



Schroders

2012 Annual Results

Data Pack



Schroders

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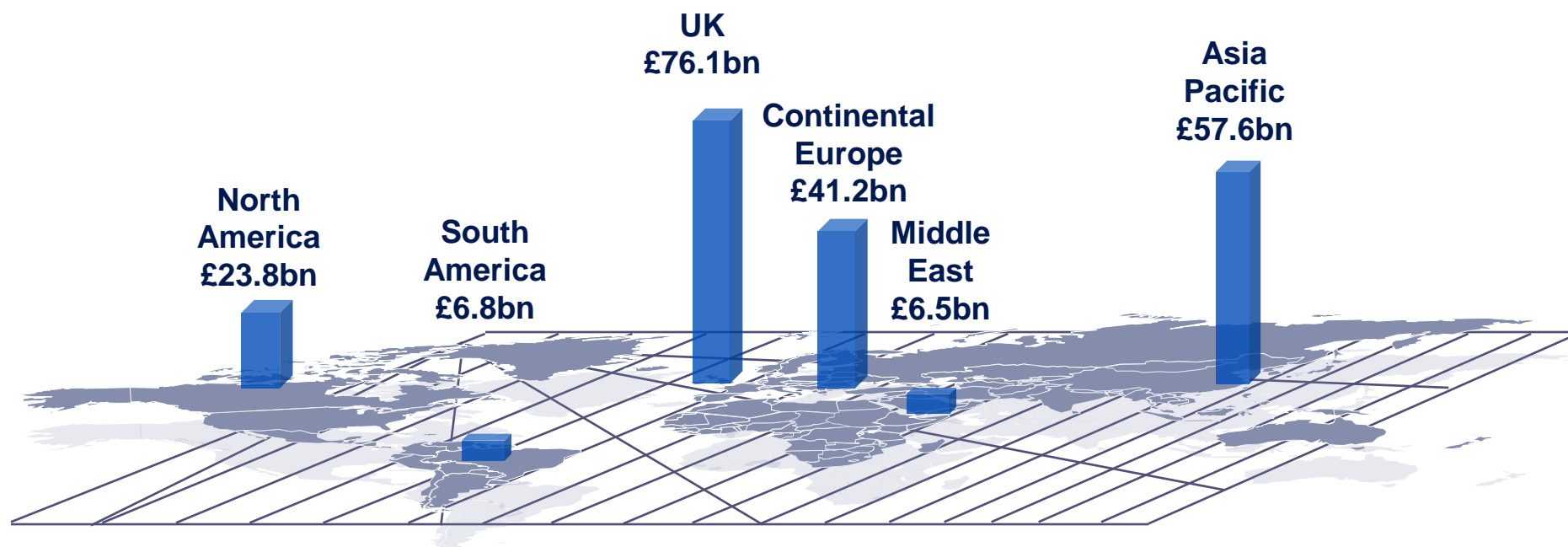
Assets under management (AUM)

£212.0 billion at 31 December 2012

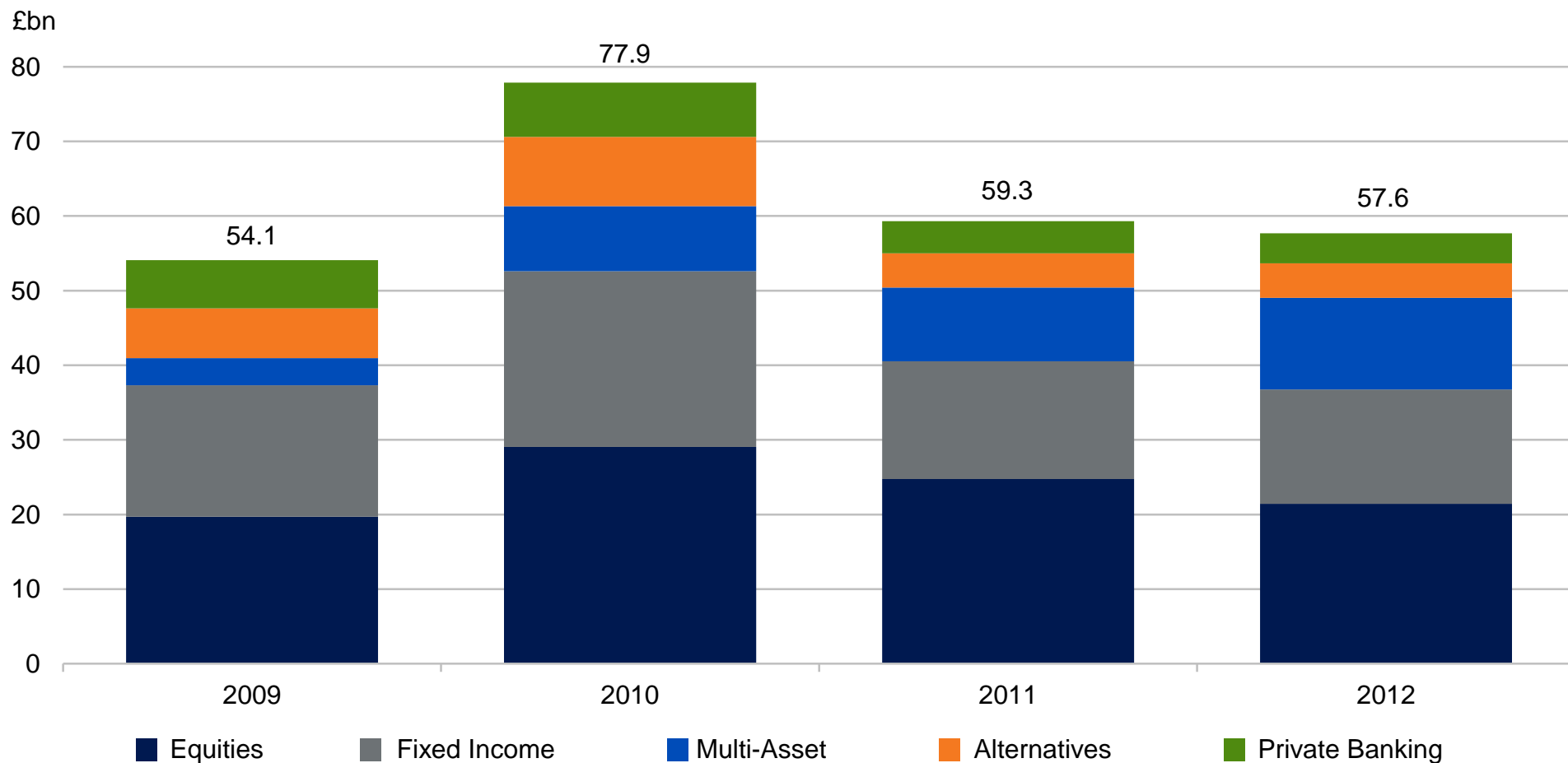
£bn	Asset Management		Private Banking	Total
	Institutional	Intermediary		
31 December 2011	108.4	62.9	16.0	187.3
Net flows	6.4	3.3	(0.3)	9.4
Investment returns	8.9	5.8	0.6	15.3
31 December 2012	123.7	72.0	16.3	212.0

