLA) and AMP Capital Holdings Limited. Similarly, Brian has served on the boards of both AMP Limited and AMP Capital Holdings Limited, having also chaired the AMP Capital Board. Their extensive knowledge and sound judgement have proved invaluable over the years, and we greatly appreciate the contribution they have made to our company.

We are pleased to once again host a free information session for shareholders prior to the AGM. This is an opportunity for you to hear from a panel of specialists chaired by Shane Oliver, AMP's Chief Economist, on making the most of your circumstances to secure your future. The information session will be held in the Mayfair Ballroom, Grand Hyatt Melbourne at 9.30am on Thursday 12 May 2016, and shareholders will have the opportunity to ask questions of AMP's financial advisers during the morning. All shareholders are invited to attend the event in person or join the webcast and ask questions at amp.com.au/secureyourfuture.

I look forward to welcoming you to our 2016 AGM.

Simon McKeon AO

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Chairman

# Details of the meeting

AMP's 2016 AGM will be held on Thursday 12 May 2016, commencing at 11am (Melbourne time) in the Savoy Ballroom, Grand Hyatt Melbourne, 123 Collins Street, Melbourne, Victoria, Australia. Registration will open at 8.30am (Melbourne time).

# How to watch the meeting and ask questions live online

You can watch a live webcast of the meeting and ask questions at amp.com.au/agm.



# How to get to the meeting

Grand Hyatt Melbourne is located in the centre of Melbourne on Collins Street.

**Tram:** the closest tram stop is 101 Collins Street.

Train: the closest train stations are Flinders Street Station and Parliament Station.

Car: parking is available at Grand Hyatt Melbourne, or parking stations on Collins and Flinders Streets.

Accessibility: attendees requiring lift access should use the Russell Street entrance and go to level 8.

# AMP 2015 annual report

A copy of the AMP 2015 annual report (including the financial report, directors' report and auditor's report for the year ended 31 December 2015) is available online at amp.com.au/2015annualreport.

Certain terms used in this notice have the meanings given to them on page 19. Unless otherwise specified, all amounts are in Australian dollars.

# Items of business

# Item 1: Financial report, directors' report and auditor's report

To receive and consider the financial report, the directors' report and the auditor's report for the year ended 31 December 2015.

Shareholders will be asked to consider and, if thought fit, to pass the resolutions below, which will be proposed as ordinary resolutions.

#### Item 2: Re-election and election of directors

- (a) To re-elect Simon McKeon as a director.
- (b) To elect Holly Kramer as a director.
- (c) To elect Vanessa Wallace as a director.

# Item 3: Adoption of remuneration report

To adopt the remuneration report for the year ended 31 December 2015.

#### Item 4: Approval of the chief executive officer's long-term incentive for 2016

To approve the acquisition by the chief executive officer of AMP Limited, Craig Meller, of: (a) performance rights as the chief executive officer's long-term incentive for 2016, and (b) shares in AMP Limited on the vesting of some or all of those performance rights, as described in the explanatory notes to the notice convening the meeting.

# Note: Voting exclusions for items 3 and 4

Item 3: AMP will disregard any votes cast on item 3:

- by or on behalf of a member of the key management personnel (KMP) whose remuneration details are included in the remuneration report for the year ended 31 December 2015 or a closely related party of a member of the KMP, in any capacity, or
- as a proxy by a person who has become a member of the KMP by the time of the AGM, or by any closely related party of a member of the KMP,

unless the vote is cast as proxy for a person who is entitled to vote on item 3 and:

- the vote is cast in accordance with directions on the proxy form specifying how the proxy is to vote, or
- the vote is cast by the chairman of the meeting and the proxy form authorises him to vote as he decides on item 3.

Item 4: AMP will disregard any votes cast on item 4:

- by or on behalf of Craig Meller or his closely related parties, in any capacity, or
- as a proxy by a member of the KMP or a closely related party of a member of the KMP, unless the vote is cast as proxy for a person who is entitled to vote on item 4 and:
- the vote is cast in accordance with directions on the proxy form specifying how the proxy is to vote, or
- the vote is cast by the chairman of the meeting and the proxy form authorises him to vote as he decides on item 4.

Please read the information under the heading Chairman of the meeting as proxy, on page 7, which deals with the chairman's voting of proxies on items 3 and 4.

The proposed items of business should be read in conjunction with the explanatory notes on pages 8 to 17.

# How to vote

As a shareholder, you can vote on the items of business by:

- attending the meeting, or
- appointing a proxy, representative or attorney to attend the meeting and vote on your behalf.

#### Voting at the meeting

The board has determined that you will be entitled to attend and vote at the meeting if you are a registered shareholder of AMP at 7pm (Melbourne time) on Tuesday 10 May 2016. You will be entitled to vote in respect of the number of AMP shares registered in your name at that time.

