

Quilter plc unaudited pro forma disclosure supplement

	Segment view	Quilter plc (continuing)				High Net Worth				Affluent			
		2019	H1 2020	FY 2020	H1 2021	2019	H1 2020	FY 2020	H1 2021	2019	H1 2020	FY 2020	H1 2021
Growth drivers	Gross sales (£bn)	10.6	5.3	9.8	6.7	2.6	1.2	2.1	1.3	8.0	4.1	7.7	5.4
	NCCF (£bn)	(0.3)	1.0	1.5	2.0	(0.8)	0.2	0.3	0.4	0.5	0.8	1.2	1.6
	NCCF / Opening AUMA	-0.4%	2.2%	1.6%	4.0%	-3.6%	1.7%	1.2%	3.2%	0.8%	2.3%	1.8%	4.3%
	Market, ccy & other (£bn)	10.8	(3.7)	5.1	5.4	2.8	(1.1)	0.8	1.3	8.0	(2.6)	4.3	4.1
	Closing AUMA (£bn)	92.4	89.7	99.0	106.4	24.2	23.3	25.3	27.0	68.2	66.4	73.7	79.4
	Of which Quilter Investment Platform	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	58.6	57.5	63.8	69.4
	Of which Quilter Investors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	21.6	20.8	23.2	24.8
	Of which eliminations	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	(12.0)	(11.9)	(13.3)	(14.8)
Average AUMA (£bn)	87.2	87.8	90.2	101.7	23.6	22.9	23.3	25.8	63.6	64.9	66.9	75.9	
Profit & loss	Net management fee (£m)	469	220	446	242	171	84	168	93	298	136	278	149
	Other revenue (£m) ¹	118	59	118	62	25	13	25	12	90	44	92	50
	Expenses (£m) ²	(460)	(232)	(456)	(248)	(155)	(79)	(154)	(79)	(269)	(134)	(265)	(155)
	Adjusted profit (pre-tax) (£m)	127	47	108	56	41	18	39	26	119	46	105	44
Margins	Operating margin %	22%	17%	19%	18%	21%	19%	20%	25%	31%	26%	28%	22%
	Revenue margin (bps)	54	50	49	48	72	73	72	72	47	42	42	39
	Of which Quilter Investment Platform	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	31	29	29	27
	Of which Quilter Investors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	60	53	53	51
	Asset retention %	87%	91%	91%	91%	85%	92%	93%	93%	87%	90%	90%	90%
Statutory view	IFRS profit pre-tax (£m)	(25)	(25)	9	27	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	IFRS profit post-tax (£m)	(90)	11	13	(13)	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Other KPIs	Restricted Financial Planners (#)	1,725	1,724	1,765	1,639	n/a	n/a	n/a	n/a	1,725	1,724	1,765	1,639
	RFP Productivity	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1.3	1.1	0.9	1.9
	Client facing individuals	229	231	231	230	229	231	231	230	n/a	n/a	n/a	n/a
	Return on equity (%)	8.2%	4.5%	5.8%	7.3%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Capital	Adjusted basic EPS (pence)	5.8	2.3	5.3	3.4	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Adjusted diluted EPS (pence)	5.7	2.2	5.2	3.3	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

¹Other revenue includes Head Office of £3m in 2019, £1m in FY 2020 and £2m in H1 2020.

²Expenses includes Head Office of £36m in 2019, £37m in FY 2020, £19m in H1 2020 and £14m in H1 2021.