



Annual General Meeting

10 May 2023

abr dn.com



Sir Douglas Flint

Chairman



**Please switch off mobile phones
and other electronic devices**



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Agenda

- Chairman and CEO updates
- Voting commences
- Q&A
- Resolutions



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2022 dividends

Final dividend of

7.3p

per share

Total dividend of

14.6p

per share for
the full year



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Stephen Bird

CEO

Building a stronger abrdn

Creating a **stronger** business model

Refocusing Investments, poised to capitalise on areas of strength

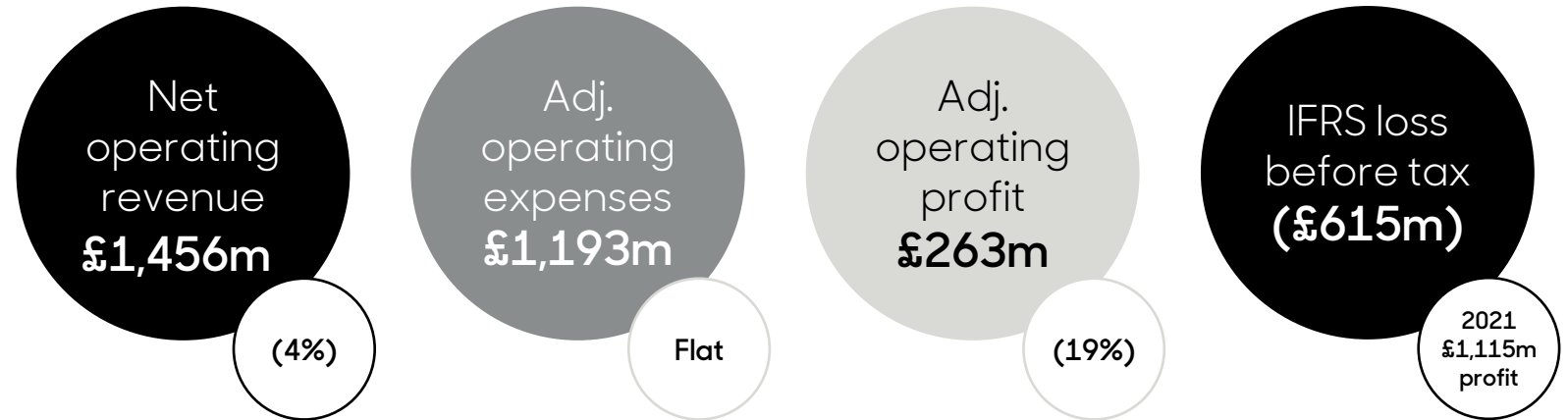
Scaling up our leading UK savings and wealth businesses

Redeployment and **distribution** of capital generated

Creating a sustainable growth trajectory

Performance impacted in difficult macroeconomic environment

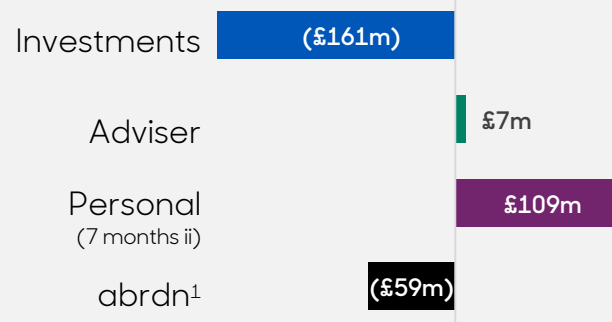
Lower trading result due to impact of market volatility



Creating a stronger business model

Diversifying revenue and flows...

