

Hargreaves Lansdown plc

Unaudited preliminary results for the
year ended 30 June 2015

Forward-looking statements

These presentation slides contain forward-looking statements and forecasts with respect to the financial condition and the results of Hargreaves Lansdown plc.

These statements are forecasts involving risk and uncertainty because they relate to events and depend upon circumstances that may occur in the future.

There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements and forecasts. Nothing in this presentation should be construed as a profit forecast.

Nothing in this presentation should be seen as a promotion or solicitation to buy Hargreaves Lansdown plc shares. It should be remembered that the value of shares can fall as well as rise and therefore you could get back less than you invested.

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Simon Cleveland, Interim CFO

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Ian Gorham, CEO

Appendices

Simon Cleveland, Interim CFO

Highlights

Financial results

FY 2015 highlights

CONTINUED GROWTH IN AUA DESPITE HEADWINDS

- £6.1bn of assets gathered (FY2014: £6.4bn, FY2013: £5.1bn)
- Record AUA of £55.2bn

AUA

+18%

(£55.2bn vs. £46.9bn FY 2014)

MUTED TRADING CONDITIONS VS FY 2014

- FTSE All-share down 0.8% vs. FY 2014 +9.4%
- FY 2015 growth has been largely organic
- IPO benefits of 2014 not repeated
- 736,000 active clients, 84,000 net new clients (FY2014: 144,000, FY2013: 76,000)
- Increase in HL Multi-Manager funds to £5.6bn (FY2014: £4.3bn)

Net revenue

+0.8%

(£294.2m vs. £291.9m)

FTSE All-Share

-0.8%

(FY 2014: +9.4%)

GROWTH IN DIVIDENDS

- Net-revenue up 1.0% to £294.2m
- Pre-tax profits down 5%, EPS down 3.2%
- 3% increase to full year dividend to 33.0p (2014: 32.0p)

Operating profit

-5%

(£198.1m vs. £208.0m)

Final dividend up 3% to 33.0p

Interim dividend (ordinary)
Final dividend (incl.special)*
Total dividend

Total ordinary dividend
Total special dividend
Total dividend per share

% of PAT FY 2015

Pence per share

7.3p

25.7p

33.0p

65% **21.60P**

34% **11.40p**

99% 33.0p

% of PAT FY 2014

Pence per share

7.0p

25.0p

32.0p

65% 22.39p

28% 9.61p

93% 32.0p

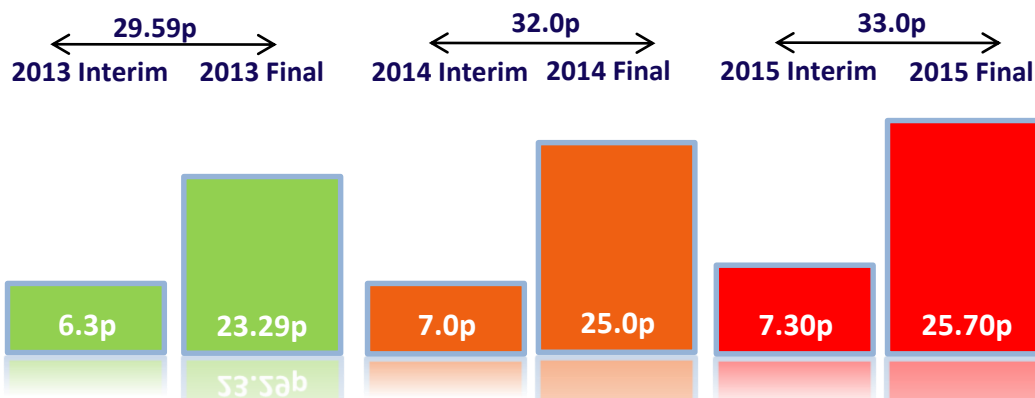
* Final dividend payable 30 September 2015

5 year CAGR = 22.7%










DIVIDEND

Interim and final dividend (p)



FY 2015 financial headlines

		FY 2015	FY 2014
Net revenue	 +1.0%	£294.2m	£291.9m
Operating profit	 -5%	£198.1m	£208.0m
Profit before tax	 -5%	£199.1m	£209.8m
Tax rate	 1.4pts	21.0%	22.4%
Profit after tax	 -3%	£157.2m	£162.7m
EPS (diluted)	 -3%	33.1p	34.2p
Dividend per share	 +3%	33.0p	32.0p

Net revenue up 1.0%





3% decrease in PAT and earnings

dividend increased to 33.0p

Net revenue

HIGH QUALITY EARNINGS

- % of recurring net revenue FY 2015: 77.8% (FY 2014: 75.6%)
- % of assets earning recurring revenue FY 2015: 84% (FY 2014: 82%)

		FY 2015	FY 2014
Net recurring revenue – fees, interest, renewal income		£228.9m	£220.8m
Transactional income – incl. dealing commission, advice fees		£58.8m	£65.1m
Other income		£6.4m	£6.0m
<hr/>			
Total net revenue		£294.2m	£291.9m
<hr/>			

Divisional results

	Net revenue		Operating profit	
	FY 2015	FY 2014	FY 2015	FY 2014
Vantage (platform)	0.5% £220.0m	£221.0m	-8% £147.5m	£160.6m
Discretionary & Managed	17% £52.5m	£44.9m	25% £39.9m	£31.9m
Third party & Other services	16% £21.8m	£26.0m	-31% £10.7m	£15.5m
TOTAL	+1% £294.2m	£291.9m	-5% £198.1m	£208.0

Vantage

£17.3M INTEREST INCOME HEADWIND

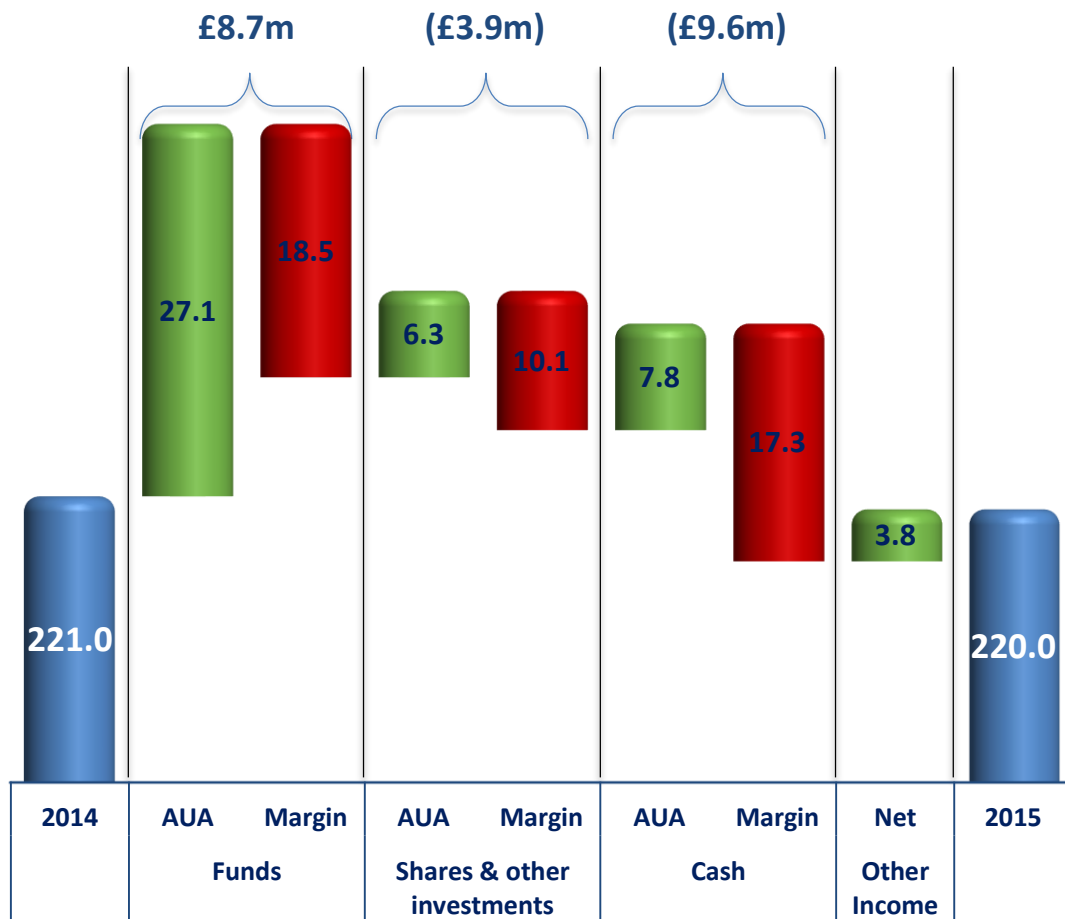
CIRCA £18.5M LOWER CHARGES ON FUNDS (POST RDR)

STRONG ORGANIC GROWTH IN AUA

KPIs		FY 2015	FY 2014
Net revenue	-0.5%	£220.0m	£221.0m
Ave. net revenue margin (net of loyalty bonus)	-10bps	43bps	53bps
Operating profit margin (on net revenue)	-5.7pts	67.0%	72.7%
Average cost ratio (on AUA, excl loyalty bonus)	0bps	15bps	15bps
No. of active Vantage clients ('000)	+13%	727	643
Vantage net new business inflows	-2%	£6.0bn	£6.1bn
Market movement	-50%	£2.0bn	£4.0bn
Vantage AUA at end of period	+18%	£52.3bn	£44.2bn
Total Platform AUA [*] at end of period	+18%	£55.2bn	£46.9bn

** Vantage and PMS AUA*

Vantage Platform – Net Revenue Bridge (£m)



