

Rathbones at a glance

Our purpose, which is to think, act and invest responsibly, is delivered through our corporate values - responsible and entrepreneurial in creating value, collaborative and empathetic in dealing with people, courageous and resilient in leading change, professional and high-performing in all our actions.

15

UK locations¹ and Jersey

1,967

employees

£64.7bn.

managed by us for our clients

FTSE250

company listed on the London Stock Exchange

Wealth Management

Investment Management

Rathbone Investment Management provides investment management solutions to a range of private clients, charities, trustees and professional partners. Clients of this discretionary service can expect a tailored investment strategy that meets individual objectives backed by an investment process that aims to provide risk-adjusted returns to meet clients' needs today and in the future.

Within Investment Management, we have several specialist capabilities including:

- Charities and not-for-profit organisations
- Rathbone Greenbank Investments
- Personal Injury and Court of Protection
- Rathbone Investment Management International

Advice

Through Rathbone Financial Planning, Saunderson House Limited and Vision Independent Financial Planning, we provide financial planning and advisory services. We also offer UK trust, tax and legal services through the Rathbone Trust Company.

Funds

Rathbone Unit Trust Management is a UK active fund manager, providing a range of single strategy funds that are designed to meet core investment needs in the retail client market. These funds are distributed primarily through financial advisers in the UK.

Our funds business also manages a range of multi-asset products that provide wealth solutions to the UK adviser market.

Our funds can also be accessed by international clients through our Rathbone Luxembourg Funds SICAV² (Société d'Investissement à Capital Variable) which allows access to a similar range of actively managed funds.

Complementary services³

As a bank, Rathbone Investment Management offers a loan service to existing clients.

1. Includes Vision Independent Financial Planning
2. Our Luxembourg-based feeder funds were converted to directly invested funds in preparation for the potential loss of Undertakings for the Collective Investment in Transferable Securities (UCITS) status post Brexit
3. All complementary services are reported as part of our Investment Management segment

FUMA as at 5 April 2022

A strong track record in a growing market

UK Wealth Management Market estimates (£trn)



Relevant investment solutions

Range of investment, financial planning and advisory solutions managing

£64.7bn

4th

largest charity fund manager in the UK

Growing ESG capability with over

20

years of experience through Rathbone Greenbank Investments

A single strategy and multi-asset Funds business managing

£12.1bn

Deep expertise

Access to over

500

investment managers and financial planners

Robust investment skills with a research team of over

30

individuals

Annuity value

Client retention rate

93%

Long-term client and family relationships

Track record of delivering M&A and integration*



■ Saunderson House (FUMA) ■ Barclays Court of Protection team ■ Speirs & Jeffrey (FUMA)
■ Vision Independent Financial Planning (FUMA) ■ Jupiter private client business

* AUM at time of acquiring.

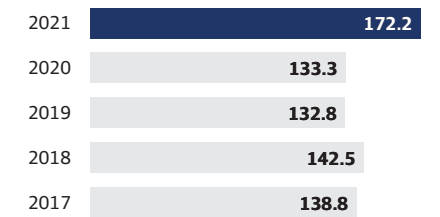
1. Sources: PAM Directory and Oliver Wyman estimates

Rathbones

Attractive financials leading to returns to shareholders

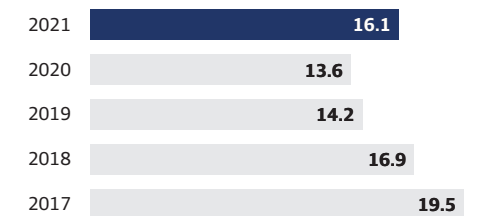
Underlying EPS

172.2p



Underlying return on capital employed

16.1%



Dividend per share

81p

