

22 October 2025

Quilter plc
Third Quarter 2025 Trading Statement
Continued Strong Net Flow Momentum

Quilter reports a third successive quarter of net inflows in excess of £2 billion. Q3 core net inflows of £2.2 billion increased by 48% on the prior year period and represented 7% (annualised) of opening AuMA.

Third quarter year to date core net inflows of £6.7 billion comfortably exceed the full year 2024 total of £5.2 billion.

Quilter plc highlights:

- Group Assets under Management and Administration ("AuMA"): £134.8 billion at 30 September 2025, increased by 7% from 30 June 2025 reflecting reported net inflows of £2.1 billion and market movements of £6.4 billion.
- Third quarter flows:
 - In our Affluent segment, the strength of our Platform proposition continues to be demonstrated by strong business volumes:
 - Quarterly net inflows of £2,055 million during the third quarter, represented 9% of opening AuMA (annualised) versus £1,455 million in the comparable period, representing 7% (annualised) of opening AuMA.
 - Third quarter Quilter channel gross and net inflows onto the Platform increased by 19% and 15% respectively year-on-year.
 - Third quarter IFA channel gross inflows onto the Platform increased by 35% year-on-year. IFA channel net inflows of £1,321 million were 61% higher than the comparable period (Q3 2024: £821 million).
 - In the High Net Worth segment, new business momentum was solid:
 - Gross inflows of £758 million remained broadly consistent with the first half quarterly run rate.
 - Net inflows of £239 million represented 3% (annualised) of opening AuMA, in line with first half performance.
- Persistency levels remained stable year-on-year at 91% (core) for Affluent and 93% for High Net Worth.
- Productivity: Quilter channel annualised gross sales per Quilter Adviser were £3.4 million in the third quarter, around 10% higher year-on-year.

Quilter plc: Three months ended 30 September 2025

Quilter plc, unaudited	Q3 2025	Q3 2024
AuMA: Reported (£bn)	134.8	116.2
<i>Of which are administered on the UK Platform</i>	99.0	82.6
<i>Of which are administered on external platforms</i>	5.9	6.4
<i>Of which High Net Worth</i>	31.6	28.8
Gross flow: Reported (£m)	4,944	4,003
Net inflow: Core (£m)	2,227	1,507
Net inflow: Reported (£m)	2,118	1,383
Productivity: Quilter channel gross sales per Quilter Adviser (£m, annualised)	3.4	3.1

Quilter plc: Nine months ended 30 September 2025

Quilter plc, unaudited	Q3 2025	Q3 2024
AuMA: Reported (£bn)	134.8	116.2
Gross flow: Reported (£m)	14,427	11,455
Net inflow: Core (£m)	6,733	3,240
Net inflow: Reported (£m)	6,441	2,914
Productivity: Quilter channel gross sales per Quilter Adviser (£m, annualised)	3.3	3.2

Steven Levin, Chief Executive Officer of Quilter plc, commented:

"Our business is demonstrating strong consistency, delivering in excess of £2 billion of net flows in each quarter of this year. Notably, our 2025 year-to-date core net inflows of £6.7 billion already comfortably exceed the £5.2 billion total for 2024. The total assets on our Platform exceeded £100 billion for the first time early in the fourth quarter, making us the first discrete UK advised platform to reach this milestone.

"Our High Net Worth segment continued to deliver net inflows in the third quarter, outperforming peers who remain in outflow.

"Ahead of the UK Budget in November, there is heightened press speculation regarding personal tax changes that may impact households' carefully constructed retirement plans. Potential policy changes should be consistent with the wider goal of building a broader investment culture in the UK.

We therefore believe that meaningful changes should only be implemented after due consultation and with appropriate transitional arrangements to maintain consumer confidence in long-term savings and investment plans that are essential to good retirement outcomes.

"While the policy environment may evolve, there is a need for increased investment by UK consumers. Quilter is well-placed to meet this need. Our performance in 2025 continues to demonstrate the strength of our two distribution channels. We are the UK's largest discrete adviser Platform, and our net flows continue to grow at pace. Our scale and distribution reach makes us uniquely positioned to meet our customers' needs and to benefit from the secular growth opportunity that the UK Wealth market offers."