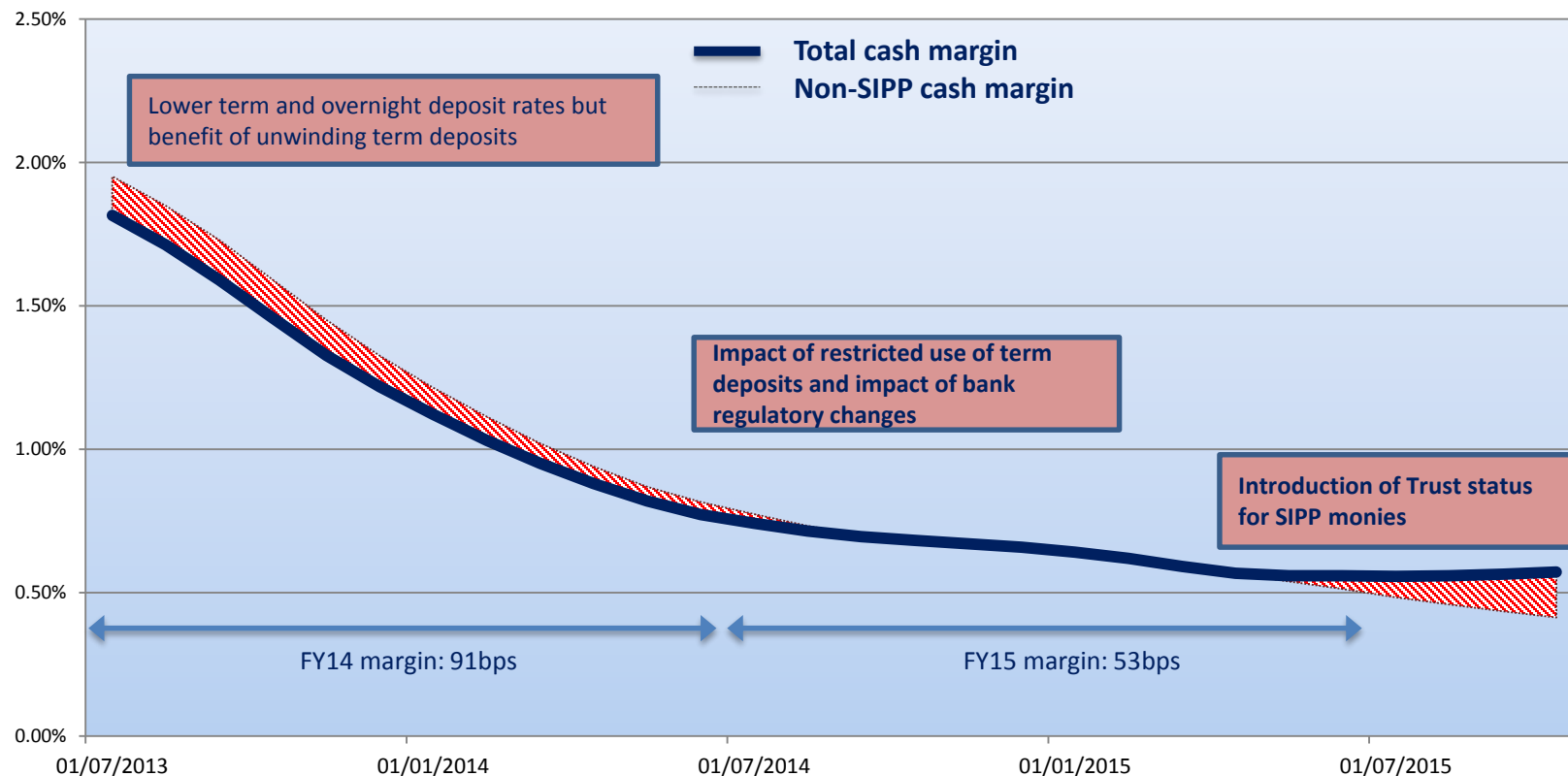
- Fund volumes more than compensates for the reduction in fund margin
- Loss of FX commission drives reduction in shares margin
- Previously signalled negative impact of cash margin

Vantage cash margin analysis

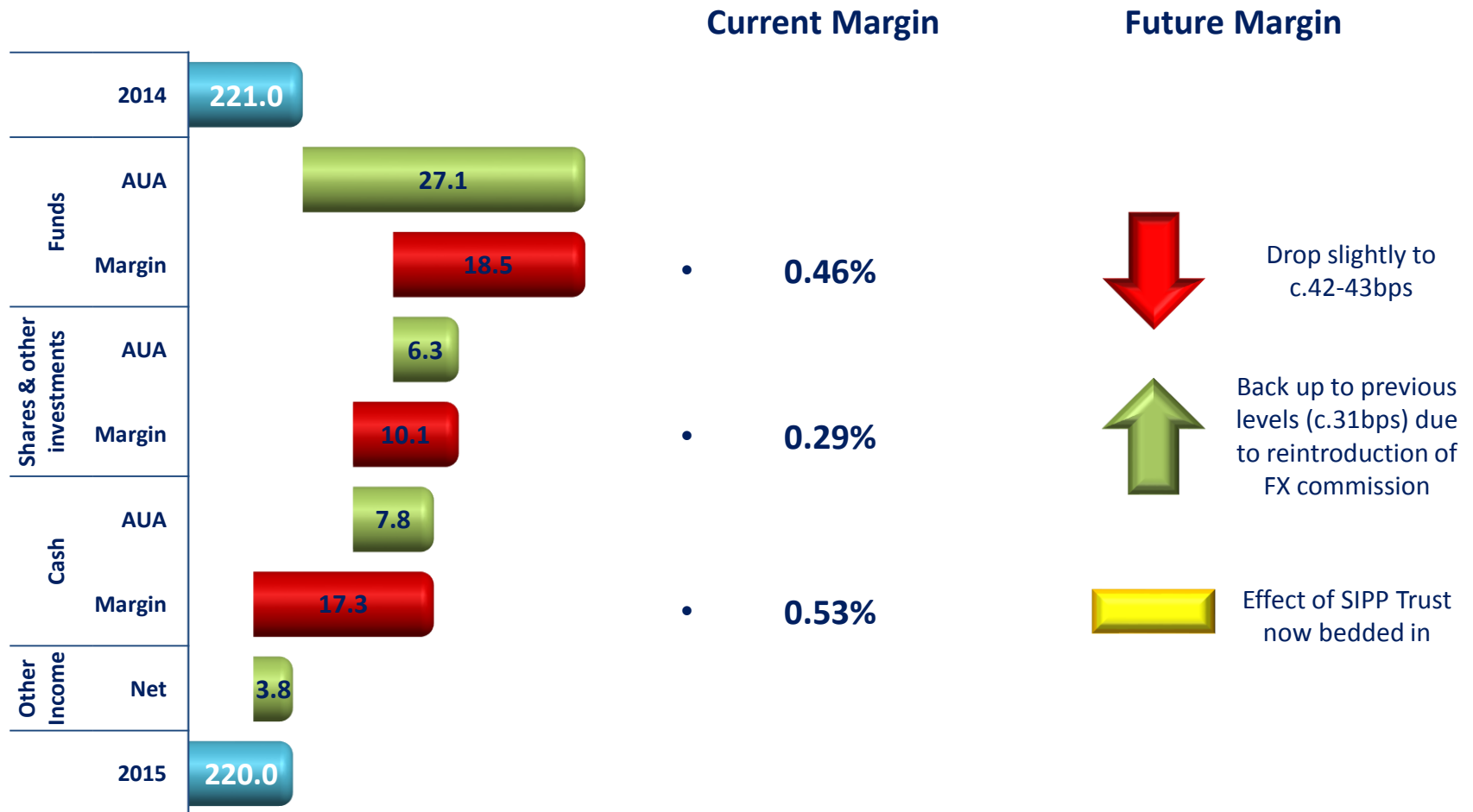
Clients maintained cash weighting (Cash = c.10% of AUA, June 2014: 9%)

Margin headwinds now stabilised

Tactical cash options to enhance future margin



Vantage Margin – Future Drivers

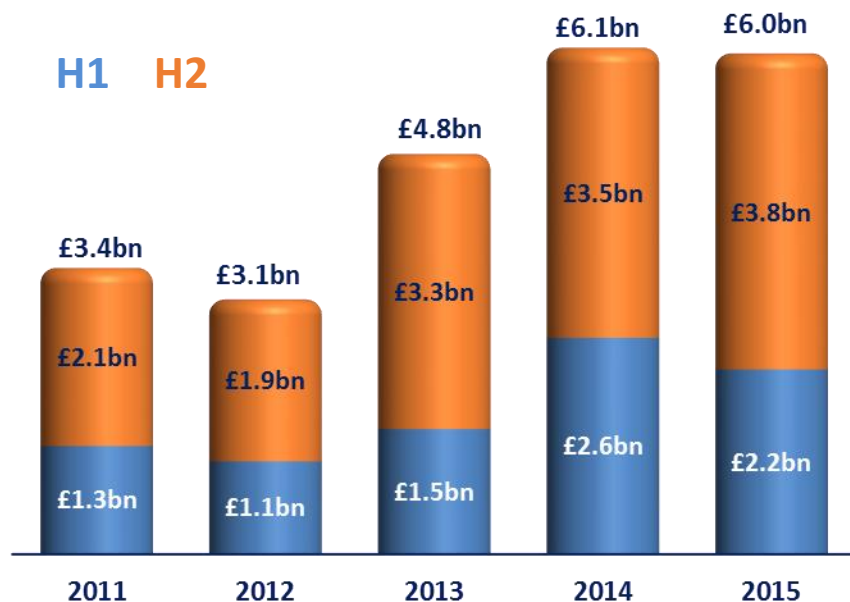


£52.3bn Vantage AUA

GOOD LONG TERM TRENDS

VANTAGE NET NEW BUSINESS (£BN)