Regional diversification of AUM

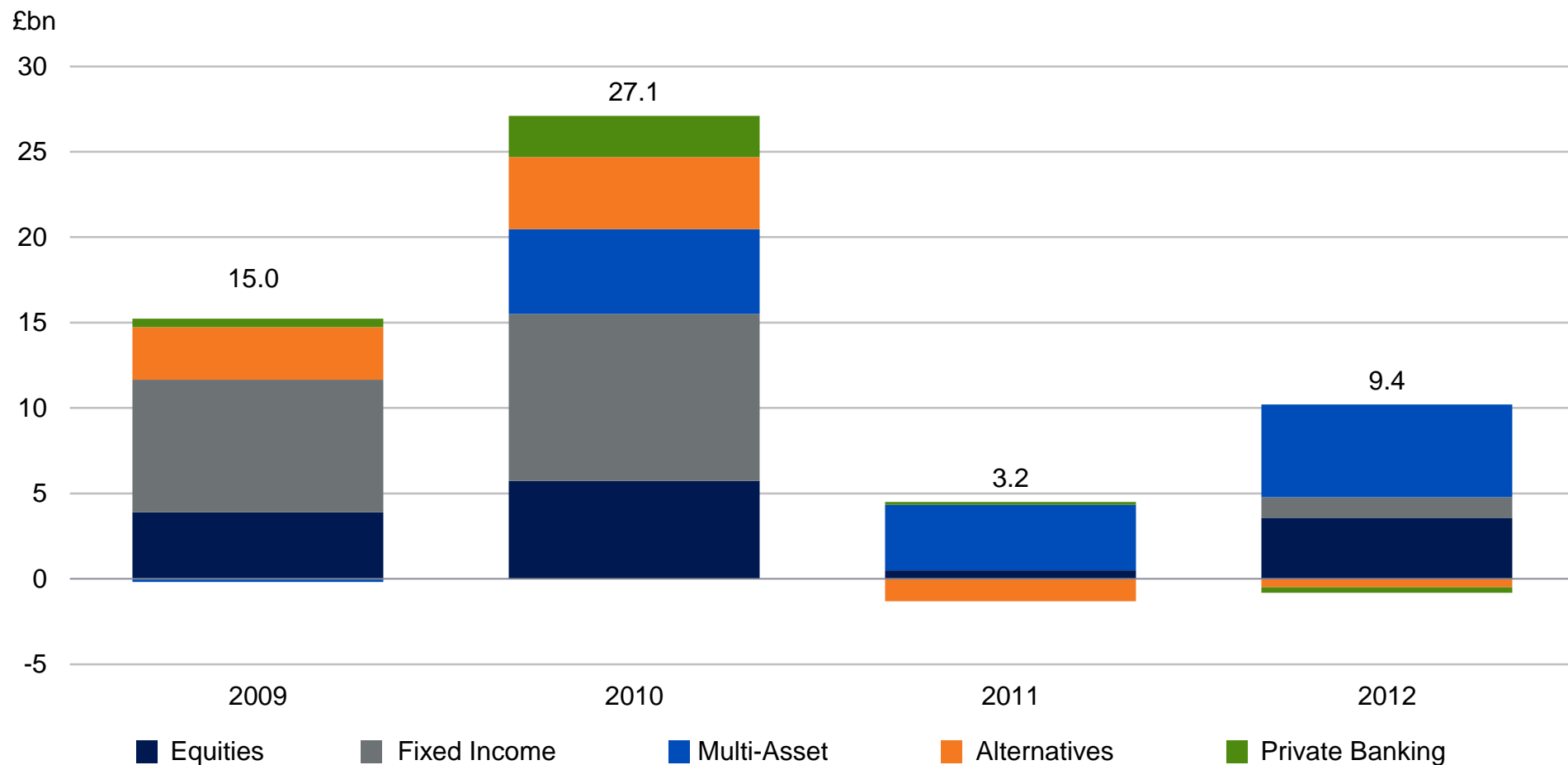
64% of revenues outside UK



2012: Gross sales

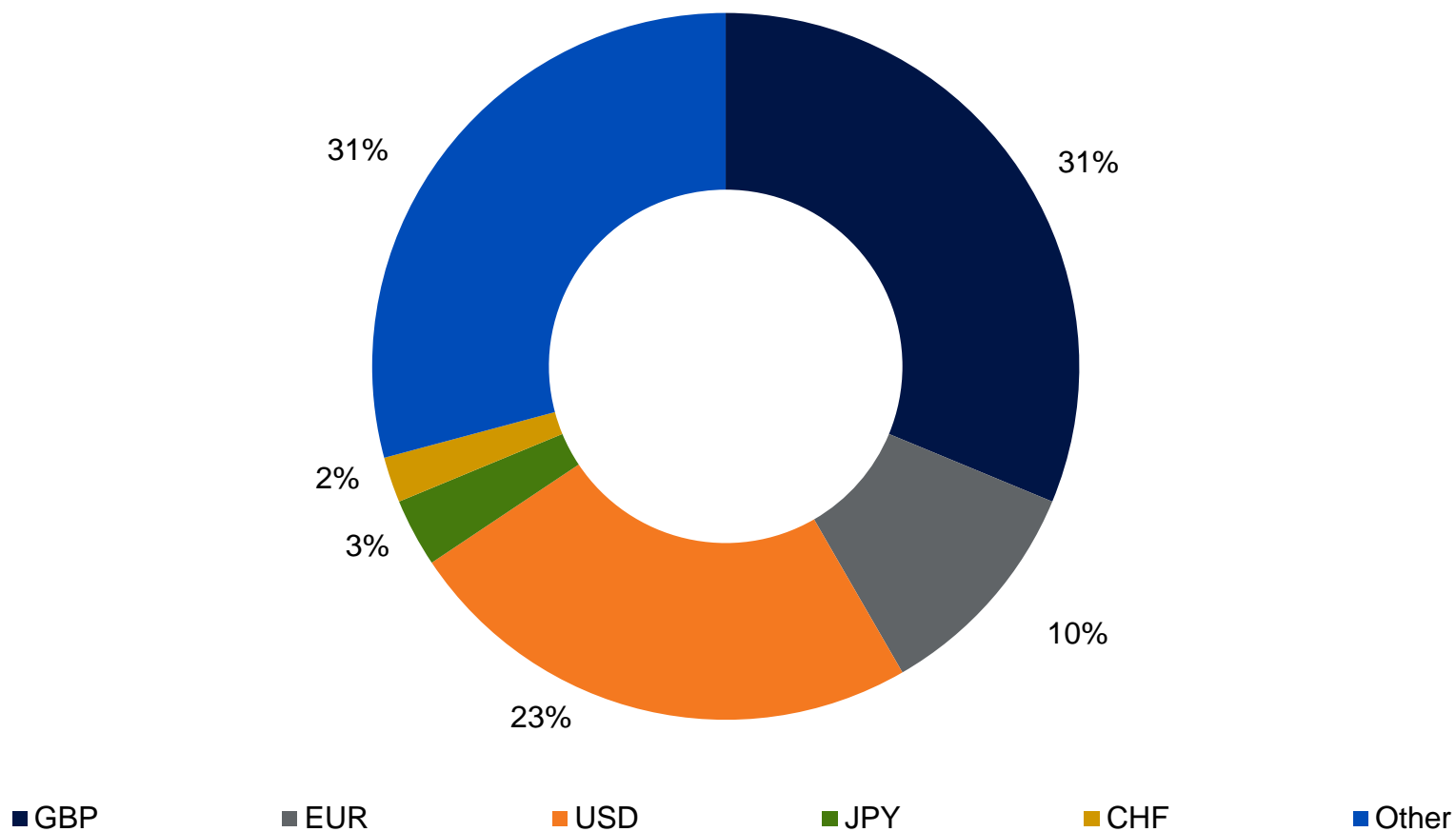


2012: Net inflows



Currency profile of AUM

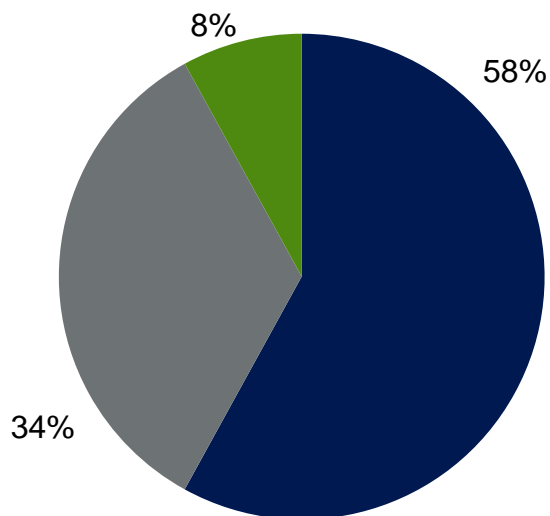
Assets under management £212.0 billion



Total AUM by channel, region and product

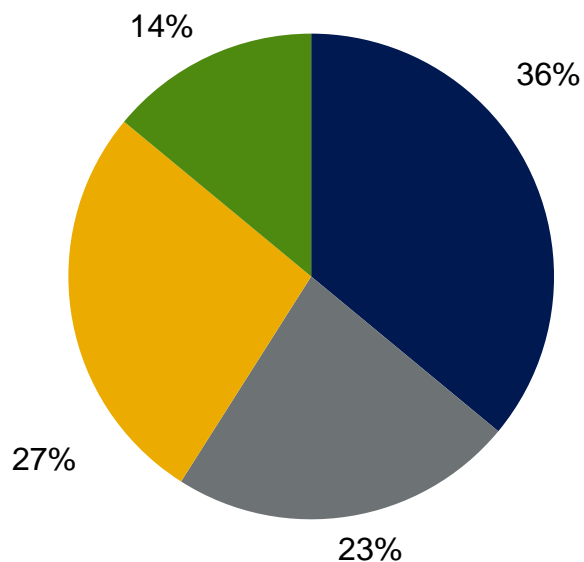
Assets under management £212.0 billion