Voting on all items of business at the meeting will be conducted by poll.

#### Appointing a proxy

A shareholder who is entitled to attend and vote at the meeting may appoint a proxy to attend and vote at the meeting on their behalf. A proxy does not need to be a shareholder of AMP.

If a shareholder is entitled to cast two or more votes at the meeting, the shareholder may appoint two proxies and may specify the percentage or number of votes each proxy can exercise. If the proxy form does not specify the percentage or number of the shareholder's votes that each proxy may exercise, each proxy may exercise half of the shareholder's votes on a poll. Fractions will be disregarded.

Completed proxy forms (and any necessary supporting documents) must be received by AMP no later than 11am (Melbourne time) on Tuesday 10 May 2016.

#### Submitting your proxy form

You can submit your proxy form in the following ways:

**Online** by visiting investorvote.com.au on your computer or smartphone.

You will need the control number and holder number shown on your proxy form to submit your form online. To use the smartphone voting service, scan the QR code which appears at the top of your proxy form and follow the instructions provided or go to investorvote.com.au from your smartphone. To scan the code, you need to have already downloaded a free QR code reader app to your smartphone. When scanned, the QR code will take you directly to the mobile voting site. Participating intermediaries can lodge their form online through intermediaryonline.com.

By post using the envelope provided or by posting it to:

Australia Reply paid 2980, Melbourne VIC 8060

New Zealand PO Box 91543, Victoria Street West, Auckland 1142 Other countries GPO Box 2980, Melbourne VIC 3001, Australia

By fax:

Australia 1300 301 721 New Zealand 09 488 8787 Other countries +613 9473 2555

By post or hand delivery to:

AMP's registered office 33 Alfred Street, Sydney NSW 2000, Australia

or the AMP share registry

Australia Level 4, 60 Carrington Street, Sydney NSW 2000, Australia

New Zealand Level 2, 159 Hurstmere Road, Takapuna, Auckland 0622, New Zealand

# **Power of attorney**

If the proxy form is signed under a power of attorney on behalf of a shareholder, then the attorney must make sure that either the original power of attorney or a certified copy is sent with the proxy form, unless the power of attorney has already been provided to the AMP share registry. A proxy cannot be appointed under a power of attorney or similar authority online.

# Attending the meeting

If you will be attending the meeting, please bring your personalised proxy form with you to assist registration.

If a representative of a corporate shareholder or a corporate proxy will be attending the meeting, the representative will need to bring to the meeting adequate evidence of their appointment unless this has previously been provided to the AMP share registry. An appointment of corporate representative form may be obtained from the AMP share registry or online at computershare.com.au (go to the Investor Centre and click on the Forms icon under the Help menu).

# Chairman of the meeting as proxy

AMP encourages you to consider directing your proxy how to vote by marking the appropriate box on each of the proposed resolutions on the proxy form.

If you appoint the chairman of the meeting as your proxy (or the chairman becomes your proxy by default) and you do not direct your proxy how to vote on the proposed resolutions set out in this notice, then you will be authorising the chairman of the meeting to vote as he decides on the proposed resolutions (even though items 3 and 4 are connected with the remuneration of members of the KMP).

The chairman of the meeting intends to vote, as your proxy, in favour of each of the proposed resolutions (where permissible).

If you do not want the chairman of the meeting to vote as your proxy in favour of any proposed resolution, you need to direct your proxy to vote against, or to abstain from voting on, the relevant resolution by marking the appropriate box on the proxy form.

If you appoint someone as your proxy (other than the chairman of the meeting) and direct them how to vote, the chairman must cast those proxy votes on your behalf on a poll if your proxy does not do so.

# Other key management personnel as proxy

If you appoint a director (other than the chairman of the meeting) or another member of the KMP (or a closely related party of a member of the KMP) as your proxy, you should direct them how to vote on items 3 and 4 by marking the appropriate boxes. If you do not do so, AMP will disregard those proxy votes on items 3 and 4.

By order of the board.

**David Cullen** 

Company Secretary, 4 March 2016

# Explanatory notes

The information below is an explanation of the business to be considered at the 2016 AGM.

# Item 1: Financial report, directors' report and auditor's report

The AMP 2015 annual report (which includes the financial report, the directors' report and the auditor's report) will be presented to the meeting. Shareholders can access a copy of the annual report at amp.com.au/2015annualreport. A printed copy of the AMP 2015 annual report has been sent only to those shareholders who have elected to receive a hard copy. To receive a printed copy of the annual report, free of charge, please contact the AMP share registry.