H2 net new business typically accounts for 57 – 69% of yearly net new business



Net new business inflows FY 2011 to FY 2015 (£ billion), first vs. second half

SIMILAR ASSET MIX

ASSET CATEGORY

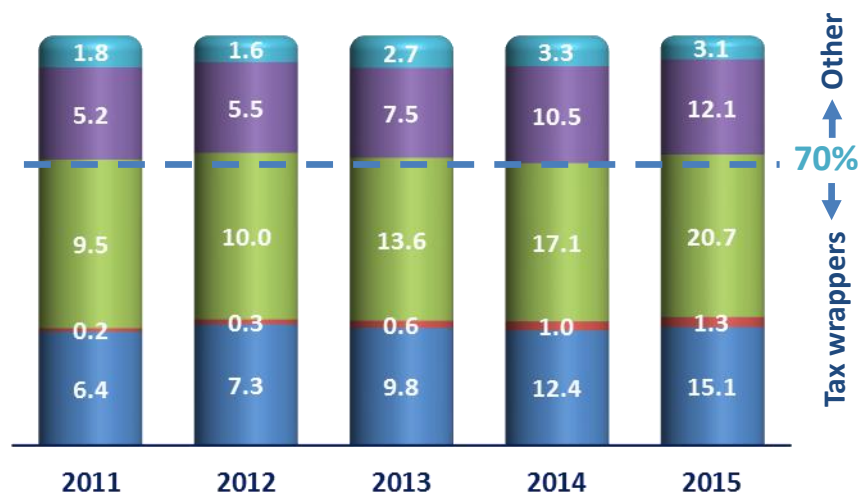
56% of Vantage AUA held in investment funds

34% stocks and shares

10% cash

(At 30 June 2014: 55%, 36%, 9% respectively)

STICKY ASSETS

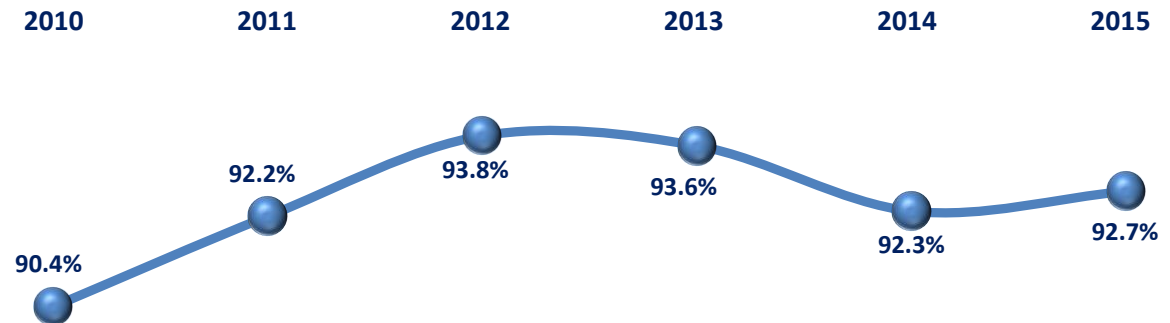


■ SIPP ■ Corporate Vantage ■ ISA ■ F&SA ■ HL plc Shares in F&SA

Asset retention

CLIENT AND ASSET RETENTIONS REMAIN VERY HIGH

ASSET RETENTION



CLIENT RETENTION



Discretionary and managed

HLMM FUNDS CONTINUE TO ATTRACT STRONG INFLOWS

KPIs		FY 2015	FY 2014
Net revenue	+17%	£52.5m	£44.9m
Net recurring revenue	+5pts	93%	88%
Operating profit margin (on net revenue)	+5.2pts	76.0%	70.8%
HLMM AUA (Vantage)	+55%	£2,959m	£1,909m
HLMM AUA (PMS)	+8%	£2,576m	£2,375m
Discretionary AUM at period end*	+28%	£5.85bn	£4.57bn
Net new business inflows	+5%	£937m	£889m

Constant ave. number of advisers at 102

** Made up of PMS (HLMM & non-HLMM (£212m) and cash £81m), HLMM in Vantage and HLMM held by third parties (£16m)*

Third Party/Other Services

PENSION REFORMS INTRODUCED IN MARCH 2014 REDUCING ANNUITY VOLUMES

EXPECT TO SEE GROWTH IN DEVELOPING BUSINESSES + THIRD PARTY PENSIONS DECLINE IN FAVOUR OF VANTAGE

KPIs		FY 2015	FY 2014
Net revenue	-16%	£21.8m	£26.0m
Operating profit margin on net revenue	-10.3pts	49.2%	59.5%
Individual annuities net revenue	-63%	£1.5m	£4.1m
Corporate pensions net revenue	-36%	£3.4m	£5.3m
HL Markets* net revenue	+3%	£3.2m	£3.1m
Funds Library net revenue	+7%	£6.4m	£6.0m

* Relates to Currency, CFDs and Spreadbetting

Continued cost control

		FY 2015	FY 2014
Commission payable (loyalty bonus)	+52%	£101.0m	£66.5m
Other operating costs	+10%	£91.7m	£83.1m
<i>Comprising:</i>			
Staff costs	+4%	£53.1m	£51.3m
Marketing and distribution spend	+12%	£12.7m	£11.3m
Office running costs	+2%	£4.3m	£4.2m
Depreciation, amortisation & financial costs	+70%	£5.1m	£3.0m
Other costs	+24%	£16.5m	£13.3m
FSCS levy	+450%	£4.4m	£0.8m
Total operating costs	+31%	£197.1m	£150.4m

- Loyalty bonus increased post RDR (from 1.3.14) & hence in FY15 has full year impact and FY14 part impact
- Tight control of staff costs despite an increase in staff numbers
- Increased depreciation and irrecoverable VAT

Staff costs

		FY 2015	FY 2014
Staff costs	+4%	£53.1m	£51.3m
No of staff at end of period	+15%	970	844
Ave. no of staff (FTE)	+15%	914	794

The cost ratio continues to improve



Group Cost Ratio (bps) FY 2008 to FY 2015

Clear and consistent focus on simplicity and on operating efficiency

Investing in client experience and convenience to make our platform even better

Summary and outlook

- Strong performance in asset and client growth despite muted market
- Positive outlook as headwinds affecting FY2015 margin either stabilise or reverse