By channel



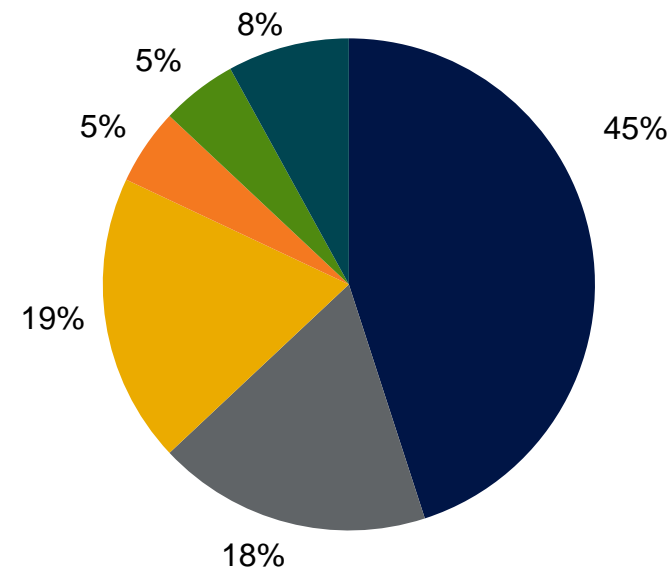
- Institutional
- Intermediary
- Private Banking

By region



- UK
- Continental Europe*
- Asia Pacific
- Americas

By product

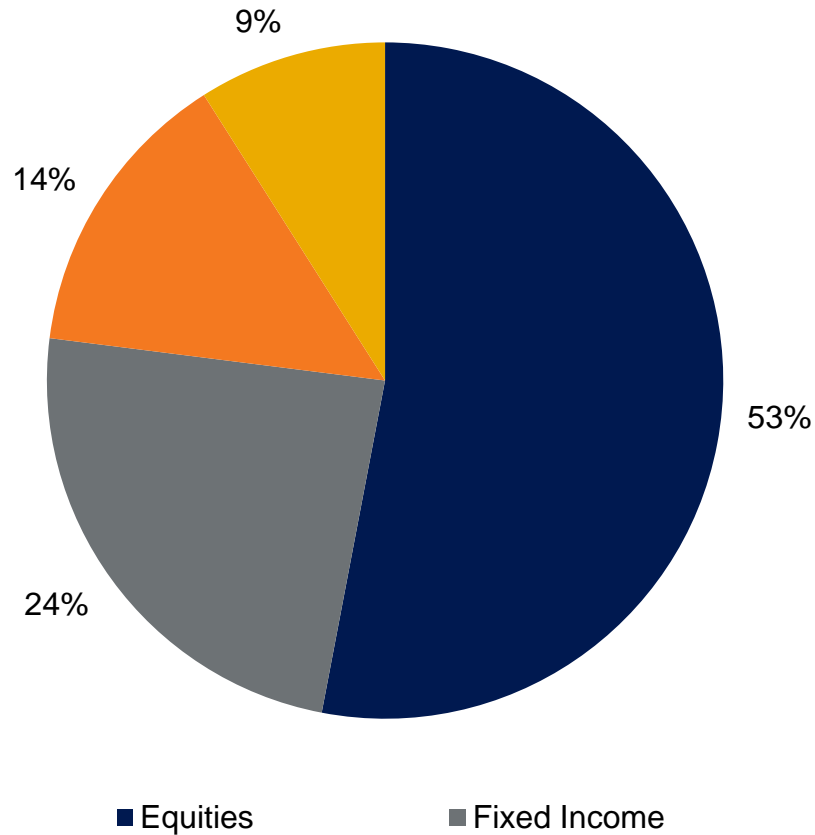


- Equities
- Fixed Income
- Multi-Asset
- EMD and Commodities
- Property
- Private Banking

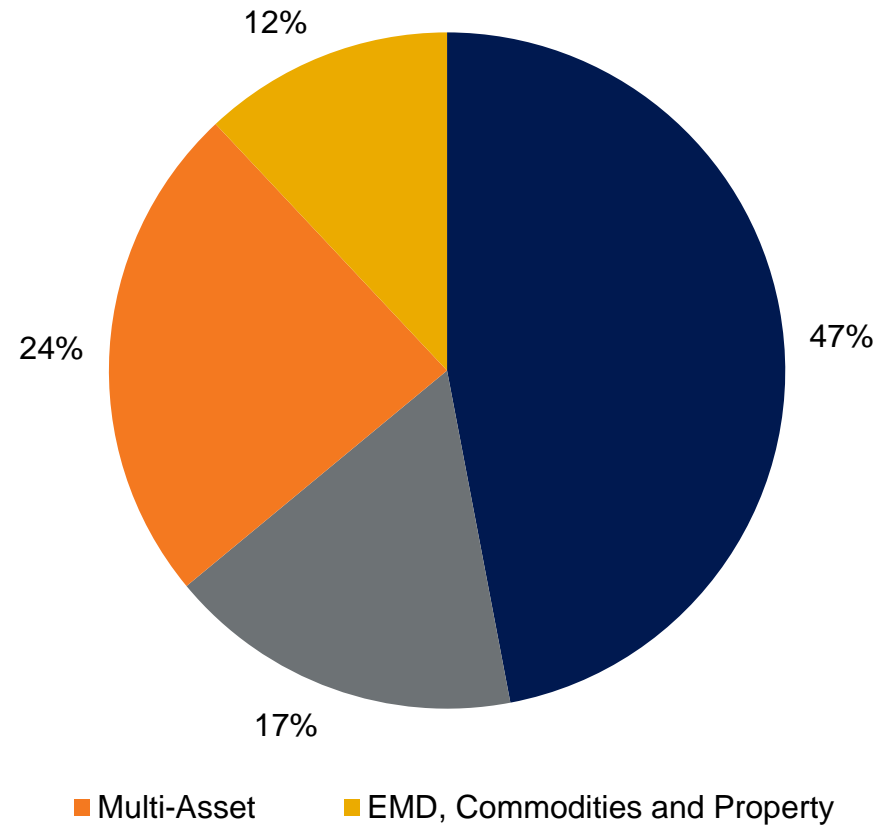
* Including Middle East
By client domicile

