

DATA PACK 2023

Interim Results

HARGREAVES
LANSDOWN

INDEX

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SUMMARY INCOME STATEMENT

ALL FIGURES IN £MILLIONS		HY 2023	HY 2022	FY 2022
Revenue	+20%	350.0	291.1	583.0
Operating costs	+15%	(160.4)	(139.9)	(313.0)
Operating profit	+25%	189.6	151.2	270.0
Finance income	2000%	8.4	0.4	0.0
Finance costs	-	(0.4)	(0.4)	(0.8)
Profit before Tax	+31%	197.6	151.2	269.2
Strategic Cost *	+16%	14.3	12.3	28.3
Underlying profit before tax **	+30%	211.9	163.5	297.5
Tax	+38%	(40.4)	(29.2)	(53.4)
Profit after tax	+29%	157.2	122.0	215.8
Tax on underlying profit	+37%	(43.3)	(31.6)	(59.0)
Underlying profit after tax**	+28%	168.6	131.9	238.5
Basic earnings per share (pence)	+29%	33.2	25.8	45.6
Diluted earnings per share (pence)	+29%	33.1	25.7	45.6
Underlying basic earnings per share (pence)**	+28%	35.6	27.9	50.4
Underlying diluted basic earnings per share (pence)**	+28%	35.5	27.8	50.4

* Includes strategic investment spend and dual tech running costs.

** Underlying measures are before accounting for strategic investment spend and dual tech running costs.

REVENUE MARGINS BY ASSET CLASS

	H1 2023			H1 2022		
	Revenue £m	Ave Assets £bn	Margin bps	Revenue £m	Ave Assets £bn	Margin bps
Renewal income (net of loyalty bonus)	-			-		
Platform fee	117.9			133.2		
Total revenue from funds	117.9	59.5	40	133.2	68.1	39
Stockbroking commission	53.0			84.2		
Management fees	17.2			17.6		
Total revenue from shares	70.2	47.4	30	101.8	54.5	37
Total revenue from cash	121.6	14.5	168	11.3	12.8	18
HL Funds¹	27.0	8.2	66	31.4	9.1²	69
Double-count ²	-	(8.1) ²	-	-	(9.0)	-
	336.7	121.5	55	277.7	135.5	41
Other income ³	13.3	5.6		13.4	3.5	
Total revenue	350.0	127.1²	55	291.1	139.0	42

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, revenue from Active Savings and ancillary services (e.g. annuity broking, distribution of VCTs and HL Currency Services).

		H1 2023	H1 2022	FY 2022
Ongoing revenue	+46%	293.2	201.1	414.1
Transactional revenue	-37%	56.8	90.0	168.9
Total revenue	+20%	350.0	291.1	583.0

UNDERLYING COSTS

ALL FIGURES IN € MILLIONS		H1 2023	H1 2022	FY 2022
Labour costs ¹	+21%	81.5	67.6	144.2
Activity Costs ²	-15%	19.3	22.7	50.4
Technology costs ³	+54%	17.2	11.2	28.7
Support costs ⁴	+8%	28.1	26.1	49.3
Underlying costs (pre-FSCS)	+14%	146.1	127.6	272.6
Financial Services Compensation Scheme levy	-	-	-	12.1
Total underlying operating costs	+14%	146.1	127.6	284.7

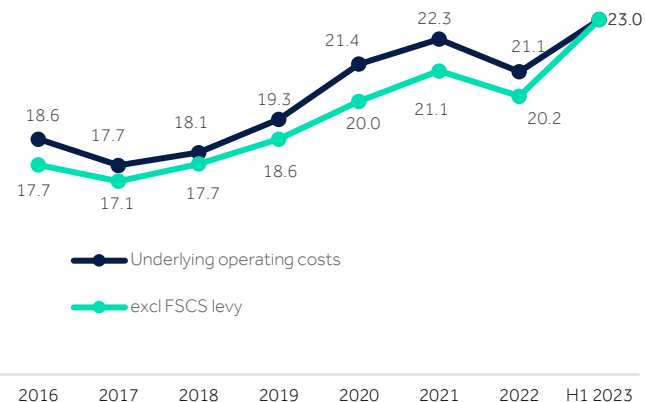
1 Labour costs comprise staff costs including contractors

2 Activity costs comprise marketing costs, dealing related costs and payment costs for client cash transferred onto the platform.

