

# DATA PACK 2021

Full Year Results

HARGREAVES  
LANSDOWN

# INDEX

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# SUMMARY INCOME STATEMENT

ALL FIGURES IN €MILLIONS		FY 2021	FY 2020	FY 2019
Revenue	+15%	<b>631.0</b>	550.9	480.5
Fair value gains on derivatives		<b>0.6</b>	1.7	2.2
Staff costs	+18%	<b>(119.8)</b>	(101.2)	(97.2)
Other Operating costs	+32%	<b>(132.3)</b>	(100.0)	(75.4)
FSCS costs	+1%	<b>(13.9)</b>	(13.7)	(6.8)
Operating profit	+8%	<b>365.6</b>	337.7	303.3
Finance income	-50%	<b>1.4</b>	2.8	2.8
Finance costs	-	<b>(1.0)</b>	(1.0)	(0.3)
Underlying profit before tax *	+8%	<b>366.0</b>	339.5	305.8
Gain on disposal**	-	-	38.8	-
Profit before tax	-3%	<b>366.0</b>	378.3	305.8
Tax	+7%	<b>(69.7)</b>	(65.1)	(58.2)
Profit for the period	-5%	<b>296.3</b>	313.2	247.6
Basic earnings per share (pence)	-5%	<b>62.6</b>	66.1	52.1
Diluted earnings per share (pence)	-5%	<b>62.5</b>	65.9	52.0
Underlying basic earnings per share (pence)*	+8%	<b>62.6</b>	57.9	52.1
Underlying dilute basic earnings per share (pence)*	+8%	<b>62.5</b>	57.8	52.0

\* Underlying measures are before accounting for the one-off gain on disposal

\*\* Relates to the disposal of FundsLibrary Limited

# GROUP REVENUE ANALYSIS

ALL FIGURES IN €MILLIONS		FY 2021	FY 2020	FY 2019
Platform fees (1)	+11%	<b>232.9</b>	210.5	206.2
Net renewal income (1)	+2%	<b>5.2</b>	5.1	6.0
Management fees (1)	+28%	<b>30.7</b>	24.0	22.0
HL Fund AMC (1)	-5%	<b>60.7</b>	63.6	68.3
Stockbroking income (2)	+82%	<b>231.6</b>	127.3	67.1
Interest receivable (1)	-43%	<b>51.9</b>	91.1	73.5
On-going adviser charges (1)	-12%	<b>9.0</b>	10.2	11.5
Adviser charges (2)	-36%	<b>6.3</b>	9.9	10.8
Funds Library (3)	-	-	6.5	8.9
Other Income (2)	-4%	<b>2.7</b>	2.8	6.4
Total revenue	+15%	<b>631.0</b>	551.0	480.7
Less commission payable (1)		-	(0.1)	(0.2)
<b>Total revenue</b>	<b>+15%</b>	<b>631.0</b>	550.9	480.5

		FY 2021	FY 2020	FY 2019
(1) Ongoing revenue	-3%	<b>390.5</b>	404.3	387.3
(2) Transactional revenue	72%	<b>240.5</b>	140.1	84.3
(3) Other revenue		-	6.5	8.9
<b>Total revenue</b>	<b>+15%</b>	<b>631.0</b>	<b>550.9</b>	<b>480.5</b>