Net operating revenue movement

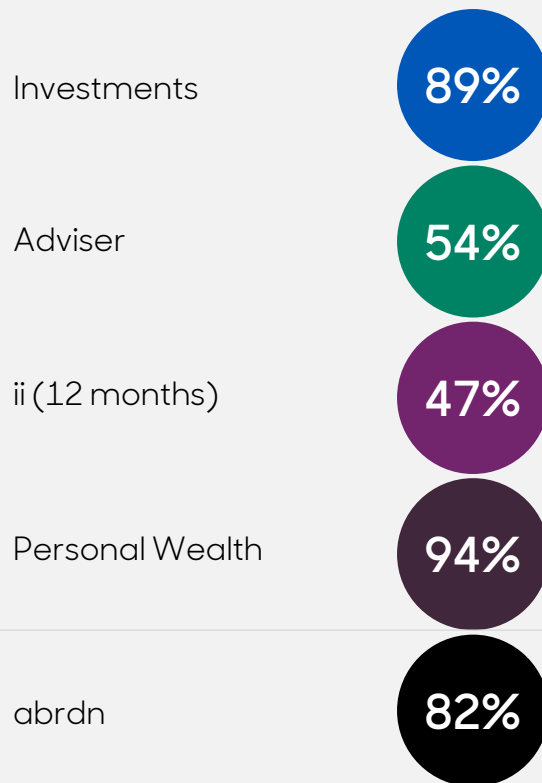


Net flows as % of opening AUMA

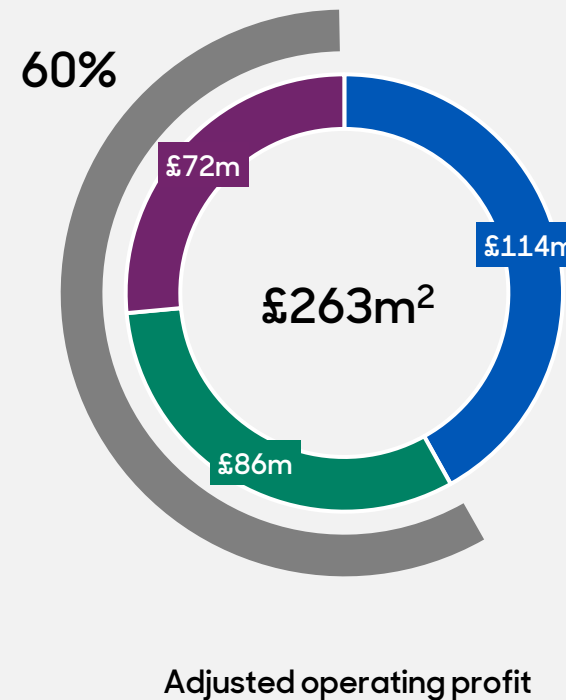


to improve margin mix...

CIR



to create a stronger model



¹Total includes (£14m) movement relating to Corporate/strategic ²Includes Corporate/strategic loss of (£9m) not represented in chart

Investments – Organising for success

Focusing on our strengths to meet the needs of clients

Building foundations for growth

Client focused

Simplification

Reducing costs

Organised through two distinct investment pillars

Public markets

£289bn
AUM¹

Alternatives

£87bn
AUM¹

Supported by long-term market trends

¹ AUM as at 31 December 2022 including Insurance assets

Investments – Pathway to an improved operating model

Structural transformation is focused on three key areas

Creating an efficient
operating model

Delivering consistent,
competitive investment
performance

Driving increased
revenue yield

Adviser – Scaling up our leading UK savings and wealth businesses

Resilient performance driving margin improvement, unlocking further capacity for clients to drive growth and flows

Significant technology release now launched

- ✓ Modernised, intuitive user interface
- ✓ Enhanced client reporting
- ✓ Fuller advice suite – flexible ISAs and General Investment Accounts
- ✓ Faster servicing
- ✓ New bulk valuation service

Building on our strength of offering to do more for advisers

To be the easiest business for advisers to partner with in the UK

Personal – Scaling up our leading UK savings and wealth businesses

The acquisition of ii has transformed abrdn, positioning us for growth as one of the UK's leading personal wealth businesses

