



# Schroders

## 2012 Q1 results

### Data Pack



**Schroders**

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# Assets under management (AUM)

£199.6 billion at 31 March 2012

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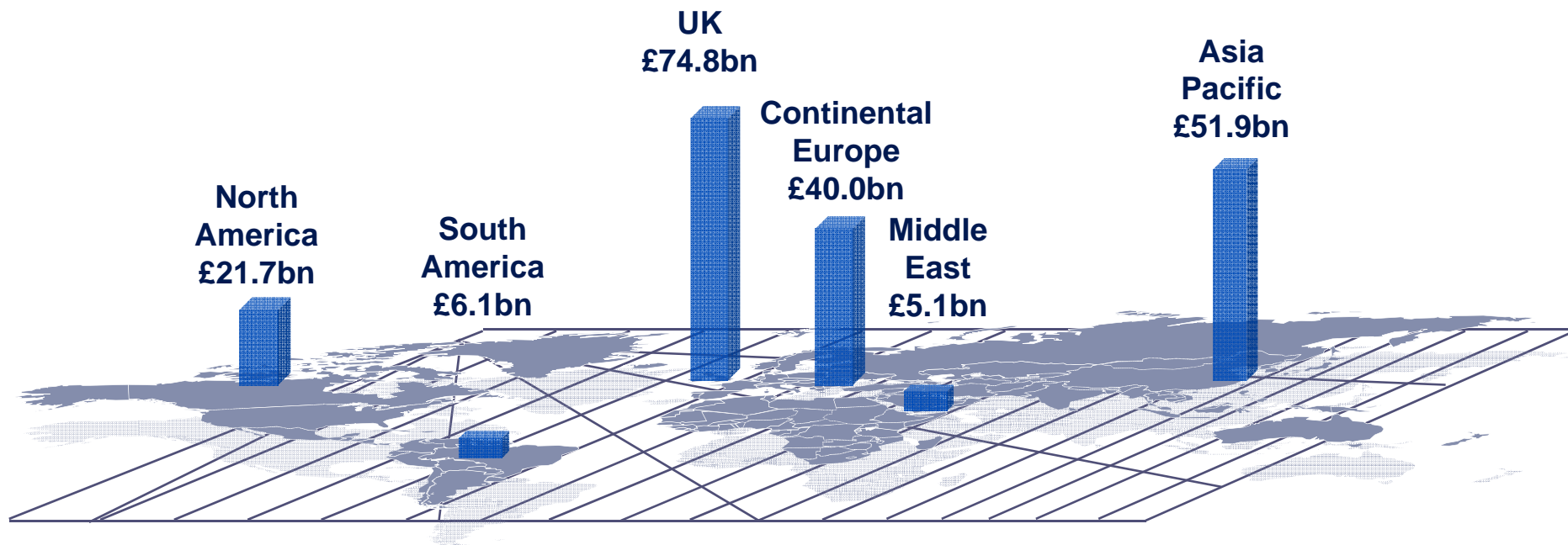
£bn	Asset Management		Private Banking	Total
	Institutional	Intermediary		
31 December 2011	108.4	62.9	16.0	187.3
Net flows	1.4	0.3	(0.1)	1.6
Investment returns	6.4	3.8	0.5	10.7
<b>31 March 2012</b>	<b>116.2</b>	<b>67.0</b>	<b>16.4</b>	<b>199.6</b>

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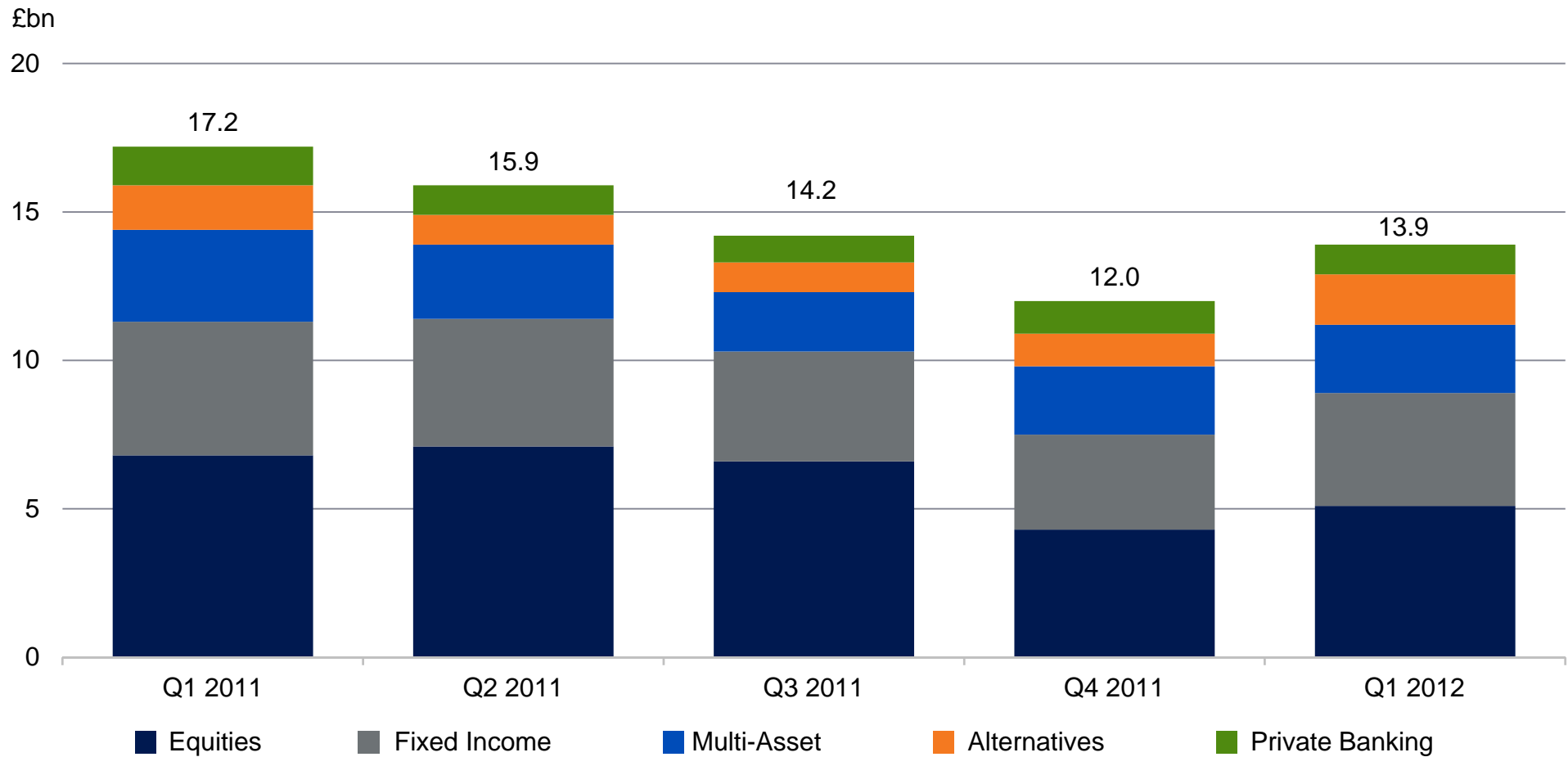
# Regional diversification of AUM