# NET REVENUE MARGINS

	FY 2021			FY 2020		
	Revenue £m	Ave Assets £bn	Margin bps	Revenue £m	Ave Assets £bn	Margin bps
Renewal income (net of loyalty bonus)	-			0.1		
Platform fee	232.9			210.5		
<b>Total revenue from funds</b>	<b>232.9</b>	<b>58.5</b>	<b>40</b>	<b>210.6</b>	<b>52.3</b>	<b>40</b>
Stockbroking commission	227.3			124.5		
Management fees	30.7			24.0		
<b>Total revenue from other stock</b>	<b>258.0</b>	<b>45.1</b>	<b>57</b>	<b>148.5</b>	<b>34.3</b>	<b>43</b>
<b>Total revenue from cash</b>	<b>50.7</b>	<b>13.0</b>	<b>39</b>	<b>91.1</b>	<b>12.3</b>	<b>74</b>
<b>HL Funds<sup>1</sup></b>	<b>60.7</b>	<b>8.4</b>	<b>72</b>	<b>63.6</b>	<b>8.7</b>	<b>73</b>
Double-count <sup>2</sup>	-	(8.3) <sup>2</sup>	-	-	(8.6) <sup>2</sup>	-
	602.3	116.7	52	513.8	98.9	52
Other income <sup>3</sup>	28.7	2.8 <sup>4</sup>		37.1	1.7 <sup>4</sup>	
<b>Total revenue</b>	<b>631.0</b>	<b>119.5<sup>2</sup></b>		<b>550.9</b>	<b>100.6<sup>2</sup></b>	

1 Annual management charge on HL Funds, i.e. excluding the platform fee, which is included in revenue on funds.

2 HL Funds AUM included in Funds AUA for platform fee and in HL Funds for annual management charge. Total average AUA excludes HL Fund AUM to avoid double-counting.

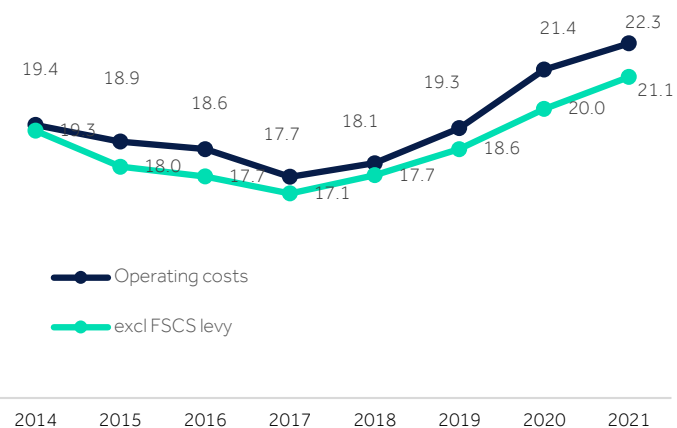
3 Other income includes advisory fees, FundsLibrary revenues, Active Savings and ancillary services (e.g. annuity broking, distribution of VCTs and Hargreaves Lansdown Currency and Market Services).

