



# Berenberg virtual trip: The advised savings pool

May 2021

Quilter

# Disclaimer

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# Quilter: a leading, UK-centric full-service wealth manager

- ✓ Leading UK wealth manager with £100bn+ of customer assets
- ✓ Advice-led investment solutions for customers in the UK and selected international markets
- ✓ LSE and JSE listed, ~£3bn market cap<sup>1</sup>
- ✓ A proven track-record, with scale in a growing market and momentum for future profit growth

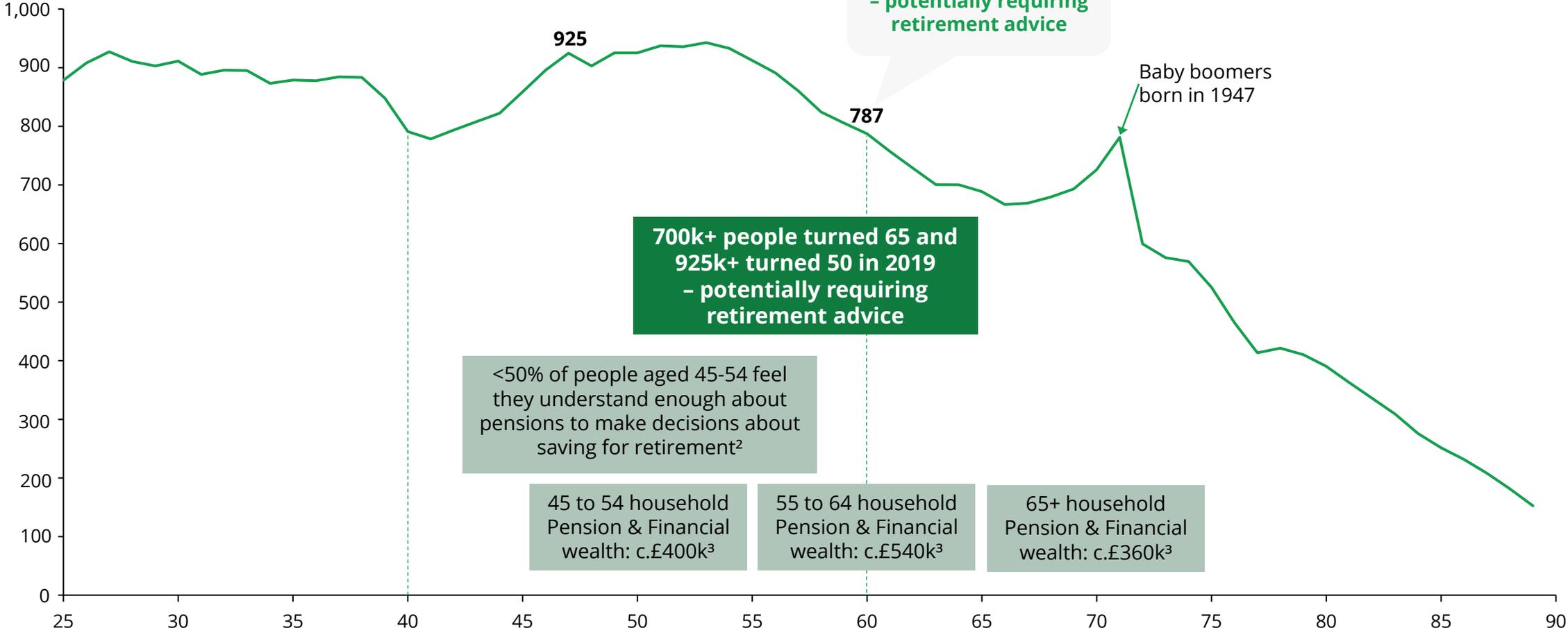
Key Performance Indicators		2020	2019	Δ
<b>AuMA and flows:</b>				
NCCF	£bn	1.6	0.3	+433%
Integrated net flows	£bn	2.3	2.6	(12%)
AuMA	£bn	117.8	110.4	+7%
<b>Financials:</b>				
Adjusted profit before tax <sup>2</sup>	£m	168	182	(8%)
IFRS profit/(loss) after tax	£m	89	(21)	-
Operating margin	%	25	26	(1pp)
Adjusted diluted earnings per share	p	8.5	8.6	(1%)
<b>Dividend:</b>				
Total dividend from continuing operations	p	4.6	4.0	+15%
- o/w QLA	p	-	1.2	-
<i>Total dividend incl. discontinued operations</i>	p	4.6	5.2	

1. Based on April 2021 share price.

2. 2019 adjusted profit before tax including QLA was £235m, including £53m contribution from discontinued operations.