Asset Management AUM by channel and product

Intermediary AUM £72.0bn



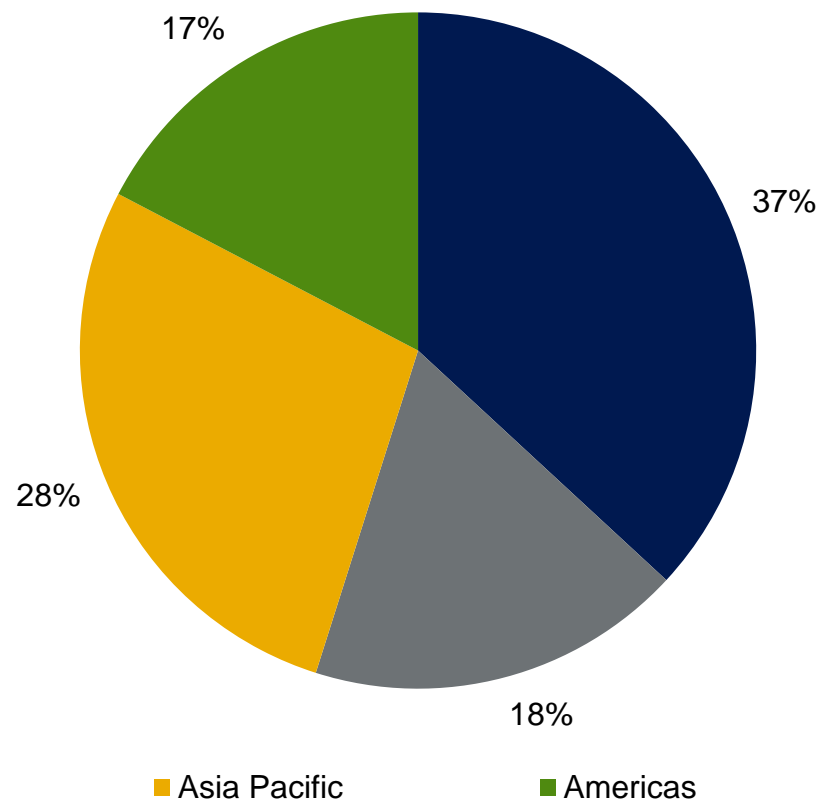
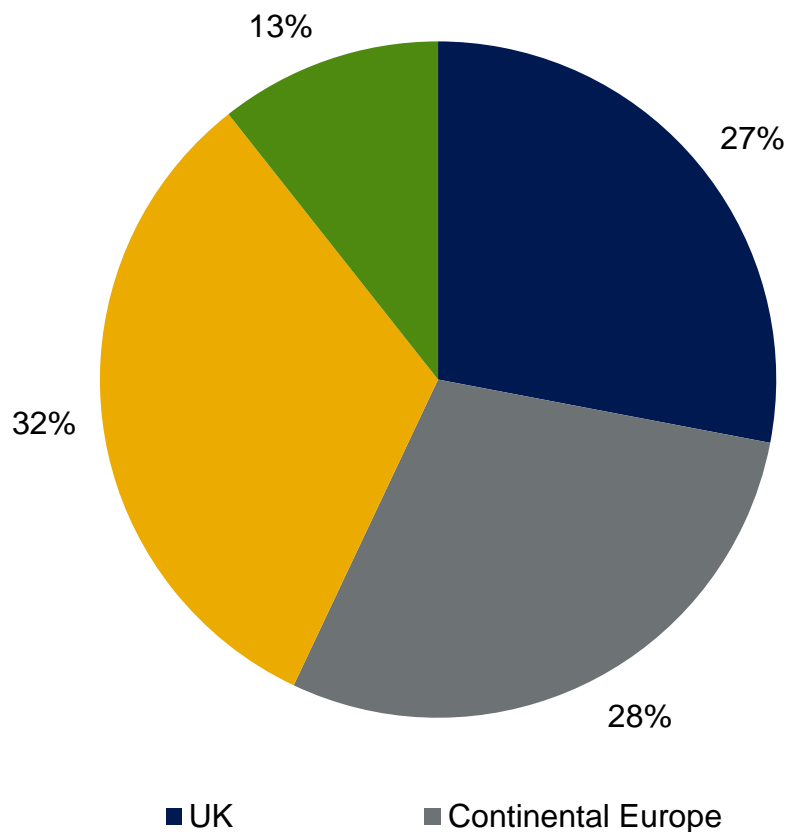
Institutional AUM £123.7bn



