

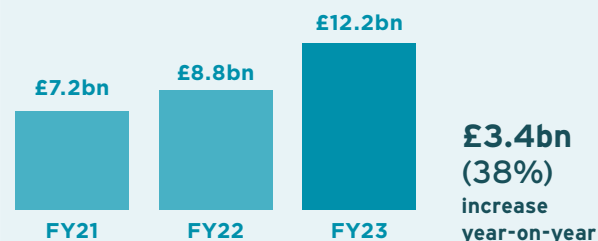
## KEY PERFORMANCE INDICATORS

The ongoing successful implementation of our strategy contributed to excellent progress against our KPIs.

### AUM<sup>1</sup>

**£12.2bn**

(31 March 2022: £8.8bn)



#### Why is this important?

- AUM is used to monitor the size and growth rate of our business. It is an important KPI within our industry and allows a simple, high level comparison with our peers
- AUM growth demonstrates how successfully we have implemented our strategy and how that has translated to the strength of our fundraising and future revenue potential

#### What we achieved in the year?

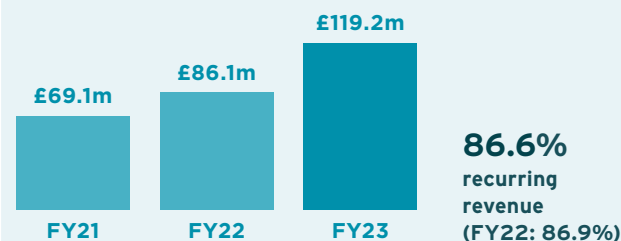
- We exceeded our growth target, with two strategic acquisitions driving this increase
- We expanded our geographic footprint with 43% of FY23 AUM outside the UK, with 25% in Australia

Strategic alignment **Grow** **Expand**

### Revenue<sup>1</sup>

**£119.2m**

(FY22: £86.1m)



#### Why is this important?

- Revenue growth allows us to identify any underlying fee margin pressure that may arise when comparing with our rate of AUM growth
- Monitoring the balance between recurring and non-recurring revenue is important to ensure we maintain our high quality of earnings

#### What we achieved in the year?

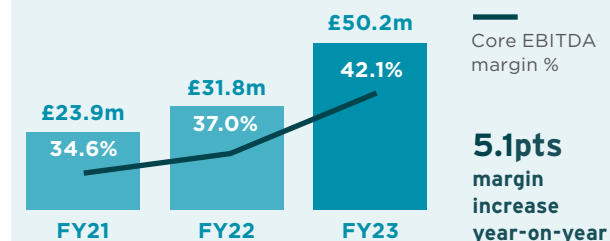
- We continued to beat market expectations throughout the year as an escalating power price helped to drive valuation increases and revenue generation
- We maintained our target range of recurring revenue which translates to a highly predictable source of future revenues

Strategic alignment **Grow** **Expand**

### Core EBITDA pre-SBP<sup>1</sup>

**£50.2m**

(FY22: £31.8m)



#### Why is this important?

- Core EBITDA pre-SBP is monitored to ensure we are growing the business efficiently, managing our cost base and maximising our operational leverage for the benefit of our Shareholders
- We view this as the profitability measure most relevant to the Group's recurring revenue model (i.e. a cash profit measure after taking out any one-off items, both positive and negative)

#### What we achieved in the year?

- A record year of profits for the Group with strong outlook for FY24 as we benefit from the annualisation impact of this year's growth

Strategic alignment **Grow** **Expand**

The following KPIs are alternative performance measures: Assets Under Management ("AUM") – Recurring revenue – Core EBITDA pre-SBP – Deployment – Staff engagement score

1. Align with our strategic growth targets.

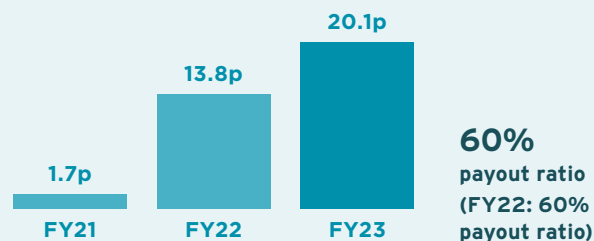
## KEY PERFORMANCE INDICATORS CONTINUED

Employee engagement remained high as we accelerated deployment and increased our dividend.

### Dividend payout<sup>1</sup>

**20.1p**

(FY22: 13.8p)



#### Why is this important?

- Our business is highly cash generative and we feel it is appropriate to recognise this by paying dividends to our Shareholders. An improved dividend reflects a higher level of cash generation in the period and therefore a higher level of return to our Shareholders
- We maintain a balance between offering returns to Shareholders and retaining cash within the business for future re-investment and M&A opportunities

#### What we achieved in the year?

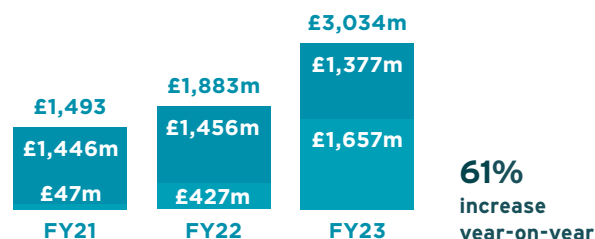
- Our aim is for the absolute dividend payment made to our Shareholders to grow with our operational profitability. The 46% growth in total dividend this year reflects the Group's outperformance in the year

Strategic alignment **Grow**

### Deployment

**£3,034m**

(FY22: £1,883m)



#### Why is this important?

- The rate at which we can deploy funds provides a lead indicator of the strength of opportunities in our key markets and of our competitive position within these to make quality investments
- Our deployment metric includes 100% of gross inflows into the FCM division in addition to investments made in private markets across the Infrastructure and Private Equity divisions

#### What we achieved in the year?

- We continued to increase the total amount of funds deployed in the period despite the challenging markets
- Infrastructure now benefits from £1,657 million of future deployment rights

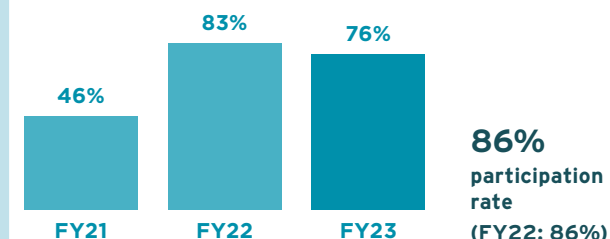
Strategic alignment **Diversify** **Expand**

£m deployed Future deployment rights £m

### Staff engagement score

**76%**

(FY22: 83%)



#### Why is this important?

- Our engagement survey measures our employees' emotional connection working for Foresight, their plans to stay, and motivation to go the extra mile
- We ask four employee engagement questions, taking the average score across those questions to obtain the overall engagement score for the survey

#### What we achieved in the year?

- We continue to benefit from a world-class level of engagement from our employees, above many of our peers
- This year's result was particularly pleasing given the two acquisitions completed in the period which contributed to over 50 new employees joining our team

Strategic alignment **Grow**

The following KPIs are alternative performance measures: Assets Under Management ("AUM") – Recurring revenue – Core EBITDA pre-SBP – Deployment – Staff engagement score

1. Align with our strategic growth targets.