Ian Gorham, CEO

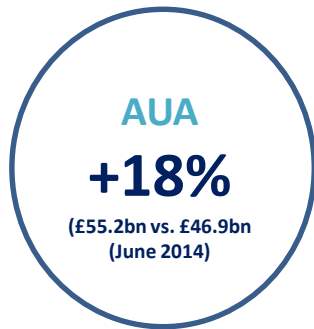
Results comment

Marketplace

Strategic initiatives

Other information

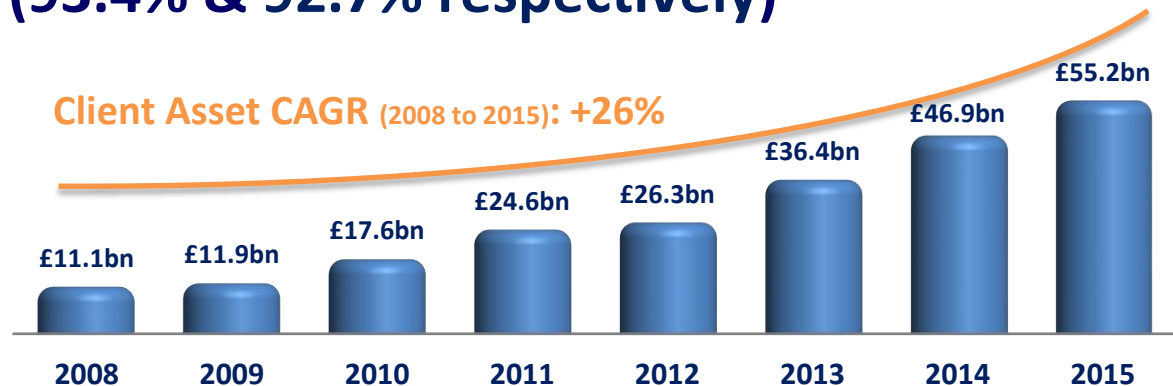
Results comment: Assets



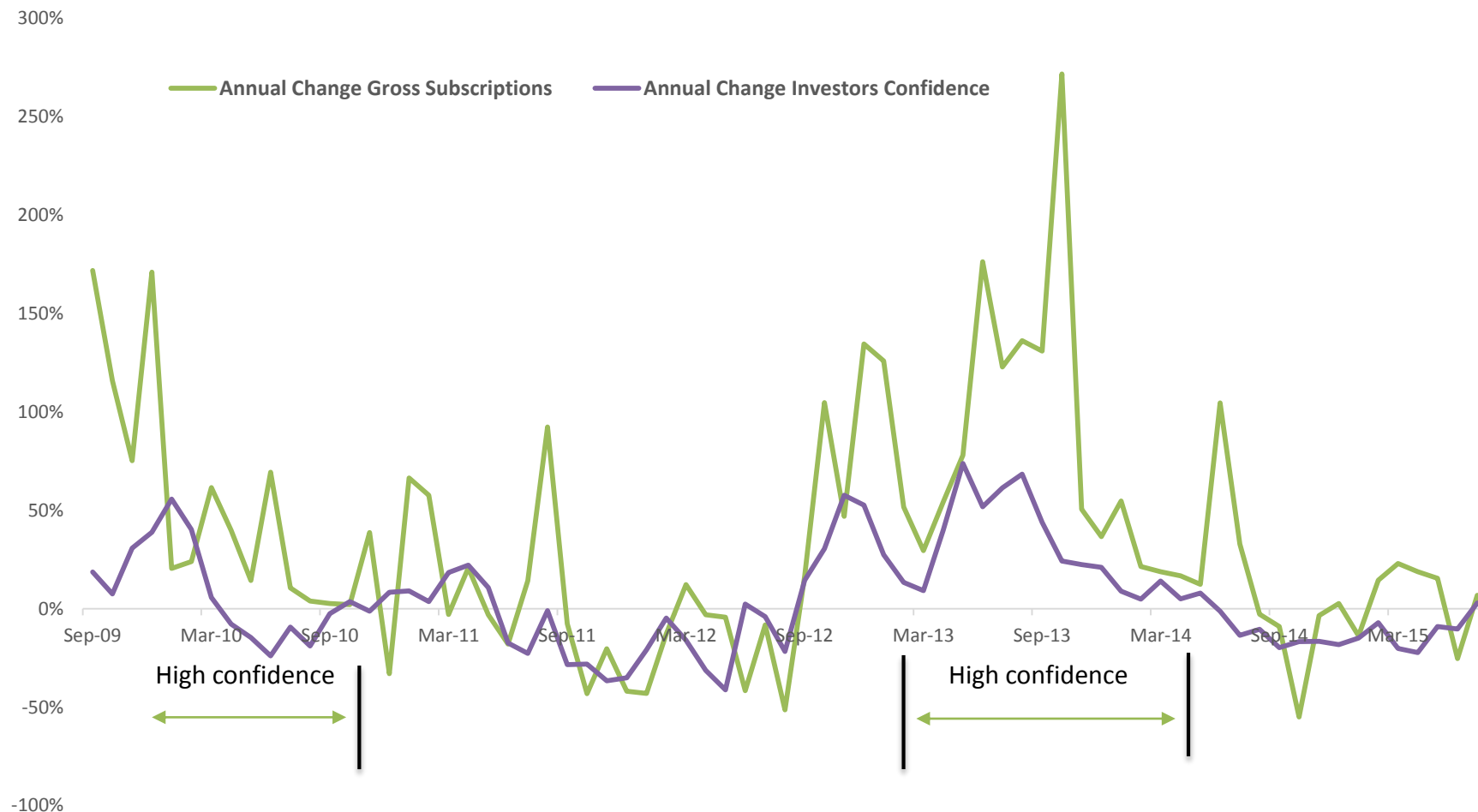
Continued growth despite headwinds

Little market help (FTSE All Share -0.8%)

**Excellent client and asset retention
(93.4% & 92.7% respectively)**



Investor confidence v new business levels



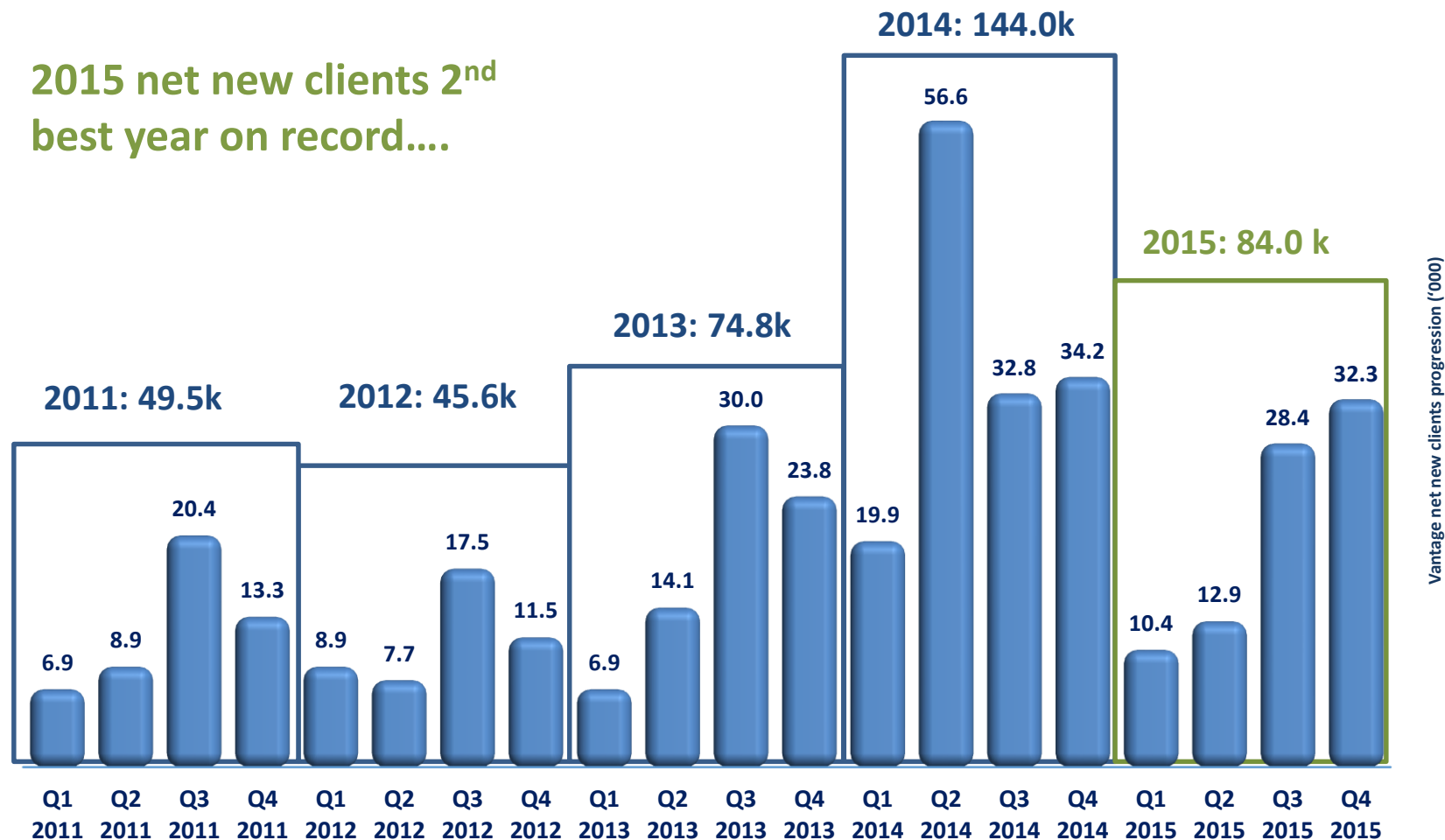
Growth in Account Assets

Net New Business (Vantage)		FY2015	FY2014
ISA	+18%	£2.6bn	£2.2bn
SIPP	+10%	£2.3bn	£2.1bn
Fund and Share	-39%	£1.1bn	£1.8bn

- Investor confidence affects non-tax wrapped accounts most
- Organic growth very strong

Net new clients progression

2015 net new clients 2nd
best year on record....



Results comment: profit



Excluding - two key factors :

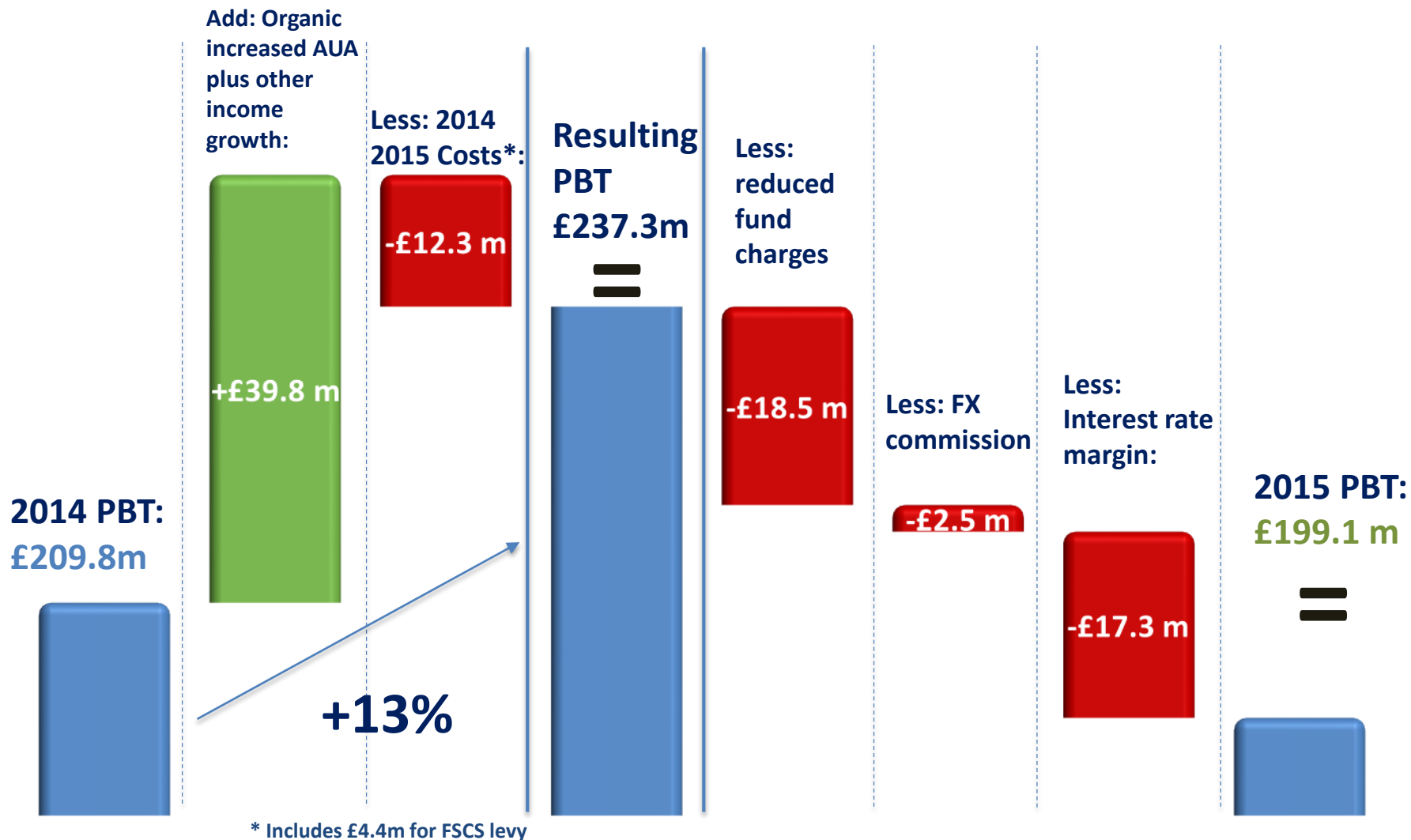
- Interest margin income (worth c.£17.3m)
- Changes to fund pricing (worth c.£18.5m)