# Industry drivers: Retirement demographics continuing advice demand

UK England & Wales Population<sup>1</sup>  
(’000 by age year, 2018)

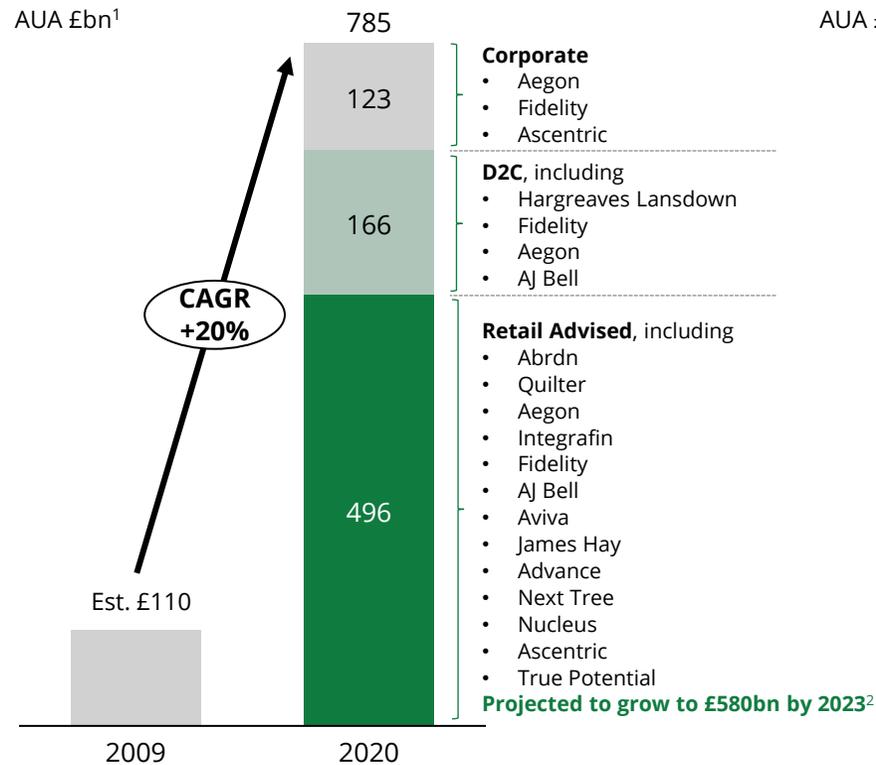


1. Source: ONS.  
 2. Source: ONS "Early indicator estimates from Wealth and Assets Survey", published August 2020.  
 3. Source: ONS "Total wealth in Great Britain: April 2016 to March 2018", published December 2019. Pension Wealth and 'net' Financial wealth excludes physical wealth (assets) and net property wealth.

# Savings and investments consolidating onto Platforms, particularly pensions

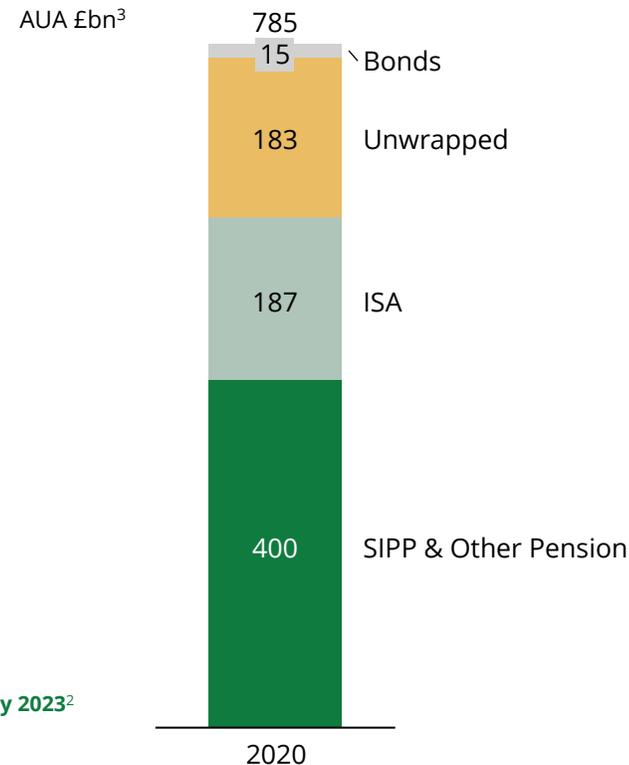
## Pensions and investments consolidating onto platforms