Asset Management AUM by channel and region

Intermediary AUM £72.0bn

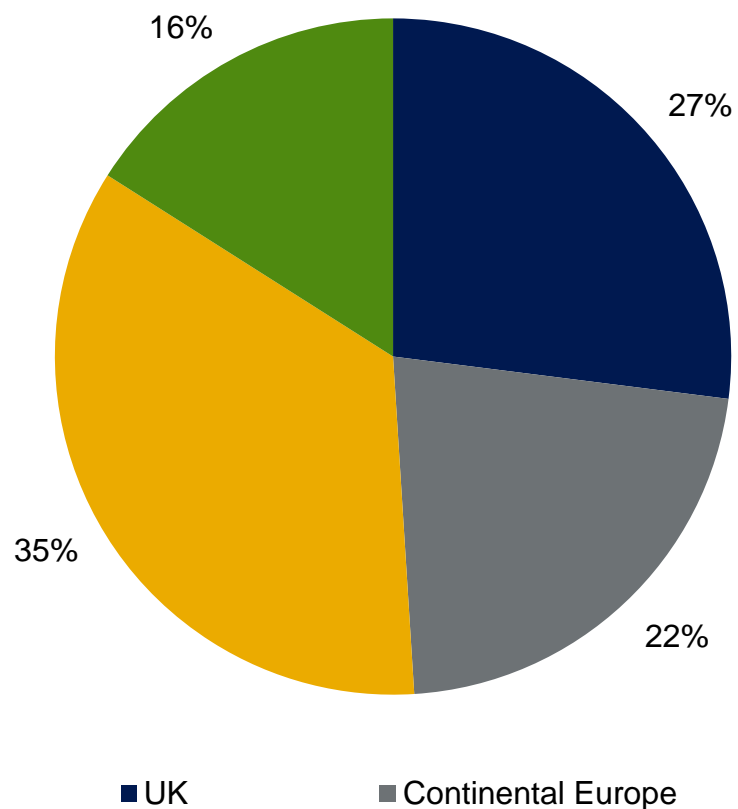
Institutional AUM £123.7bn



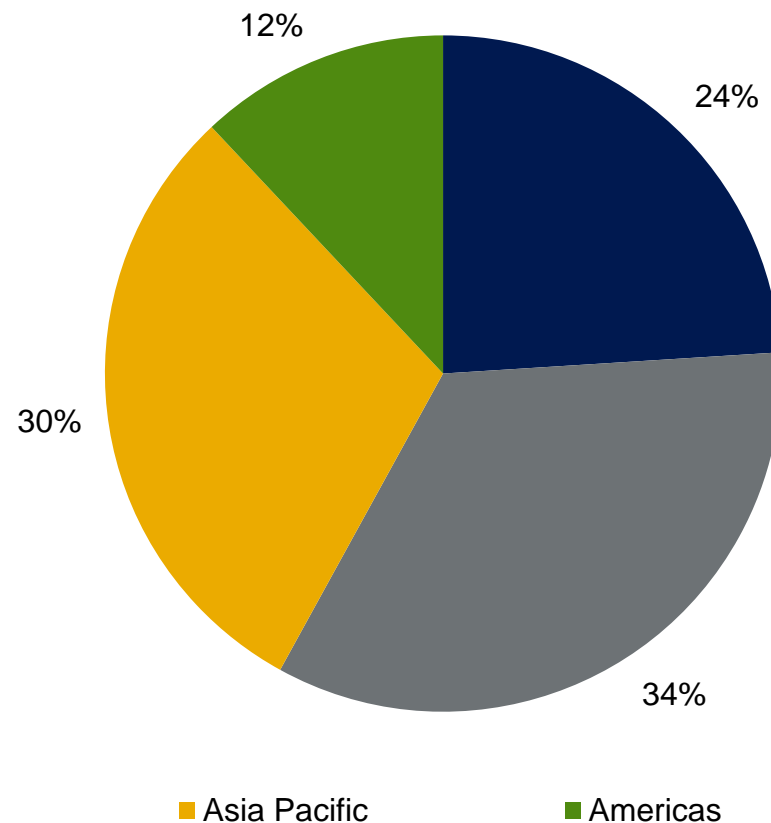
By client domicile

Asset Management AUM analysis

Equities AUM £96.3bn



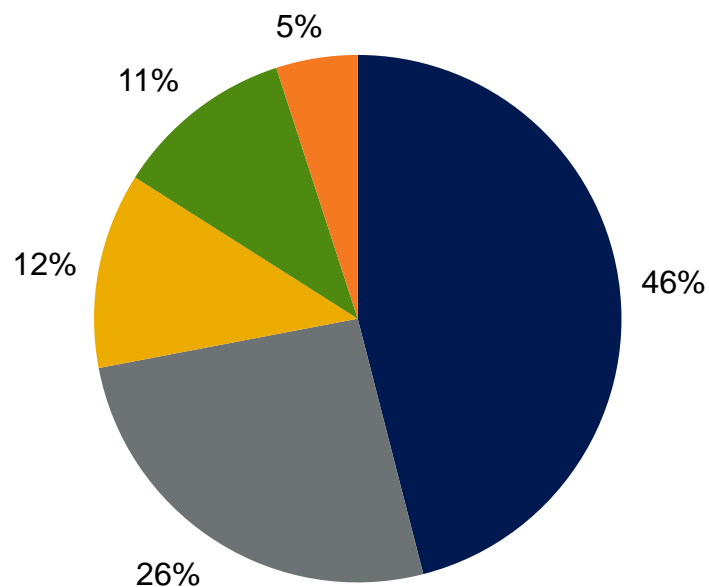
Fixed income AUM £37.6bn



By client domicile

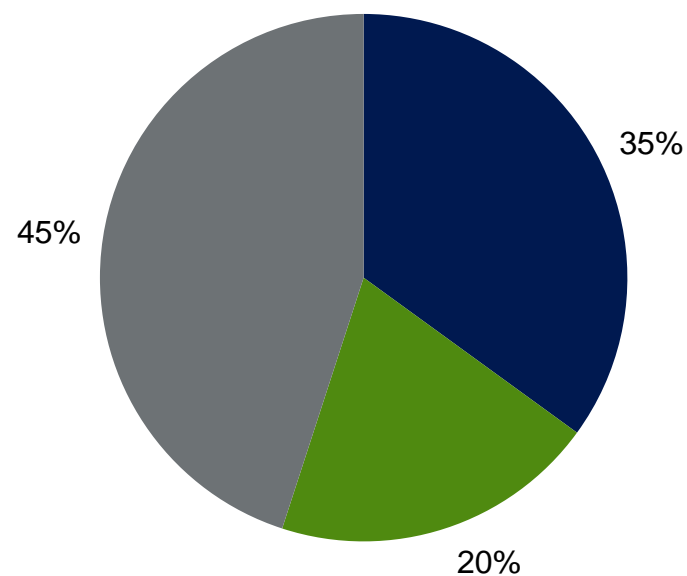
Asset Management AUM analysis

EMD, Commodities and Property AUM £21.3bn



- Property
- Commodities
- Emerging market debt
- Funds of hedge funds
- Private equity funds of funds

Multi-Asset AUM £40.5bn



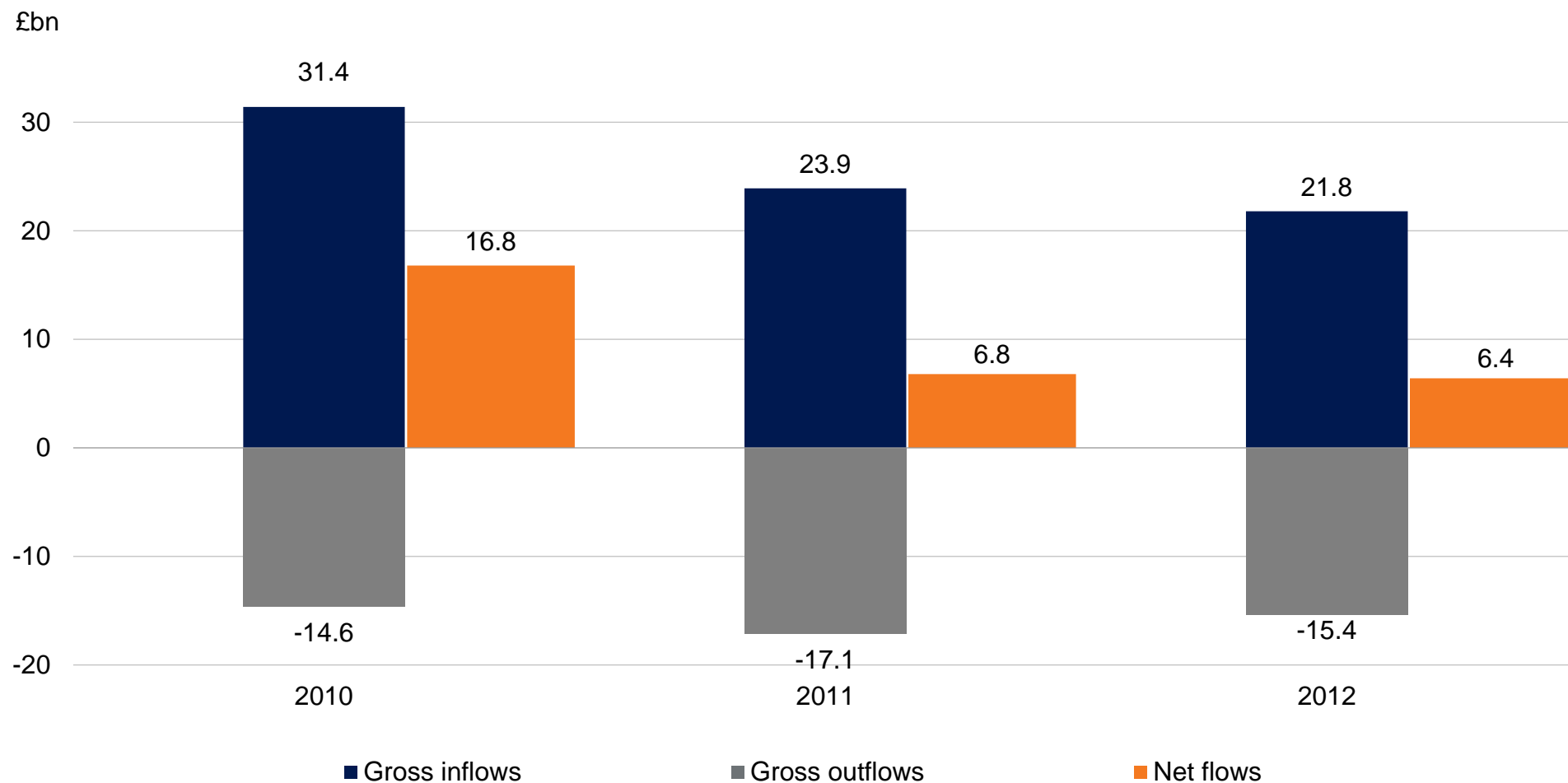
- UK multi-asset
- Liability-driven investment
- Other multi-asset