Strengthening our platform

New website technology deployed

Launched low-cost award-winning Pension Builder SIPP

Evolving our customer base

17% growth in SIPP customers

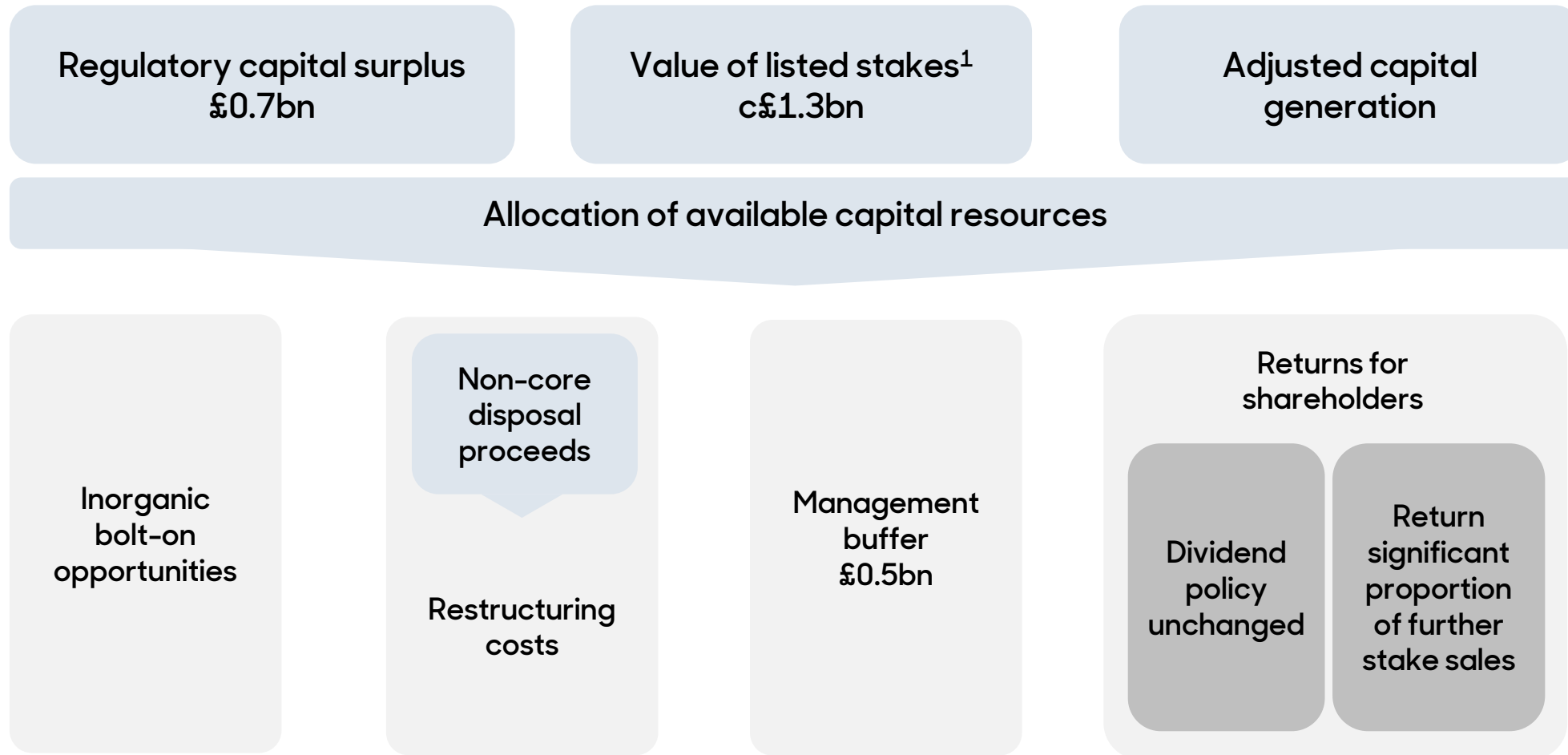
Launched Investor Essentials low cost investing service

Development of financial planning offering for ii customers

Supportive regulatory environment

Focus on simplified advice model

Clear approach to capital generation and allocation



¹Total value of listed stakes (HDFC Life, HDFC AMC, Phoenix) as at 31 December 2022

Building a stronger abrdn

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Creating a sustainable growth trajectory



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Voting



Your questions



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Resolution results



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