During this item, shareholders will be given an opportunity to ask questions about, and make comments on, the 2015 annual report and AMP's management, business, operations, financial performance and business strategies.

Shareholders will also be given an opportunity to ask a representative of AMP's auditor, Ernst & Young, questions relevant to the conduct of the audit, the preparation and content of the auditor's report, the accounting policies adopted by AMP in relation to the preparation of the financial statements, and the independence of the auditor in relation to the conduct of the audit.

If you would prefer to submit a written question to the auditor, please do so in accordance with the instructions on page 18 under the heading Questions from shareholders. All written questions to the auditor must be received by no later than Thursday 5 May 2016.

#### Item 2: Re-election and election of directors

# Who is standing for re-election?

Simon McKeon, Chairman and a non-executive director of the AMP Limited Board, is retiring in accordance with AMP's constitution.

Simon was first elected by shareholders at the AGM in 2013. He is eligible to be re-elected as a director of AMP and intends to offer himself for re-election.

The board considers Simon to be independent and free from any business or other relationship that could materially interfere with, or could reasonably be perceived to materially interfere with, the independent exercise of his judgement.

A profile of Simon is included below.

#### Simon McKeon AO

BCom. LLB

Simon was appointed to the AMP Limited Board in March 2013 and assumed the role of Chairman in May 2014. He also became a member of the Nomination and Governance Committee and the People and Remuneration Committee in May 2014.

# Experience

Simon is a specialist in corporate mergers and acquisitions, fund raising and strategic advice. In his 30 year career, he has worked with Macquarie Group, ultimately as Chairman of its Melbourne office, and as a solicitor with Dawson Waldron. He continues to consult to Macquarie and is Chancellor of Monash University.







Simon McKeon AO

**Holly Kramer** 

Vanessa Wallace

Simon has served as Chairman of CSIRO and MYOB and was the Founding President of the Australian Takeovers Panel. He is the inaugural President of the Review Panel for the banking industry's Banking and Finance Oath, is a member of the Australian Institute of Company Directors' Chairman's Forum and was the 2011 Australian Banking Ambassador of the Year.

Simon was Australian of the Year in 2011 and was made an Officer of the Order of Australia in 2012 for distinguished service to business, commerce and the community as a supporter of national and international charitable, educational and sporting organisations. In 2015, Simon was awarded an honorary Doctorate of Public Health by La Trobe University.

# Government and community involvement

- Australia Day Ambassador for the Victorian Government
- Director of Red Dust Role Models
- Member of the Big Issue Advisory Board
- Chairman of In2Science

#### **Board recommendation**

The board has undertaken a review of Simon's performance and, with Simon abstaining, unanimously recommends his re-election.

#### Who is standing for election?

Holly Kramer and Vanessa Wallace are eligible to be elected as directors of AMP and intend to offer themselves for election. Holly, an expert in retail and marketing, was appointed to the board in October 2015 and Vanessa, an experienced financial services consultant, will join the board from 1 March 2016.

The board considers both Holly and Vanessa to be independent and free from any business or other relationship that could materially interfere with, or could reasonably be perceived to materially interfere with, the independent exercise of their judgement.

A profile of each candidate is included on the following page.

# **Holly Kramer**

BA. MBA

Holly was appointed to the AMP Limited Board in October 2015 and was appointed a member of the Audit Committee in November 2015.

# Experience

Holly has more than 20 years experience in general management, marketing and sales for customer-focused organisations. Most recently, Holly was Chief Executive Officer of apparel retailer Best & Less, where she transformed the business and returned it to growth and profitability. Holly has also held senior executive and marketing roles with Pacific Brands, Telstra, eCorp and the Ford Motor Company.

# Listed directorships

- Director of Nine Entertainment Co. Holdings Limited (appointed May 2015)
- Director of Woolworths Limited (appointed February 2016)

# Government and community involvement

- Director of Australia Post
- Director of Southern Phone Company Limited
- Director of the Alannah and Madeleine Foundation

#### **Board recommendation**

The board, with Holly abstaining, unanimously recommends her election.

#### Vanessa Wallace

BCom, MBA

Vanessa was appointed to the AMP Limited Board, and as a member of the Risk Committee and the People and Remuneration Committee, from 1 March 2016.

#### Experience

Vanessa has over 30 years experience consulting to the financial services sector across Asia Pacific, most recently as Executive Chairman of Strategy& Japan Inc which formed from the merger of PwC and Booz & Company. Previously, she was Booz & Company's financial services practice leader and held multiple governance roles at the highest level within Booz's global partnership including member of the board. She was actively involved in the firm's strategy and customer, channels and markets activities which focused on areas such as customer experience, offer design and channels to market across a number of industries. Vanessa also has experience in mergers and acquisitions and post-merger integration.