4 Average cash held via Active Savings.

# COSTS

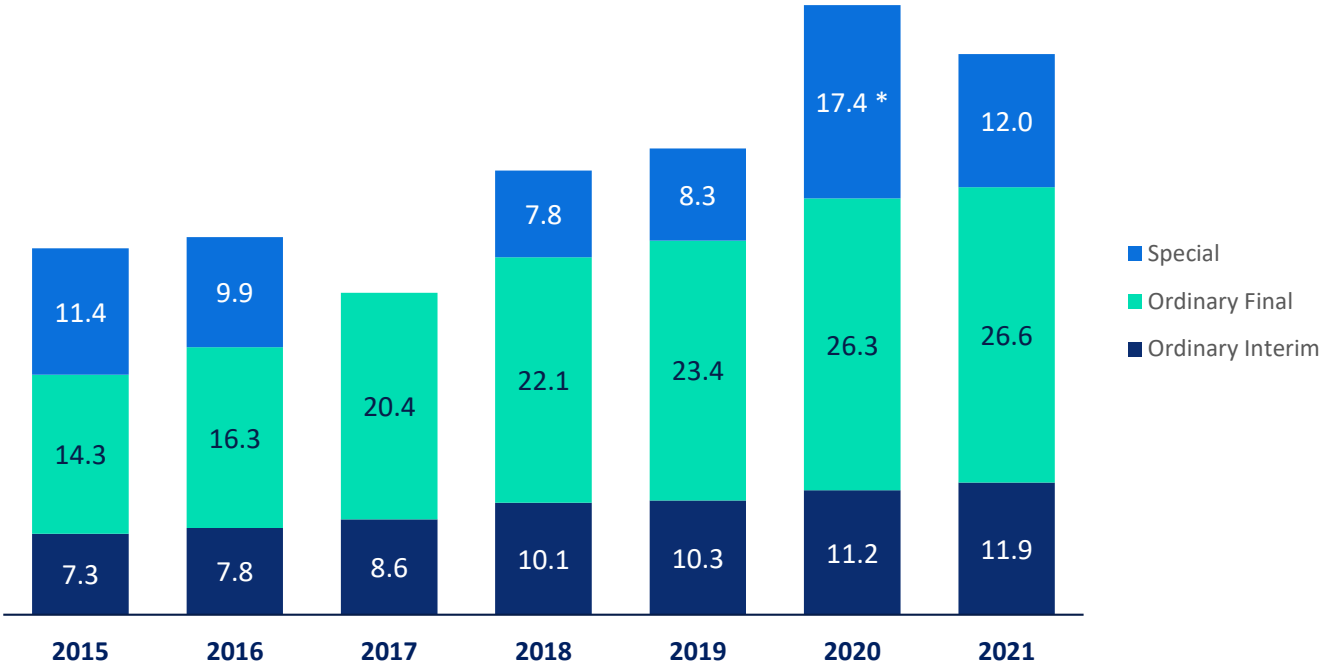
ALL FIGURES IN € MILLIONS		FY 2021	FY 2020
Staff costs	+18%	<b>119.8</b>	101.2
Marketing and distribution spend	+18%	<b>28.3</b>	23.9
Depreciation and amortisation	+24%	<b>16.2</b>	13.1
Activity costs	+93%	<b>35.6</b>	18.4
Third party data and technology costs	+54%	<b>22.8</b>	14.8
Other costs	-1%	<b>29.4</b>	29.8
FSCS levy costs	+1%	<b>13.9</b>	13.7
<b>Total operating costs</b>	<b>+24%</b>	<b>266.0</b>	214.9
Ave. no of staff (FTE)	+11%	<b>1,776</b>	1,599
No of staff at end of period (FTE)	+14%	<b>1,842</b>	1,610

Group Cost Ratio\* (bps) FY 2014 to FY 2021



\*Cost ratio is measured as operating costs (including & excluding the FSCS levy), divided by average monthly AUA

# DIVIDENDS (PENCE PER SHARE)



\* Included a special dividend of 8.2 pence per share relating to the gain on disposal of FundsLibrary.

# TOTAL ASSETS UNDER ADMINISTRATION

	FY 2021	FY 2021 H2	FY 202 H1	FY 2020	FY 2020 H2	FY 2020 H1	FY 2019	FY 2019 H2	FY 2019 H1
	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn
AUA at start of period	<b>104.0</b>	120.6	104.0	<b>99.3</b>	105.2	99.3	<b>91.6</b>	85.9	91.6
Underlying net new business*	<b>8.7</b>	5.5	3.2	<b>7.7</b>	5.4	2.3	<b>7.3</b>	4.8	2.5
Market movement & other	<b>22.8</b>	9.4	13.4	<b>(2.9)</b>	(6.5)	3.6	<b>0.3</b>	8.5	(8.2)
AUA at end of period	<b>135.5</b>	135.5	120.6	<b>104.0</b>	104.0	105.2	<b>99.3</b>	99.3	85.9
Net new business inflow %*	<b>8%</b>	9%	6%	<b>8%</b>	10%	5%	<b>8%</b>	11%	5%

\* Half year net new business flows have been annualised.