Asset Management business flows

£bn	2011			2012		
	Inflows	Outflows	Net	Inflows	Outflows	Net
Institutional	23.9	(17.1)	6.8	21.8	(15.4)	6.4
Intermediary	31.1	(34.9)	(3.8)	31.8	(28.5)	3.3
Total Asset Management	55.0	(52.0)	3.0	53.6	(43.9)	9.7

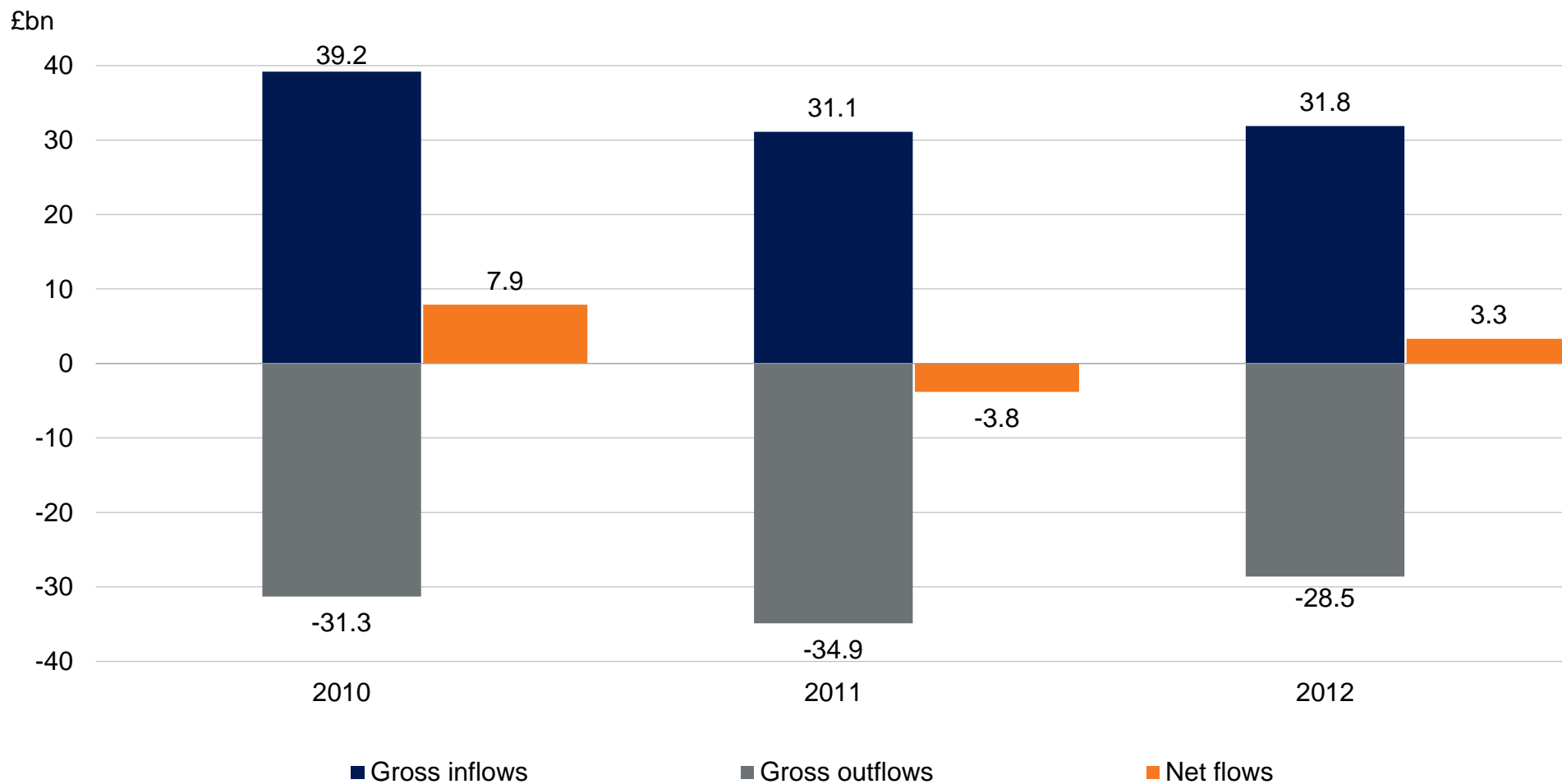
Institutional

Assets under management: £123.7bn (31 Dec 2011: £108.4bn)



Intermediary

Assets under management: £72.0bn (31 Dec 2011: £62.9bn)



Net revenue and margins – Asset Management

Asset Management net revenue £1,014.8 million (2011: £1,041.5 million)

	2011	2012
Average AM AUM – £bn	178.9	183.0
AM net revenue on average AM AUM	58bps	55bps
AM performance fees – £m	36.6	28.4
AM performance fees on average AM AUM	2bps	1bps
AM costs – £m	658.5	671.4
AM costs on average AM AUM	37bps	37bps
AM operating profit – £m	383.0	343.4
AM operating profit on average AM AUM	21bps	19bps