### Listed directorship

Director of Wesfarmers Limited (appointed July 2010)

#### Government and community involvement

- Member of the Chairman's Council of the Australian Chamber Orchestra Pty Ltd

#### Board recommendation

The board unanimously recommends her election.

# Item 3: Adoption of remuneration report

Remuneration at AMP is designed to align the interests of employees with the creation of value for shareholders. During 2015, there were minimal changes to the structure of AMP's remuneration or the remuneration received by the executives and non-executive directors.

- Salary costs continued to be closely managed and on average AMP employees received an increase in salary of 2.3%.
- Short-term incentive (STI) awards are closely linked to company performance against the STI scorecard. In 2015, AMP achieved 10% growth in profit attributable to shareholders and 7% growth in underlying profit. However, this year's growth was not as strong as 2014, and AMP did not meet all of its STI targets. Therefore the 2015 STI pool was reduced by 11%.
- The methodology for determining the number of rights to be granted to executives under the long-term incentive (LTI) plan changed from fair value to face value. This approach uses the actual share price at the time of the grant, providing shareholders with increased transparency of the maximum potential LTI vesting outcome for executives.
- Following a review of non-executive director fees, board and committee fees were increased by 3% to ensure they remain competitive in the market and AMP can continue to attract and retain high calibre board members.
- The non-executive director fee pool was increased to \$4,620,000 following support from shareholders at the 2015 annual general meeting.

Further information is available in the remuneration report, which appears on pages 24 to 44 of the AMP 2015 annual report. During this item, shareholders will be given an opportunity to ask questions about, and make comments on, the remuneration report.

Shareholders will be asked to vote on a resolution to adopt the remuneration report at the meeting. The vote on the resolution will be advisory only and will not bind the directors or AMP, however the board will take the outcome of the vote and any discussion into consideration when reviewing the remuneration policy for directors and executives in the future.

If you intend to appoint a proxy to vote on your behalf on the resolution for adoption of the remuneration report, please read the information on page 7 under the heading Chairman of the meeting as proxy.

# **Board recommendation**

Each director recommends shareholders vote in favour of adopting the remuneration report.

# Item 4: Approval of the chief executive officer's long-term incentive for 2016

Under his employment agreement with AMP, CEO Craig Meller's remuneration consists of:

- fixed remuneration
- short-term incentives (STIs), and
- long-term incentives (LTIs) payable in performance rights (which are rights to receive shares
  or a cash equivalent on vesting of the rights).

Approximately 80% of the CEO's maximum remuneration opportunity for 2016 is made up of his STI and LTI and is 'at risk'. Vesting of the CEO's 2016 LTI award is subject to AMP meeting performance hurdles determined by the board and designed to align company and CEO interests with those of shareholders. Details of the performance hurdles are provided on pages 13 to 14.

# Why is shareholder approval being sought?

Any performance rights which may vest in the future may be converted into AMP ordinary shares. These shares would be purchased on market. AMP is not required to seek shareholder approval for the purchase of shares however in the interests of transparency and good governance, AMP believes it is appropriate to do so.

# What is the chief executive officer's proposed LTI for 2016?

The actual value (if any) that Craig will receive from this award cannot be determined until the end of the three-year performance period and will depend on whether the performance hurdles are achieved and the share price at the time of vesting.

The board is proposing that AMP grant Craig performance rights with a face value of 225% of his fixed remuneration as his LTI for 2016 (2016 grant). Craig's fixed remuneration as at 1 April 2016 is \$1,900,000. Based on 225% of his fixed remuneration, AMP will grant \$4,275,000 worth of performance rights.

# What are performance rights?

Each performance right will give Craig the right to acquire one fully paid ordinary share in AMP if the applicable performance hurdle described on pages 13 to 14 is met at the end of the performance period (or the right otherwise vests). However, the board may, in its discretion, decide to satisfy performance rights in the 2016 grant by AMP making a cash payment to Craig of an amount equivalent in value to the number of shares to which he would otherwise be entitled on vesting of the rights.

Performance rights are granted at no cost to the recipient. They do not carry dividend or voting rights or the right to participate in new issues of shares (such as any rights or bonus issues).

If there is a capital reconstruction or other corporate action by AMP (such as a rights or bonus issue), the board may make any adjustments it considers appropriate to the terms of performance rights in order to minimise or eliminate any material advantage or disadvantage to the participant, and having regard to the Australian Securities Exchange (ASX) Listing Rules. These may include adjustments to the number of performance rights or the number of shares to which the participant is entitled on vesting of the performance rights.

# How did the board determine the LTI arrangements?

In determining these LTI arrangements, the directors took into account the nature of the position, the context of the current market, the function and purpose of the LTI component of AMP's remuneration strategy and other components of Craig's remuneration.