63% of revenues outside UK

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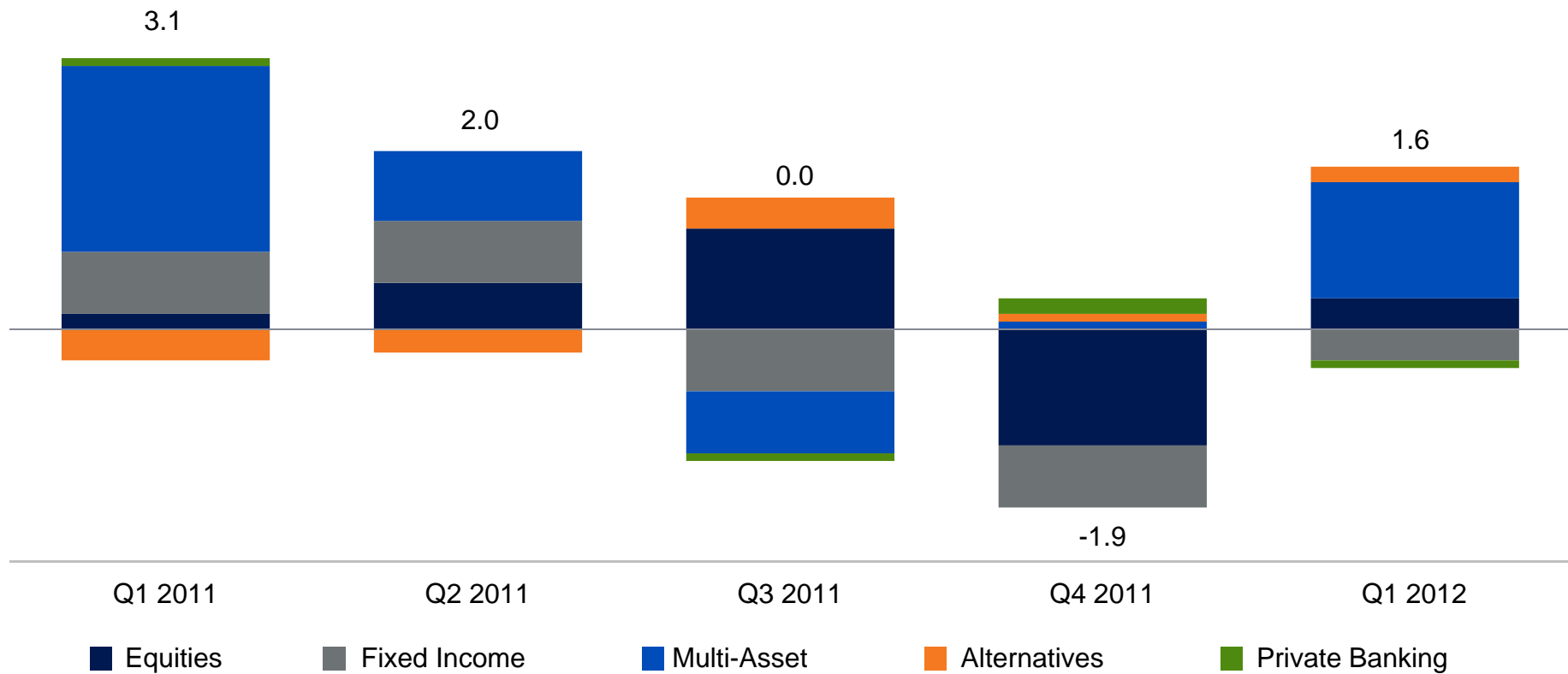


# Gross sales



# Net inflows

£bn

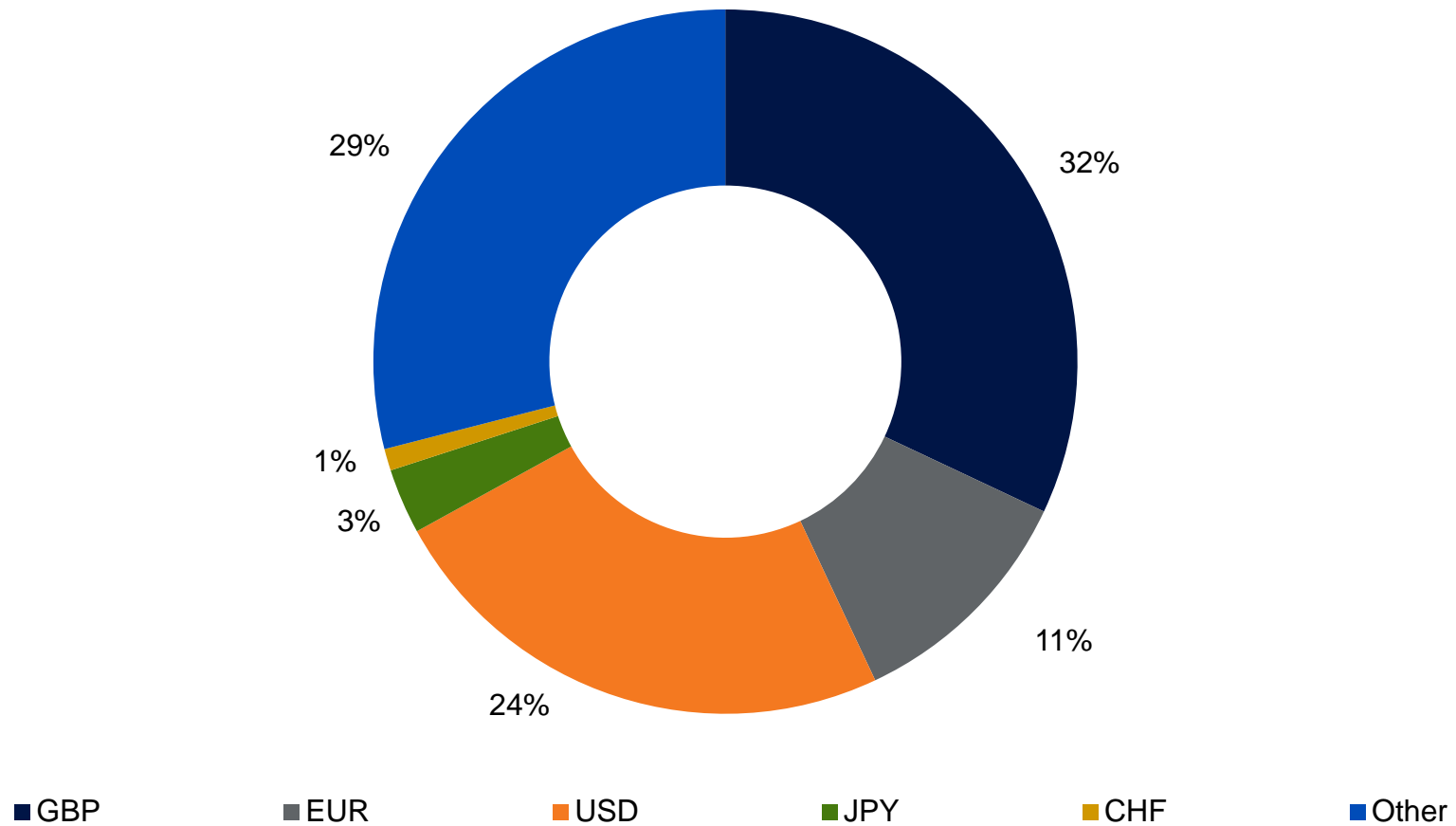


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# Currency profile of AUM

Assets under management £199.6 billion

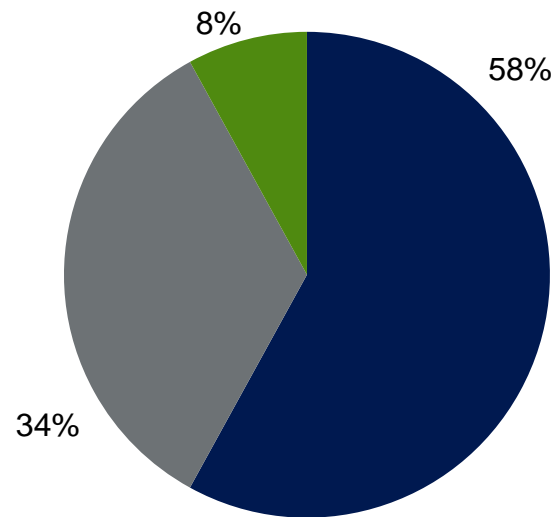
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# Total AUM by channel, region and product