Income and cost metrics for the Group

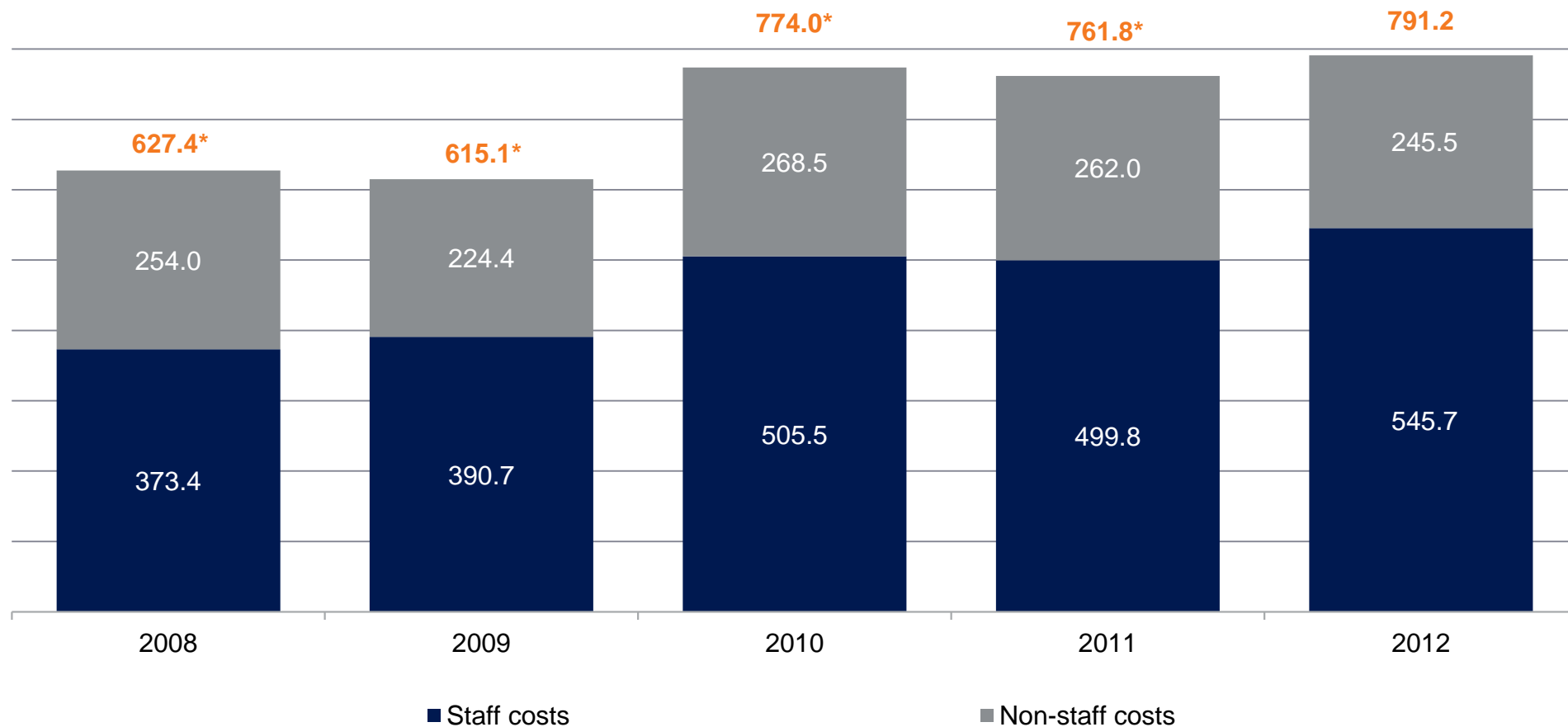
	2011	2012
Compensation cost: operating revenue ratio	44%	49%
Bonus: pre-bonus operating profit	39%	42%
Cost: net revenue ratio	66%	70%
Return on average capital (pre-tax)	22%	18%
Return on average capital (post-tax)	17%	14%

- Compensation cost: operating revenue = total Group compensation costs divided by Asset Management and Private Banking net revenues*
- Bonus: pre-bonus operating profit = total Group bonus divided by pre-bonus Asset Management and Private Banking profit before tax
- Cost: net revenue = total Group costs divided by net revenue
- Return on average capital (pre-tax) = total Group profit before tax divided by average capital
- Return on average capital (post-tax) = total Group profit after tax divided by average capital

* Adjusted by the Remuneration Committee for allowable and disallowable revenues

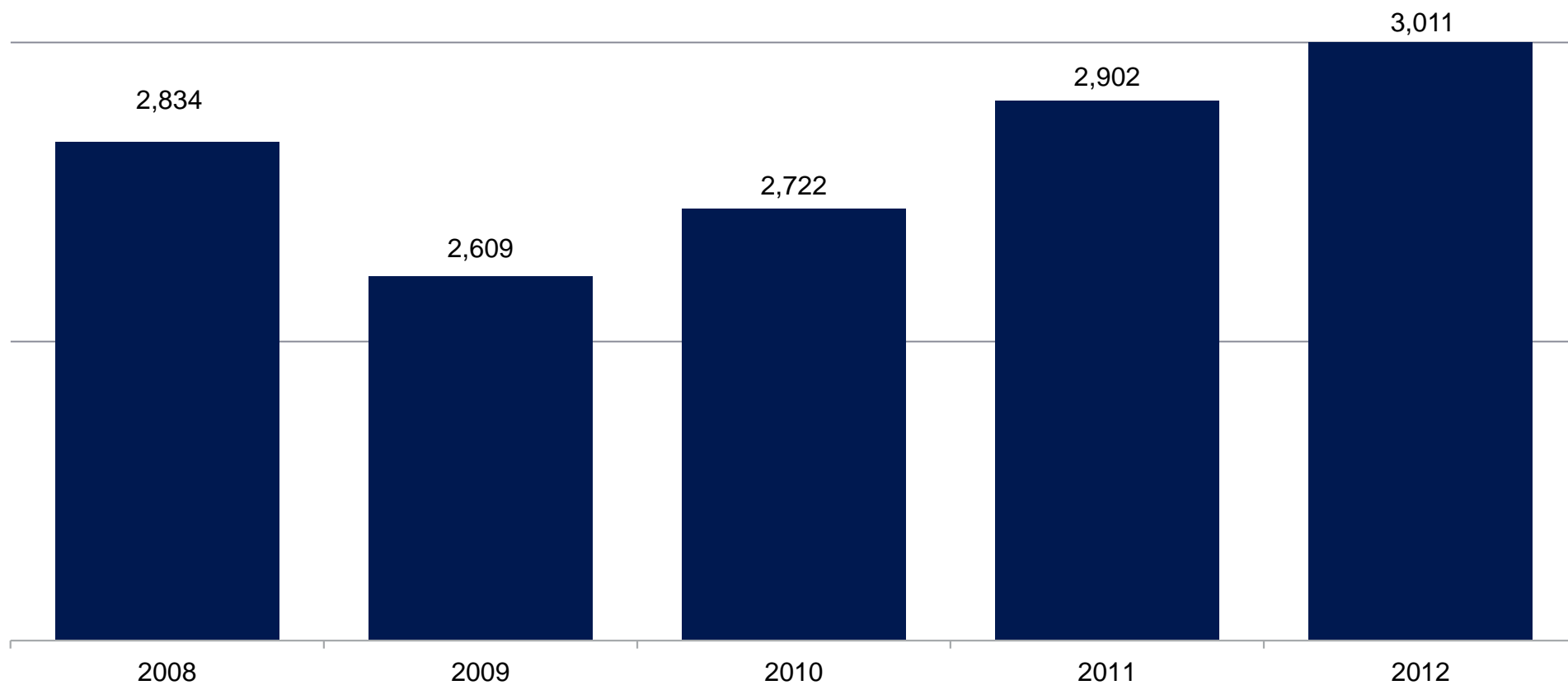
Total costs

£m



*Includes provision for doubtful debts: 2008: £3.6m, 2009: £7.7m, 2010: £6.9m, 2011: £0.1m. For 2012, loan losses of £11.3m are reflected in net revenue.