### Total UK platform market



## Pension is 'anchor' product on Platform

### Fund platforms by product



## Platforms play an important role in modern wealth management

### For Advisers

- Tools and technical support
- Customer relationships in one place
- Deliver back-office functionality
- Custody, settlement and reporting

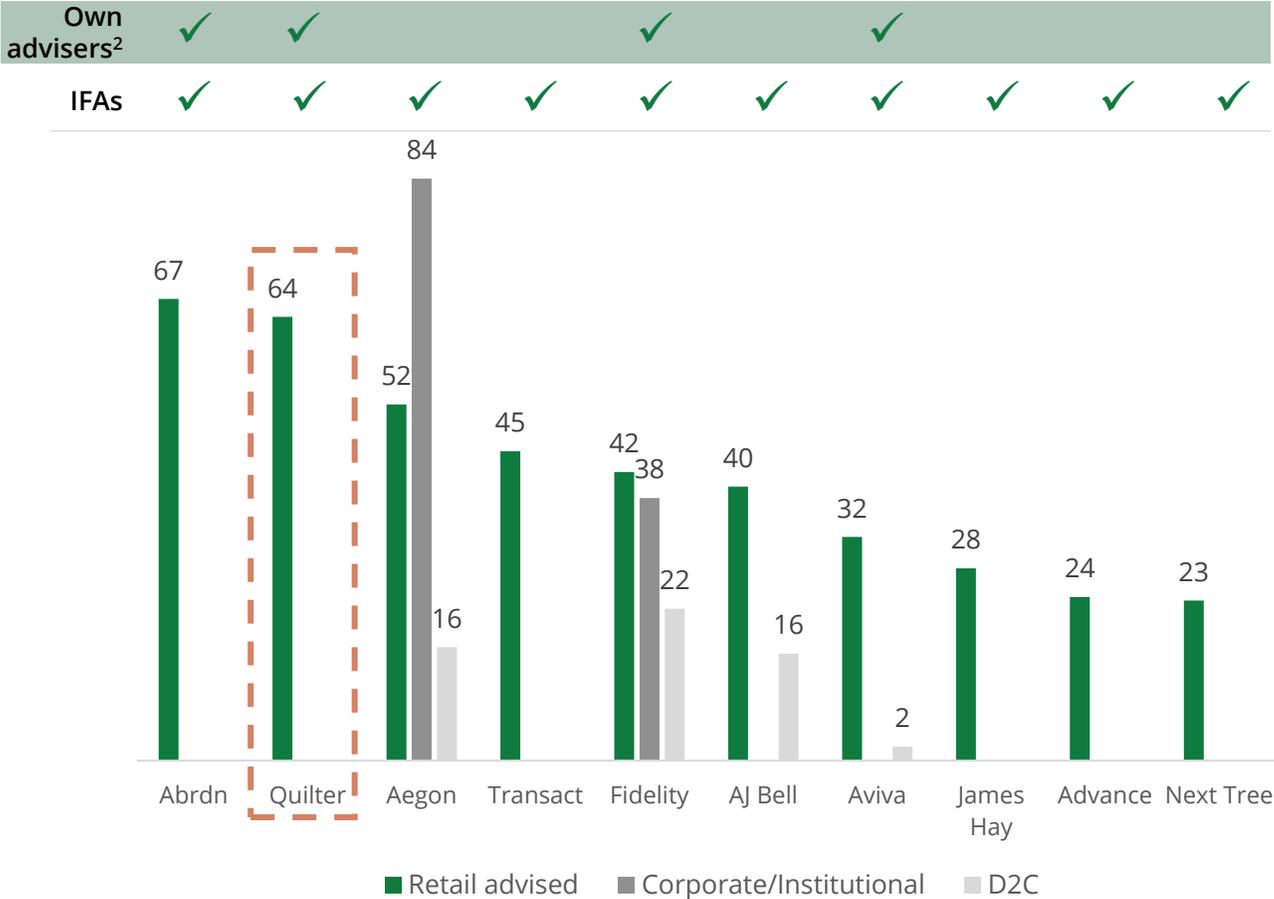
### For Customers

- Holdings in one place
- Tax-efficient wrappers