# ASSETS BY PRODUCT AND ASSET TYPE

VANTAGE	SIPP <sup>3</sup>	ISA	FUND & SHARE <sup>4</sup>	TOTAL FY 2021	FY 2020	FY 2019	CLOSING AUA FY 2021	VANTAGE	ACTIVE SAVINGS	PMS	TOTAL
	£bn	£bn	£bn	£bn	£bn	£bn		£bn	£bn	£bn	£bn
AUA at start of period	33.5	40.1	25.4	<b>99.0</b>	94.8	88.0					
Underlying net new business <sup>1</sup>	1.8	4.3	2.0	<b>8.1</b>	6.9	6.5	Funds	63.9	-	2.7	<b>66.6</b>
Market movement & other <sup>2</sup>	7.2	9.4	6.1	<b>22.7</b>	(2.6)	0.3	Shares	53.1	-	-	<b>53.1</b>
Founder transfers <sup>1</sup>	-	-	(0.3)	<b>(0.3)</b>	(0.1)	-	Cash	12.5	3.1	0.1	<b>15.7</b>
AUA at end of period	42.5	53.8	33.2	<b>129.5</b>	99.0	94.8	Closing AUA	129.5	3.1	2.8	<b>135.5</b>
Net new business inflow %	5%	11%	8%	<b>8%</b>	7%	7%					
Market movement %	21%	23%	24%	<b>23%</b>	(3%)	0%					

1 Underlying net new business for FY 2020 & FY 2021 exclude the withdrawals of Hargreaves Lansdown plc placing proceeds during the period where the shares were held by a founder. These are shown as "Founder transfers" in the table above.

2 Market movement includes other growth factors, such as retained investment income, totalling £915m (FY 2020: £952m, FY 2019: £986m).

3 Vantage SIPP AUA includes £9,731m income drawdown assets at 30 June 2021 (30 June 2020: £7,724m, 30 June 2019: £7,424m)

4 Vantage Fund & Share Account includes £1.9bn as at 30 June 2021 (30 June 2020 £2.4bn, 30 June 2019: £3.5bn) of Hargreaves Lansdown plc shares.

# VANTAGE SPLIT BY ASSET CLASS

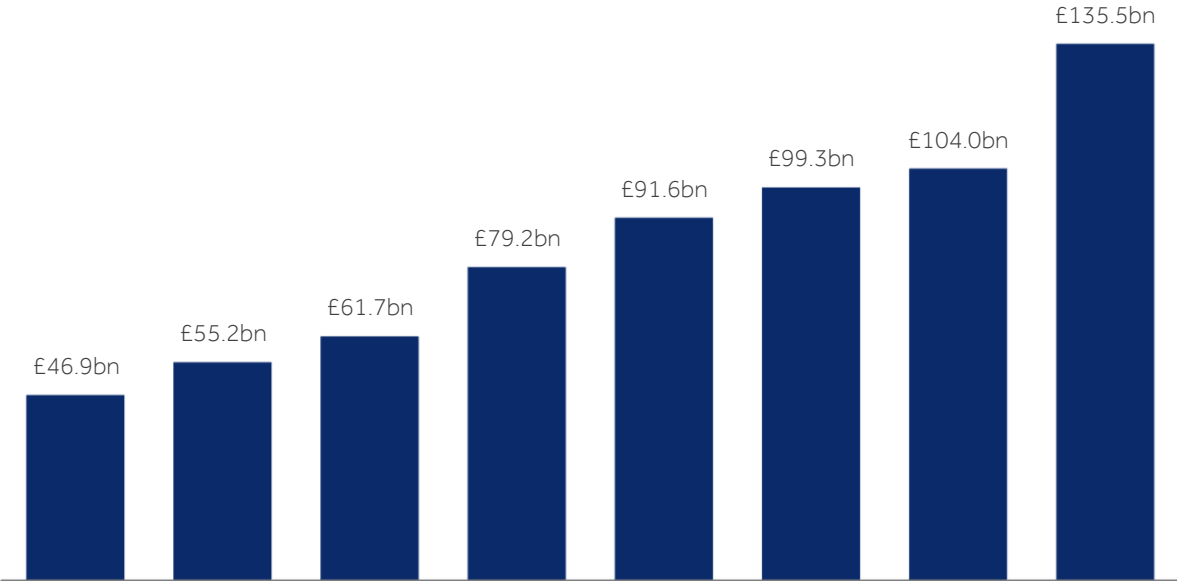
	SIPP	ISA	F&S/Other	Total
<b>At 30 June 2021</b>				
Stocks and shares	31%	36%	62%	<b>41%</b>
Investment funds	56%	55%	31%	<b>49%</b>
Cash	13%	9%	7%	<b>10%</b>
<b>% of Vantage</b>	<b>33%</b>	<b>41%</b>	<b>26%</b>	<b>100%</b>
<b>AUA (£m)</b>	<b>42.5</b>	<b>53.8</b>	<b>33.2</b>	<b>129.5</b>
<b>At 30 June 2020</b>				
Stocks and shares	26%	31%	60%	<b>37%</b>
Investment funds	55%	57%	31%	<b>49%</b>
Cash	19%	12%	9%	<b>14%</b>
<b>% of Vantage</b>	<b>34%</b>	<b>40%</b>	<b>26%</b>	<b>100%</b>
<b>AUA (£m)</b>	<b>33.5</b>	<b>40.1</b>	<b>25.4</b>	<b>99.0</b>