# What performance hurdles will apply to the performance rights?

The vesting of the performance rights for the 2016 grant will be based on two performance hurdles.

60% of the grant value will be subject to a total shareholder return (TSR) performance hurdle based on the relative TSR performance of AMP over a three-year performance period (from 3 March 2016 to 3 March 2019). The remaining 40% will be subject to a performance hurdle based on AMP's return on equity (RoE) performance for the financial year ending on 31 December 2018.

#### Total shareholder return tranche

Vesting of these performance rights will be based on the TSR performance of AMP over the applicable three-year performance period relative to that of the entities in the market comparator group (being the top 50 industrial companies in the S&P/ASX 100 Index — based on market capitalisation rank at the start of the performance period). In determining this comparator group, all entities other than those in the global industry classification standard (GICS) energy industry and GICS metals and mining industry are classified as industrial companies. Broadly, TSR measures the percentage return to a shareholder over the relevant performance period in terms of changes in the market value of shares plus the value of any dividends paid and capital returns on the shares.

For the 2016 grant, the number of performance rights in the TSR tranche that vest and are converted into AMP shares after the end of the applicable performance period will be determined in accordance with the following vesting schedule:

Percentage of performance rights in the TSR tranche to vest
0%
50%
50% plus 2% for each additional percentile (rounded to the nearest whole percentile)
100%

The applicable three-year performance period for the TSR tranche is 3 March 2016 to 3 March 2019.

# Return on equity tranche

Vesting of these performance rights will be based on AMP's RoE performance for the financial year ending 31 December 2018. Prior to the 2016 grant being awarded, the board will determine threshold and maximum RoE performance targets (expressed as percentage outcomes) to be achieved for the year ending 31 December 2018.

For the purposes of the RoE tranche, RoE will be calculated as follows (and then expressed as a percentage):

$$\mbox{RoE} = \frac{\mbox{Underlying profit less dividends paid on any preference shares}}{\mbox{Average AMP shareholder equity (book value)}}$$

#### where:

**Underlying profit** is the underlying profit for the year ending 31 December 2018, as reported in AMP's annual report for that year.

Average AMP shareholder equity (book value) will be calculated by adding AMP shareholder equity as at 31 December 2017 and AMP shareholder equity at the end of each month over 2018, but excluding any equity attributable to any preference shareholders, and dividing the resulting number by 13. For this purpose, AMP shareholder equity is the total equity of shareholders of AMP Limited, adjusted for accounting mismatch items and cash flow hedge reserves (as determined in accordance with Australian Accounting Standards). AMP shareholder equity as at the end of each financial year is disclosed in the capital management note to its financial statements for that year.

Dividends paid on, and equity relating to, any preference shares will be excluded from the measure, to focus on returns to ordinary shareholders. AMP does not currently have any preference shares on issue.

The number of performance rights in the RoE tranche that vest and are converted into AMP shares after the end of the financial year ending on 31 December 2018 will be determined in accordance with the following vesting schedule:

RoE performance	Percentage of performance rights in the RoE tranche to vest
RoE below threshold performance target	0%
RoE at threshold performance target	50%
RoE between threshold and maximum performance targets	Straight line vesting between 50% and 100%
RoE equal to or greater than maximum performance target	100%

Shareholders will be advised of the vesting outcomes for the 2016 LTI award in the annual report for the year ending 31 December 2019.

# How many performance rights will be granted to the chief executive officer for 2016?

The number of performance rights in the 2016 grant is based on 225% of his fixed remuneration as at 1 April 2016. The formula used to calculate the total number of performance rights to be allocated to the CEO is set out below.

 $N = \frac{(225\% \times \$1,900,000)}{\text{Face value of an AMP share}}$ 

#### where:

**N** is the number of performance rights to be allocated to the CEO. If N is a fractional number, it will be rounded up to the nearest whole number of performance rights.

**225%** is the actual percentage of the CEO's annual fixed remuneration determined by the board to be applicable for the CEO's LTI for 2016.

\$1,900,000 is the fixed remuneration of the CEO at 1 April 2016.

Face value of an AMP share is the volume-weighted average price (VWAP) of AMP shares on the ASX during the 10-day trading period up to and including the valuation date for the 2016 LTI award. The valuation date for the 2016 award is expected to be 6 May 2016. At this time the VWAP will be calculated. However for illustrative purposes, the VWAP for the 10 trading days up to 15 January 2016 was \$5.45. Based on this VWAP, the number of rights allocated would have been 784,404 rights.

# When will performance rights be granted to the chief executive officer?

If shareholders approve the proposed resolution in item 4 at the 2016 AGM, the 2016 grant will be made in June 2016.