3 Costs associated with the use of third-party software and data feeds used in the performance of daily business.

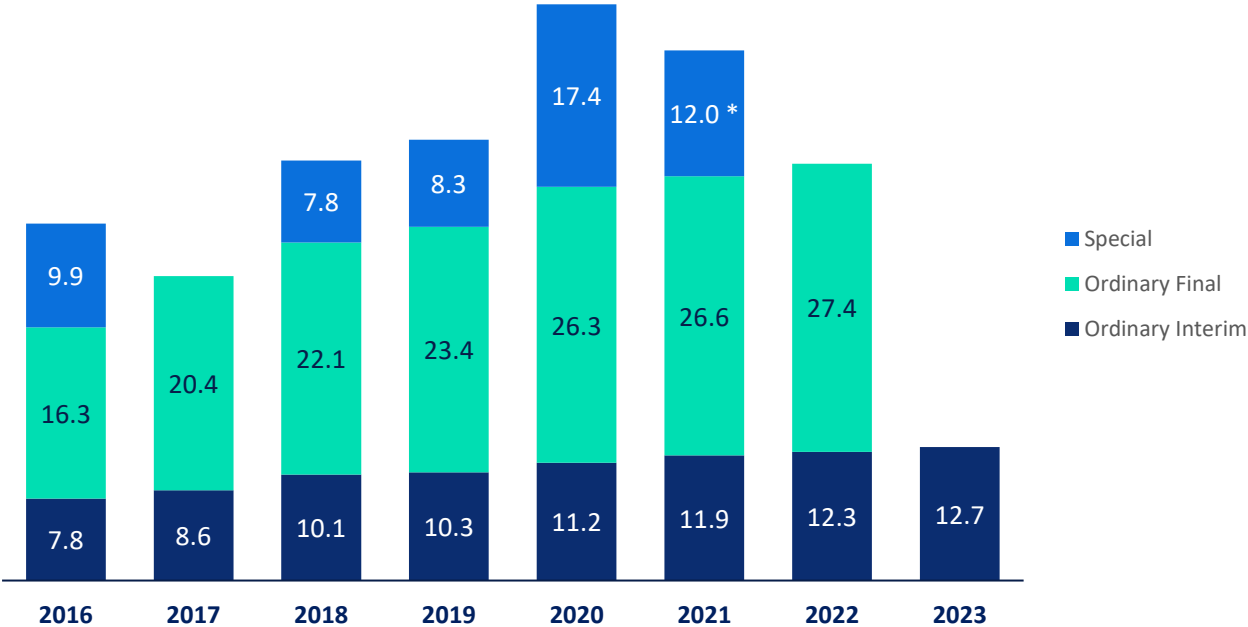
4 Support costs include legal and professional fees, office running costs, depreciation and amortisation.

Group Cost Ratio* (bps) FY 2016 to H1 2023



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

DIVIDENDS (PENCE PER SHARE)