Underlying profit growth would be +13%

Neither of the above will affect 2016 comparative

= Targeting strong profit growth for 2016

Profit Bridge 2015 vs 2014



Market position

Direct market returned to growth

Growth in Direct to Consumer Investment Market



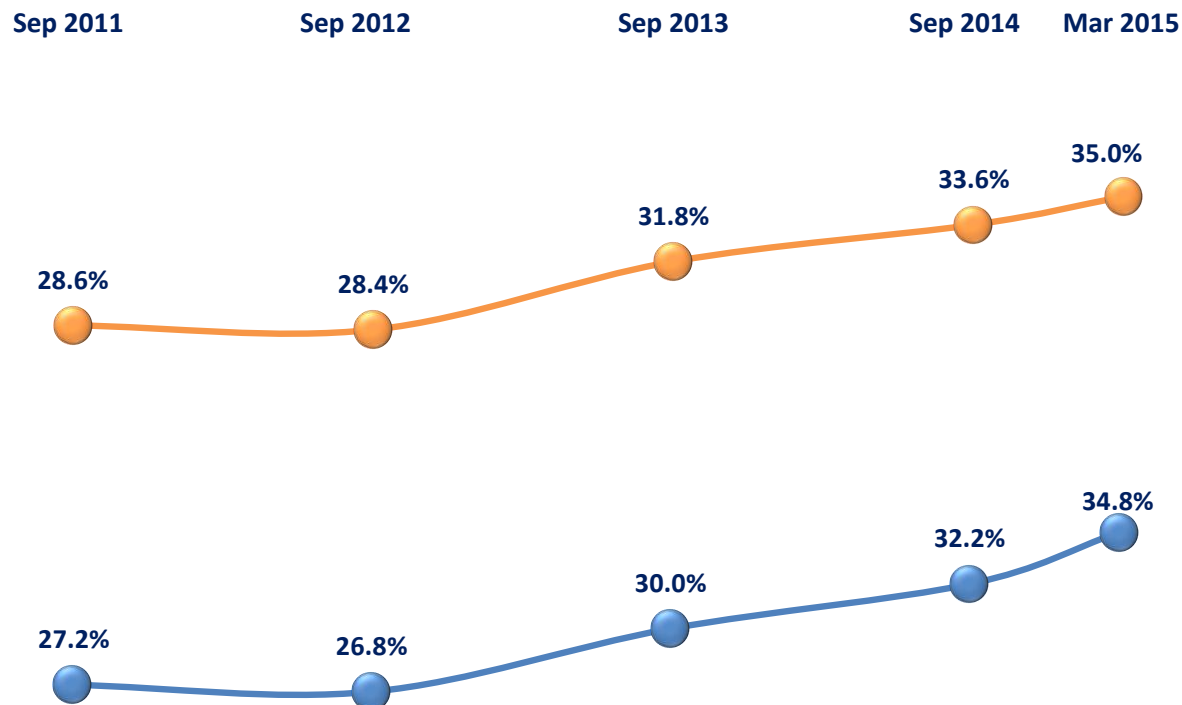
**AUA on direct platforms
+9.7% (6 months to Mar-15)**