# Can the board change the terms and conditions of performance rights?

The board may vary or waive any of the terms and conditions of performance rights in the 2016 grant (including the performance hurdles), but may not do so in a way that reduces the participant's rights (except in limited circumstances or with the participant's consent). Additionally, the board may waive, amend or replace the performance hurdles for the 2016 grant if the board determines that the original performance hurdles are no longer appropriate or applicable, provided that the board is satisfied that the interests of the participant are not materially prejudiced or advantaged relative to the position reasonably anticipated at the time of the grant.

In some limited circumstances (such as a takeover bid being made for AMP or other change in control event occurring in relation to AMP), the board will have the discretion to determine whether some or all of the performance rights held by Craig will vest, remain on foot or lapse, having regard to all relevant circumstances.

# What will happen to the performance rights if the chief executive officer leaves AMP before the end of the vesting period?

If Craig gives notice of resignation to AMP and his full contractual notice period ends before the specified vesting date, all unvested performance rights will lapse, unless the board determines otherwise. All performance rights will lapse if Craig's employment is terminated by AMP for cause or inadequate performance. In other cases, including termination by AMP on notice, termination by agreement, death, disability, retirement and redundancy, Craig's performance rights will be retained subject to the original performance hurdles and performance periods, unless the board determines otherwise.

# What will happen at the end of the performance period?

Under the LTI plan, if some or all of the performance rights in the 2016 grant satisfy the performance hurdles at the end of the applicable performance period and therefore vest, AMP will allocate shares to Craig (at no cost to him) equal to the number of performance rights that vest, unless the board decides to pay him a cash equivalent in lieu of an allocation of shares. Any cash equivalent would be determined by multiplying an average market price of AMP shares at the relevant time by the number of shares to which he would otherwise be entitled on vesting.

If the performance hurdles are not achieved for some or all of the performance rights granted to Craig, those performance rights will lapse immediately without re-testing of the performance hurdles.

Shares delivered to Craig on vesting of any performance rights will be bought on market and, therefore, will not dilute existing AMP shareholdings.

# Are there other circumstances when performance rights may lapse?

The board may determine that any unvested performance rights granted as part of Craig's 2016 LTI award (or shares allocated on vesting of those rights) will lapse or be forfeited in certain circumstances. For example, the board may decide that Craig's unvested performance rights should lapse where it considers it appropriate to do so to protect the financial soundness of AMP, to meet unexpected or unknown regulatory requirements or if the board considers that the grant of equity was inappropriate in the circumstances.

# What will happen if shareholders do not approve the 2016 grant?

To compensate Craig for the remuneration he would forego if shareholder approval of his LTI is not given, Craig is entitled, under his employment agreement, to receive a cash payment instead of performance rights in these circumstances. Craig will only be entitled to receive a cash payment if the performance hurdles are satisfied or the rights would otherwise have vested.

For the 2016 grant, any such cash amount will be equivalent to the value the grant would have had at vesting if it had been approved by shareholders.

If you intend to appoint a proxy to vote on your behalf on the resolution for approval of the CEO's long-term incentive for 2016, please read the information on page 7 under the heading Chairman of the meeting as proxy.

#### **Board recommendation**

In the non-executive directors' view, it is in the best interests of shareholders to approve the share-based 2016 LTI grant to the CEO because vesting of the performance rights will be subject to performance hurdles that appropriately align the CEO's remuneration with shareholder returns. Your directors (with the CEO, Craig Meller, abstaining) therefore recommend shareholders approve the 2016 grant and the CEO's continuing participation in the LTI plan.

As Craig has a personal interest in the resolution proposed in item 4, he abstained from the board decision to make a recommendation as to how shareholders should vote on this resolution.

# Questions from shareholders

We welcome questions from shareholders before and during the meeting. Questions should relate to matters relevant to the business of the meeting, including matters arising from the financial report, directors' report (including the remuneration report) and the auditor's report, general questions regarding the performance, business or management of AMP, and relevant questions of the auditor. You can ask AMP or the auditor a question in the following ways:

- Online at amp.com.au/shares (click on Ask a question) or through the online proxy service.
   You will need your holder number and control number, which can be found on your proxy form.
- Post or fax your question to the AMP share registry. You can use the envelope enclosed to post your question. Registry contact details are on the back cover of this booklet.
- In person at the meeting or online via the live webcast at amp.com.au/agm.

If you have questions relating to private affairs, as either a shareholder or customer of AMP, our staff at the customer service desk or shareholder services desk in the foyer will be happy to assist you on the day of the meeting. Before or after the meeting, you can contact the AMP Investor Relations team on 1800 245 500 (+612 9257 9009) or by sending an email to shares@amp.com.au.