# VANTAGE OTHER INFORMATION

	SIPP	ISA	F&S/Other	Total FY 2021	FY 2020	FY 2019
Total No. of equity deals* ('000)	3,155	6,838	4,446	<b>14,439</b>	<b>9,397</b>	<b>5,282</b>
Total client share deals ('000)	2,894	6,126	4,102	<b>13,122</b>	<b>8,189</b>	<b>4,182</b>
% online (of client share deals)	100%	99%	99%	<b>99%</b>	<b>99%</b>	<b>98%</b>
No. of fund deals ('000)	5,858	8,973	1,565	<b>16,396</b>	<b>14,244</b>	<b>12,412</b>
Average active client value at period end (£'000)				<b>79.4</b>	<b>70.5</b>	<b>78.0</b>
Average age (years)	47.7	44.3	54.0	<b>45.9</b>	<b>46.9</b>	<b>47.6</b>
New active accounts ('000)	36	169	79	<b>284</b>	<b>224</b>	<b>157</b>
Total active accounts ('000)	475	1,134	517	<b>2,126</b>	<b>1,832</b>	<b>1,608</b>
Clients registered for online access				<b>93%</b>	<b>91%</b>	<b>90%</b>
Clients registered for paperless service				<b>80%</b>	<b>78%</b>	<b>77%</b>

\* Includes 1,316,000 automated share deals i.e. income reinvestment, fee sales and regular savings (FY 2020: 1,209,000, FY 2019: 1,100,000)

# GROWTH IN TOTAL AUA







Total AUA FY 2014 to FY 2021 (£ billion)

	2014	2015	2016	2017	2018	2019	2020	2021
<b>Market growth/other</b>	+11%	+5%	+1%	+17%	+6%	0%	-3%	+22%
<b>Organic growth<sup>1</sup></b>	+18%	+13%	+11%	+11%	+10%	+8%	+8%	+8%
<b>Total growth in AUA</b>	+29%	+18%	+12%	+28%	+16%	+8%	+5%	+30%