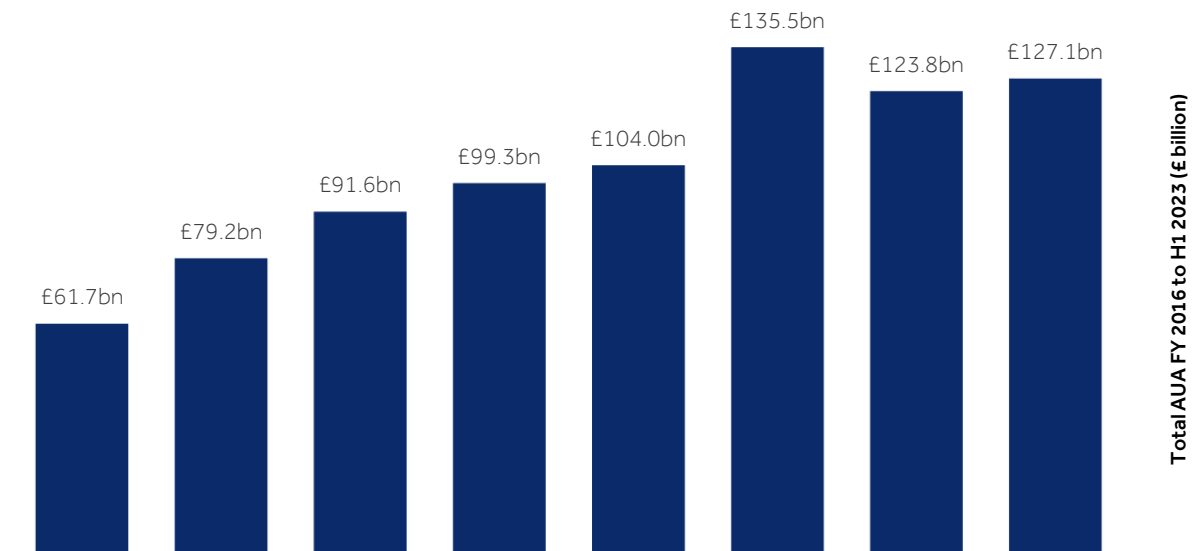
* Included a special dividend of 8.2 pence per share relating to the gain on disposal of FundsLibrary.

TOTAL ASSETS UNDER ADMINISTRATION

	FY 2023 H1	FY 2022	FY 2022 H2	FY 2022 H1	FY 2021	FY 2021 H2	FY 2021 H1
	£bn	£bn	£bn	£bn	£bn	£bn	£bn
AUA at start of period	123.8	135.5	141.2	135.5	104.0	120.6	104.0
Underlying net new business	1.6	5.5	3.2	2.3	8.7	5.5	3.2
Market movement & other	1.8	(17.2)	(20.6)	3.4	22.8	9.4	13.4
AUA at end of period	127.1	123.8	123.8	141.2	135.5	135.5	120.6
Net new business inflow %*	3%	4%	4%	3%	8%	9%	6%
Average monthly AUA	127.1	135.1	131.1	139.0	119.5	128.9	109.9

* Half year net new business flows have been annualised.

GROWTH IN TOTAL AUA



Total AUA FY 2016 to H1 2023 (£billion)

	2016	2017	2018	2019	2020	2021	2022	H1 2023
Market growth/other	+1%	+17%	+6%	0%	-3%	+22%	-13%	+3%
Organic growth¹	+11%	+11%	+10%	+8%	+8%	+8%	+4%	+3%
Total growth in AUA	+12%	+28%	+16%	+8%	+5%	+30%	-9%	+5%

¹ Organic growth based on net inflows as a % of opening AUA

GROUP AVERAGE AUA BY ASSET CLASS

Average AUA (£bn)	3 months to 31 December 22	3 months to 30 September 22	2 months to 30 June 22	4 months to 30 April 22	3 months to 31 December 21
Funds	59.2	59.8	60.0	63.5	68.3
Shares	47.3	47.5	47.7	51.5	55.2
Cash	14.3	14.8	14.9	14.1	13.0
HL Funds	8.2	8.1	8.2	8.6	9.1
Active Savings	6.0	5.1	4.4	3.9	3.7
Double count ¹	(8.1)	(8.1)	(8.1)	(8.5)	(9.0)
Total	126.9	127.2	127.1	133.1	140.3

