

HIGHLIGHTS

An excellent year delivering significant progress across our strategic priorities to grow, diversify and expand.

£8.8bn

AUM¹

(31 March 2021: £7.2bn)

23%

AUM growth¹

(31 March 2021: 59%)

£6.7bn

FUM¹

(31 March 2021: £5.1bn)

£1.3bn

Net organic fundraising¹

(31 March 2021: £0.8bn)

£86.1m

Total revenue

(31 March 2021: £69.1m)

86.9%

Recurring revenues¹

(31 March 2021: 90.3%)

£24.9m

Total comprehensive income

(31 March 2021: £14.9m)

£31.8m

Core EBITDA pre-SBP¹

(31 March 2021: £23.9m)

83%

Overall staff engagement score

5.17TWh

Renewable energy generated

1. ALTERNATIVE PERFORMANCE MEASURES

Alternative performance measures (“APMs”) have been included to better reflect the Group’s underlying activities. Whilst appreciating that APMs are not considered to be a substitute for, or superior, to IFRS measures, the Group believes their selected use may provide stakeholders with additional information, which will assist in their understanding of the business. In particular, the Group believes Core EBITDA pre-SBP reflects the trading performance of the underlying business without distortion from the uncontrollable nature of the share-based payments charge. Recurring revenues % is recurring revenue divided by total revenue.

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