Headcount



Income statement progression

Asset Management profit before tax

£m	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012
Net revenue	261.2	273.4	256.8	250.1	250.8	240.2	246.0	277.8
Costs	(165.3)	(169.9)	(166.6)	(156.7)	(164.2)	(154.8)	(161.2)	(191.2)
JVs and associates	1.6	2.6	2.5	–	2.0	1.3	0.9	0.8
Net finance (charge)/income	(0.2)	(0.3)	–	0.2	–	(0.1)	0.1	0.1
Asset Management profit	97.3	105.8	92.7	93.6	88.6	86.6	85.8	87.5

Income statement progression

Private Banking profit before tax

£m	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012
Net revenue before loan losses adjustment	27.1	25.5	24.6	25.1	102.3
Adjustment for loan losses*	–	(1.8)	(0.3)	(5.8)	(7.9)
Net revenue as reported for FY 2012	27.1	23.7	24.3	19.3	94.4
Costs before loan losses adjustment	(20.7)	(21.5)	(20.6)	(27.7)	(90.5)
Adjustment for loan losses*	–	1.8	0.3	5.8	7.9
Costs as reported for FY 2012	(20.7)	(19.7)	(20.3)	(21.9)	(82.6)
Private Banking profit/(loss)	6.4	4.0	4.0	(2.6)	11.8

* Loan losses for the year were transferred to net revenue in Q4.

Income statement progression

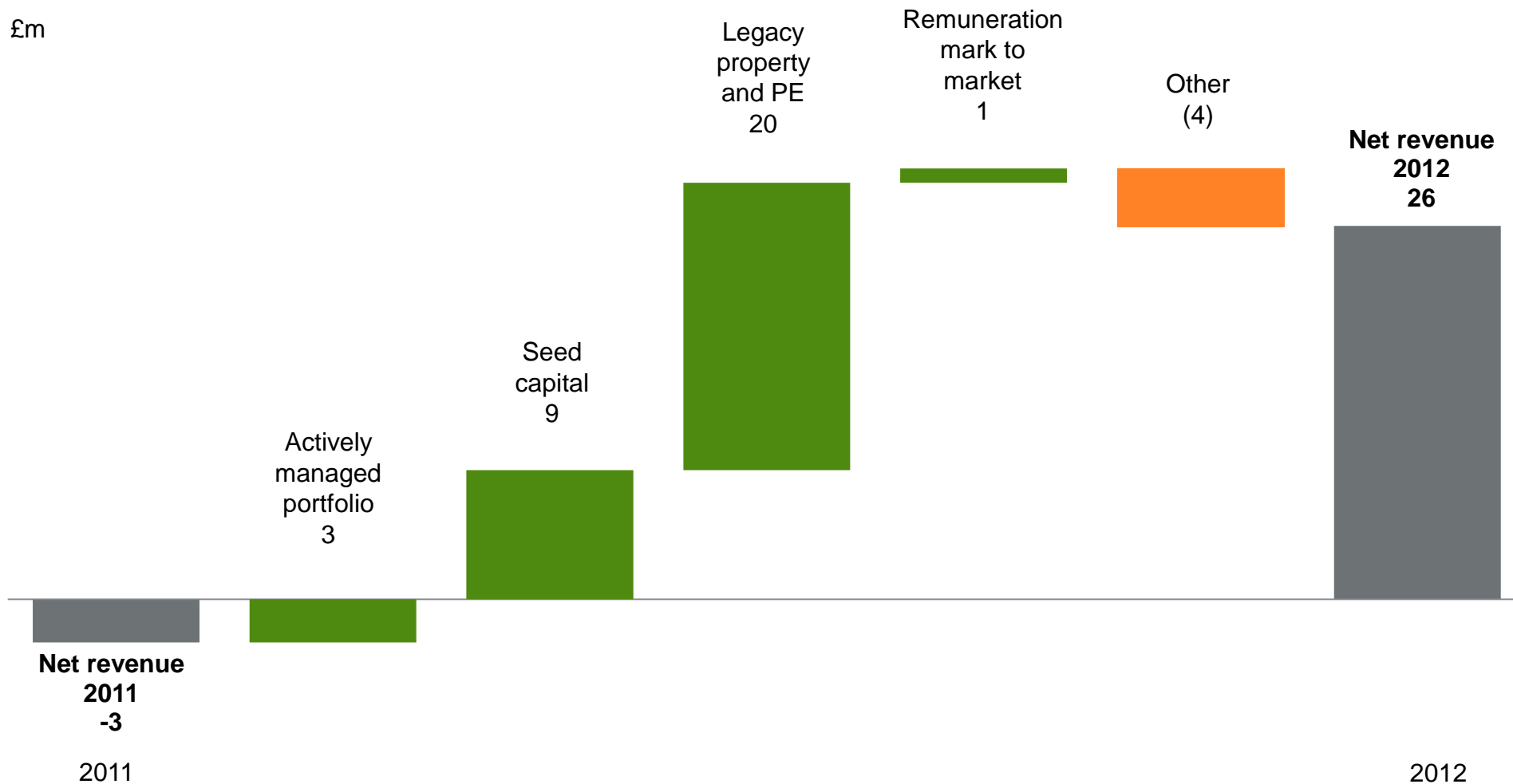
Group segment (loss)/profit before tax

£m	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012
Net revenue	(0.7)	1.3	4.3	(8.1)	4.8	(4.4)	5.9	19.4
Costs	(3.4)	(4.1)	(3.4)	(1.9)	(8.0)	(6.4)	(9.9)	(12.9)
JVs and associates*	(0.6)	(1.2)	(1.8)	(1.1)	(0.1)	(0.4)	0.1	(0.1)
Net finance income	4.5	4.5	3.1	2.7	3.8	2.5	2.7	2.7
Group (loss)/profit	(0.2)	0.5	2.2	(8.4)	0.5	(8.7)	(1.2)	9.1

*Schroder Ventures Investments Limited only

Group segment

Net revenue movement



Movement in capital

£m	2012
Opening balance	1,901.6
Profit before tax	360.0
Net fair value movement arising from AFS financial assets	(8.0)
Net actuarial gains on defined benefit pension schemes	10.4
Exchange differences on translation of foreign operations after hedging	(21.8)
Tax	(74.6)
Net share purchases	(38.9)
Dividends	(104.1)
Share-based payments	45.3
Closing balance	2,069.9

Statement of financial position

£m	31 Dec 2011	31 Dec 2012
Intangible assets including goodwill	144.1	142.1
Other non-current assets	774.2	729.0
Current assets	4,321.3	4,457.7
Assets backing unit-linked liabilities	8,645.2	9,346.3
Total assets	13,884.8	14,675.1
Non-current liabilities	510.3	443.3
Current liabilities	2,827.7	2,815.6
Unit-linked liabilities	8,645.2	9,346.3
Total liabilities	11,983.2	12,605.2
Net assets	1,901.6	2,069.9
Total equity*	1,901.6	2,069.9

*Includes non-controlling interests Dec 2012: £0.5m (Dec 2011: £0.2m)

Forward-looking statements

These presentation slides may contain forward-looking statements with respect to the financial condition, results of operations, strategy and businesses of the Schroders Group.

These statements and forecasts involve risk and uncertainty because they are based on current expectations and assumptions but they relate to events and depend upon circumstances in the future and you should not place reliance on them. Without limitation, any statements preceded or followed by or that include the words 'targets', 'plans', 'believes', 'expects', 'aims' or 'anticipates' or the negative of these terms and other similar terms are intended to identify such forward-looking statements.

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