

Schroders

2022 FULL-YEAR RESULTS

2 March 2023

Data Pack



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Assets under management (AUM)

£737.5 billion at 31 December 2022

£bn	Asset Management Total	Wealth Management Total	Total AUM (excl. Associates and JVs)	Associates and JVs	Total AUM (incl. Associates and JVs)
1 January 2022	534.0	81.2	615.2	116.4	731.6
Restatement ¹	–	20.4	20.4	14.7	35.1
Restated 1 January 2022	534.0	101.6	635.6	131.1	766.7
Net flows	(7.0)	5.4	(1.6)	(6.0)	(7.6)
Acquisitions ²	51.9	0.1	52.0	–	52.0
Investment returns ³	(60.5)	(9.0)	(69.5)	(4.1)	(73.6)
31 December 2022	518.4	98.1	616.5	121.0	737.5

¹Wealth Management AUM has been restated to reflect the basis on which contractual revenues are earned by the Group.

²For the acquisition details within Asset Management and Wealth Management please refer to slides 4 and 5.

³Includes currency movements which increased AUM by £37.3 billion.

Asset Management AUM

£626.1 billion at 31 December 2022

£bn	Schroders Capital	Schroders Solutions	Mutual Funds	Institutional	Asset Management Total (excl. Associates and JVs)	Asset Management Associates and JVs	Asset Management Total (incl. Associates and JVs)
1 January 2022	53.7	198.1	116.0	166.2	534.0	116.4	650.4
Transfers ¹	(2.0)	8.3	0.9	(7.2)	–	–	–
Restated opening	51.7	206.4	116.9	159.0	534.0	116.4	650.4
Net flows	6.4	(0.2)	(5.9)	(7.3)	(7.0)	(6.2)	(13.2)
Acquisitions ²	8.8	43.1	–	–	51.9	–	51.9
Investment returns	1.4	(39.1)	(10.2)	(12.6)	(60.5)	(2.5)	(63.0)
31 December 2022	68.3	210.2	100.8	139.1	518.4	107.7	626.1

¹Emerging Markets Debt and Commodities have been transferred to the Mutual Funds and Institutional business areas and certain pension mandates have been transferred from Institutional to Schroder Solutions.

²Relates to the purchase of Greencoat Capital Holdings Limited (£7.7 billion), River and Mercantile Investments Limited (River and Mercantile's Solutions division) (£43.1 billion) and Cairn Real Estate B.V. (£1.1 billion).

Wealth Management AUM

£111.4 billion at 31 December 2022

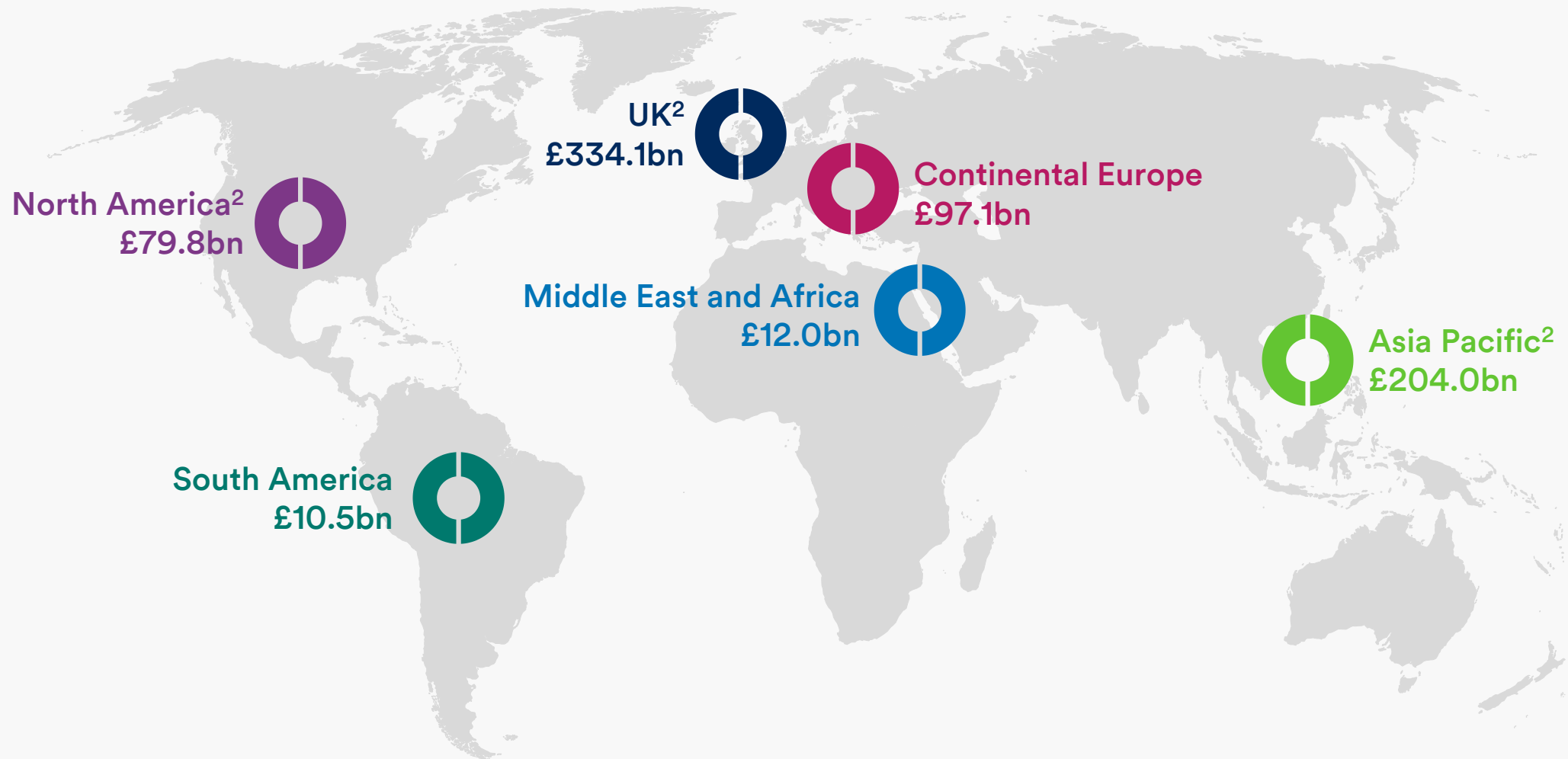
£bn	Advised	Platform	Managed	Total (excl. Associates and JVs)	Associates and JVs	Total (incl. Associates and JVs)
1 January 2022				81.2	–	81.2
Restatement ¹				20.4	14.7	35.1
Restated 1 January 2022	61.4	18.7	21.5	101.6	14.7	116.3
Net flows	4.4	0.6	0.4	5.4	0.2	5.6
Acquisitions ²	0.1	–	–	0.1	–	0.1
Investment returns	(5.5)	(2.0)	(1.5)	(9.0)	(1.6)	(10.6)
31 December 2022	60.4	17.3	20.4	98.1	13.3	111.4

¹Wealth Management AUM has been restated to reflect the basis on which contractual revenues are earned by the Group.

²Relates to Benchmark Capital's acquisition of Waterhouse Financial Planning Limited (£0.1 billion).

Regional diversification of AUM¹

£737.5 billion at 31 December 2022



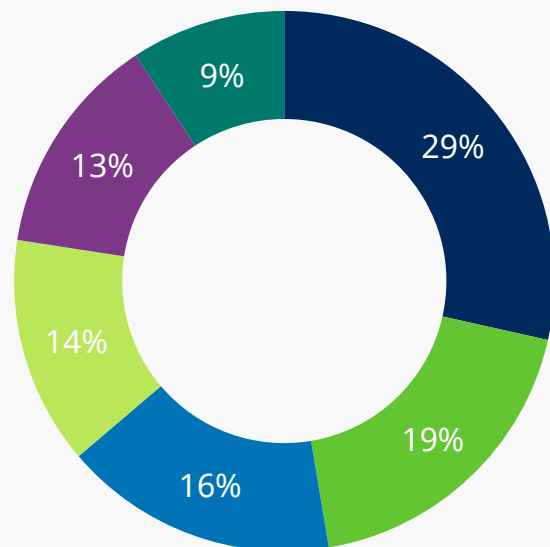
¹By client domicile.

²Associates and JVs AUM comprises of £106.6 billion in Asia Pacific, £13.3 billion in the UK and £1.1 billion in North America.