<sup>1</sup> Organic growth based on net inflows as a % of opening AUA

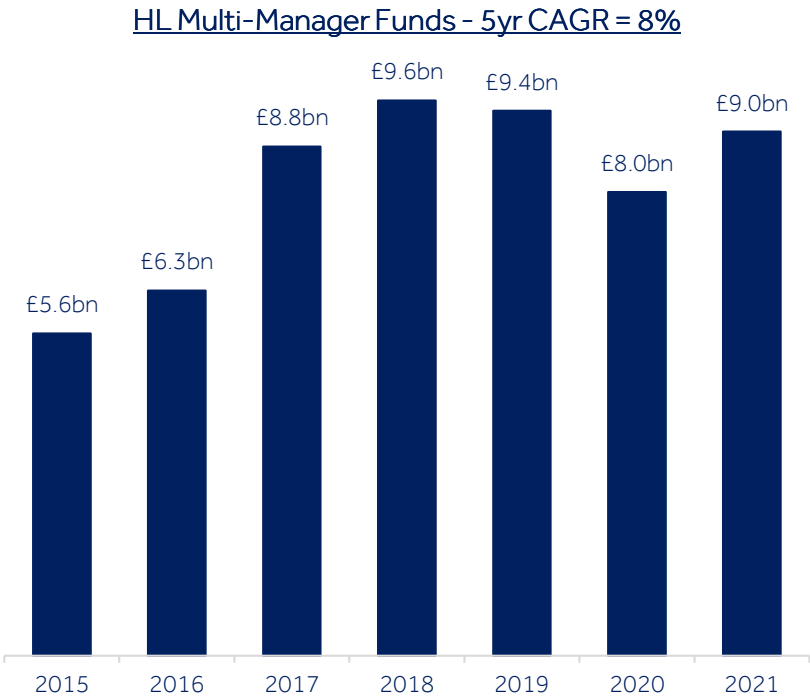
# HL WORKPLACE SOLUTIONS

	As at 30 June 2021	As at 30 June 2020	% change	12 months increase in FY 2021	12 months increase in FY 2020
 Members	141,780	129,284	<b>+10%</b>	12,496	14,244
 Schemes *	490	463	<b>6%</b>	27	-
 Annual Premiums **	£467m	£450m	<b>+4%</b>	£17m	£69m
 AUA	£5,509m	£4,196m	<b>+31%</b>	£1,314m	£479m

\*Numbers relate to schemes either live or contracted.

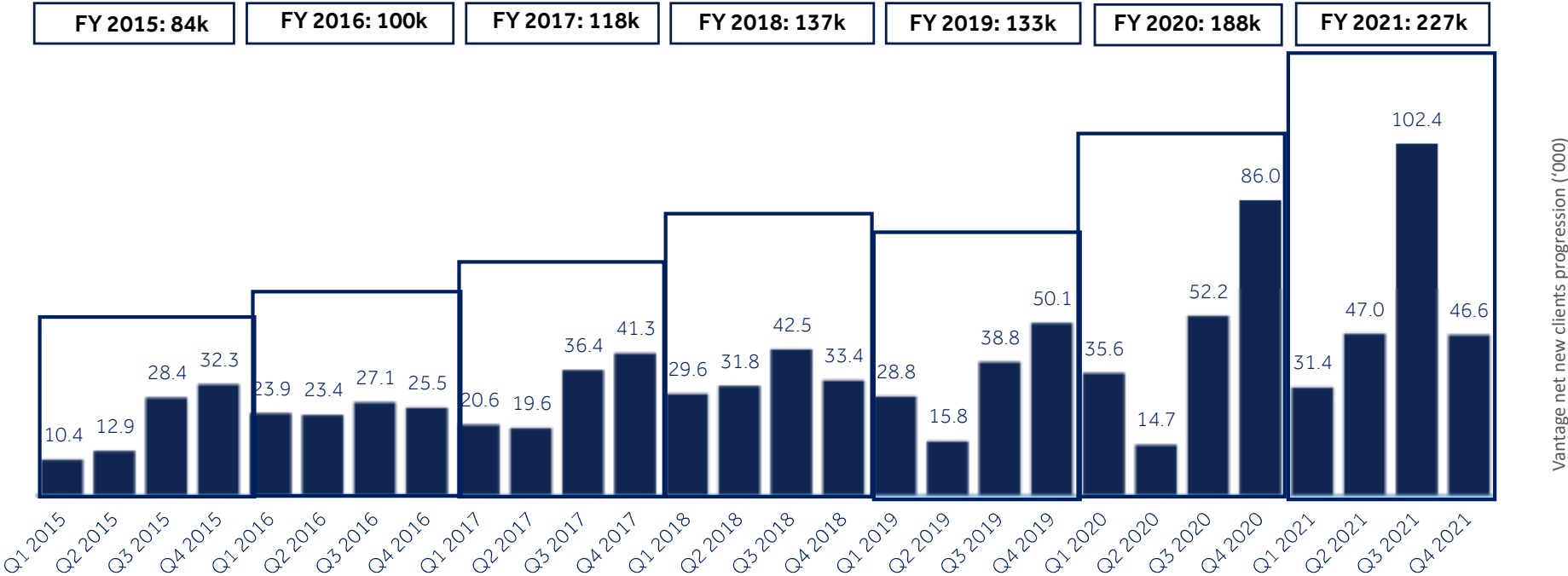
\*\*Only includes those annual premiums already being received.