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About Quilter plc

Quilter plc is a leading provider of financial advice, investments and wealth management, committed to being the UK's best wealth manager for clients and their advisers.

Quilter oversees £134.8 billion in customer investments as at 30 September 2025.

The business is comprised of two segments: **Affluent** and **High Net Worth**.

Affluent encompasses the financial planning business, Quilter Financial Planning, the investment platform, Quilter Investment Platform, the digital savings and investment app, Quilter Invest, and the multi-asset investment solutions business, Quilter Investors.

High Net Worth comprises the discretionary fund management and financial planning business, Quilter Cheviot.

Disclaimer

This announcement may contain forward-looking statements with respect to certain Quilter plc's plans and its current goals and expectations relating to its future financial condition, performance and results.

By their nature, all forward-looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond Quilter plc's control including amongst other things, international and global economic and business conditions, the implications and economic impact of global conflicts, economic political uncertainty, market related risks such as fluctuations in interest rates and exchange rates, the policies and actions of regulatory authorities, the impact of competition, inflation, deflation, the timing and impact of other uncertainties of future acquisitions or combinations within relevant industries, as well as the impact of tax and other legislation and other regulations in the jurisdictions in which Quilter plc and its affiliates operate. As a result, Quilter plc's actual future financial condition, performance and results may differ materially from the plans, goals and expectations set forth in Quilter plc's forward-looking statements.

Quilter plc undertakes no obligation to update the forward-looking statements contained in this presentation or any other forward-looking statements it may make.

Quilter plc data tables for the three months ended 30 September 2025 (£bn) – unaudited

	AuMA as at 30 June 2025	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2025	Of which managed by Quilter AuM as at 30 September 2025
2025 Q3 gross flows, net flows & AuMA (£bn), unaudited					
Affluent segment					
Quilter channel ¹	20.2	1,119	701	21.8	17.7
IFA channel on Quilter Investment Platform	72.7	2,986	1,321	77.9	14.8
Funds via third-party platform	2.1	112	(22)	2.2	2.2
Total Affluent segment core business	95.0	4,217	2,000	101.9	34.7
Total High Net Worth segment²	30.0	758	239	31.6	31.6
Inter-segment Dual Assets³	(1.6)	(44)	(12)	(1.7)	(0.4)
Quilter plc core business	123.4	4,931	2,227	131.8	65.9
Non-core	2.9	13	(109)	3.0	1.7
Quilter plc reported	126.3	4,944	2,118	134.8	67.6
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	64.2	2,653	1,265	68.5	
Affluent managed and administered	27.8	1,385	790	30.5	
Quilter Platform Sub-Total⁴	92.0	4,038	2,055	99.0	
Affluent external platform	5.9	192	(164)	5.9	
Affluent Total (Including Non-core)	97.9	4,230	1,891	104.9	

¹ Quilter channel third quarter Platform discrete gross flows and net flows were £1,049m and £767m respectively, with closing AuMA of £19.8bn.

² The High Net Worth segment third quarter discrete Quilter channel gross and net flows were £161m and £118m respectively, with closing AuMA of £4.1bn.

³ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

⁴ The Quilter Platform includes £3m of gross flows, £33m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the nine months ended 30 September 2025 (£bn) – unaudited

	AuMA as at 31 December 2024	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2025	Of which managed by Quilter AuM as at 30 September 2025
2025 YTD gross flows, net flows & AuMA (£bn), unaudited					
Affluent segment					
Quilter channel ¹	19.1	3,192	2,024	21.8	17.7
IFA channel on Quilter Investment Platform	67.5	8,727	4,209	77.9	14.8
Funds via third-party platform	1.9	362	(110)	2.2	2.2
Total Affluent segment core business	88.5	12,281	6,123	101.9	34.7
Total High Net Worth segment²	29.5	2,291	703	31.6	31.6
Inter-segment Dual Assets³	(1.7)	(201)	(93)	(1.7)	(0.4)
Quilter plc core business	116.3	14,371	6,733	131.8	65.9
Non-core	3.1	56	(292)	3.0	1.7
Quilter plc reported	119.4	14,427	6,441	134.8	67.6
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	60.2	7,834	4,218	68.5	
Affluent managed and administered	25.2	3,858	2,078	30.5	
Quilter Platform Sub-Total⁴	85.4	11,692	6,296	99.0	
Affluent external platform	6.2	645	(465)	5.9	
Affluent Total (Including Non-core)	91.6	12,337	5,831	104.9	

¹ Quilter channel year to date Platform discrete gross flows and net flows were £2,959m and £2,175m respectively, with closing AuMA of £19.8bn.