Total AUM by business area, region and product

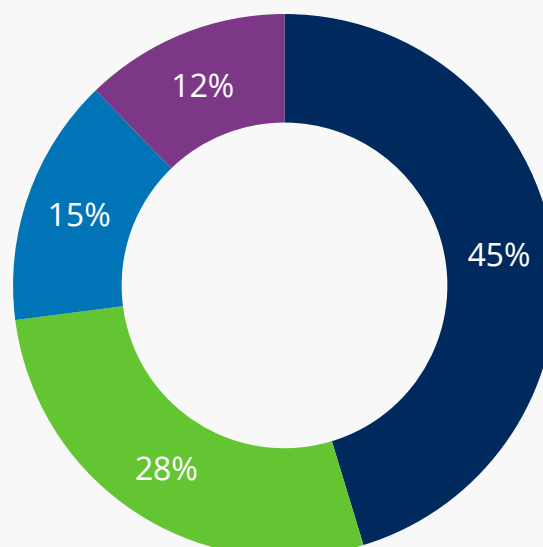
Assets under management £737.5 billion

By business area



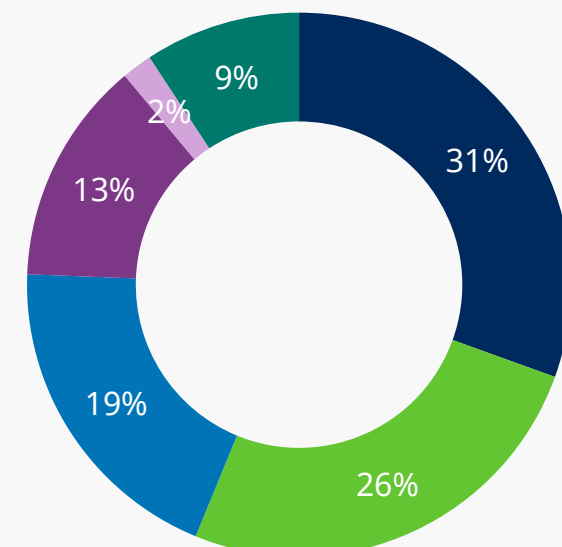
- Schrodgers Solutions
- Institutional
- Associates and JVs
- Mutual Funds
- Wealth Management²
- Schrodgers Capital

By region¹



- UK
- Asia Pacific
- Europe, Middle East & Africa
- Americas

By product



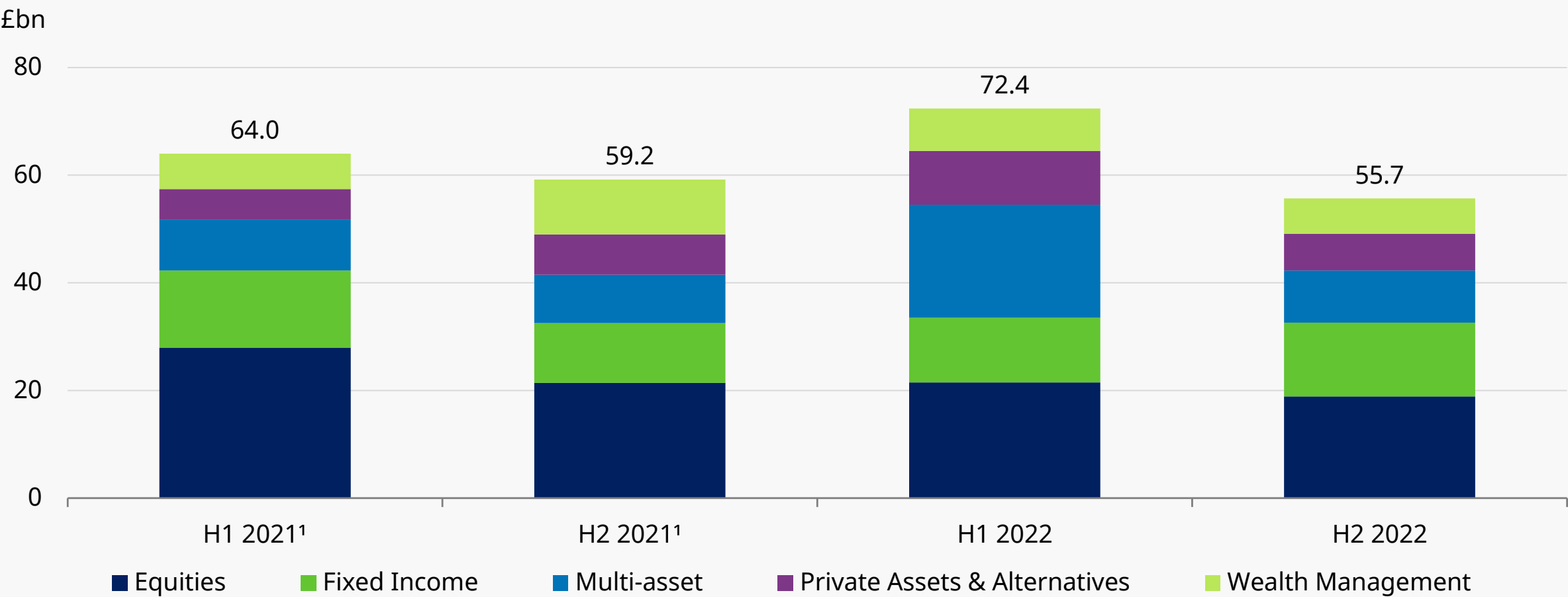
- Equities
- Multi-asset
- Fixed Income
- Wealth Management²
- SPW
- Private Assets & Alternatives

¹By client domicile.

²Wealth Management AUM has been restated to reflect the basis on which contractual revenues are earned by the Group. AUM is now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Gross inflows excl. Associates and JVs

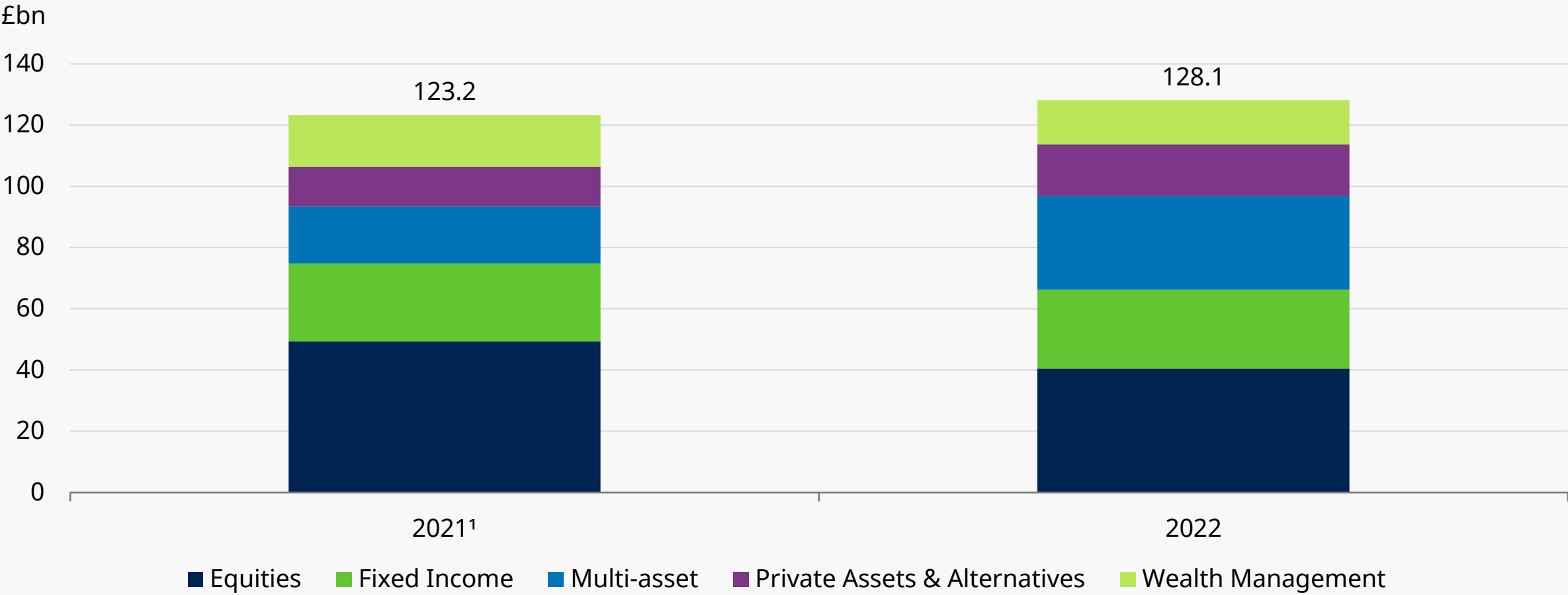
Half-yearly



8 ¹Wealth Management inflows have been restated to reflect the basis on which contractual revenues are earned by the Group. Inflows are now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Gross inflows excl. Associates and JVs