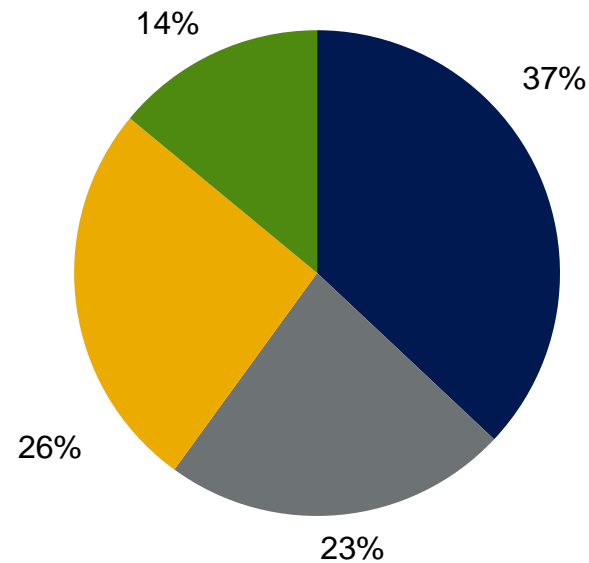
Assets under management £199.6 billion

## By channel



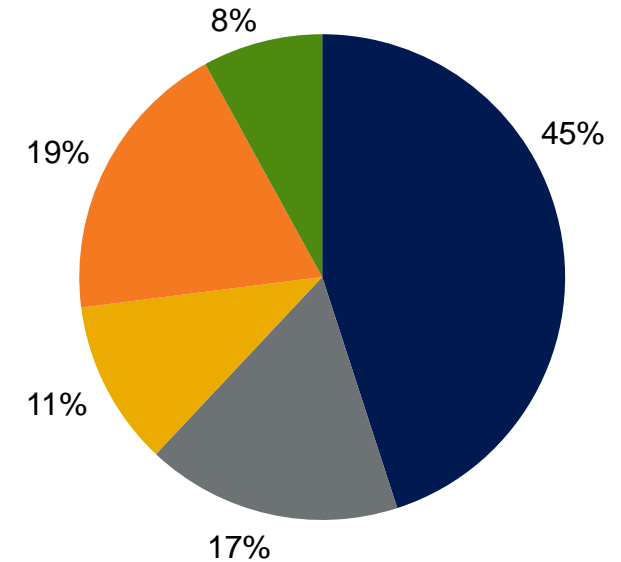
- Institutional
- Intermediary
- Private Banking

## By region



- UK
- Continental Europe\*
- Asia Pacific
- Americas

## By product



- Equities
- Fixed Income
- Alternatives
- Multi-Asset
- Private Banking

\* Including Middle East  
By client domicile

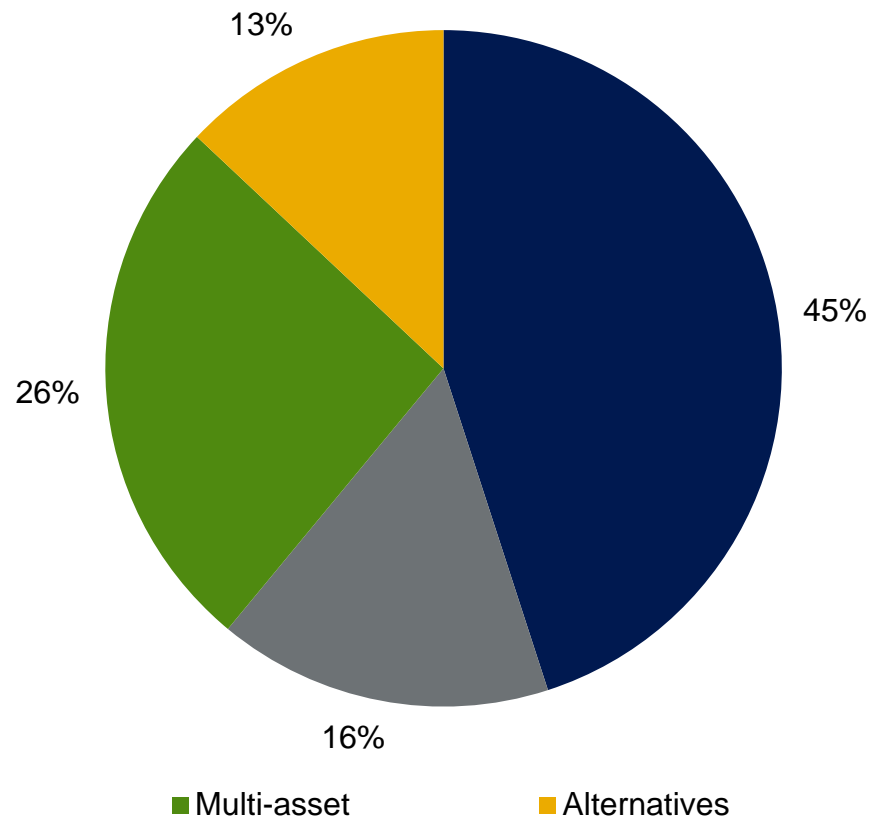


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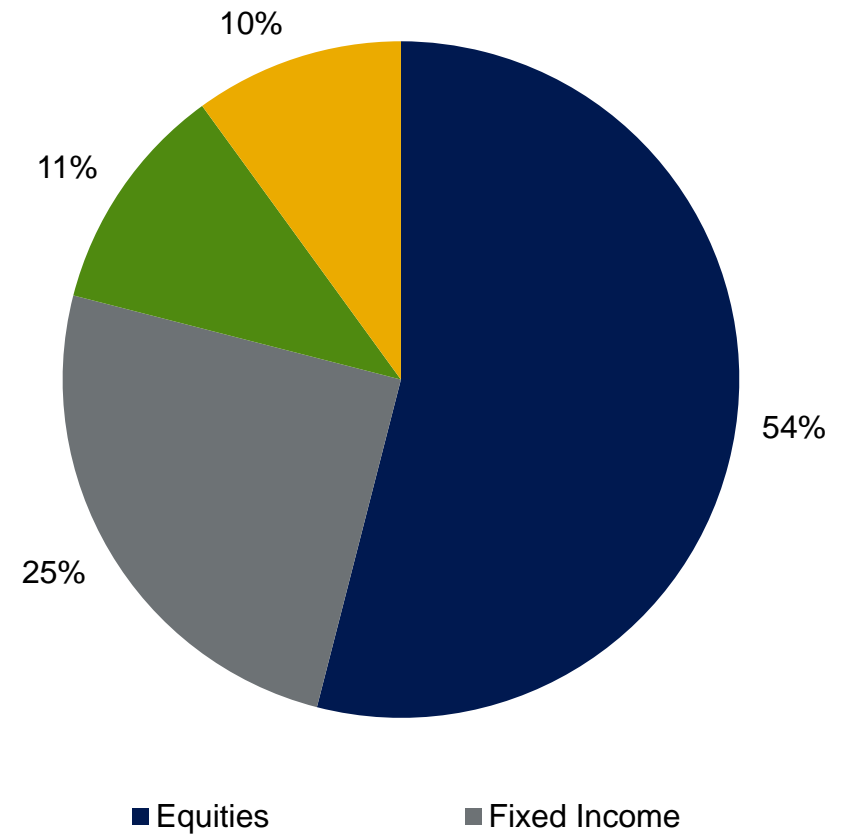
# Asset Management AUM by channel and product