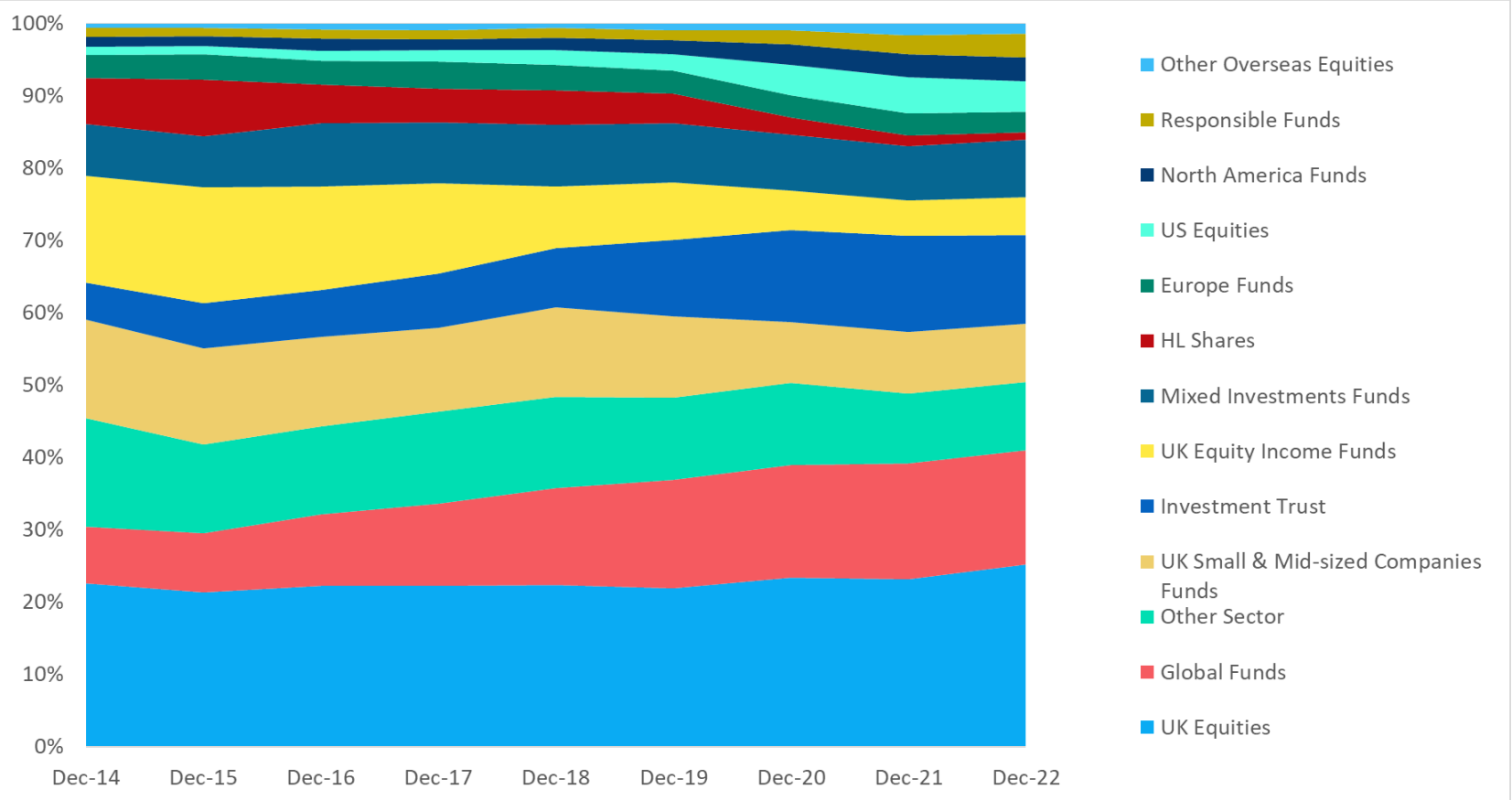
¹ HL Funds AUM is included in Funds AUA for platform fee and in HL Funds for annual management charge. Total average AUA excludes HL Fund AUM, where held on our platform, to avoid double-counting.

GROUP CLOSING AUA BY ASSET CLASS





Closing AUA (£bn)	As at 31 December 22	As at 30 September 22	As at 30 June 22	As at 30 April 22	As at 31 December 21
Funds	59.6	57.4	58.2	62.9	69.0
Shares	47.1	45.2	45.9	50.7	55.2
Cash	14.1	14.8	15.0	14.6	13.1
HL Funds	8.3	7.8	8.0	8.5	9.1
Active Savings	6.3	5.3	4.6	4.0	3.8
Double count ¹	(8.2)	(7.8)	(7.9)	(8.4)	(9.0)
Total	127.1	122.7	123.8	132.3	141.2

¹ HL Funds AUM is included in Funds AUA for platform fee and in HL Funds for annual management charge. Total average AUA excludes HL Fund AUM, where held on our platform, to avoid double-counting.