Your questions (other than questions you wish to ask during the meeting) must be received no later than Thursday 5 May 2016.

The chairman of the meeting will answer as many of the frequently asked questions as possible at the meeting. Due to the expected volume of questions, AMP will not be sending individual replies. The meeting will be webcast live at amp.com.au/agm.

# **Definitions**

**AMP share registry** means Computershare Investor Services Pty Limited (ABN 48 078 279 277) of Level 4, 60 Carrington Street, Sydney NSW 2000

CEO means chief executive officer and managing director of AMP

Closely related party, in relation to a member of the key management personnel, means the member's spouse, child or dependant (or a child or dependant of the member's spouse), anyone else in the member's family who may be expected to influence or be influenced by the member in the member's dealings with AMP (or the AMP group), and any company the member controls

**Key management personnel** or **KMP** means those persons having authority and responsibility for planning, directing and controlling the activities of AMP or the AMP group, whether directly or indirectly. Members of the KMP include directors (both executive and non-executive) and certain senior executives

Melbourne time means Australian Eastern Standard Time

You or holder means a holder of AMP shares



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# Contact us

#### **Registered office** of AMP Limited

33 Alfred Street Sydney NSW 2000 Australia

T +612 9257 5000 F +612 9257 7178

W amp.com.au Company Secretary: David Cullen

# **AMP** investor relations

Level 22. 33 Alfred Street Sydney NSW 2000 Australia

T +612 9257 9009

F +612 8843 8255

E shares@amp.com.au

W amp.com.au/shares Head of shareholder services:

Marnie Reid

# **AMP** products and policies

#### Australia

T 131 267

E askamp@amp.com.au

# New Zealand

T 0800 808 267

E service@amp.co.nz

#### International

T +612 8048 8162

#### **AMP** share registry

#### Australia

AMP share registry Reply Paid 2980 Melbourne VIC 8060

T 1300 654 442

F 1300 301 721

#### **New Zealand**

AMP share registry PO Box 91543 Victoria Street West Auckland 1142

T 0800 448 062

F 09 488 8787

### Other countries

AMP share registry GPO Box 2980 Melbourne VIC 3001

Australia

T +613 9415 4051 F +612 8234 5002

E ampservices@computershare.com.au

AMP is incorporated and domiciled in Australia



facebook.com/AMPaustralia







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X 1234567890

Appoint your proxy and view the AMP 2015 annual report online at investorvote.com.au or scan the QR code on the right with your smartphone.



Your secure access information is: Control number 0123456789 X0123456789 Holder number

Postcode 1000

For Intermediary Online subscribers only (custodians) intermediaryonline.com

To complete the proxy form please read the instructions on the back.

Where applicable, please mark 'X' to indicate your directions.

# **Proxy form**

STEP 1

# **Change of address**

SAMPLETOWN VIC 3030

If your address details above are incorrect, complete the enclosed contact details form and return it in the envelope provided.

# **Contact details**

Please write your daytime phone number in case we need to contact you.

Day* pho. n	umbe		

STEP 2

Appoint a proxy to vote on your behalf: I/We being a member/s of AMP Lin. and here by appoint:

the chairman of the meetin		. 01
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If you are not appointing the chairman of the meeting as your proxy, write the full name of the individual or body corporate you are appointing as your proxy.

or if the individual or body corporate named does not attend the meet, 7, or ....vindividual or body corporate is named, the chairman of the meeting, as my/our proxy to act generally on my/our behalf, and to vote in the following directions (or, if no directions have been given, and to the extent permitted by law, as the proxy decides), at the annual one real noteting of AMP Limited to be held at the Savoy Ballroom, Grand Hyatt Melbourne, 123 Collins Street, Melbourne, Victoria, Australia at 11am (M. bourne lime) on Thursday 12 May 2016 and at any adjournment or postponement of

Chairman authorised to exercise proxies on remuper tion-respect to the steel atters (items 3 and 4): If I/we have appointed the chairman of the meeting as my/our proxy (or the chairman of the meeting eco. as my/our proxy by default) and I/we am/are entitled to vote on the relevant item, I/we expressly authorise the chairman of the meeting of exercise my/our proxy on, and in connection with, items 3 and 4, even though items 3 and 4 are connected directly or indirectly with the remmerat. In of a member of the key management personnel for the AMP group. (Note: If you do not want the chairman of the meeting to vote as your party in avou. If items 3 and 4 you need to direct your proxy to vote against, or to abstain from voting on, those items by marking the appropriate hoxes k low

On a poll, the chairman of the meeting intellight vote all available proxies in favour of the items of business.