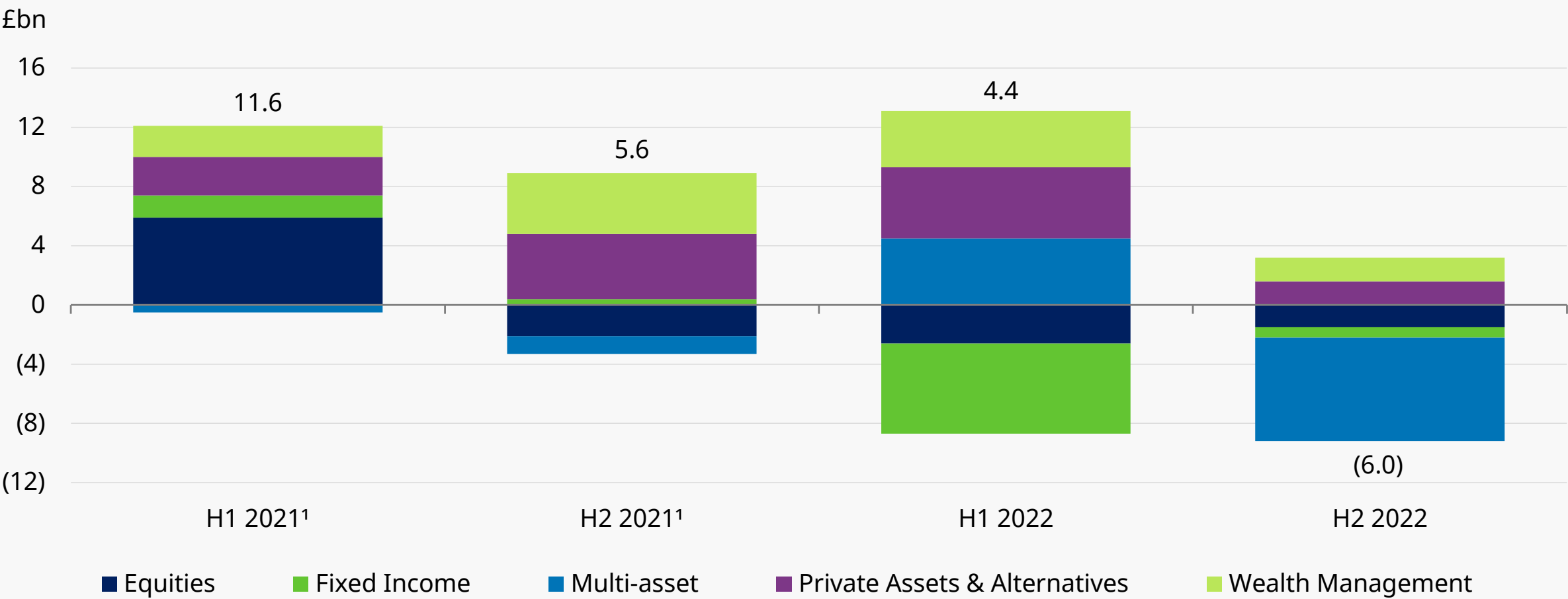
Annually



9 ¹Wealth Management inflows have been restated to reflect the basis on which contractual revenues are earned by the Group. Inflows are now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Net flows excl. Associates and JVs

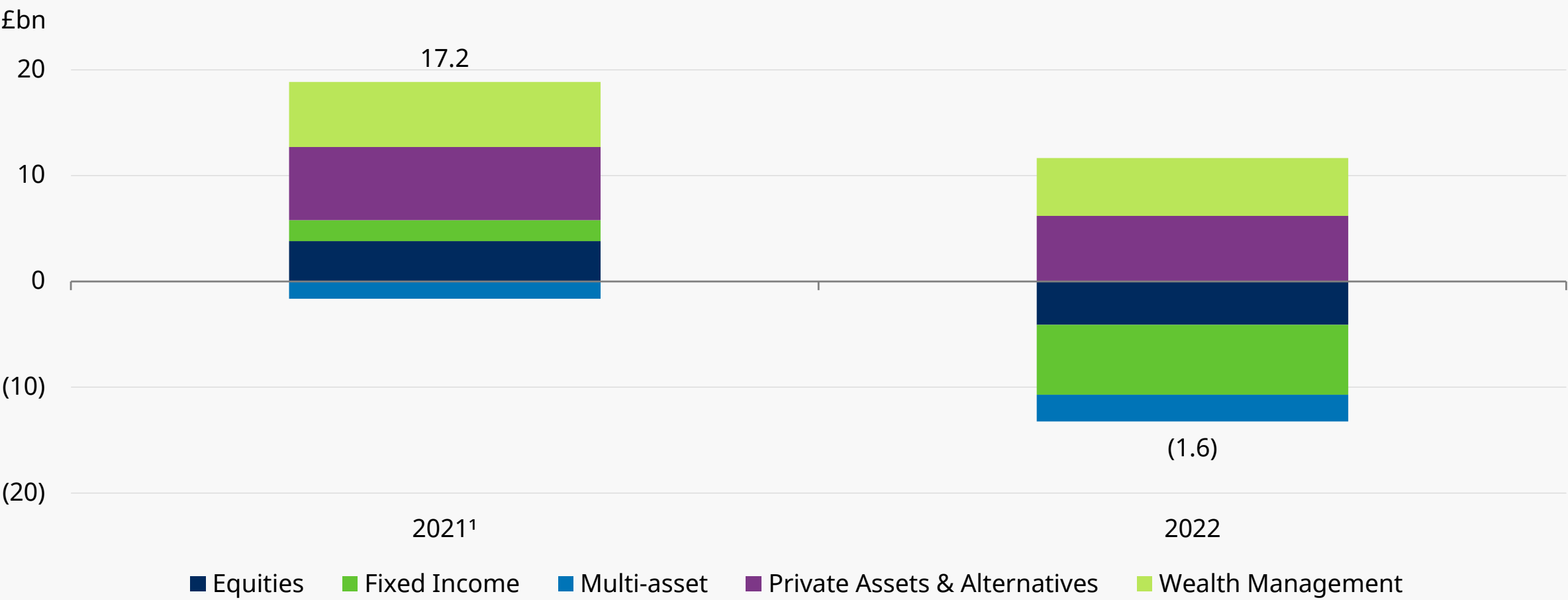
Half-yearly



¹Wealth Management net flows have been restated to reflect the basis on which contractual revenues are earned by the Group. Net flows are now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Net flows excl. Associates and JVs

