



# Sell-side roadshow

Autumn 2023

Quilter

# Client pricing: open, unbundled, with choice at the heart

## Average fees example, reflecting current predominant choice by clients & their advisers

% of investment

		Upfront			Ongoing p.a.				Total Equivalent p.a.	Financial Advice Included?	
		Advice	Total	Total p.a./ 10 Years (A)	Advice	Wrapper / Admin	Investment Management	Total (B)	A+B		
<b>Average fees, most popular investment, network adviser</b>	<b>QFP WS Blend Risk Level 5</b>	<b>1.14</b>	<b>1.14</b>	<b>0.11</b>	<b>0.66</b>	<b>0.21</b>	<b>0.60</b>	<b>1.47</b>	<b>1.58</b>	<b>Yes</b>	
<b>Average fees for 500K investment, Network adviser Platform charge, various solutions</b>	QFP - WS Active RL5	1.14	1.14	0.11	0.66	0.21	0.70	1.57	1.68	Yes	
	QFP - WS Blend RL5	1.14	1.14	0.11	0.66	0.21	0.60	1.47	1.58	Yes	
	QFP - WS Passive RL5	1.14	1.14	0.11	0.66	0.21	0.22	1.09	1.20	Yes	
	QFP Cirilium Balanced Active	1.14	1.14	0.11	0.66	0.21	1.12	1.99	2.10	Yes	
QFP Cirilium Balanced Blend	1.14	1.14	0.11	0.66	0.21	0.73	1.60	1.71	Yes		
QFP Cirilium Balanced Passive	1.14	1.14	0.11	0.66	0.21	0.37	1.24	1.35	Yes		

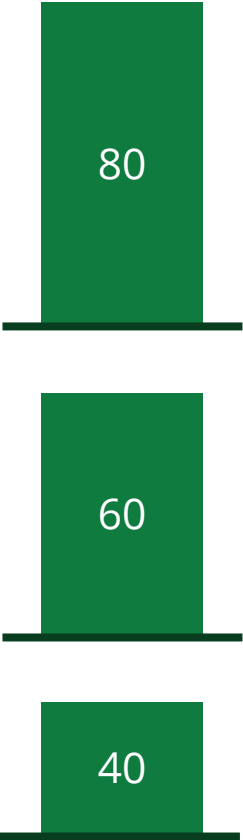
Source: Quilter plc – Based on actual charges made to clients over the last 12 months, produced for publication in October 2023.

Notes:

1. The outcome highlighted in bold is the outcome currently the predominant choice made by clients and their advisers. Advice + Platform + Wealth Select Blend (risk level 5).
2. Advice fees are a function of case size, the 114bps and 66bps are the average charges for a £500k portfolio based on actual cases written in 2023 for new business and current ongoing charges.
3. Platform fee is based on a £500k portfolio.
4. Investment management fee is inclusive of Quilter's margin and that paid to the underlying fund manager.

# Platform market: importance of growing share

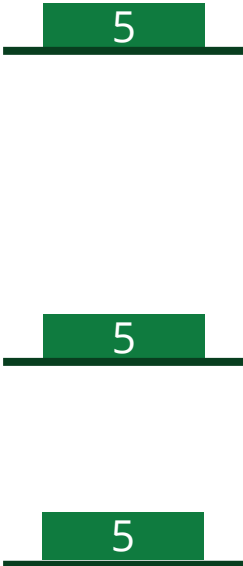
Market size  
New flows, £bn



Quilter gross IFA flows  
8% market share, £bn



Quilter gross outflows  
9% of £55bn



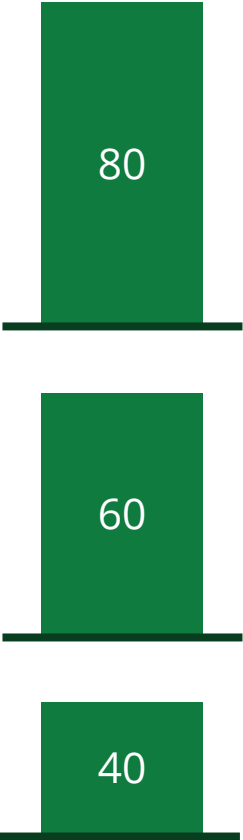
Quilter net IFA flows  
£bn



- Quilter will continue to improve market share of new IFA flows but overall size of market is an important determinant of the net flow position in any particular year.

