

# Welcome to the 2021 Annual General Meeting

29 April 2021

**Schroders**

Michael Dobson  
Chairman

Schroders



Peter Harrison  
Group Chief Executive

Schroders



# Resilient business model proving beneficial

	2020	2019	Change
Net income <sup>1</sup>	£2,179.2m	£2,124.8m	3%
Ratio of total costs to net income <sup>1</sup>	68%	67%	(1%)
<b>Profit before tax<sup>1</sup></b>	<b>£702.3m</b>	<b>£701.2m</b>	-
AUM	£574.4bn	£500.2bn	15%
Net new business	£42.5bn	£43.4bn	
<b>Basic EPS<sup>1</sup></b>	<b>200.8p</b>	<b>201.6p</b>	-
Total dividend per share	114p	114p	-

<sup>1</sup>Before exceptional items.



**Invest to Grow**  
delivering resilient results



**£42.5bn**  
of net new business,  
led by Solutions



**Productivity high**  
with majority of employees  
working remotely in 2020



**Actively supporting**  
companies, communities  
and our people

# Delivering positive outcomes for all

## Clients

- Cazenove Capital won gold in the ESG Investing Olympics
- Achieved full ESG integration
- Increased digital engagement in response to Covid-19 measures

## People

- Committed to not making any Covid-19 related redundancies
- Launched new flexible working charter
- Launched weekly podcasts to keep our people connected to the firm and informed about the latest developments

## Shareholder

- Paid final dividend for 2019
- 'Excellent' investment management quality rating from Fitch Ratings for 16<sup>th</sup> consecutive year
- Calculated our own SustainEx score to be +3.1% (compared to industry average of -0.3%)

## Society

- Became founding member of the Net Zero Asset Manager initiative and adopted a Science-Based-Target
- Signed UN Global Compact, the world's largest corporate sustainability initiative
- Raised £4.3m in support of more than 90 charities
- Engaged with FTSE100 companies on employee mental health during Covid-19



# A leader in the transition to a sustainable world

With a purposeful response to our corporate responsibility

## For our clients



Extensive range of **sustainable funds** with more in the pipeline

**Full ESG integration** across our managed assets

**SustainEx™**  
Our award winning tool  
Quantifies the hidden environmental and social benefits and impacts created by companies

Ready for **EU Article 8 & 9** regulation

**2,075+** engagements in 2020

**22** dedicated ESG specialists

## For our business



Founding member of the **Net Zero** Asset Managers initiative

**98%** of employees proud to be associated with Schroders

MSCI ESG Rating of **AAA** in the top 3% of our sector with a consistent score for more than 5 years

Adopted a **Science-based target**  
A clearly-defined pathway to our net zero commitment

**94%** retention of highly-rated employees

Sustainalytics ESG risk rating of **18.8**  
Low risk and in the top 15% for diversified financials

# Investing for future revenue growth



Cazenove Capital's UK  
Regional Wealth build out



US Distribution build-out



Strengthening access to  
China's onshore market



# Outlook for 2021 and beyond

Focused strategy, global footprint and diversified business model enable investing for long term growth



Invest for the long-term



Attract and retain talented people



Transition to net zero emissions by 2050, or sooner



Resilient strategy and operating model



Michael Dobson  
Chairman

Schroders



Graham Staples  
Company Secretary

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Q&A

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Thank you for  
joining the  
2021 Annual  
General  
Meeting



EST. 1804

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# Forward looking statements

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