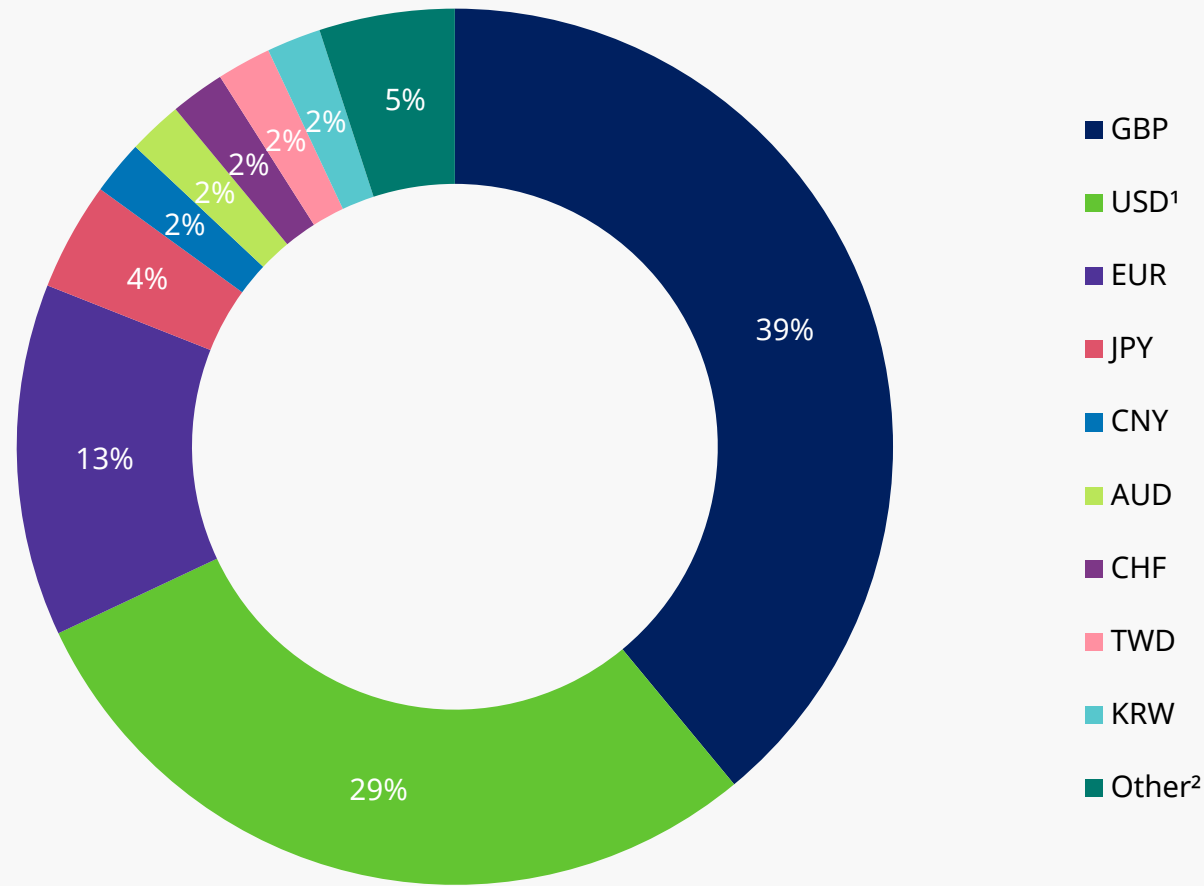
Annually



¹Wealth Management net flows have been restated to reflect the basis on which contractual revenues are earned by the Group. Net flows are now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Currency profile of AUM excl. Associates and JVs

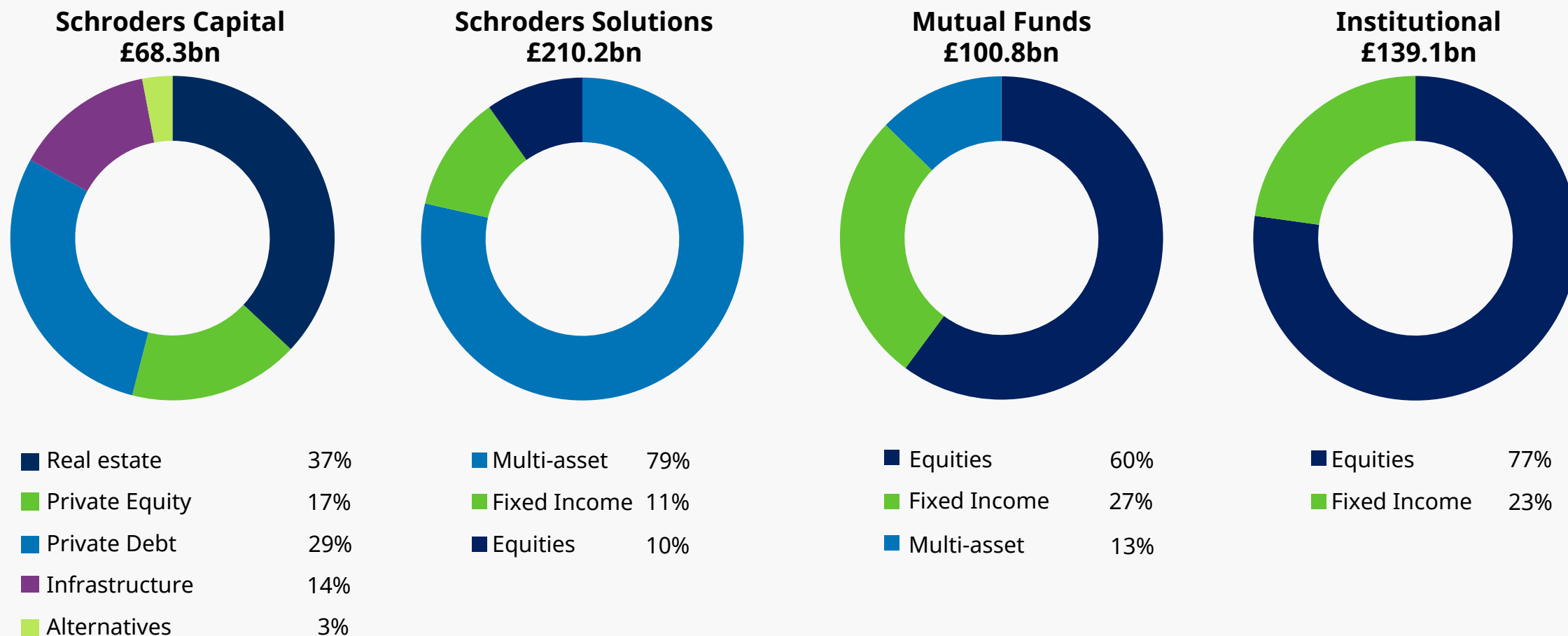
Assets under management £616.5 billion



¹USD includes other currencies pegged to USD, including HKD.
²Includes the following currencies which individually constitute 1% of AUM: INR, SGD, IDR, CAD.

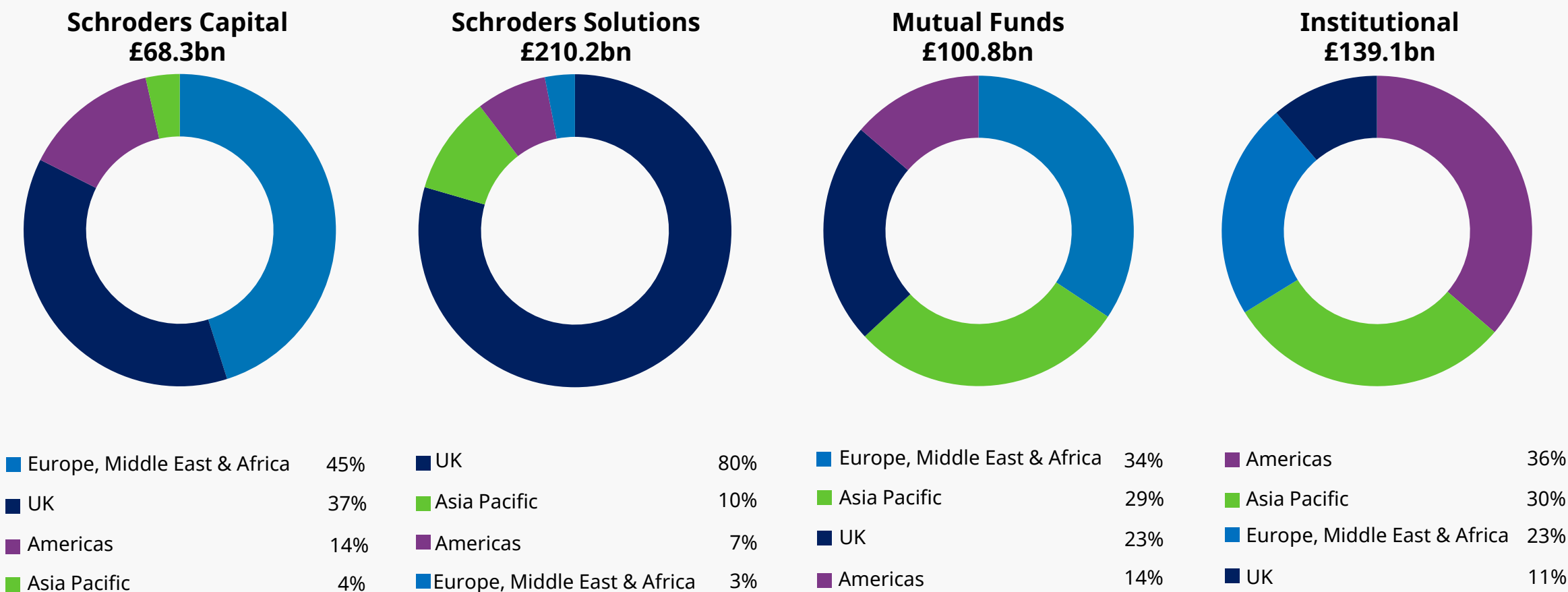
Asset Management AUM – detailed business area analysis

Assets under management £518.4 billion excl. Associates and JVs



Asset Management AUM – detailed business area analysis

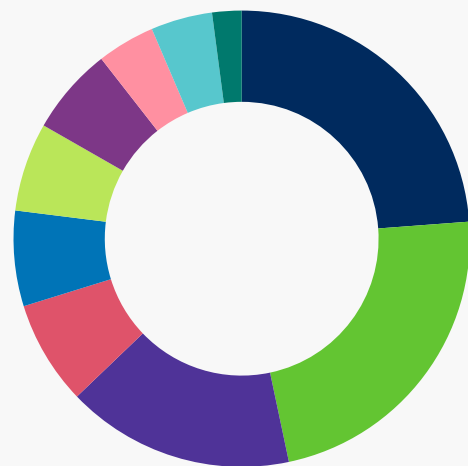
Assets under management £518.4 billion excl. Associates and JVs



