

Media release

**Strategic partners, BetaShares and Legg Mason,
announce first two Active ETFs for income-oriented
investors**

*New products bring together BetaShares' expertise in exchange traded funds and Legg
Mason's highly rated active investment management capabilities*

SYDNEY, 21 February 2018: Leading Australian ETF Manager, BetaShares, and global asset management group, Legg Mason, today announce the launch of two new income-oriented Active ETFs – EINC and RINC - on the Australian Securities Exchange (ASX).

- **BetaShares Legg Mason Equity Income Fund (managed fund) (ASX: EINC); and**
- **BetaShares Legg Mason Real Income Fund (managed fund) (ASX: RINC)**

Both funds are managed by Legg Mason's affiliate asset management firm, Martin Currie, and are based on existing award winning strategies.

EINC aims to provide investors access to an attractive and growing income stream through exposure to a diversified portfolio of high quality Australian companies. The fund selects companies with solid earnings that can sustain higher dividends, match rises in the cost of living, and which are likely to be less volatile than the wider equity market. EINC is based upon the strategy employed by the highly rated Legg Mason Martin Currie Equity Income Fund.

RINC aims to provide investors access to a portfolio of listed companies that own 'hard' physical assets, such as property, utilities and infrastructure (e.g. A-REITs, airports, toll roads and gas grids), that deliver strong dividend income from reliable revenue streams that can grow ahead of inflation. RINC is based upon the successful strategy employed by the popular Legg Mason Martin Currie Real Income Fund.

Both EINC and RINC aim to generate an income yield above that of the S&P/ ASX 200 Index, and grow this income above the rate of inflation over the longer term.

BetaShares' Chief Executive Officer, Alex Vynokur, said: "Until recently, exchange traded products available on the ASX have been primarily associated with passive 'index tracking' strategies only. Thanks to innovation in the industry, investors and their advisers now have access to a growing set of top-performing active strategies as simply as buying a share on the ASX."

“By launching EINC and RINC with Legg Mason, we’re broadening the range of investment solutions on offer to Australians, giving them more ways to diversify their portfolios and generate income from Australian companies,” he added.

Legg Mason Managing Director, Australia and New Zealand, Andy Sowerby, said: “The need for income in investment portfolios is permanent, as investors continue to grapple with a lower yielding, uncertain environment. We expect income-oriented exposures, like the ones provided by EINC and RINC, will be particularly appealing to investors who want to diversify their risk and sources of income especially in the current volatile market environment.”

“These new Active ETFs combine proven, highly rated and award winning, investment strategies with the key benefits of exchange traded funds such as liquidity, intraday pricing, and ease of access. It’s a powerful combination provided in partnership with BetaShares, which we expect to appeal to a wide range of potential investors”, concluded Mr Sowerby.

BetaShares and Legg Mason plan to launch further Active ETFs in 2018 under the partnership.

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About Legg Mason

Legg Mason is one of the world's largest funds management groups, with a history that dates to 1899 with the head office in Baltimore, USA. The firm is listed on the New York Stock Exchange and employs approximately 3,300 employees in 39 offices worldwide. One of Legg Mason’s most distinguishing characteristics is its global multi-affiliate model. Legg Mason provides a global platform and centralised business and distribution support for its nine affiliated fund managers that include: Brandywine Global, Clarion Partners, ClearBridge, EntrustPermal, Martin Currie, RARE Infrastructure, Royce & Associates, QS Investors and Western Asset. Each affiliate operates independently under its own brand and investment process, and is considered an industry expert in its asset class.

The Australian business was established in 1954 and has grown from strength to strength and recently has been awarded the Money Management/Lonsec Fund Manager of the Year in both 2015 and 2017.

- Funds under management in Australia A\$56b as at 31 December 2017
- Globally funds under management A\$982b as at 31 December 2017

About BetaShares

Awarded ETF Fund Manager of Year for 2017 and 2016 by Professional Planner/Zenith and 2016 ETF Manager of the Year by Money Management/Lonsec, BetaShares Capital Ltd ("BetaShares") is a leading Australian manager of exchange traded products ("ETPs") which are traded on the Australian Securities Exchange. BetaShares offers a range of ETPs which cover Australian and International equities, cash, currencies, commodities and alternative strategies. BetaShares currently has approximately \$5.2 billion in assets under management.

BetaShares is a member of the Mirae Asset Global Investments Group, one of Asia's largest asset management firms. Mirae currently manages over US\$100B.

BetaShares provides the following Funds to Australian investors:

Product Series	Product	Ticker
Cash & Fixed Income ETFs	Australian Bank Senior Floating Rate Bond ETF	QPON
	Australian High Interest Cash ETF	AAA
Hybrid Funds	Active Australian Hybrids Fund (managed fund)	HBRD
Commodity ETFs	Agriculture ETF – Currency Hedged (synthetic)	QAG
	Commodities Basket ETF – Currency Hedged (synthetic).	QCB
	Crude Oil Index ETF – Currency Hedged (synthetic)	OOO
	Gold Bullion ETF – Currency Hedged	QAU
Currency ETFs	British Pound ETF	POU
	Euro ETF	EEU
	U.S. Dollar ETF	USD
	BetaShares Strong U.S. Dollar Fund (hedge fund)	YANK
	BetaShares Strong Australian Dollar Fund (hedge fund)	AUDS
Equities ETFs	FTSE RAFI Australia 200 ETF	QOZ
	Financials Sector ETF	QFN
	Resources Sector ETF	QRE
	Australian Ex-20 Portfolio Diversifier ETF	EX20
	Australian Small Companies Select Fund (managed fund)	SMLL
	Australian Sustainability Leaders ETF	FAIR
Equity Income Funds	Australian Dividend Harvester Fund (managed fund)	HVST
	Equity Yield Maximiser Fund (managed fund)	YMAX
Geared Funds	Geared Australian Equity Fund (hedge fund)	GEAR
	Geared US Equity Fund – Currency Hedged (hedge fund)	GGUS
International Funds	FTSE RAFI U.S. 1000 ETF	QUS
	Global Agriculture ETF – Currency Hedged	FOOD
	Global Banks ETF – Currency Hedged	BNKS
	Global Cybersecurity ETF	HACK
	Global Energy Companies ETF – Currency Hedged	FUEL
	Global Gold Miners ETF – Currency Hedged	MNRS
	Global Healthcare ETF – Currency Hedged	DRUG
	Global Sustainability Leaders ETF	ETHI
	NASDAQ 100 ETF	NDQ
	S&P 500 Yield Maximiser Fund (managed fund)	UMAX
	WisdomTree Europe ETF – Currency Hedged	HEUR

	WisdomTree Japan ETF – Currency Hedged	HJPN
Managed Risk Funds	Managed Risk Australian Share Fund (managed fund)	AUST
	Managed Risk Global Share Fund (managed fund)	WRLD
Short Funds	Australian Equities Bear Hedge Fund	BEAR
	Australian Equities Strong Bear Hedge Fund	BBOZ
	US Equities Strong Bear Hedge Fund – Currency Hedged	BBUS
Active	AMP Capital Dynamic Markets Fund (Hedge Fund)	DMKT
	AMP Capital Global Infrastructure Securities Fund (Unhedged) (Managed Fund)	GLIN
	AMP Capital Global Property Securities Fund (Unhedged) (Managed Fund)	RENT
	BetaShares Legg Mason Equity Income (managed fund)	EINC
	BetaShares Legg Mason Real Income (managed fund)	RINC

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