- Customer service including reporting and transactions

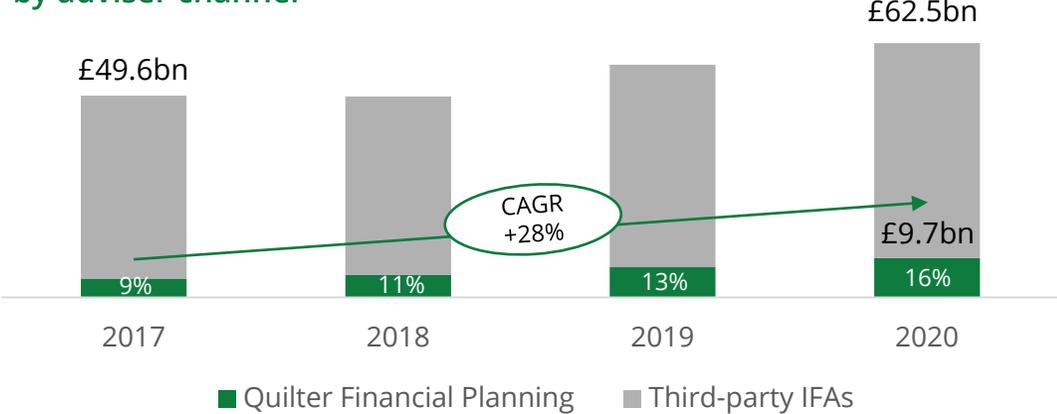
1. Source: Platform 2009 Total Platform AuM £92bn excluding D2C; Fundscape Q4 2020  
 2. Source: Oliver Wyman, Deloitte, RBC estimate  
 3. Source: Fundscape Q4 2020

# Retail advised platforms: building the integrated model

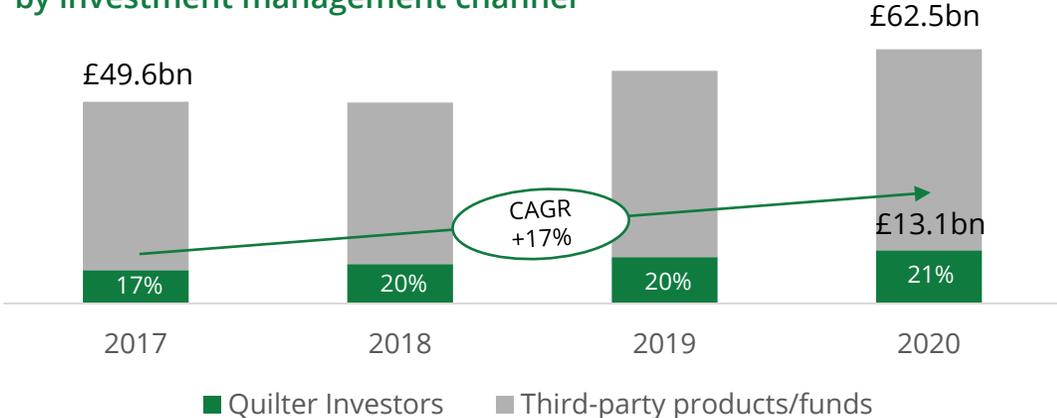
Quilter is one of the largest retail advised platforms<sup>1</sup>  
 £bn AuA