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**Institutional AUM £116.2bn**



**Intermediary AUM £67.0bn**

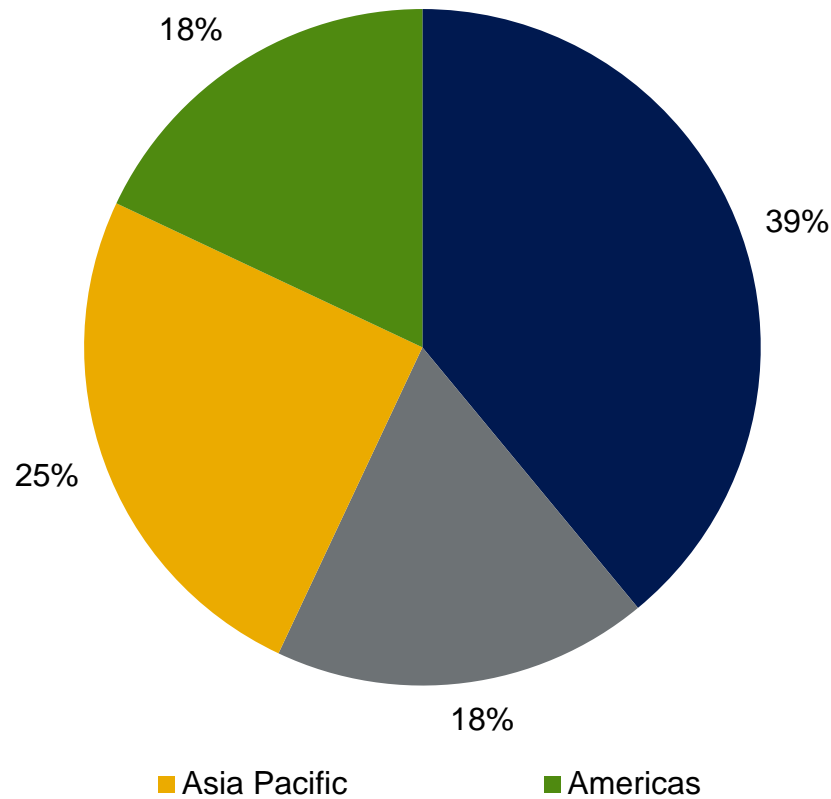


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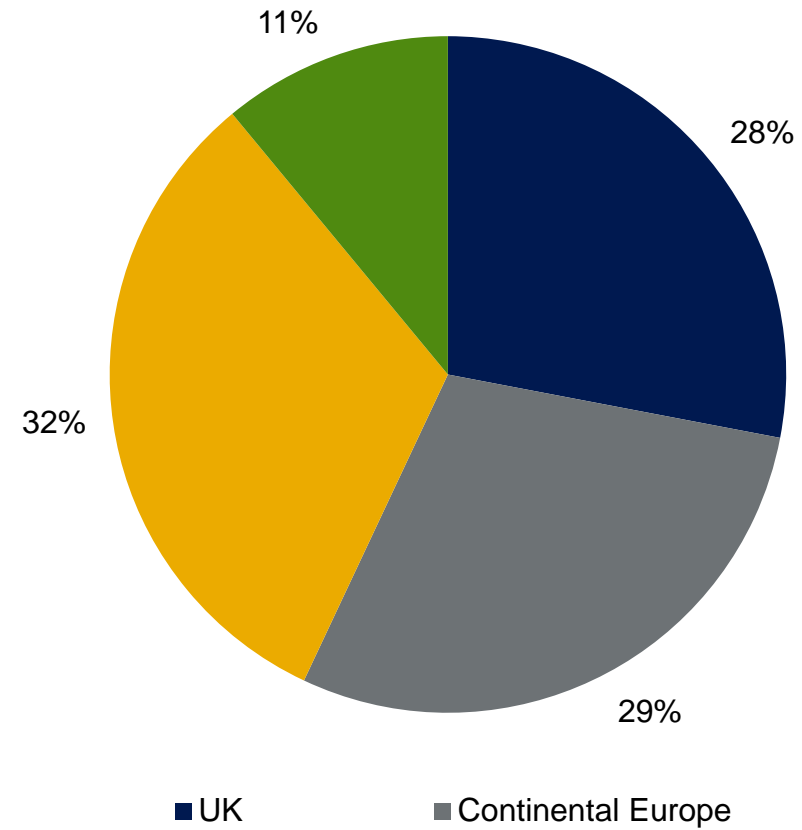
# Asset Management AUM by channel and region

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**Institutional AUM £116.2bn**