**HL Vantage AUA
+14.7% (6 months to Mar-15)**

HL D2C market share increased further

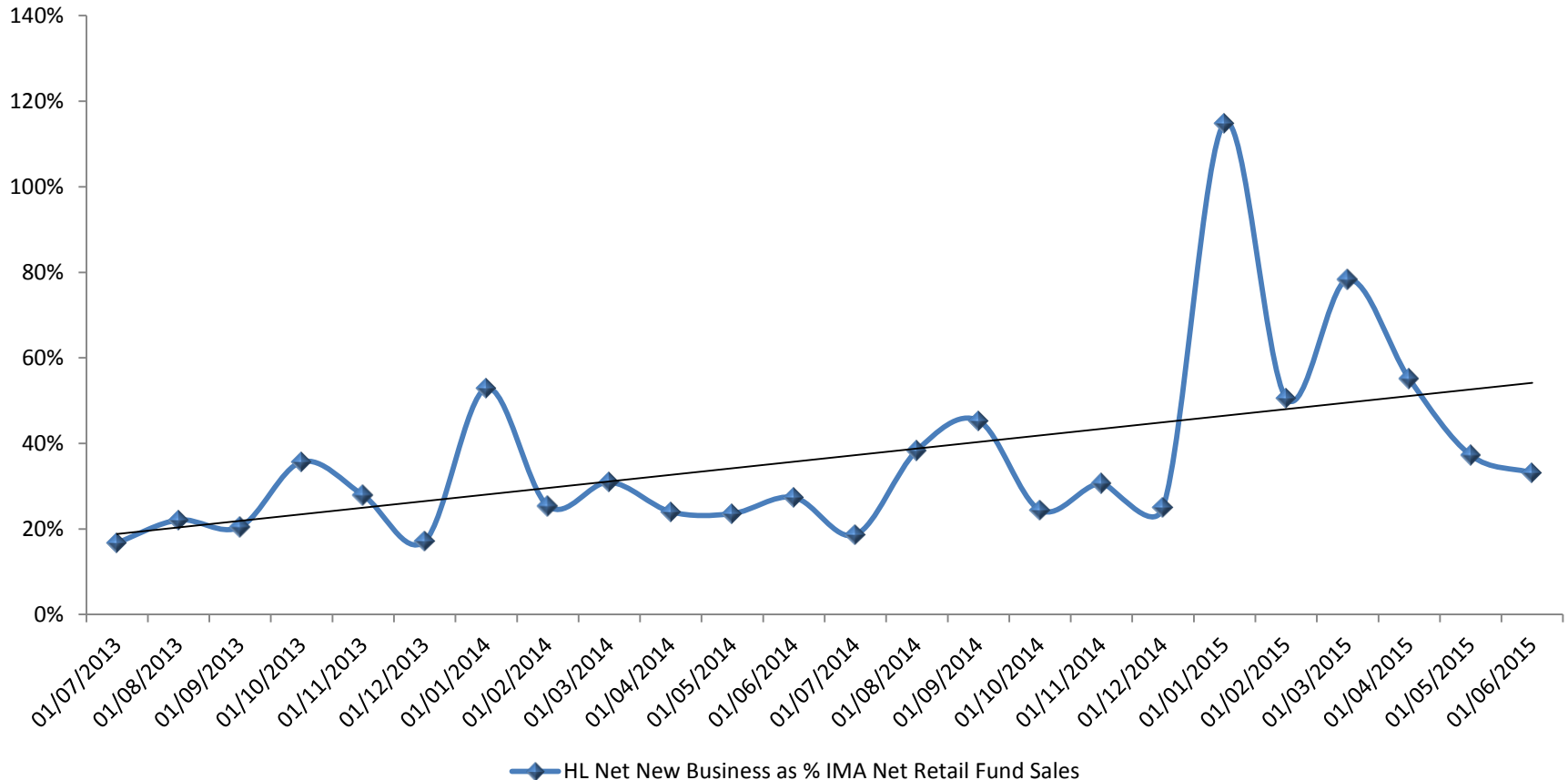
**HL market share
as per Platform***

**Adjusted for HL
shares held on the
platform**



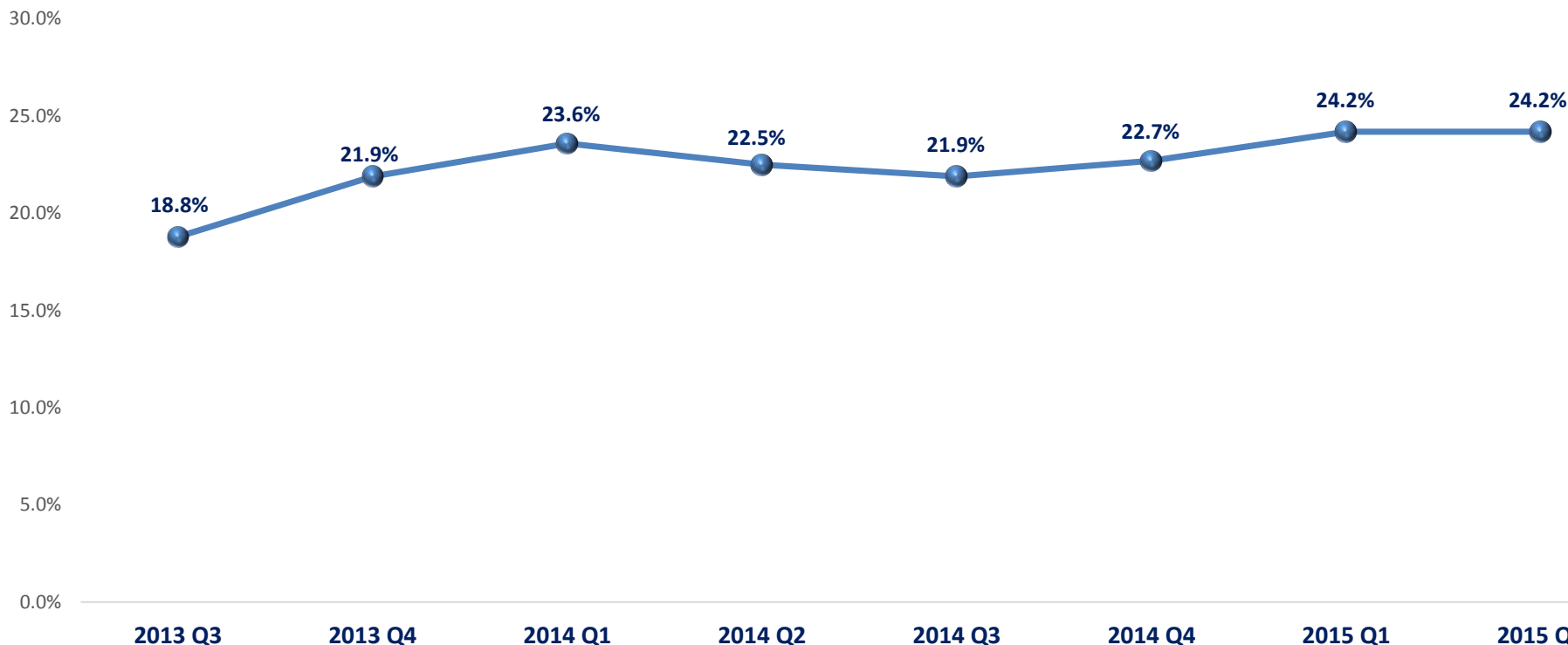
HL Net New Business v Net UK Retail Fund Sales*

HL Net New Business as % IMA Net Retail Fund Sales

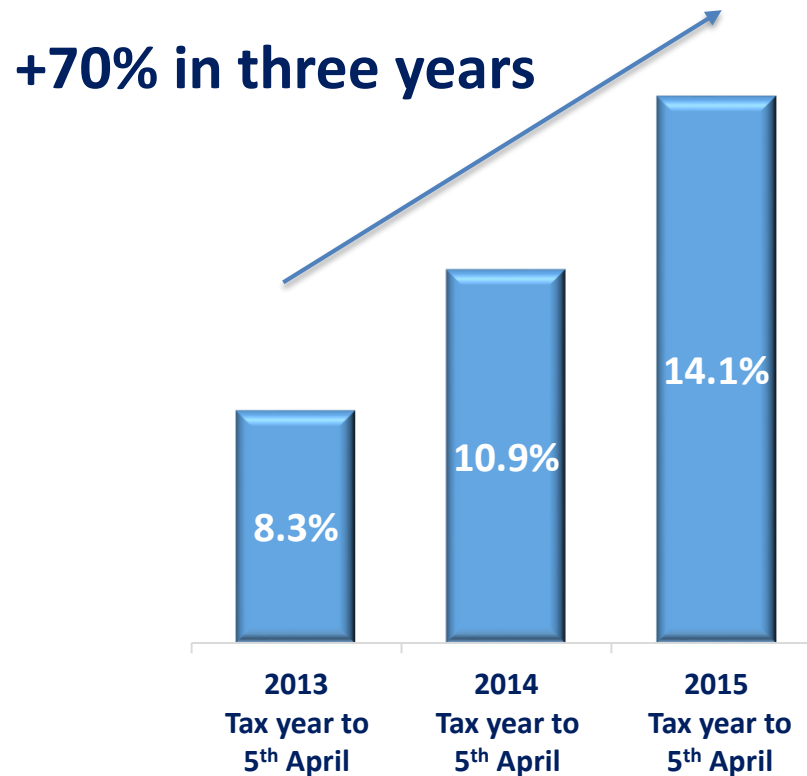


Market share of stockbroking

HL UK stockbroking volumes vs XO peer group



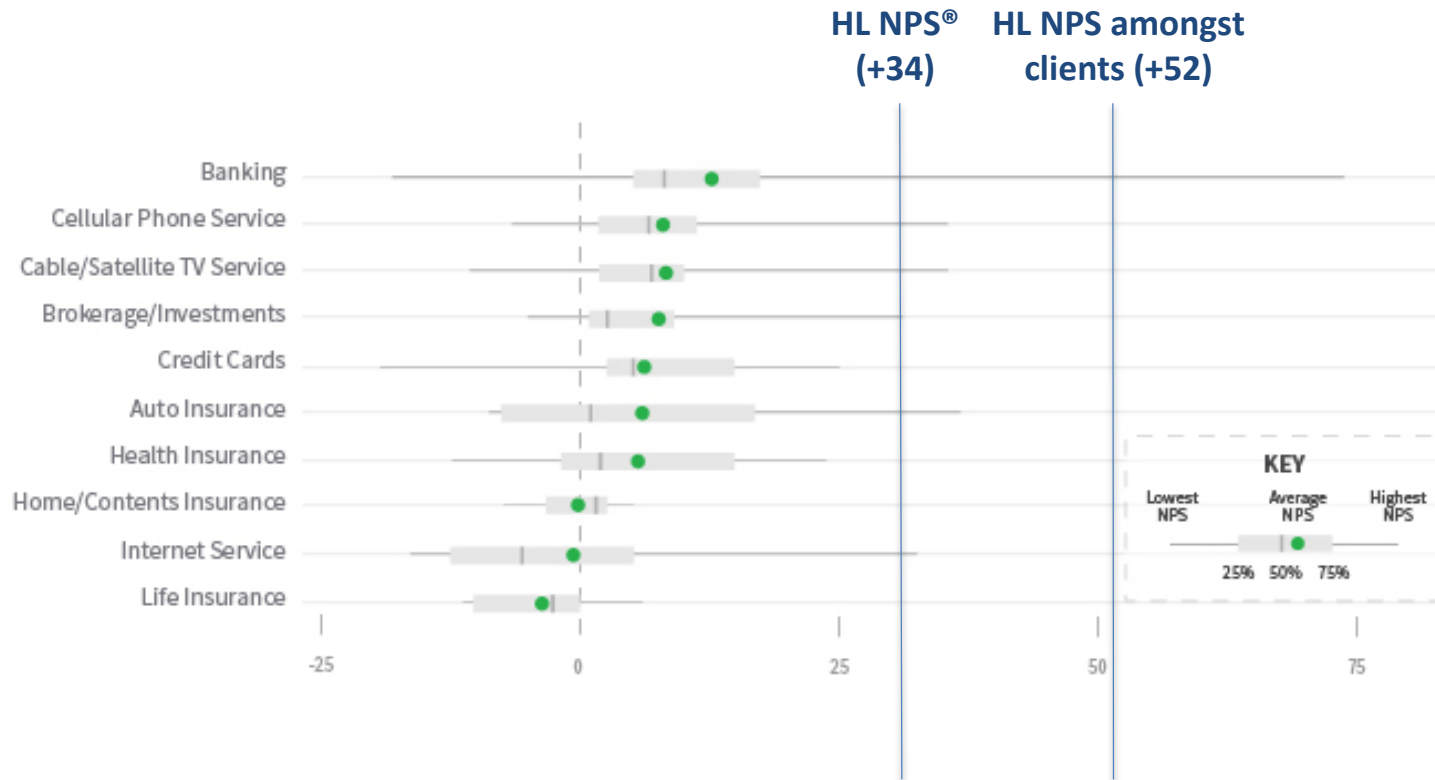
Share of UK Stocks & Shares ISA sales*



* HMRC data covers the entire Stocks & Shares ISA market

HL well loved by clients

- HL sector leader (Investment & Brokerage) on Net Promoter ScoreSM



What about price...?

- Clients rate HL value for money similar to pre-RDR
- HL is low cost:
 - £10,000 looked after for £45 per annum!
 - Fund & Share account is free to hold equities!
 - Fund discounts averaging 0.17% per fund in W150+
 - c.50% of fund purchases go into W150 funds
- Transfers in from other companies remain high

What about price...?

- How the market has panned out....