Quilter Investment Platform AuMA by adviser channel



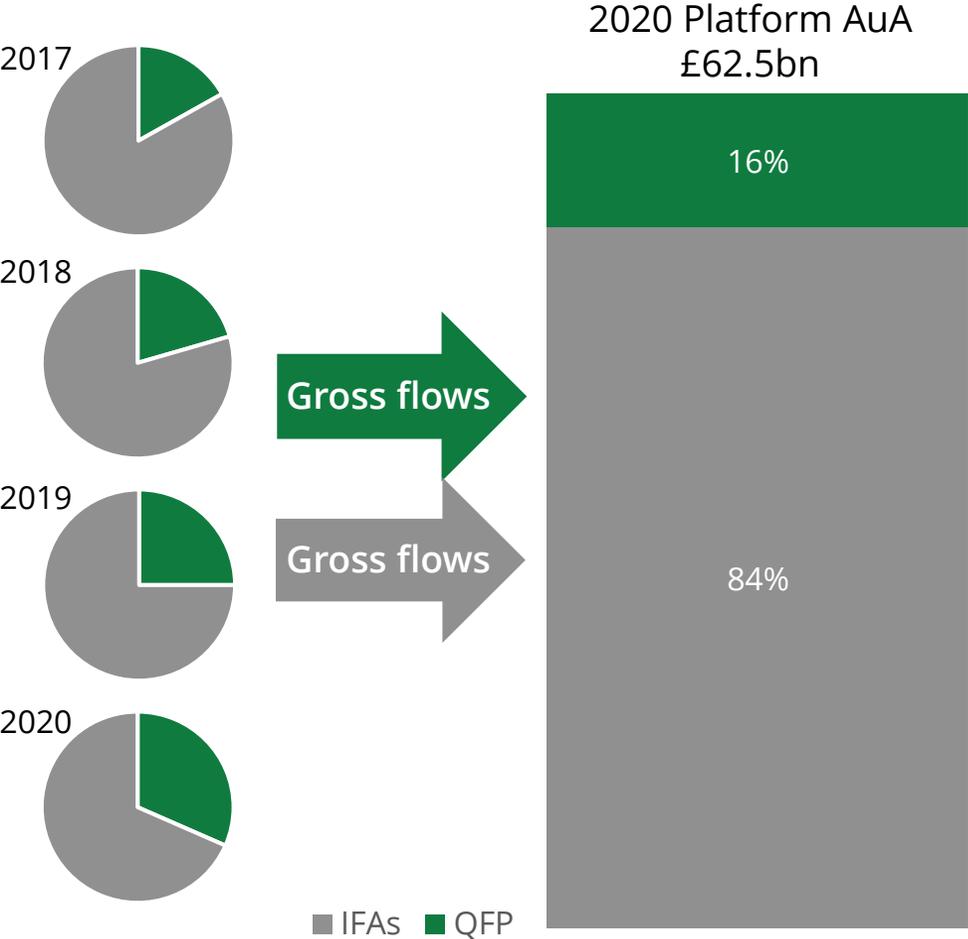
Quilter Investment Platform AuMA by investment management channel



1. Source: Fundscape Q4 2020.  
 2. Note: Fidelity's advisers targeted at D2C client base; Aviva offer remote advice only.

# Quilter: New platform proposition a foundation for growth

Enables Quilter to reinvigorate sales and reverse decline in IFA gross flows



Outsource model allows Quilter to focus on the expertise which differentiates the proposition

Offering which adds value and creates powerful proposition:

- Differentiated, best-in-class pension wrapper
- Digital adviser and customer portal; online and call centre support
- Inheritance tax modelling, taxation and trust support
- Best-in-class fund pricing
- DFM portfolio management portals
- Country-wide sales and technical support team

What makes us Quilter

Back-office processes which advisers take for granted:

- Transaction processing
- Custody and settlement
- Fund transfers
- Record keeping and statement production
- Management Information feeds for accounting

Provided by FNZ

# New platform functionality enhances our award-winning capabilities

Products: Supporting growth across the generations		
➤ Junior ISA		New
➤ Pension		Enhanced
➤ ISA		Enhanced
➤ General Investment Account		Enhanced
➤ Bond		Enhanced