AUA (EXCLUDING CASH) BY INVESTMENT OVER TIME



HL WORKPLACE SOLUTIONS

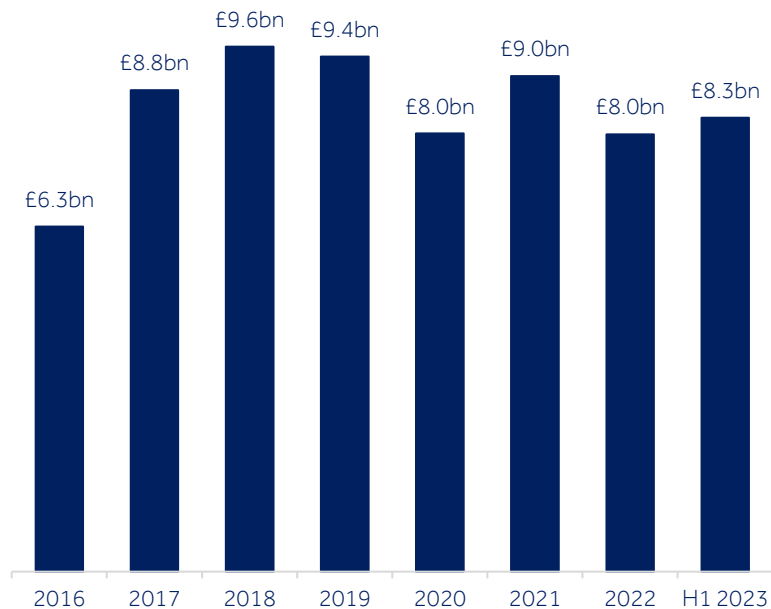
	As at 31 December 2022	As at 30 June 2022	% change	6 months increase in H1 2023	6 months increase in H1 2022
 Members*	168,146	159,562	+5%	8,584	9,849
 Schemes *	505	496	+2%	9	6
 Annual Premiums **	£581m	£539m	+8%	£42m	£34m
 AUA	£5,666m	£5,351m	+6%	£315m	£340m

*Numbers relate to schemes either live or contracted.