# Platform market: importance of growing share

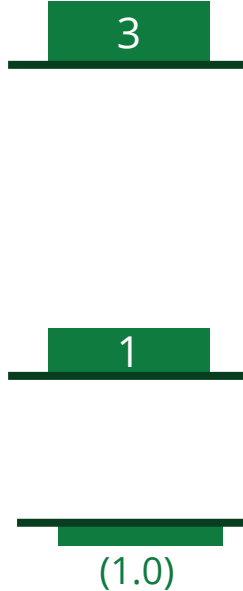
**Market size**  
New flows, £bn



**Quilter market share**  
8% market share, £bn



**Quilter market share**  
10% market share, £bn



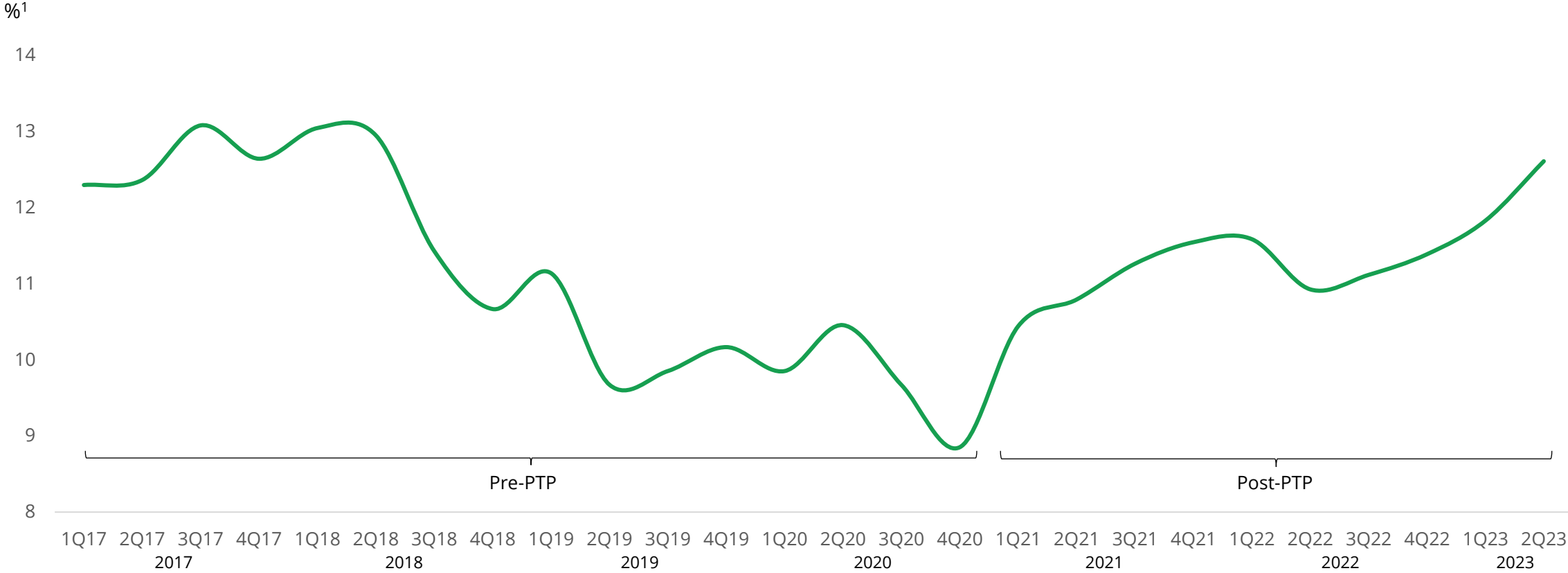
**Quilter market share**  
12% market share, £bn



• Quilter will continue to improve market share of new IFA flows but overall size of market is an important determinant of the net flow position in any particular year.