**Intermediary AUM £67.0bn**



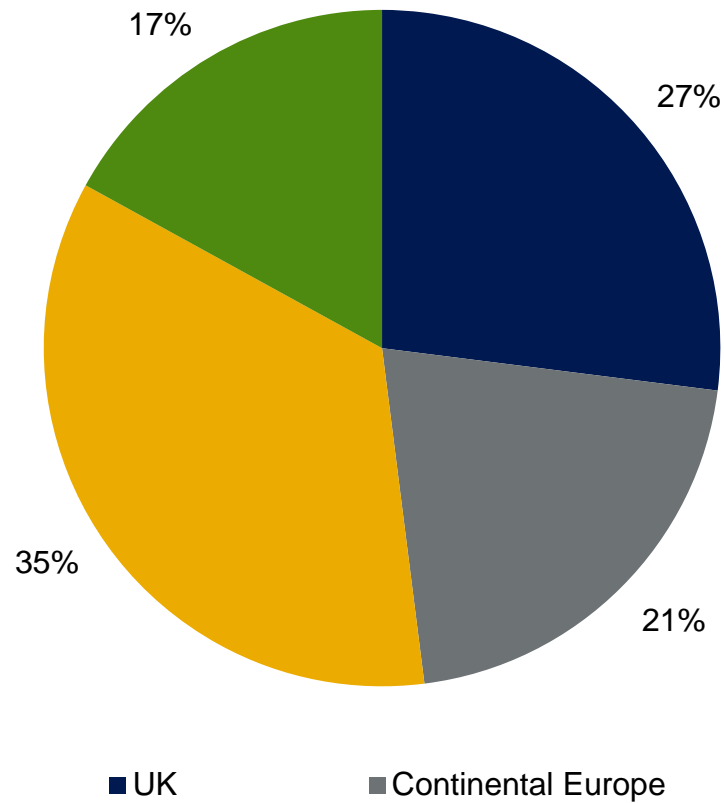
By client domicile

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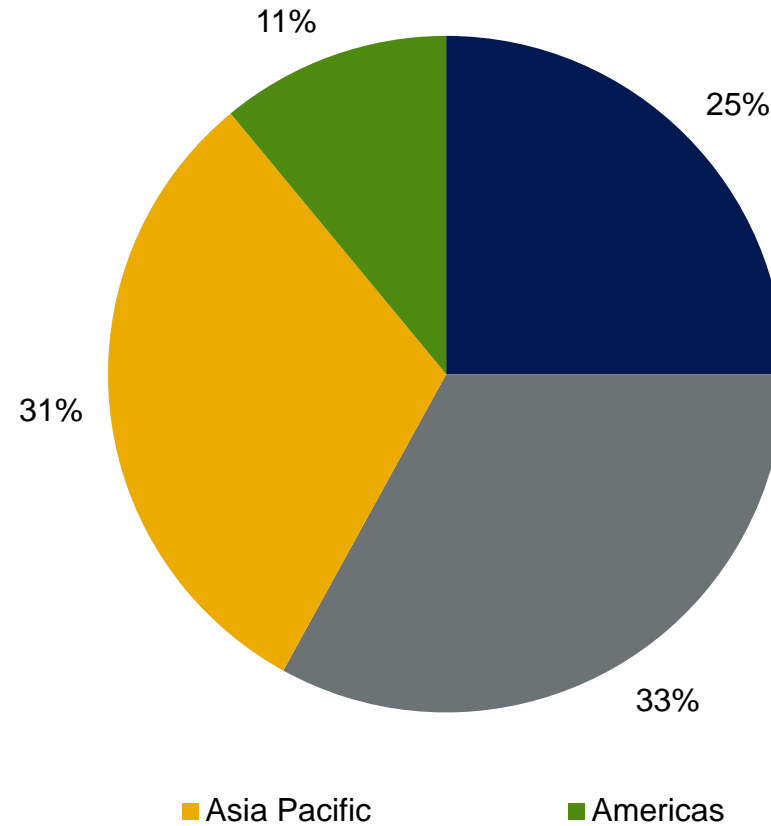
# Asset Management AUM analysis

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**Equities AUM £88.5bn**



**Fixed income AUM £34.6bn**



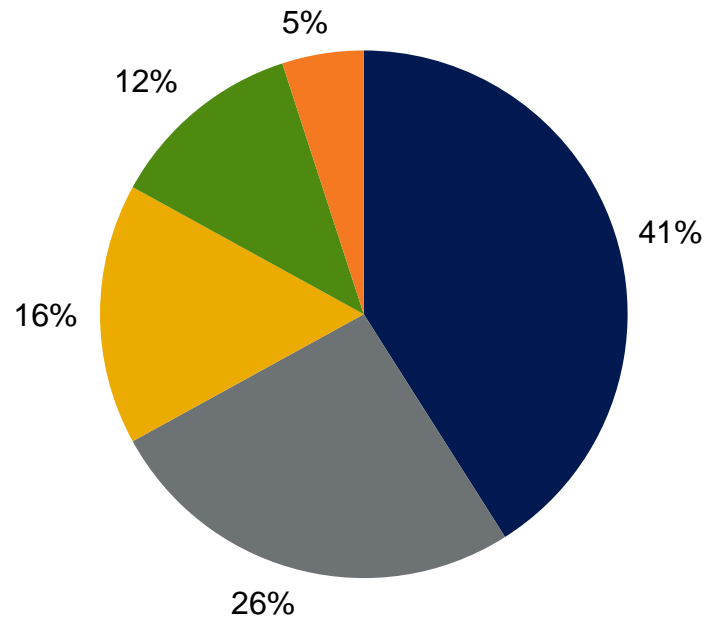
By client domicile

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# Asset Management AUM analysis

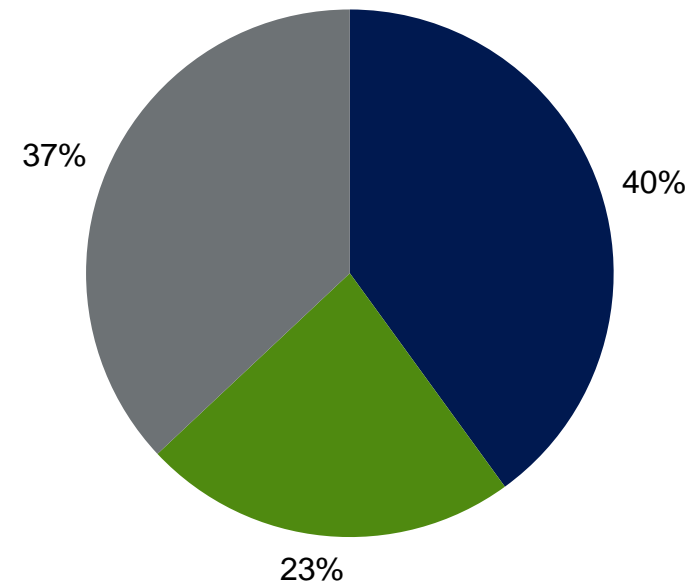
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**Alternatives AUM £22.7bn**



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

**Multi-Asset AUM £37.4bn**



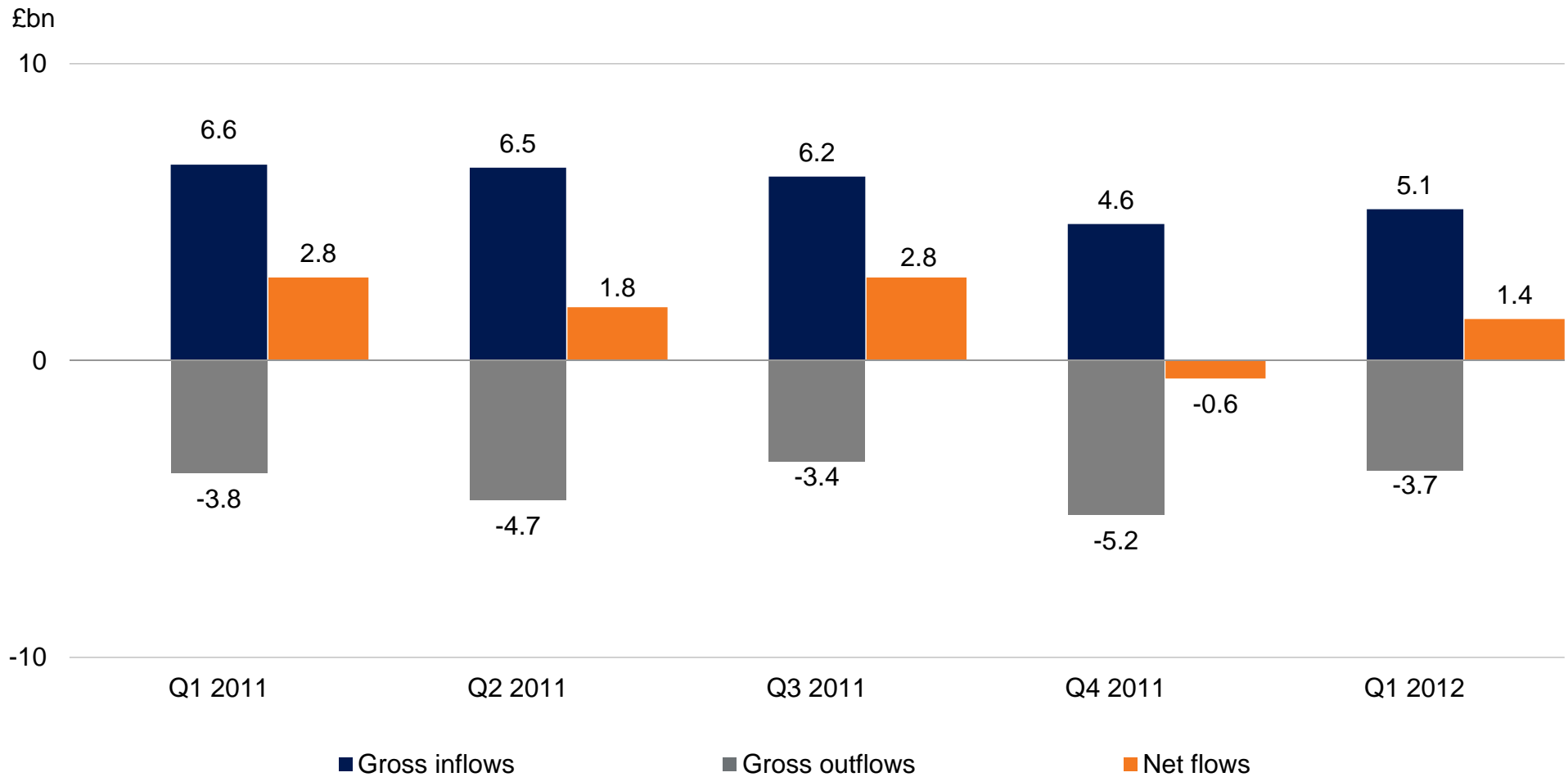
- UK multi-asset
- Liability-driven investment
- Other multi-asset