Director

FOLD

# Direct your proxy how to vote in the items of business

Your proxy may decide how to vote on any motion at the meeting, except where specifically directed below. For each item of business, please mark 'X' in one box only to indicate your voting direction. Please read the accompanying 2016 notice of meeting for details of each item of business.

Item 2: Re-election and election of directors	For Against Abstain*	For Against Abstain*					
(a) To re-elect Simon McKeon as a director	Item 3: Adoption of remuneration report						
(b) To elect Holly Kramer as a director	Item 4: Approval of chief executive officer's long-term incentive for 2016						
(c) To elect Vanessa Wallace as a director							
*If you mark the <b>abstain</b> box for an item, you are directing your proxy not to vote on your behalf on a show of hands or a poll and your votes will not be counted in computing the required majority on a poll.							
SIGN Signature of shareholder(s) This sect	on must be signed in accordance with the signing instructions given overleaf.						
Individual or Shareholder 1	Shareholder 2 Shareholder 3						

**AMP** 

Sole director and sole company secretary

120516A

**AMP Limited** ABN 49 079 354 519

Director/Company secretary





# How to direct your proxy to vote

**Voting 100% of your holding:** Direct your proxy how to vote by marking one of the boxes next to each item of business. If you do not mark a box for an item, your proxy may vote as they choose (or abstain from voting) on that item (unless your proxy is prohibited by law from doing so). If you mark more than one box on an item, your vote will be invalid on that item.

**Voting a portion of your holding:** Indicate a portion of your voting rights by inserting the percentage or number of shares you wish to vote in the for, against or abstain box for each item of business. The sum of the votes specified on an item of business must not exceed your voting entitlement or 100%.

Appointing a second proxy: If you are entitled to cast two or more votes at the meeting, you may appoint up to two proxies to attend the meeting and vote on a poll. If you appoint two proxies, each proxy may exercise half of your votes unless you specify the percentage of votes or number of shares for each proxy. Fractions of votes will be disregarded. When appointing two proxies write both names and the percentage of votes or number of shares for each in step 2 overleaf.

Appointing the chairman of the meeting or another member of the key management personnel (KMP) as your proxy: If you appoint the chairman of the meeting as your proxy (or the chairman becomes your proxy by defallt) and you do not direct your proxy how to vote on an item of business, you will be authorising the chairman of the meeting to value as he decides on that item (even though items 3 and 4 are connected with the remuneration of a member of the Kin 1). The standard man intends to vote, as

item (even though items 3 and 4 are connected with the remuneration of a member of the Ki, 1). The 13 man intends to vote, as your proxy, in favour of each item (where permissible). If you do not want the chairman to vote, a your proxy, in favour of any item of business, you need to direct your proxy to vote against, or to abstain from voting on, the item of macking the appropriate box overleaf.

If you appoint a director (other than the chairman of the meeting) or another member of the KM. (or a closely related party of a member of the KMP) as your proxy, you should direct them how to vote on items 3 and 4 by marking the appropriate box overleaf. If you do not do so, AMP will disregard those proxy votes on items 3 and 4.

Your proxy does not need to be a shareholder of AMP Limited.

# Signing instructions for this form

Individual: Where the holding is in one name, that person must sign

Joint holding: Where the holding is in more than one name, all a great luers should sign.

Power of attorney: If this form is signed on behalf of a shareholder ander power of attorney and you have not already lodged an original or certified copy of the power of attorney with the power of attorney to this form when you return it. By sign a githis is rm under power of attorney, you declare that you have not received any notice of revocation of your appointment as attorney.

Companies: Where the company has a sole director who. also be sole company secretary, this form must be signed by that person. If the company (pursuant to section 204A of the concentration of Act 2001) does not have a company secretary, a sole director can also sign alone. Otherwise, this form should be signed by a director jointly with either another director or a company secretary. Please sign in the appropriate place to indicate to office held.

# How to lodge your proxy

For your proxy form to be ef active for the scholuled meeting, it must be received by 11am (Melbourne time) on Tuesday 10 May 2016.



For Intermediary Online subscribers only (custodians) visit intermediaryonline.com

By post to:

AMP share registry
GPO Box 2980
Melbourne VIC 3001
Australia

AMP share registry
PO Box 91543
Victoria Street West
Auckland 1142

Auckland 114 New Zealand

By fax to:

1300 301 721 09 488 8787 +613 9473 2555 within Australia within New Zealand all other countries

For all enquiries call:

 1300 654 442
 0800 448 062
 +613 9415 4051

 within Australia
 within New Zealand
 all other countries

# Attending the meeting

Please bring this form with you to assist registration. If a representative of a corporate shareholder or a corporate proxy is to attend the meeting, they will need to provide the appropriate corporate representative form prior to admission. An appointment of corporate representative form may be obtained from the AMP share registry or online at **computershare.com**