**Only includes those annual premiums already being received.

HL FUNDS

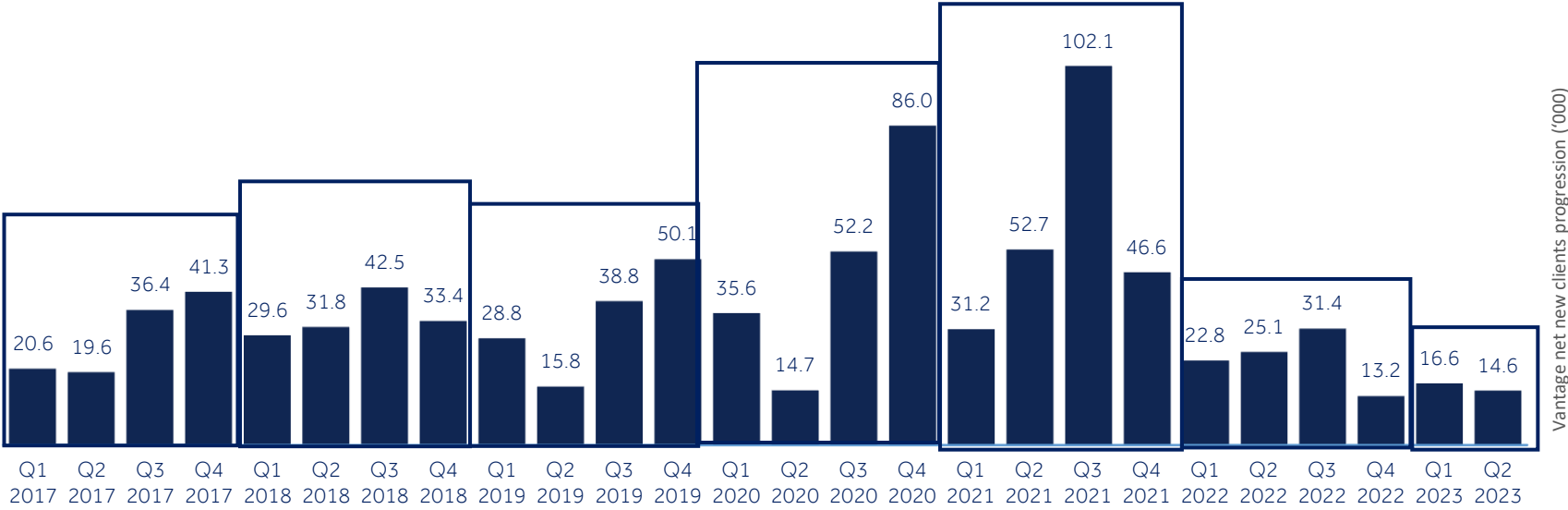
HL Multi-Manager Funds - 5yr CAGR = -1%



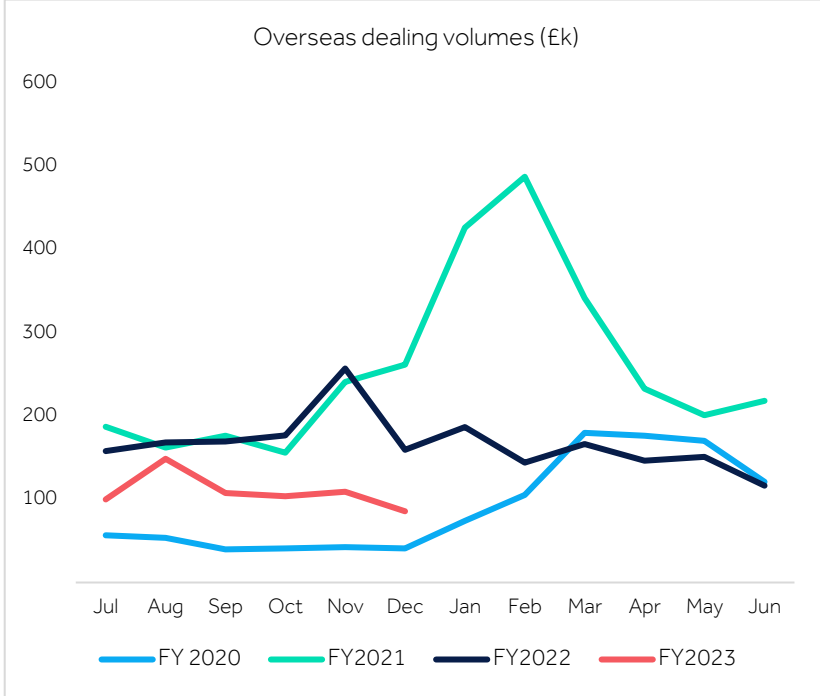
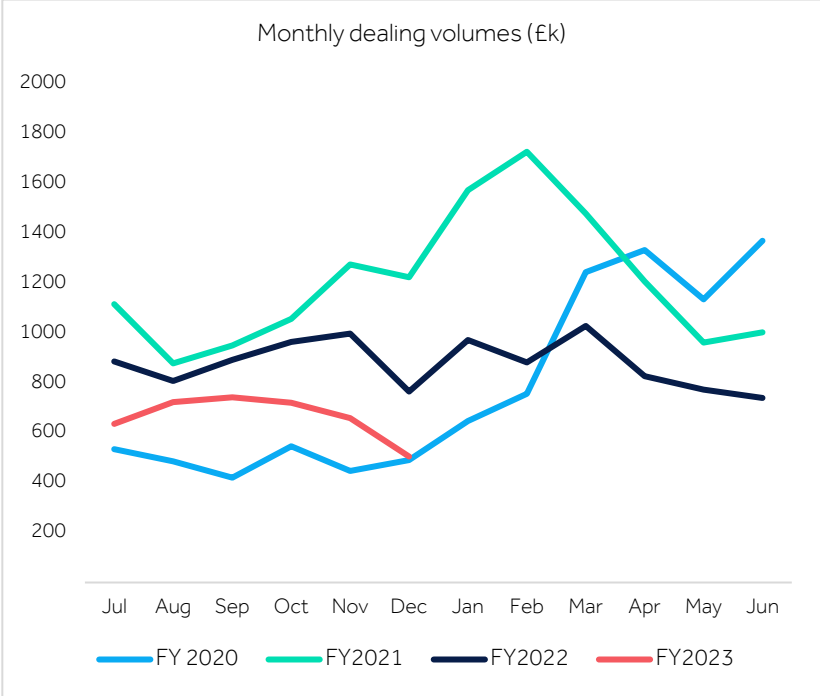
HL Funds (£m)	Dec-22
UK Income	1,836
Special Situations	1,724
Balanced Managed	1,140
Strategic Bond	769
High Income	461
Equity & Bond	244
Asia & Emerging Markets	180
European	164
UK Growth	158
Strategic Assets	151
Multi-Manager Funds	6,828
HL Select UK Shares	296
HL Select UK Income Shares	149
HL Select Global Growth Shares	537
Equity Funds	982
HL Growth Fund	321
HL US Fund*	143
TOTAL	8,274
*incl Z class held in MM	591