Asset Management AUM – detailed asset class analysis

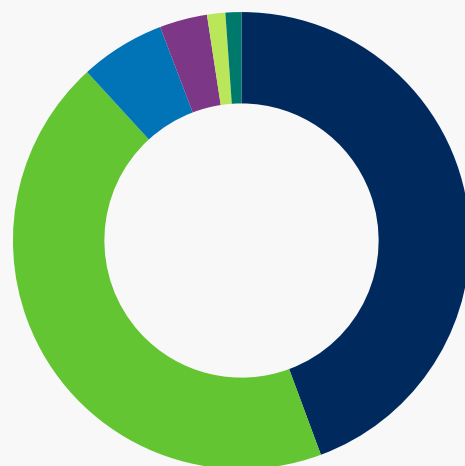
Assets under management £518.4 billion excl. Associates and JVs

Equities
£188.6bn



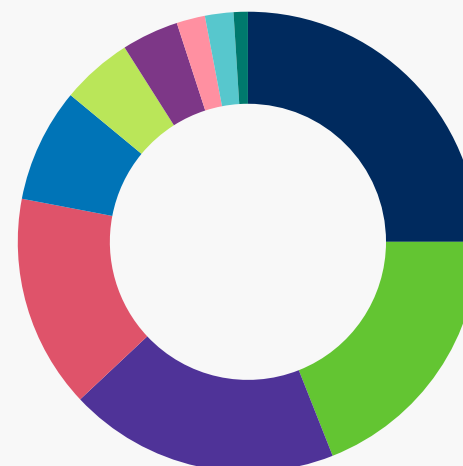
Global	24%
Asia Pacific	23%
Emerging markets	16%
Quantitative equities	8%
Systematic investments	7%
UK	6%
Europe	6%
Japan	4%
US	4%
Australia	2%

Multi-asset
£177.9bn



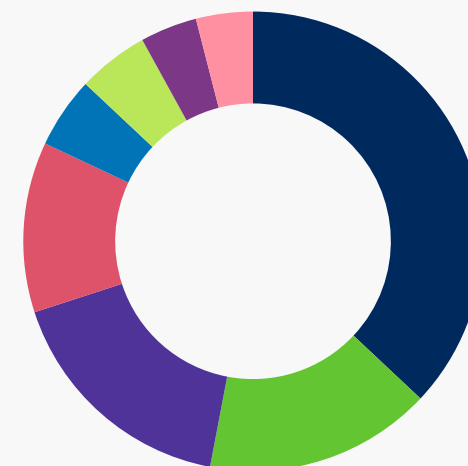
Risk mitigation	45%
Risk controlled growth	44%
Portfolio solutions advanced	6%
Income	3%
Inflation protection	1%
Other	1%

Fixed income
£83.6bn



US	25%
Europe	19%
UK	19%
Global	15%
Asia Pacific	8%
Australia	5%
Emerging market bonds	4%
Convertibles	2%
Latin America Fixed Income	2%
Commodities	1%

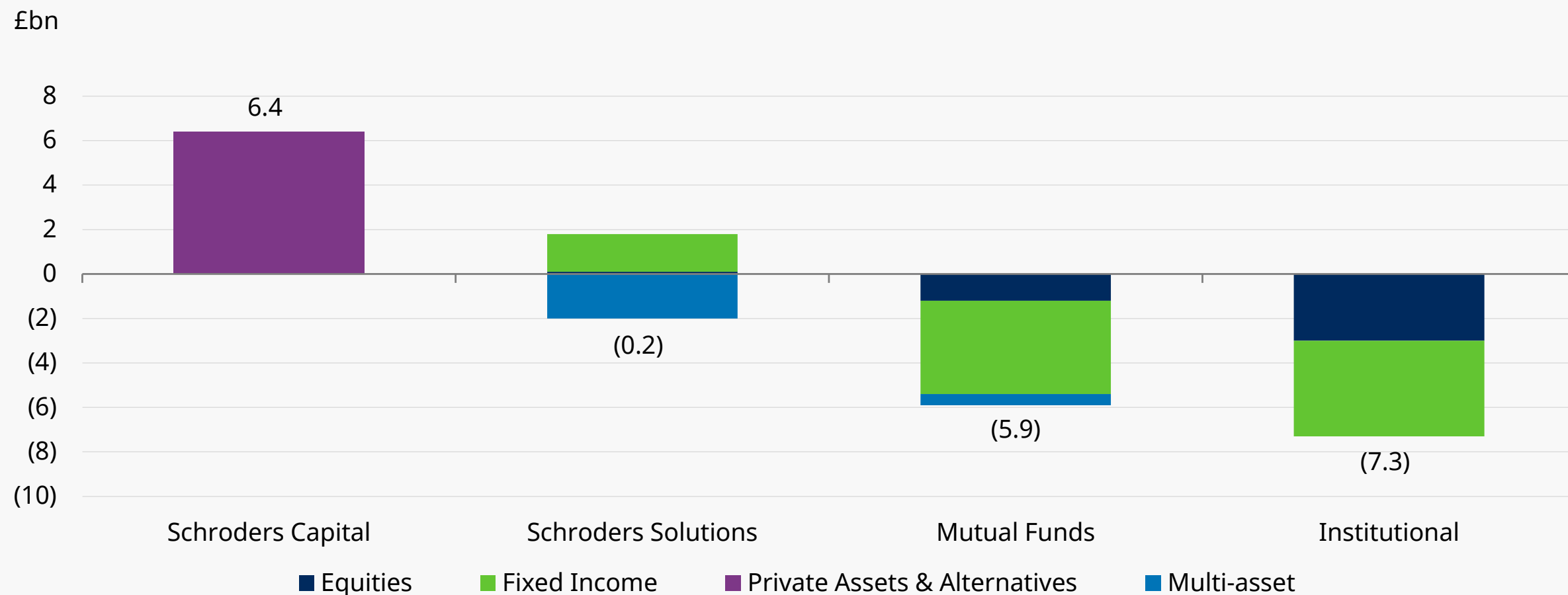
Private Assets & Alternatives
£68.3bn



Real estate	37%
Private Equity	17%
Securitised product	16%
Greencoat	12%
BlueOrchard	5%
Infrastructure finance	5%
Insurance linked	4%
GAIA ¹	4%

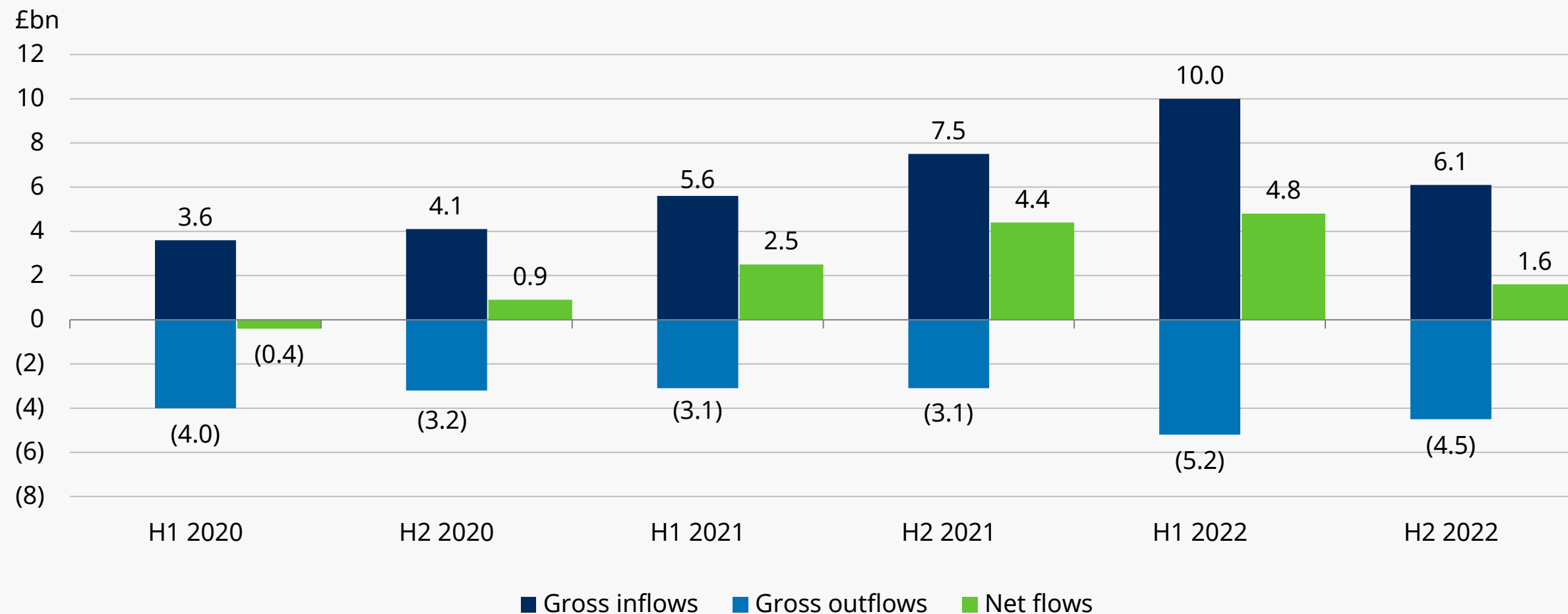
Asset Management net flows by business area