Service
Choice
Information
Security
Quality
Ease
Lifetime one stop shop
Value

85-95%

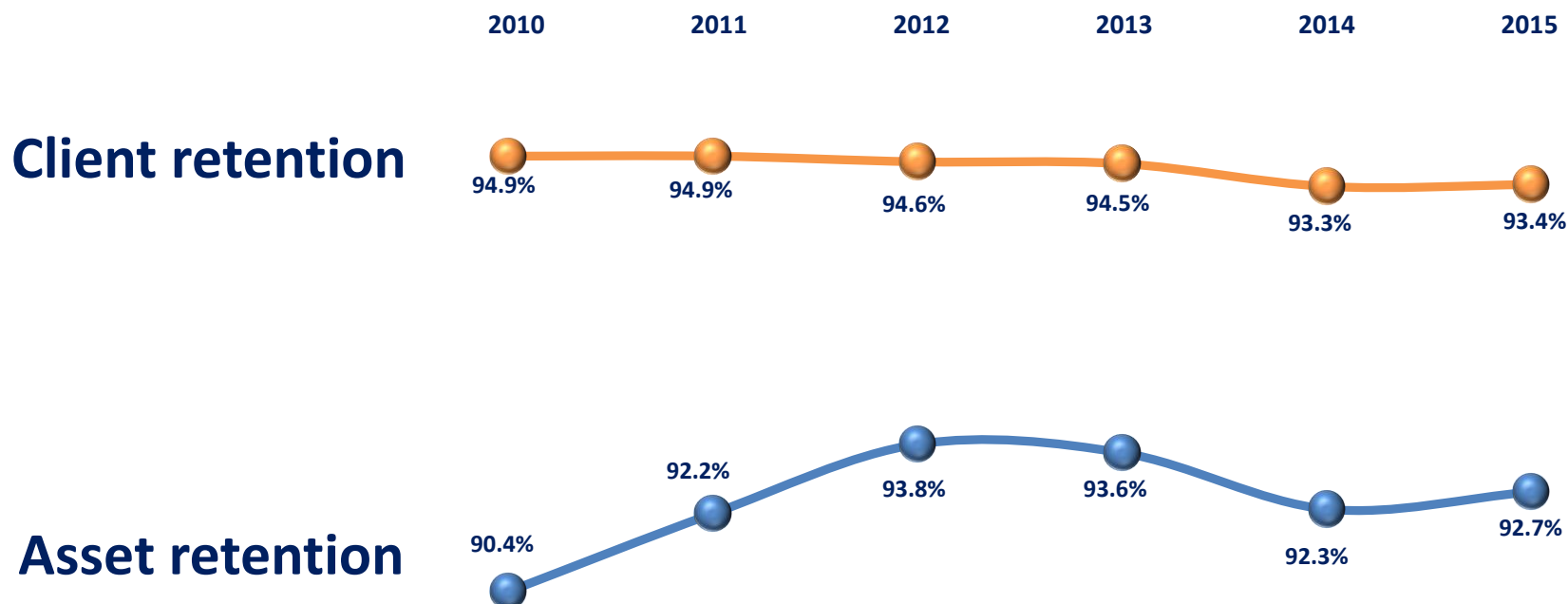


Pure cost

5-15%

= no plans for material price changes in 2016

Client and Asset Retention



- Both remain excellent at around 93%
- Transfers out normalised at low levels

In summary

- **RDR now water under bridge – January 2014**

PLATFORMUM COMMENT

“The D2C market is seeing vigorous growth again after a period of weak investor sentiment.

Some thought that the RDR would rein in the dominance of Hargreaves Lansdown but in fact we see their growth outstripping competitors.”

What has been said.....

- Direct market not growing → +9.7% (6 months to 31/03/2015)
- Pricing will fall → No material pricing changes in the market
- Price driven market → People want value
- Other entrants → No impact – it's a scale game



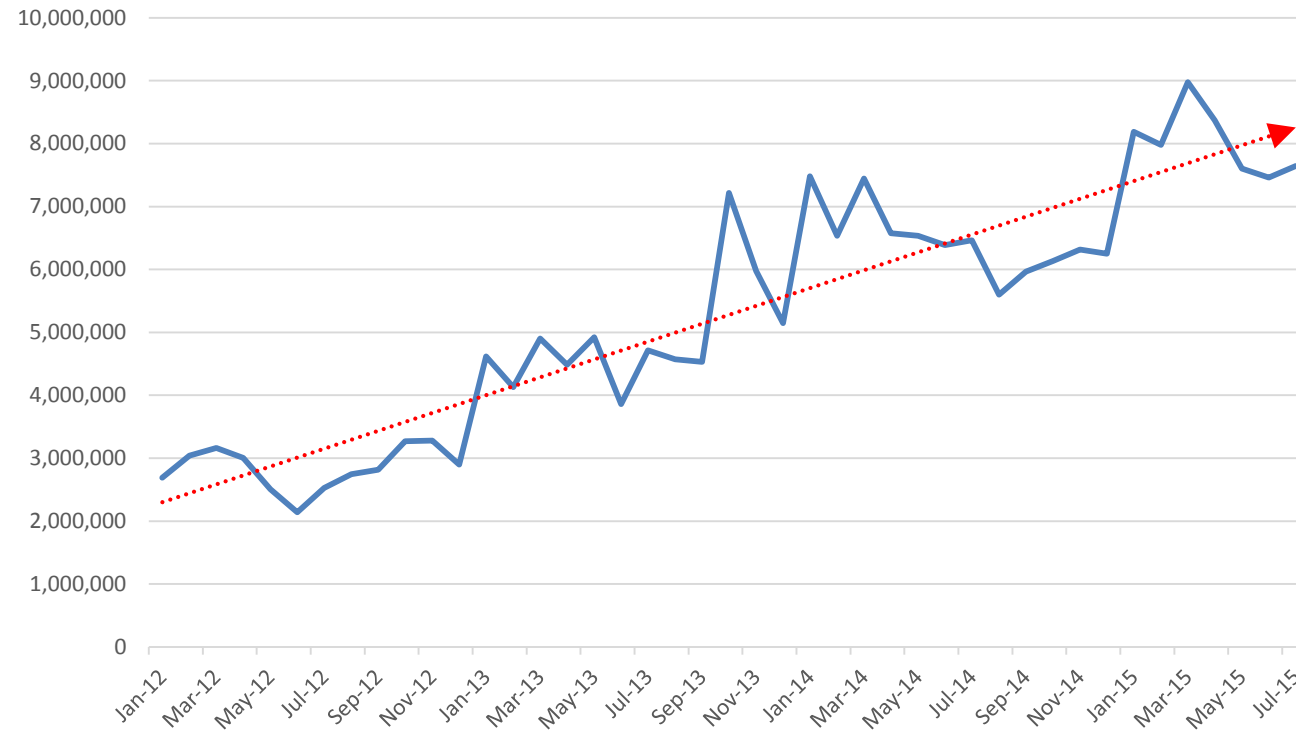
Results summary

- Vantage active clients +13% since June 2014
- Asset growth +18% since June 2014
- HL has outperformed in market share
- Despite lower investor confidence
- Despite negative market (FTSE All-Share -0.8%)
- Seen little competitive impact
- Strong client & asset retention
- No current plans or need for material price changes
- Good “underlying” profit growth
- Two key headwinds will wash through financials

Strategic initiatives

Digital visits

Digital visits (Jan-12 - Jun-15)



**Web traffic
share % up
to 35%
(Aug-14
28%)**

- **Mobile apps: 265,000+ downloads**
- **iPad app: 150,000+ downloads**
- **Total in-app share trades up 65% YOY**
- **Total in-app fund trades up 200% YOY**
- **Vast (and largely unseen) network of affiliate, PPC, PPA arrangements**

Most recent fund launches

- H2 saw 3 HLMM fund launches
 - UK Growth
 - European
 - Asia & Emerging Markets
- By 30 June 2015 £418m was held by clients in these funds.
- UK Growth was the second largest fund launch ever through HL
- 99% of investment not from existing HL Multi-Manager funds
- Clear demand for HL as a Fund Management brand
- Planning future launches
- £5.6bn now in HL Funds (10% of HL AUA (FY2014: 9%))

Performance of HL Funds

	1 year	3 year	5 year	
	%	%	%	
HL Multi-Manager Equity & Bond Trust Acc	7.7	36.9	56.5	5 year outperformance
IA Mixed Investment 20-60% Shares	4.6	23.1	34.4	
HL Multi-Manager Balanced Managed Trust Acc	8.1	41.4	53.9	5 year outperformance
IA Mixed Investment 40-85% Shares	6.4	32.2	46.0	
HL Multi-Manager Special Situations Trust Acc	11.9	55.5	71.6	5 year outperformance
IA Global	9.5	44.8	59.6	
HL Multi-Manager Income & Growth Trust Acc	10.6	57.9	90.2	5 year outperformance
IA UK Equity Income	6.5	46.4	74.9	
HL Multi-Manager Strategic Bond Trust Acc	1.8	17.6	31.1	5 year outperformance
IA £ Strategic Bond	2.5	17.7	30.6	





So called “Robo-advice” & HL Portfolio+

- **HL Portfolio+: Launched end May 2015**
- **6 available portfolios**
- **£91m held in HL Portfolio+ at end August 2015**
 - Equates to £30m per month since launch
 - 81% in sticky wrappers
- **Further initiatives:**
 - Connection of telephone advice and web as lead generator
 - Seamless straight through advice process opportunities
- **Our experience shows:**
 - Robo is primarily an engagement tool.
 - Robo is not a replacement for personal contact, or EO

Corporate Vantage

Auto enrolment phasing in, affects all employers by Q1 2017. Potential for higher take up rates c.10% AE opt-out rates (DWP)

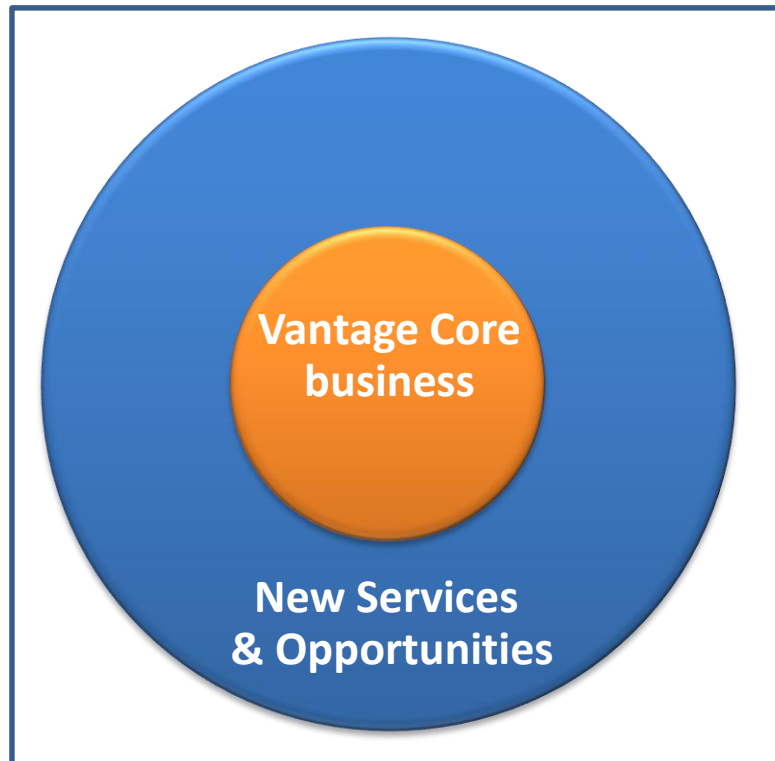
However, AE can also distract from decision making for schemes looking to change.