NET NEW CLIENTS

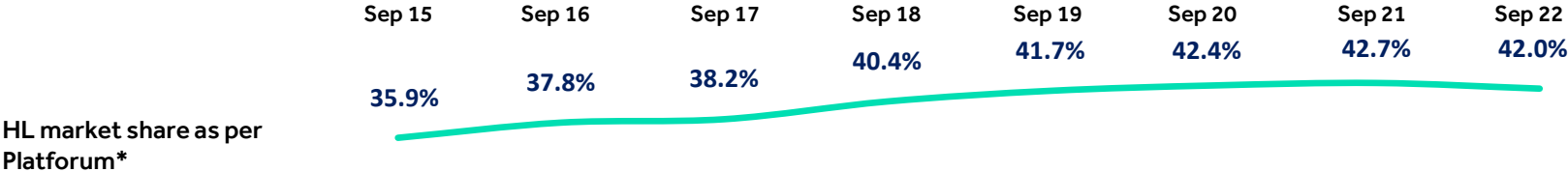
FY 2017: 118k FY 2018: 137k FY 2019: 133k FY 2020: 188k FY 2021: 233k FY 2022: 92k H1 2023: 31k



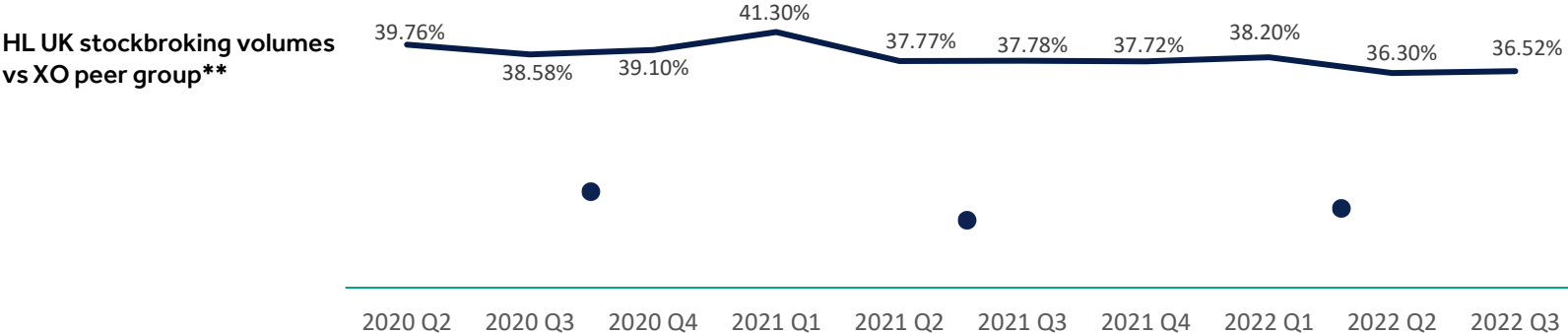
STOCKBROKING VOLUMES



MARKET SHARE STATISTICS



* The Platform Direct Platform Guide Reports share of Assets Under Administration (February 2023)