# Asset Management business flows

£bn	Q1 2011			Q1 2012		
	Inflows	Outflows	Net	Inflows	Outflows	Net
Institutional	6.6	(3.8)	2.8	5.1	(3.7)	1.4
Intermediary	9.3	(9.1)	0.2	7.8	(7.5)	0.3
<b>Total Asset Management</b>	<b>15.9</b>	<b>(12.9)</b>	<b>3.0</b>	<b>12.9</b>	<b>(11.2)</b>	<b>1.7</b>

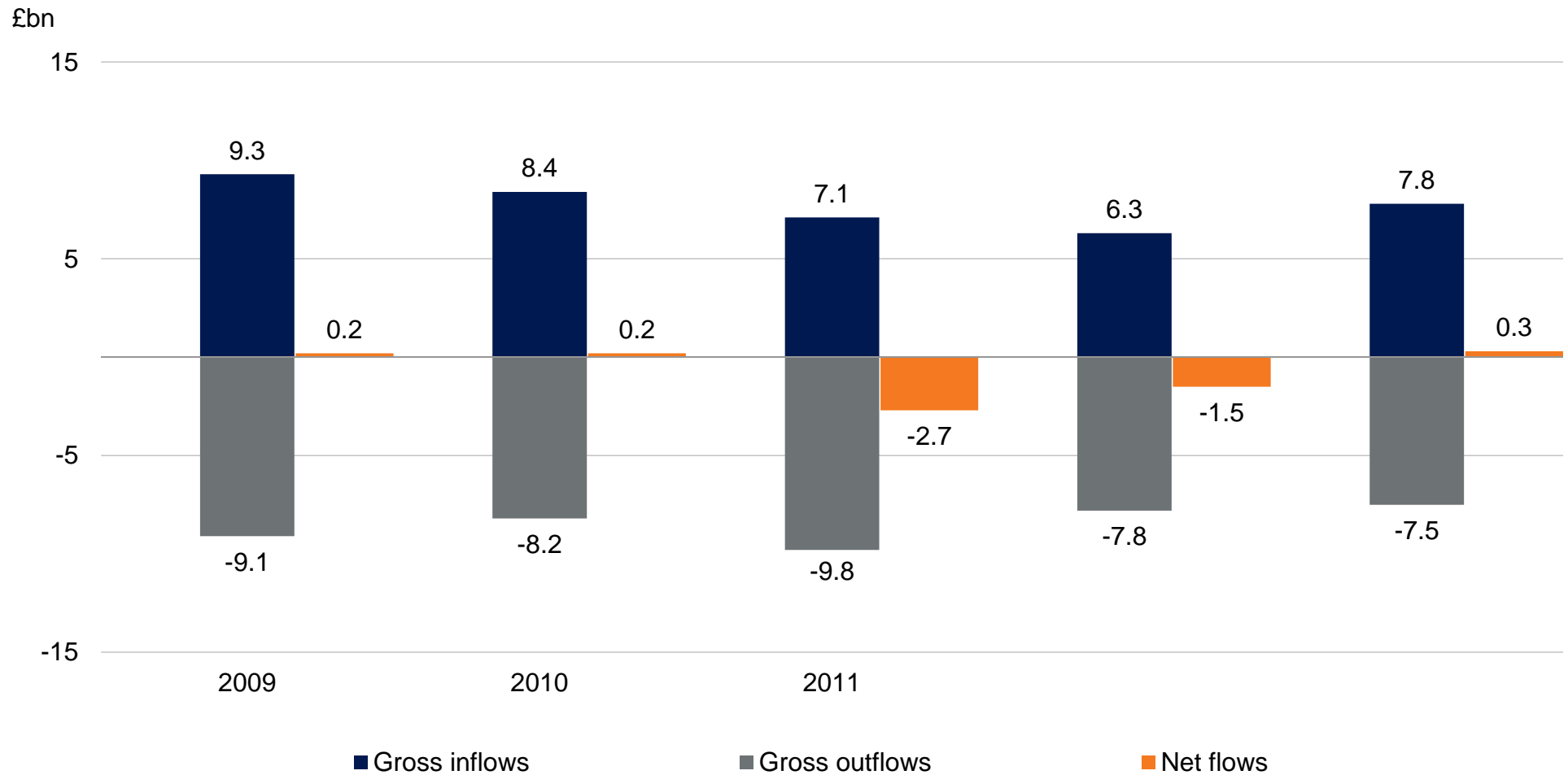
# Institutional

Assets under management: £116.2bn (31 Dec 2011: £108.4bn)



# Intermediary

Assets under management: £67.0bn (31 Dec 2011: £62.9bn)



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# Net revenue and margins – Asset Management

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**Asset Management net revenue £250.8 million (Q1 2011: £261.2 million)**

	Q1 2011	Q1 2012
Average AM AUM – £bn	182.7	177.2
AM net revenue on average AM AUM	58bps	57bps
AM performance fees – £m	7.8	6.0
AM performance fees on average AM AUM	2bps	1bps
AM costs – £m	165.3	164.2
AM costs on average AM AUM	36bps	37bps
AM operating profit – £m	95.9	86.6
AM operating profit on average AM AUM	21bps	20bps



# Income and cost metrics for the Group

	2011	2012
Compensation cost: operating revenue ratio	46%	47%
Bonus: pre-bonus operating profit	40%	38%
Cost: net revenue ratio	66%	68%
Return on average capital (pre-tax)	23%	20%
Return on average capital (post-tax)	17%	15%