£(7.0) billion at 31 December 2022 excl. Associates and JVs



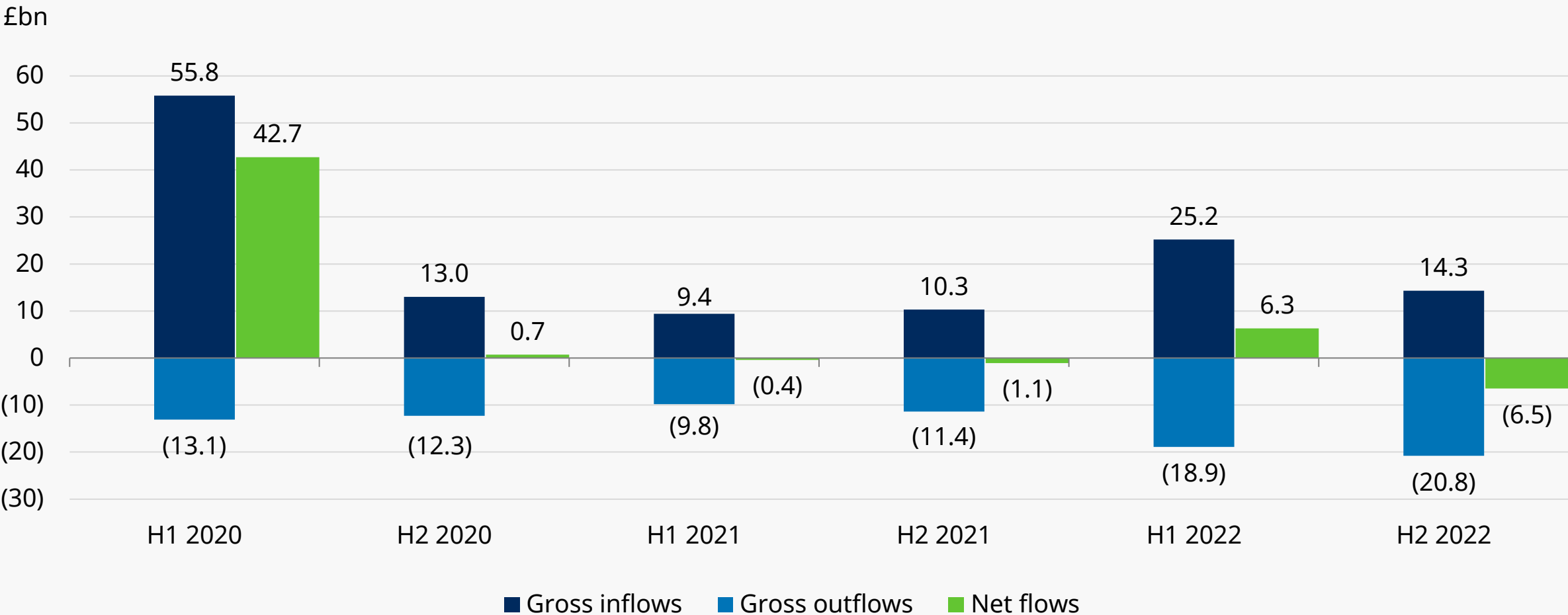
Schroders Capital – gross and net flows

Assets under management £68.3 billion



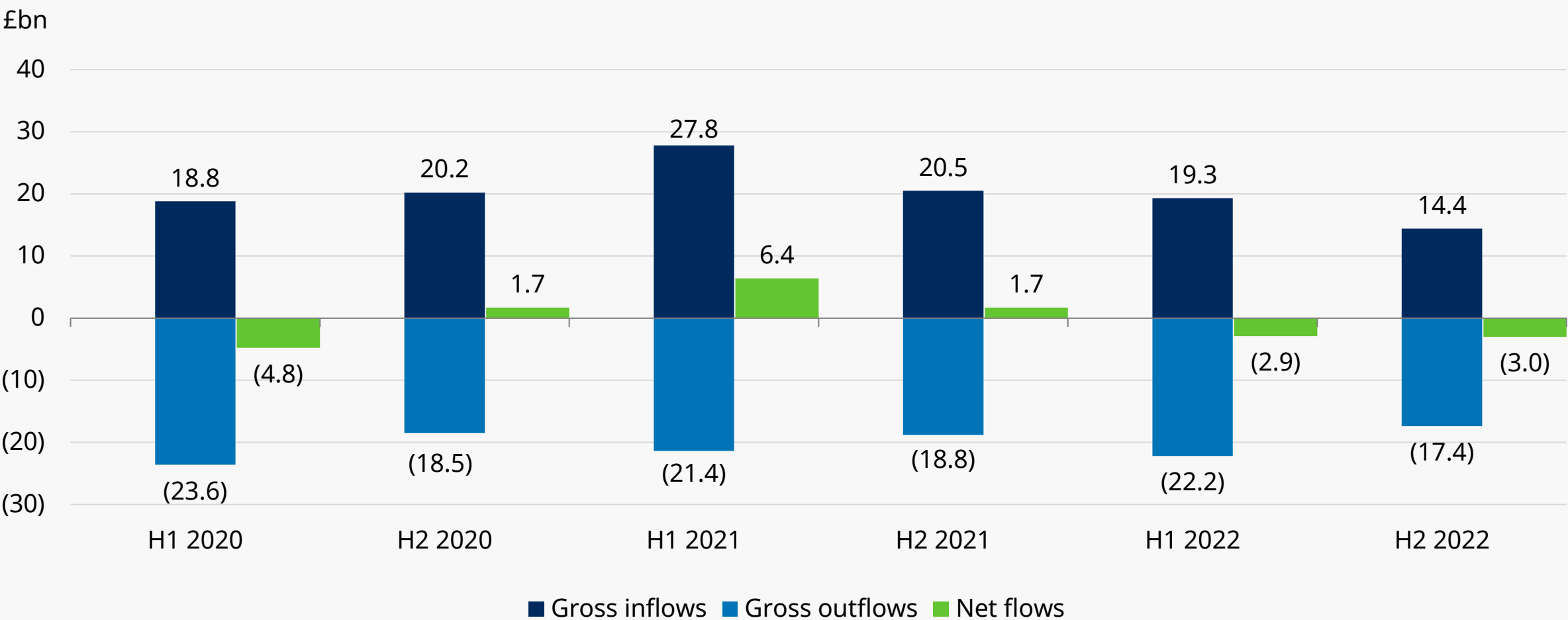
Schroders Solutions – gross and net flows