** Source: Compeer Limited XO Quarterly Benchmarking Report – Q3 2022
 Note the figures have been rebased as the data now includes data from Fidelity & IG Group

ASSETS BY PRODUCT AND ASSET TYPE

VANTAGE	SIPP ²	ISA	FUND & SHARE ³	TOTAL H1 2023	H1 2022	FY 2022	CLOSING AUA 2023	VANTAGE	ACTIVE SAVINGS	PMS	TOTAL
	£bn	£bn	£bn	£bn	£bn	£bn		£bn	£bn	£bn	£bn
AUA at start of period	38.8	49.2	28.9	116.8	129.5	129.5	Funds	57.4		2.3	59.6
Net new business	0.3	(0.4)	0.1	(0.0)	1.9	4.4	Shares	47.1		-	47.1
Market movement & other ¹	0.6	0.9	0.5	1.9	3.3	(17.1)	Cash	14.0	6.3	0.0	20.3
Founder Transfers			(0.1)	(0.1)	-	-	Closing AUA	118.5	6.3	2.3	127.1
AUA at end of period	39.6	49.6	29.3	118.5	134.7	116.8					
Net new business inflow %*	1.3%	(1.6%)	1.0%	(0.0%)	3%	3%					
Market movement %*	3.0%	3.4%	3.1%	3.2%	5%	(13%)					

1. Market movement includes other growth factors, such as retained investment income, totalling £635m (FY 2022: £1,162m, HY22: £580m).

2. Vantage SIPP AUA includes £9,346m income drawdown assets at 31 Dec 2022 (30 June 2022: £9,122m, 31 Dec 2021: £10,195m)

3. Vantage Fund & Share Account includes £1.1bn as at 31 Dec 2022 (30 June 2022 £0.9bn, 31 Dec 2021: £1.6bn) of Hargreaves Lansdown plc shares.

* Half year net new business flows and market movement have been annualised.

SPLIT OF ASSET CLASS BY ACCOUNT (EXCLUDING PMS & ACTIVE SAVINGS)

	SIPP	ISA	F&S/Other	Total
At 31 December 2022				
Stocks and shares	30%	35%	61%	40%
Investment funds	55%	54%	31%	48%
Cash	16%	11%	8%	12%
% of Vantage	33%	42%	25%	100%
AUA (£m)	39.6	49.6	29.3	118.5
At 30 June 2022				
Stocks and shares	30%	35%	60%	39%
Investment funds	54%	53%	30%	48%
Cash	16%	12%	10%	13%
% of Vantage	33%	42%	25%	100%
AUA (£m)	38.8	49.1	28.9	116.8

OTHER INFORMATION (EXCLUDING PMS & ACTIVE SAVINGS)

	SIPP	ISA	F&S/Other	Total	H1 2022	FY 2022
Total No. of equity deals* ('000)	989	1,972	1,021	3,982	5,310	10,529
Total client share deals ('000)	804	1,448	814	3,067	4,466	8,865
% online (of client share deals)	99%	99%	98%	99%	99%	99%
No. of fund deals ('000)	2,737	3,583	553	6,873	8,078	15,932
Average active client value at period end (£'000)	78.8	43.0	56.1	67.8	80.2	67.9
Average age (years)	47.7	43.8	55.2	45.8	45.8	45.8
Net new active accounts ('000)	12.7	15.1	0.4	28.2	59	89
Total active accounts ('000)				2,243	2,185	2,215
Clients registered for online access				93%	93%	93%
Clients registered for paperless service				80%	80%	81%

* Includes 915,000 automated share deals i.e. income reinvestment, fee sales and regular savings (H1 2022 : 844,000, FY 2022 : 1,664,000)

FORWARD-LOOKING STATEMENTS

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