# Platform: building distribution and growing our market share

## Platform Gross market share

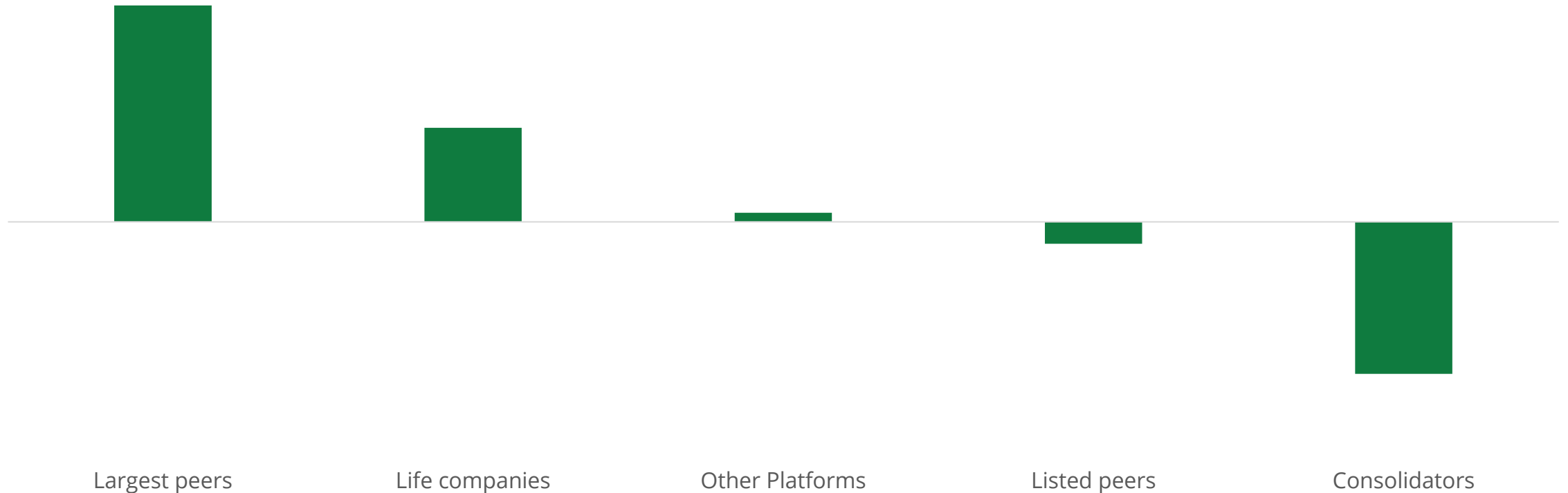


1. Platform market share sourced from Fundscape.

# Platform: IFA net flow sources

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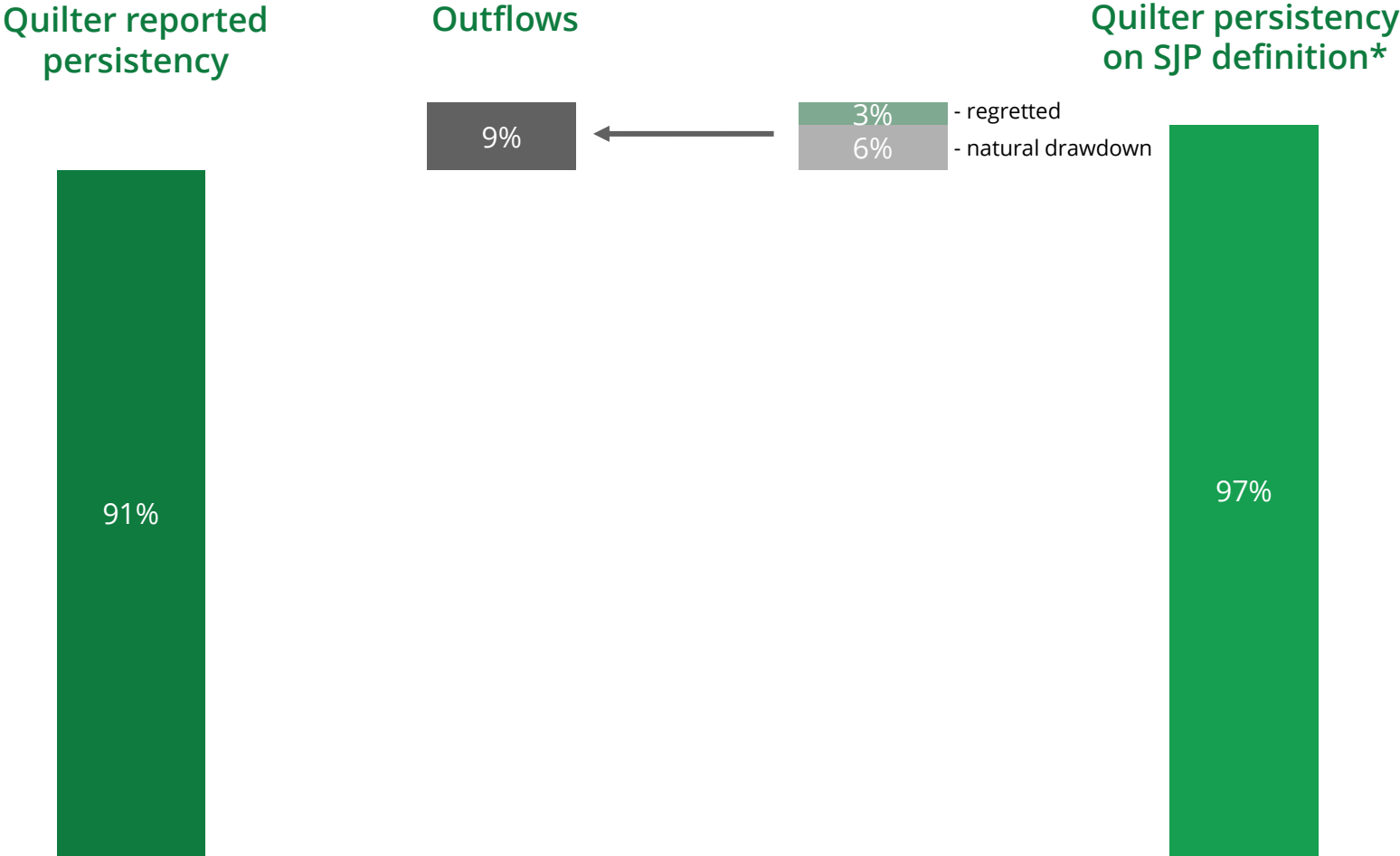
Quilter Platform IFA channel net flow trends by source of funds  
2023 YTD net flows, £m



As at 30 September 2023.