Assets under management £210.2 billion



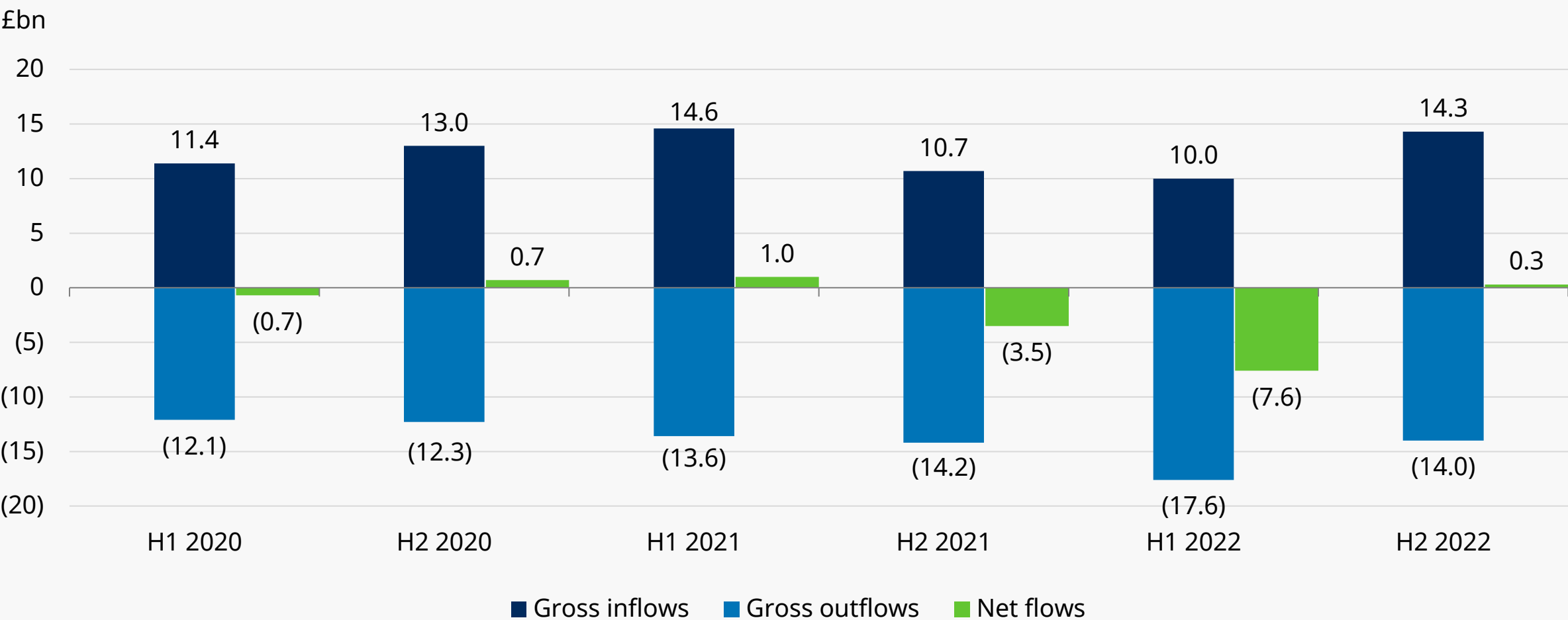
Mutual Funds – gross and net flows

Assets under management £100.8 billion



Institutional – gross and net flows

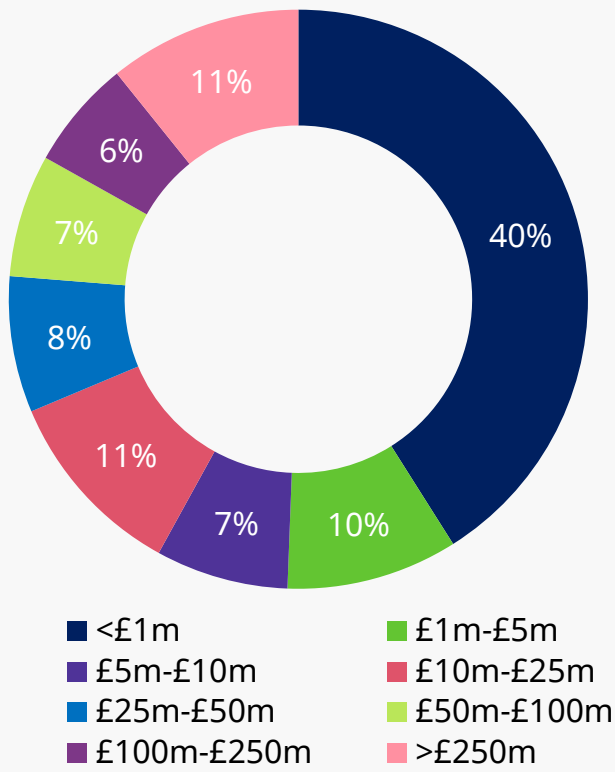
Assets under management £139.1 billion



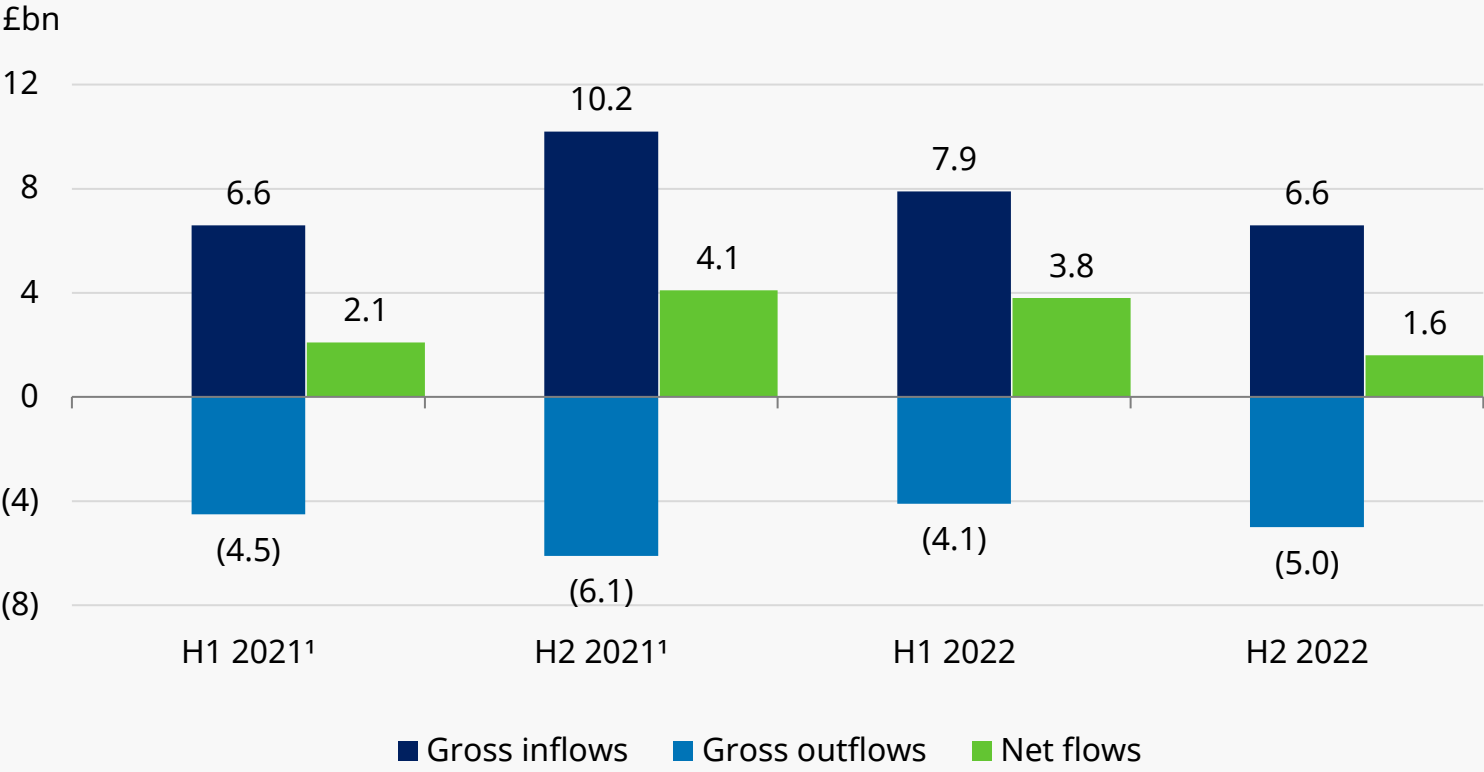
Wealth Management excl. Associates and JVs

Assets under management £98.1 billion

AUM by client size



Gross and net flows



¹Wealth Management flows have been restated to reflect the basis on which contractual revenues are earned by the Group.
21 The flows are now recognised where separate contractual client relationships exist that generate incremental revenues for the Group.