# GROWTH IN HL FUNDS



HLMM FUNDS (£m)	JUNE-21
Income & Growth	2,117
Special Situations	1,975
Balanced Managed	1,258
Strategic Bond	931
High Income	543
Equity & Bond	271
Asia & Emerging Markets	230
European	201
UK Growth	186
Strategic Assets	170
<b>Multi-Manager Funds</b>	<b>7,882</b>
HL Select Global Growth Shares	664
HL Select UK Growth Shares	325
HL Select UK Income Shares	157
<b>Equity Funds</b>	<b>1,146</b>
<b>TOTAL</b>	<b>9,028</b>

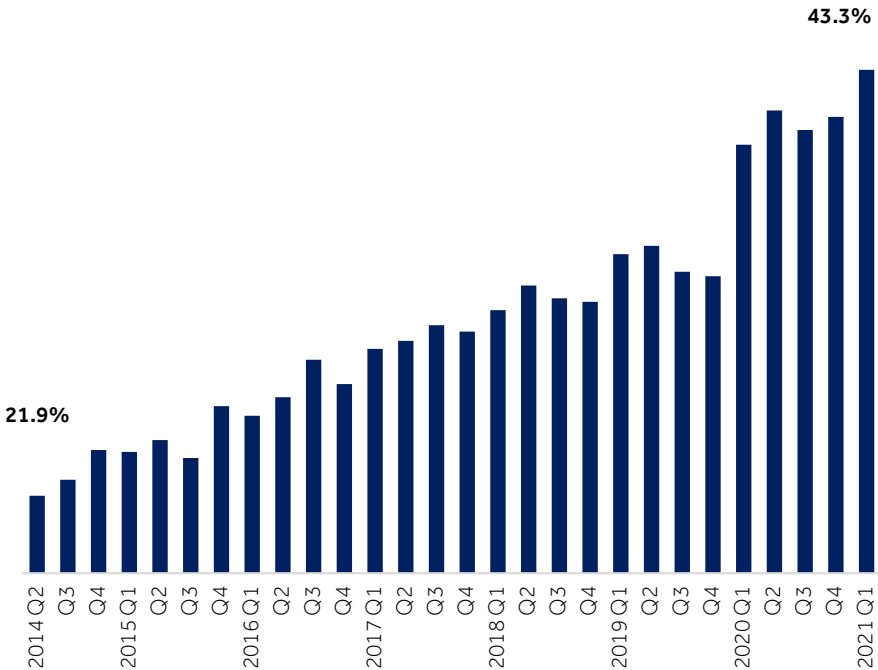
# NET NEW CLIENTS



Vantage net new clients progression ('000)