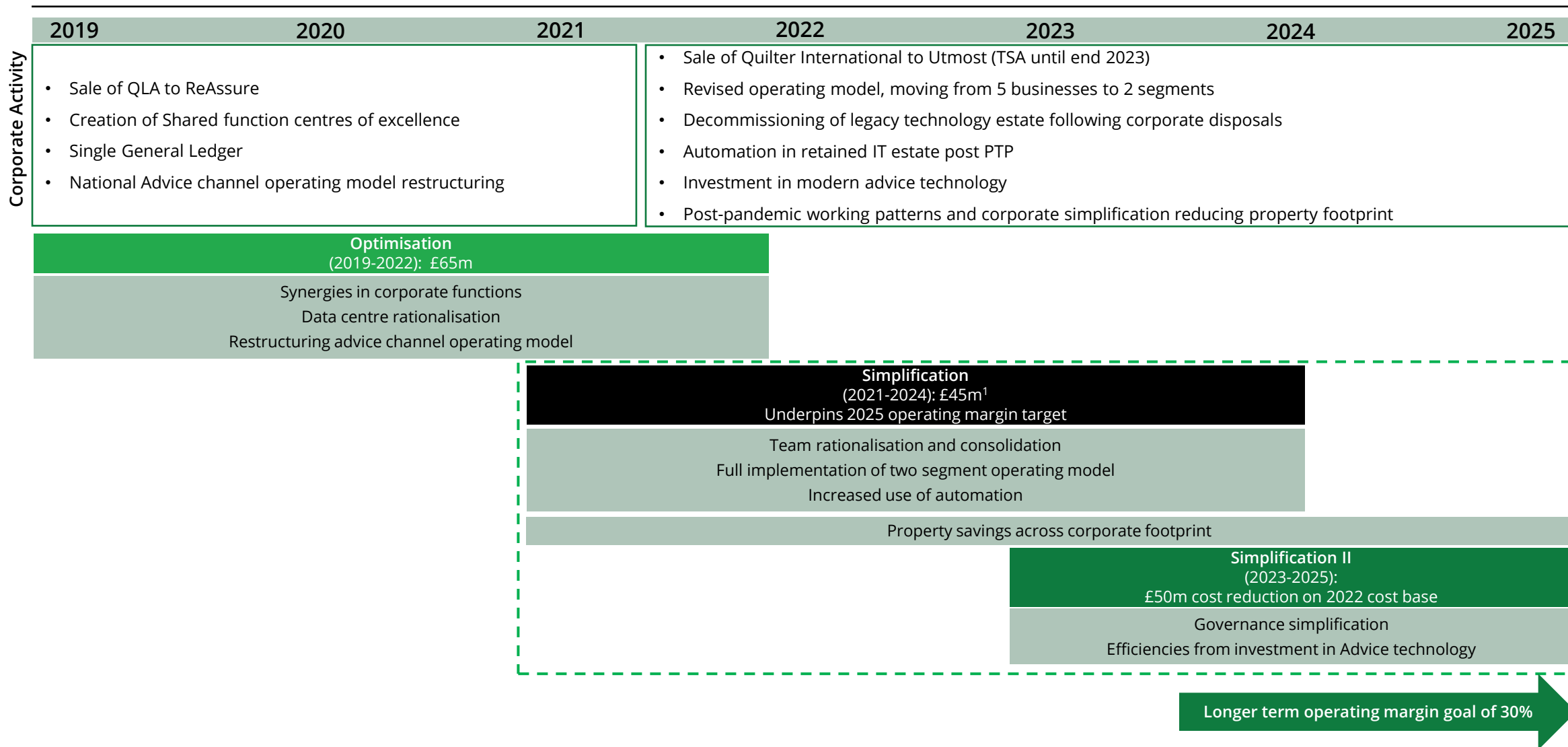
Note: Presentation provides a snapshot of flows. Excludes regular payments and flows from pension providers, ISA/CIA providers and other payments to/from clients.

# Retention: comparison of constituent parts



\* "Throughout this press release our retention rate is calculated as annualised surrenders and part-surrenders, divided by average funds under management. It excludes regular income withdrawals and maturities." ~ SJP Press Release 17/10/23.

# Continuing our efficiency journey



1. Includes £33m announced as delivered and closed in H1 2023 results.