Net operating revenue and margins – Asset Management

Asset Management operating profit £593.1 million

£m	2021	2022
Net operating revenue (excl. performance fees and net carried interest) – £m	1,917.0	1,908.0
Performance fees – £m	94.2	42.6
Net carried interest – £m	31.9	16.5
Net operating revenue (incl. performance fees and net carried interest) – £m	2,043.1	1,967.1
Net operating revenue margin (excl. performance fees and carried interest) on average AUM	37 bps	35 bps
Performance fees and net carried interest on average AUM	2 bps	2 bps
Net operating income – £m	2,137.5	2,068.7
Operating expenses – £m	(1,424.8)	(1,475.6)
Operating profit – £m	712.7	593.1

Income statement progression

Asset Management operating profit £593.1 million

£m	2021	2022
Net operating revenue	2,043.1	1,967.1
Share of profit of associates and joint ventures	73.9	73.6
Other net operating income	20.5	28.0
Net operating income	2,137.5	2,068.7
Operating expenses	(1,424.8)	(1,475.6)
Operating profit – £m	712.7	593.1

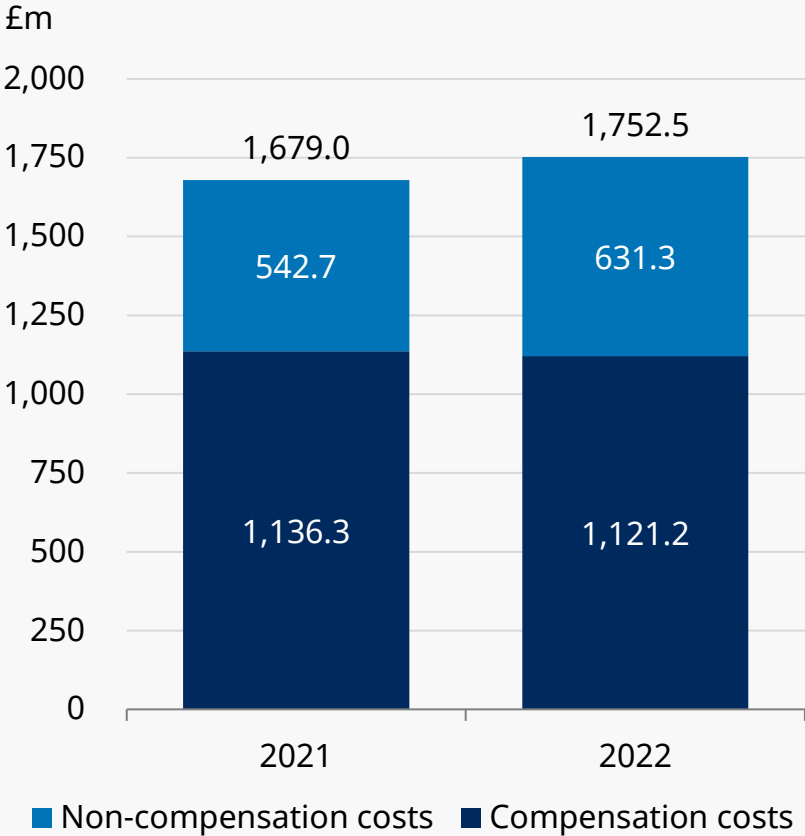
Income statement progression

Wealth Management operating profit £129.9 million

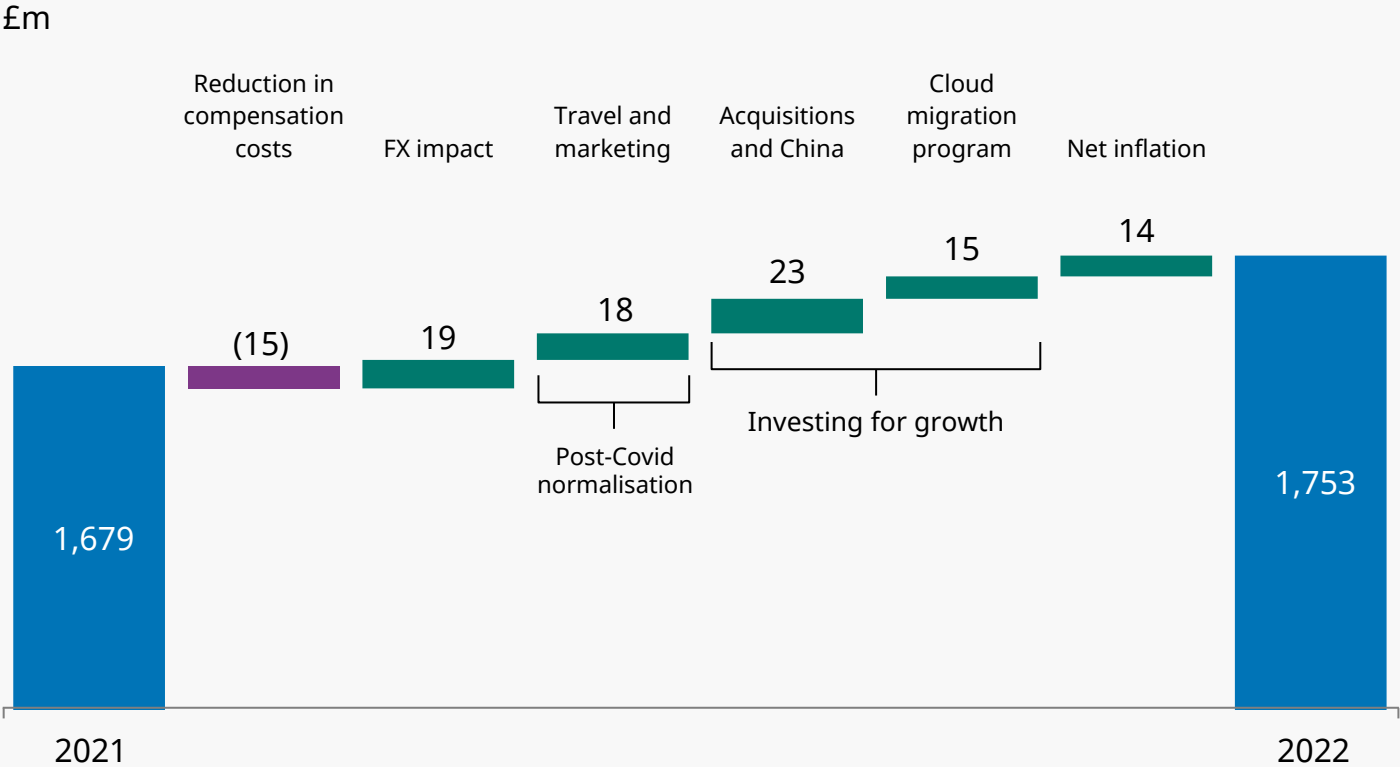
£m	2021	2022
Net operating revenue	360.0	394.3
Share of profit of associates and joint ventures	14.3	4.0
Other net operating income	8.2	8.5
Net operating income	382.5	406.8
Operating expenses	(254.2)	(276.9)
Operating profit – £m	128.3	129.9

Operating expenses

Compensation and non-compensation costs



Total operating expenses



Cost and return metrics

Total costs

	2021	2022
Operating expenses (£m)	1,679.0	1,752.5
Central costs (£m)	53.6	48.8
	1,732.6	1,801.3
Operating expenses ratio	67%	71%
Headcount	5,750	6,434
Operating compensation ratio ¹	45%	45%

Operating expenses ratio

= operating expenses divided by net operating income

Operating compensation ratio

= operating compensation costs divided by net operating income

Reconciliation of operating profit to profit before tax and exceptional items – FY 2021

£m	Asset Management	Wealth Management	Adjustments	Restated WM ¹	Group	Total
Net operating revenue	2,043.1	420.8	(60.8)	360.0	–	2,403.1
Net gain/(loss) on financial instruments and other income	21.0	11.7	(3.8)	7.9	48.6	77.5
Share of profit of associates and joint ventures	73.9	1.2	13.1	14.3	–	88.2
Net income	2,138.0	433.7	(51.5)	382.2	48.6	2,568.8
Operating expenses	(1,424.8)	(305.1)	50.9	(254.2)	(53.6)	(1,732.6)
Profit before tax and exceptional items	713.2	128.6	(0.6)	128.0	(5.0)	836.2
Less: Non-banking interest income/expense and Group segment	(0.5)			0.3	5.0	4.8
Operating Profit	712.7			128.3	–	841.0
Central costs						(53.6)
Net gain on financial instruments and other income						43.9
Interest income/expense – Group segment						4.7
Interest income/expense – Other						0.2
Interest income/expense ²						(6.9)
Acquisition costs and related items ²						(65.2)
Profit before tax						764.1

¹Removal of proportional consolidation of Schroders Personal Wealth (Adjustments column).

27 ²Previously included within exceptional items.

Reconciliation of operating profit to profit before tax and exceptional items – FY 2022

£m	Asset Management	Wealth Management	Group	Total
Net operating revenue	1,967.1	394.3	–	2,361.4
Net gain/(loss) on financial instruments and other income	33.8	8.7	(6.4)	36.1
Share of profit of associates and joint ventures	73.6	4.0	–	77.6
Net income	2,074.5	407.0	(6.4)	2,475.1
Operating expenses	(1,475.6)	(276.9)	(48.8)	(1,801.3)
Profit before tax and exceptional items	598.9	130.1	(55.2)	673.8
Less: Non-banking interest income/expense and Group segment	(5.8)	(0.2)	55.2	49.2
Operating Profit	593.1	129.9	–	723.0
Central costs				(48.8)
Net gain on financial instruments and other income				(6.7)
Interest income/expense – Group segment				0.3
Interest income/expense – Other				6.0
Interest income/expense ¹				(0.5)
Acquisition costs and related items ¹				(86.4)
Profit before tax				586.9

Schroders

THANK YOU