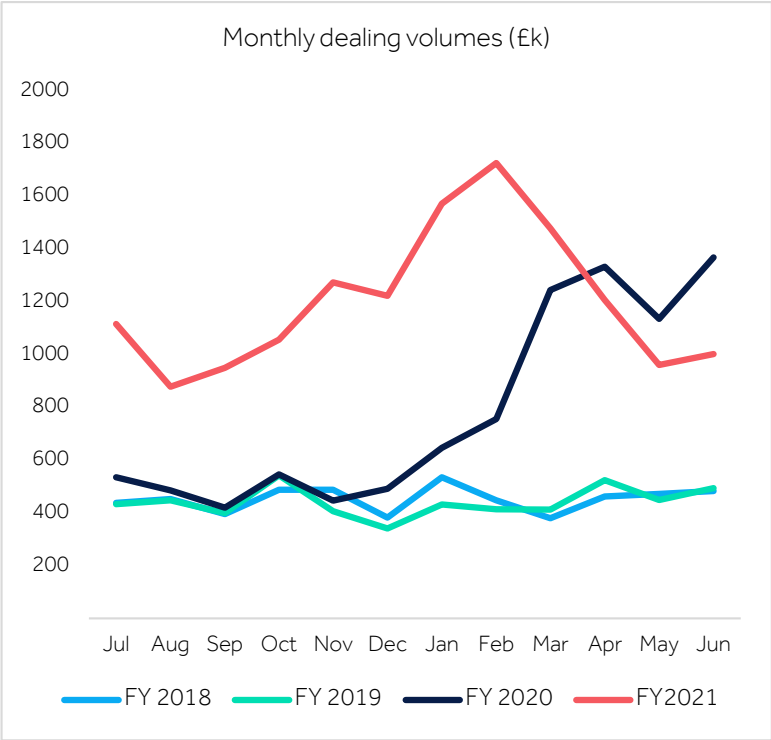
# STOCKBROKING VOLUMES

Execution-only market share



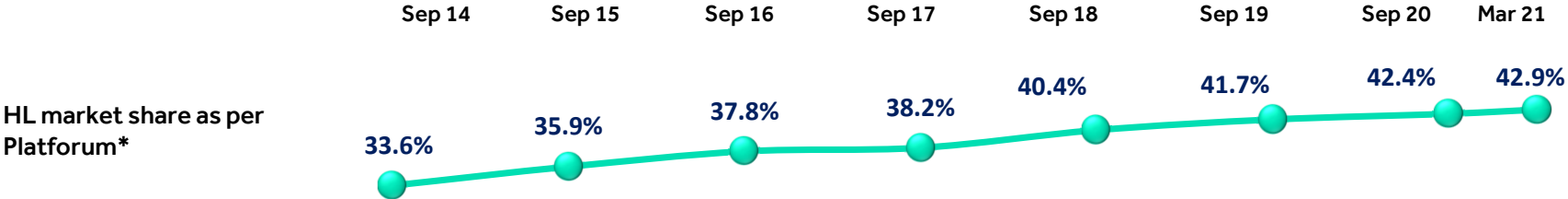
Source: Compeer XO Quarterly Benchmarking Report Quarter 1 2021

Monthly dealing volumes (£k)



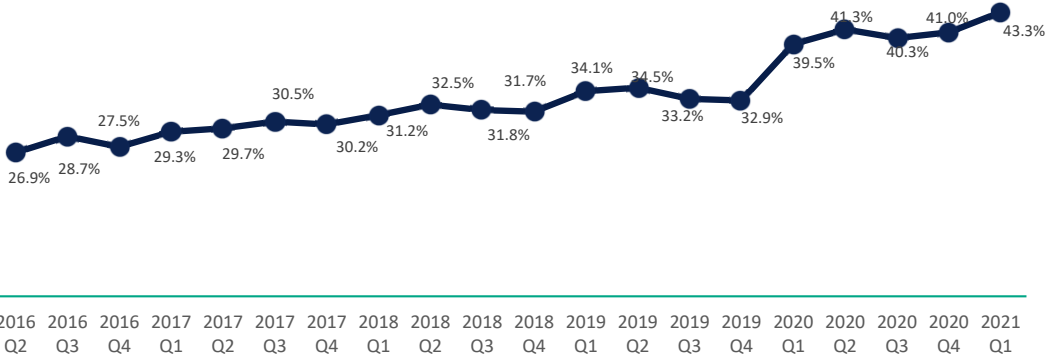


# MARKET SHARE STATISTICS



\* The Platform Direct Platform Guide Reports share of Assets Under Administration (June 2021)

## HL UK stockbroking volumes vs XO peer group\*\*



\*\* Source: Compeer Limited XO Quarterly Benchmarking Report – Q1 2021