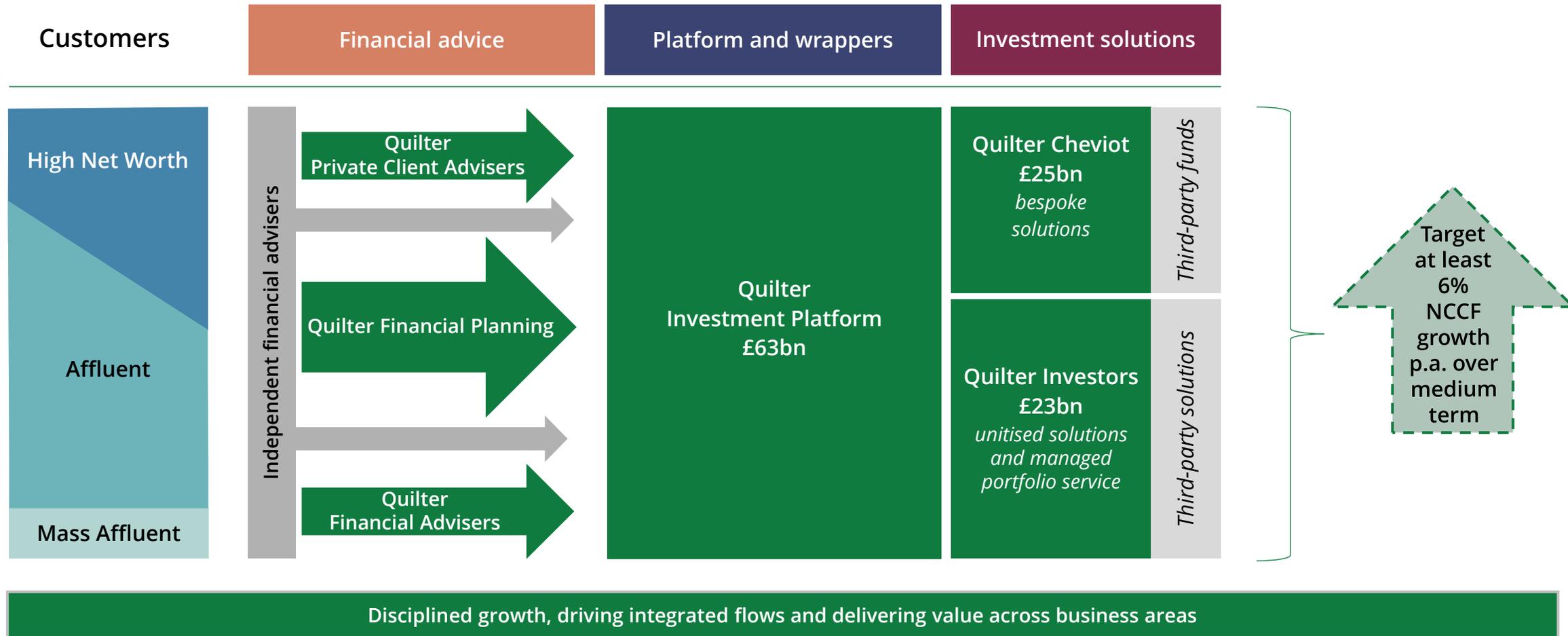
Functionality: Market-leading, attractive to broader adviser base		
➤ Arrange withdrawals and income online		New
➤ Flexi ISA capability		New
➤ Flexible income and regular withdrawal dates		New
➤ Flexible Direct Debit collection dates		New
➤ New adviser MI and reporting suite		New

Investments: Opportunity to reengage with inactive firms		
➤ Option to invest in ETFs and Investment Trusts		New
➤ Access to cash accounts		New
➤ Range of available discretionary IMs		Enhanced
➤ Adviser model portfolio management		Enhanced

Ease of use: Single-source potential for Quilter RFPs		
➤ Online user experience		Enhanced
➤ Cross browser functionality		Enhanced
➤ Mobile and tablet optimised		New
➤ Improved view & control of investments through online Customer centre		Enhanced

Opportunities: 1) capture greater share of flow from RFPs 2) broaden & deepen relationships with IFAs 3) broaden Quilter Investors' solution suite

# A leaner, more focused group with an improved growth profile





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