² The High Net Worth segment year to date Quilter channel gross flows and net flows were £552m and £418m respectively, with closing AuMA of £4.1bn.

³ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

⁴ The Quilter Platform includes £6m of gross flows, £88m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the three months ended 30 September 2024 (£bn) – unaudited

	AuMA as at 30 June 2024	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2024	Of which managed by Quilter AuM as at 30 September 2024
2024 Q3 gross flows, net flows & AuMA (£bn), unaudited					
Affluent segment					
Quilter channel ¹	17.9	995	596	18.5	14.7
IFA channel on Quilter Investment Platform	63.6	2,213	821	65.4	12.1
Funds via third-party platform	1.9	81	(95)	1.9	1.9
Total Affluent segment core business	83.4	3,289	1,322	85.8	28.7
Total High Net Worth segment²	28.7	817	284	28.8	28.8
Inter-segment Dual Assets³	(1.5)	(121)	(99)	(1.6)	(0.5)
Quilter plc core business	110.6	3,985	1,507	113.0	57.0
Non-core	3.2	18	(124)	3.2	2.0
Quilter plc reported	113.8	4,003	1,383	116.2	59.0
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	56.9	1,998	868	58.3	
Affluent managed and administered	23.1	1,100	587	24.3	
Quilter Platform Sub-Total⁴	80.0	3,098	1,455	82.6	
Affluent external platform	6.6	209	(257)	6.4	
Affluent Total (Including Non-core)	86.6	3,307	1,198	89.0	

¹ Quilter channel third quarter Platform discrete gross flows and net flows were £884m and £665m respectively, with closing AuMA of £16.0bn.

² The High Net Worth segment Quilter channel third quarter discrete gross flows and net flows were £175m and £139m respectively, with closing AuMA of £3.4bn.

³ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

⁴ The Quilter Platform includes £1m of gross flows, £31m of net outflows and £1.2bn of closing AuA related to non-core assets.

Quilter plc data tables for the nine months ended 30 September 2024 (£bn) – unaudited

	AuMA as at 31 December 2023	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2024	Of which managed by Quilter AuM as at 30 September 2024
2024 YTD gross flows, net flows & AuMA (£bn), unaudited					
Affluent segment					
Quilter channel ¹	17.2	3,048	1,652	18.5	14.7
IFA channel on Quilter Investment Platform	58.7	6,059	1,785	65.4	12.1
Funds via third-party platform	1.6	285	(336)	1.9	1.9
Total Affluent segment core business	77.5	9,392	3,101	85.8	28.7
Total High Net Worth segment²	27.0	2,349	391	28.8	28.8
Inter-segment Dual Assets³	(1.1)	(342)	(252)	(1.6)	(0.5)
Quilter plc core business	103.4	11,399	3,240	113.0	57.0
Non-core	3.3	56	(326)	3.2	2.0
Quilter plc reported	106.7	11,455	2,914	116.2	59.0
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	53.2	5,439	1,983	58.3	
Affluent managed and administered	20.6	3,290	1,684	24.3	
Quilter Platform Sub-Total⁴	73.8	8,729	3,667	82.6	
Affluent external platform	7.0	719	(892)	6.4	
Affluent Total (Including Non-core)	80.8	9,448	2,775	89.0	

¹ Quilter channel year to date Platform gross flows and net flows were £2,661m and £1,969m respectively, with closing AuMA of £16.0bn.

² The High Net Worth segment year to date Quilter channel gross flows and net flows were £561m and £446m respectively, with closing AuM of £3.4bn.

³ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

⁴ The Quilter Platform includes £9m of gross flows, £87m of net outflows and £1.2bn of closing AuA related to non-core assets.