- 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

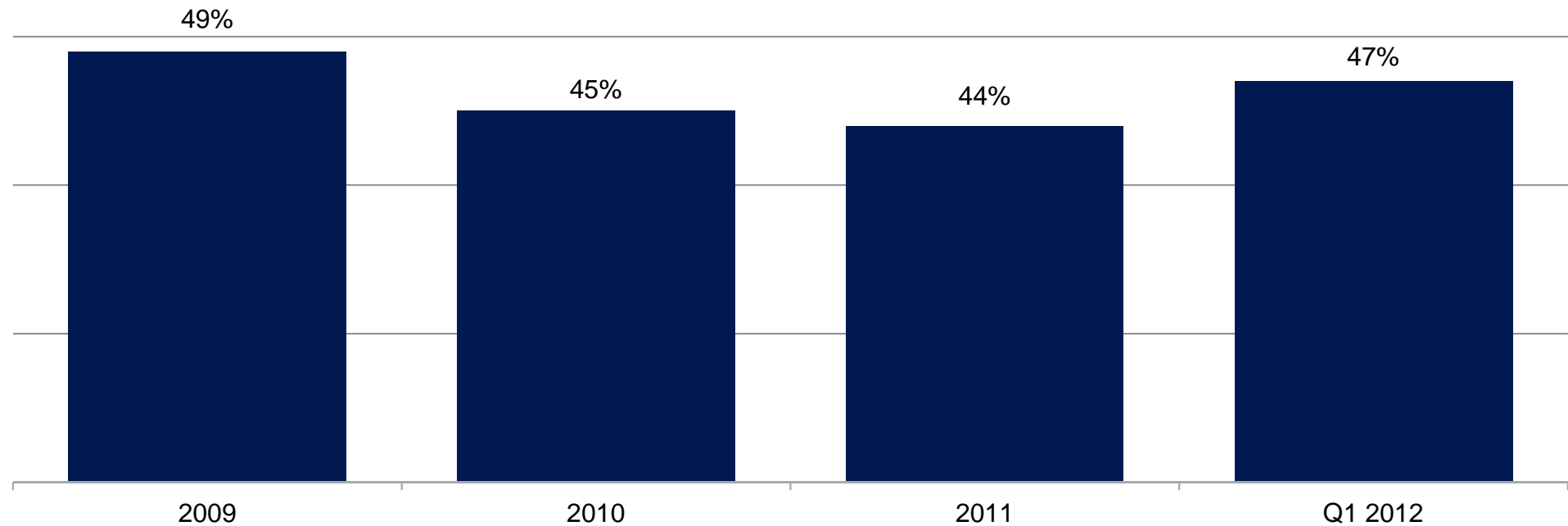
\* Adjusted by the Remuneration Committee for allowable and disallowable revenues

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# Key performance indicators

## Compensation cost: operating revenue ratio

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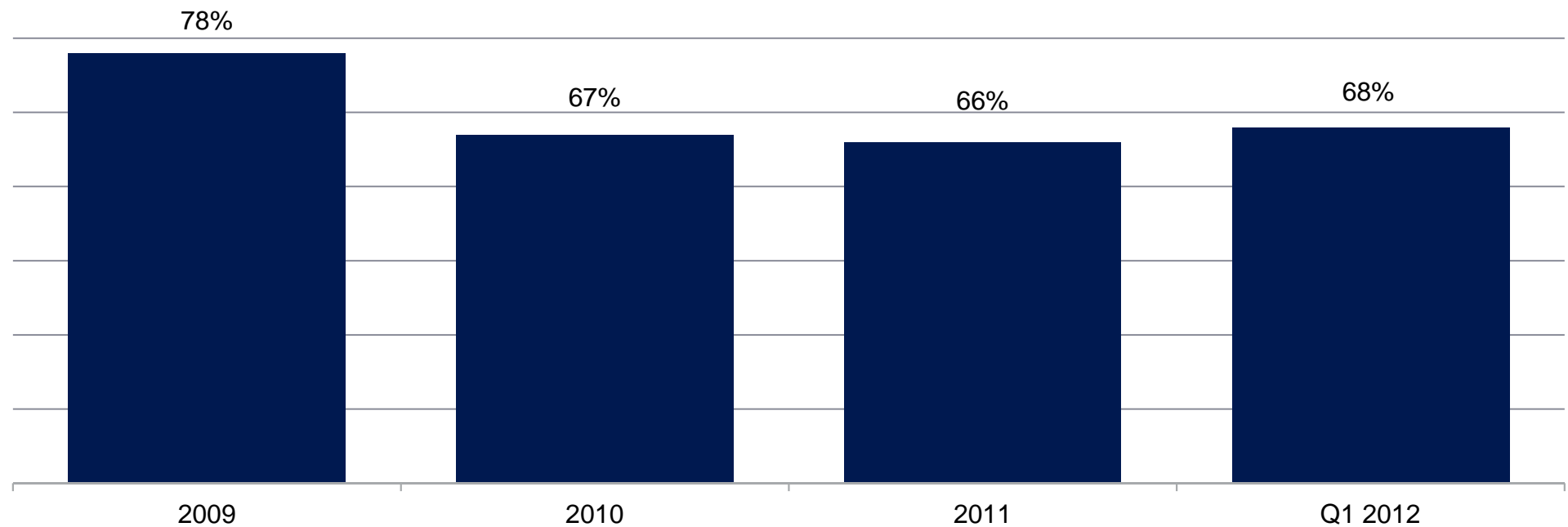
Total Group compensation costs divided by Asset Management and Private Banking net revenues adjusted by the Remuneration Committee for allowable and disallowable revenues. 2009 figures exclude exceptional items

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# Key performance indicators

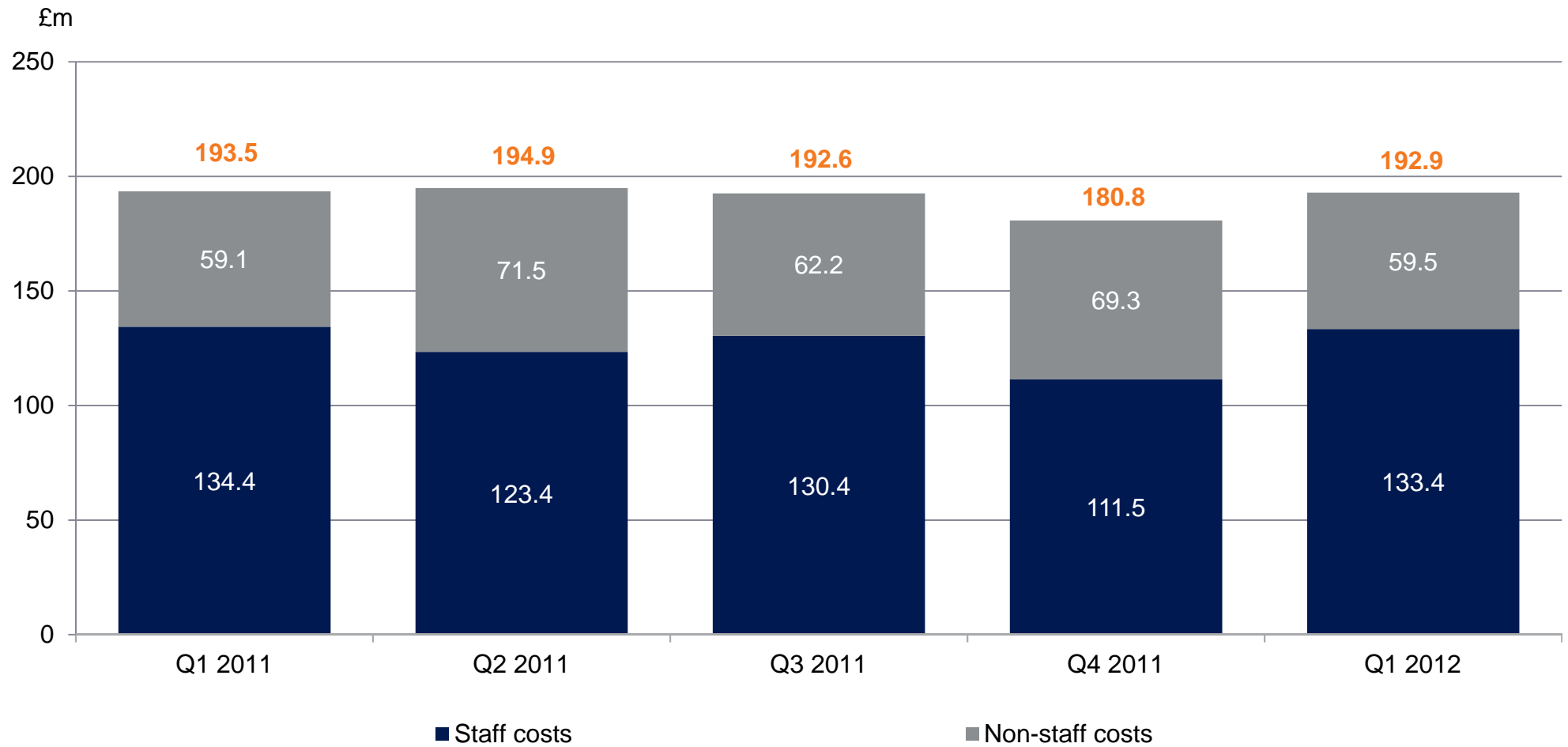
## Cost: net revenue ratio

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Total Group costs divided by net revenue  
2009 figures exclude exceptional items

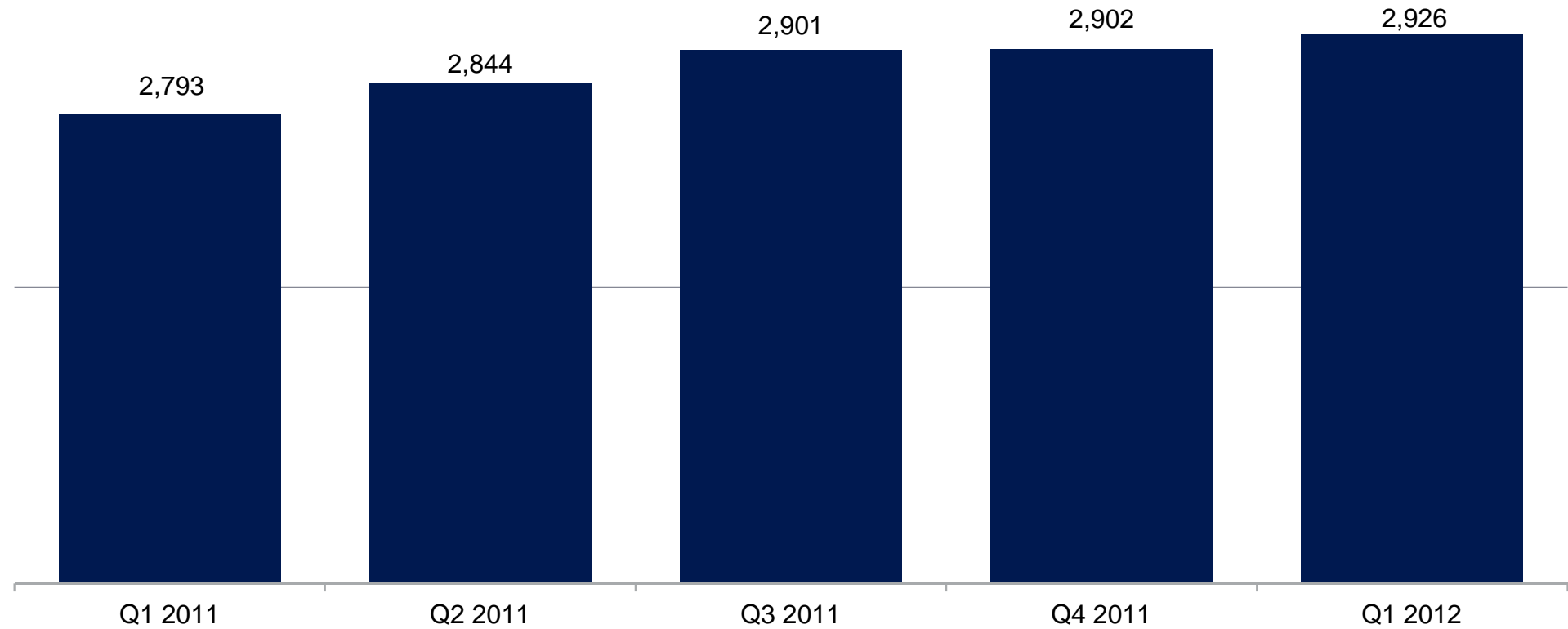
# Total costs



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# Headcount

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# Income statement progression

## Asset Management profit before tax

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£m	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
<b>Institutional</b>	108.5	117.2	109.4	118.4	120.0
<b>Intermediary</b>	152.7	156.2	147.4	131.7	130.8
<b>Net revenue</b>	261.2	273.4	256.8	250.1	250.8
<b>Costs</b>	(165.3)	(169.9)	(166.6)	(156.7)	(164.2)
<b>JVs and associates</b>	1.6	2.6	2.5	–	2.0
<b>Net finance (charge)/income</b>	(0.2)	(0.3)	–	0.2	–
<b>Asset Management profit</b>	<b>97.3</b>	<b>105.8</b>	<b>92.7</b>	<b>93.6</b>	<b>88.6</b>

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# Income statement progression

## Private Banking profit before tax

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£m	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
Net revenue	30.1	27.9	29.3	27.0	27.1
Costs	(23.4)	(22.3)	(22.6)	(22.2)	(20.7)
Private Banking profit	6.7	5.6	6.7	4.8	6.4

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# Income statement progression

## Group segment (loss)/profit before tax

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£m	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
Net revenue	(0.7)	1.3	4.3	(8.1)	4.8
Costs	(3.4)	(4.1)	(3.4)	(1.9)	(8.0)
JVs and associates*	(0.6)	(1.2)	(1.8)	(1.1)	(0.1)
Net finance income	4.5	4.5	3.1	2.7	3.8
<b>Group (loss)/profit</b>	<b>(0.2)</b>	<b>0.5</b>	<b>2.2</b>	<b>(8.4)</b>	<b>0.5</b>

\*Schroder Ventures Investments Limited only



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# Group segment

## Economic view

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£m	Q1 2011	Q1 2012
Deferred remuneration mark to market and FX	1.0	0.4
Pension fund credits	-	0.3
Property and other provisions	5.1	(0.1)
Variable items	6.1	0.6
Costs	(8.5)	(8.3)
Total Governance, management and other	(2.4)	(7.7)
Investment capital	2.2	8.2
Total Group segment	(0.2)	0.5

# Balance sheet

£m	31 Dec 2011	31 Mar 2012
Intangible assets including goodwill	144.1	142.4
Other non-current assets	774.2	757.9
Current assets	4,321.3	4,630.8
Assets backing unit-linked liabilities	8,645.2	9,218.3
<b>Total assets</b>	<b>13,884.8</b>	<b>14,749.4</b>
Non-current liabilities	510.3	469.1
Current liabilities	2,827.7	3,101.0
Unit-linked liabilities	8,645.2	9,218.3
<b>Total liabilities</b>	<b>11,983.2</b>	<b>12,788.4</b>
<b>Net assets</b>	<b>1,901.6</b>	<b>1,961.0</b>
<b>Total equity*</b>	<b>1,901.6</b>	<b>1,961.0</b>

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

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# Movement in capital

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<b>£m</b>	<b>2011</b>
Opening balance	1,901.6
Profit before tax	95.5
Net fair value movement arising from AFS financial assets	6.1
Exchange differences on translation of foreign operations after hedging	(7.4)
Tax	(12.2)
Other transactions with owners	(22.6)
Closing balance	1,961.0

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# Forward-looking statements

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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. 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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