	<u>As at 30 Jun 2015</u>	<u>As at 30 June 2014</u>	% change	12 months increase in FY 2015	12 months increase in FY 2014
 Members*	53,318	42,184	+26%	11,134	16,295
 Schemes *	256	211	+21%	45	44
 Annual Premiums **	£197m	£158.9m	+24%	£38.2m	£44.6m
 AUA	£1,301m	£984.0m	+32%	£317m	£365.5m

*Numbers relate to schemes either live or contracted. ** Only includes those annual premiums already being received.

New initiatives

Strategy



Continue to improve



Additional

- **HL: The centre of a client's financial life**

What we've got... and what we need



- Low cost custodianship & execution
- Brand trust
- Best service through online, mobile, telephone, post
- Distribution & reach
- Full choice of investments
- Digital innovation and pre-eminence
- Information & communication
- Direct marketing
- Excellent data & information
- Financial advice
- Fund management
- Retirement options
- Workplace



- **Cash Savings** options
- **Wider HL fund management and investment solution range**
- Retirement planning

HL Savings: Cash

- A **digital deposit service** built to address the savings market.
- Intent is to offer a **simple credible** alternative that encourages clients and prospects **to engage with their savings**.
- The service will be **characterised by ease of use and choice**. HL will make available a range of offers provided by a **manageable number of select supplier banks**

Progress

- **Good progress** and significant engagement from banking community.
- Successfully addressed process challenges e.g. account opening
- Build ongoing

HL Savings: Peer to peer

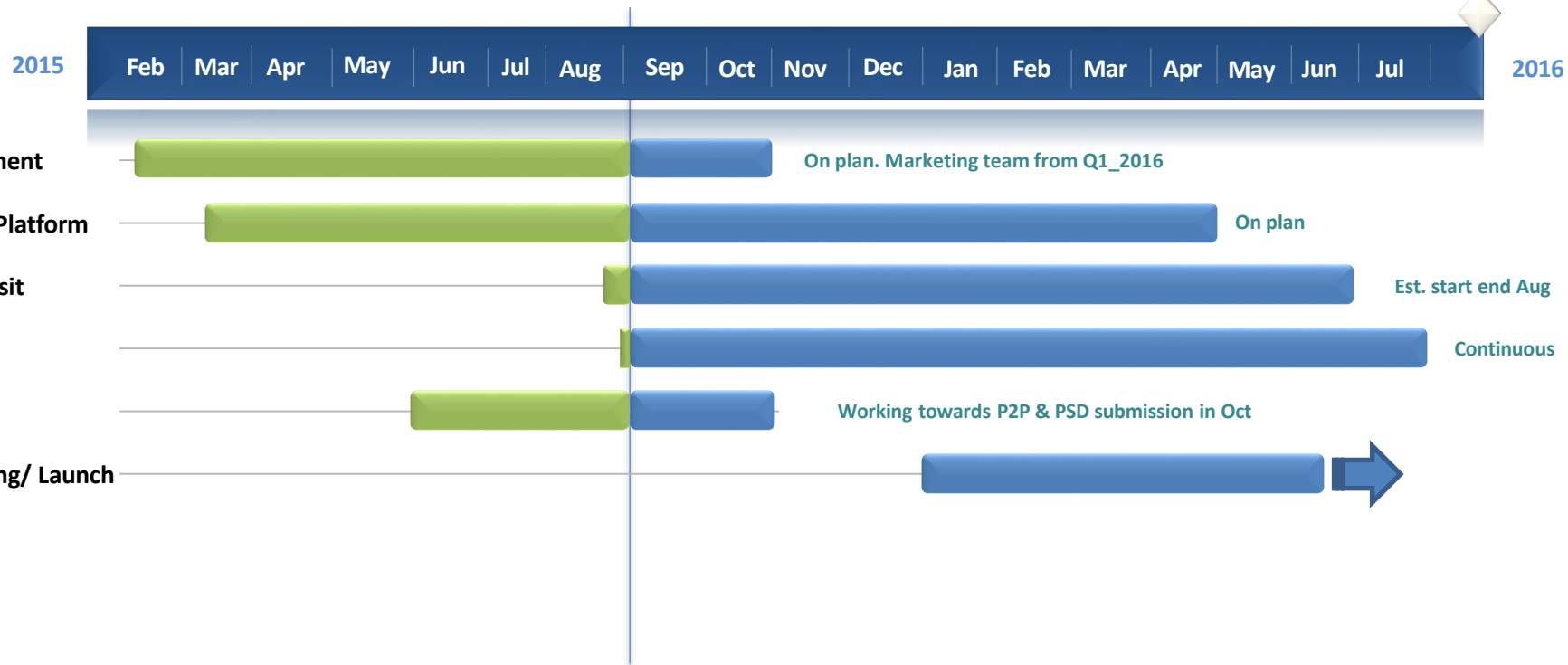
- Project to **build own P2P platform**
- Given scale of potential HL investors/lenders, we intend to **lend to both Consumer & SME markets**
- Offer to clients will be **simple, transparent and offer good returns.**
- We will simplify some of existing market complexity and apply **innovation.**
- **Client assets** provide collateral USP.

Progress

- **Good progress.** Built significant platform technology and credit team.
- **Build continues**

HL Savings - Timelines

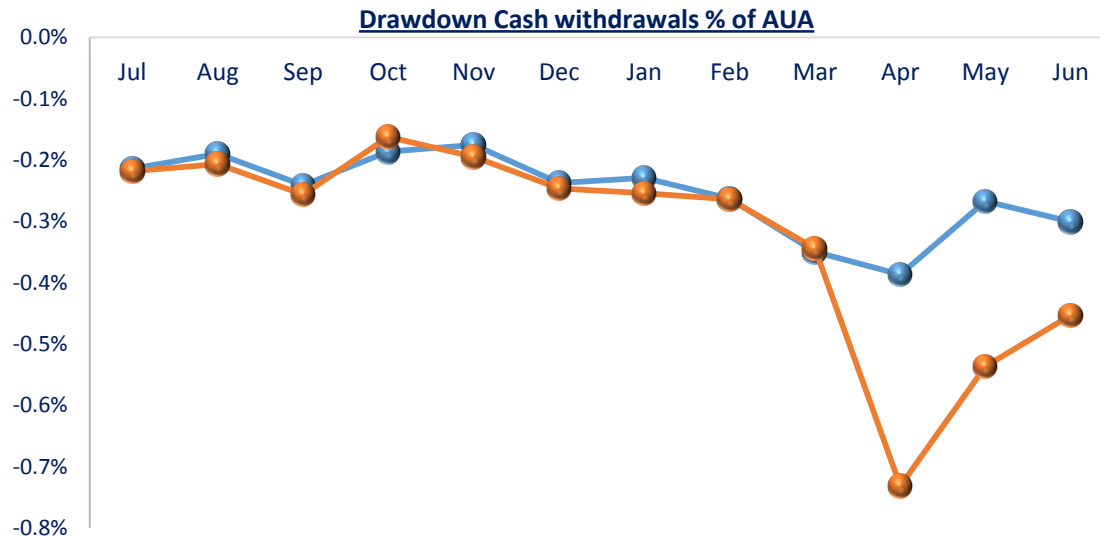
Target
Launch
Window
H1_2017



A word on....

Pension freedoms

- Net new clients into drawdown up 35% on last year (up 111% in Q4 2015 vs prior year)
- Net new business into drawdown up 24% on last year (up 108% in Q4 2015)



- Some withdrawals when the reforms were introduced in April but soon returning to previous levels
- Mainly small pots cashing out

Summary

- **Strong** performance
- **Muted markets**
- **Low interest rates and fund charges comparatively lower**
- **Shows** HL resilience
- **Underlying profit growth strong**
- **Little competitor impact**
- **Strong retention and market share performance**
- **Exciting new initiatives.**
- Working hard as ever

Appendices

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Market consensus

To exclude the effect of outdated forecasts, HL maintains a 'consensus tracker' to which analysts are invited to contribute their latest forecasts. The table below represents the position based on the consensus tracker as at 04/09/15.

11 analysts have contributed to the tracker.

FY 2015	Average	Range Min	Range Max	Reported
Net revenue (£m)	292.6	287.5	297.1	294.2
Profit before tax (£m)	200.8	196.4	205.1	199.0
Diluted EPS (pence)	33.3	32.2	34.0	33.1
DPS (pence)	31.4	30.3	32.6	33.0
Vantage Net New Business (£bn)	6.0	5.7	7.1	6.0

Divisional net revenue

		FY 2015	FY 2014
Vantage	-0.5%	£220.0m	£221.0m
Discretionary	+17%	£52.5m	£44.9m
Third Party and Other Services	-16%	£21.8m	£26.0m

Total	+0.8%	£294.2m	£291.9m
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Vantage net revenue		FY 2015	FY 2014
Net renewal income	-85%	£12.9m	£86.1m
Share of HL Multi Manager AMC (pre RDR)		-	£4.8m
Platform fee	+236%	£123.8m	£36.8m
Management fees	-3%	£12.4m	£12.8m
Interest receivable	-28%	£24.2m	£33.7m
Initial income	-	-	£0.4m
Stockbroking income	-9%	£35.4m	£39.0m
Advice and other charges*	+53%	£11.3m	£7.4m

Total	-0.5%	£220.0m	£221.0m
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% of Group net revenue		75%	76%
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* Includes the paper based valuation statement fee

Divisional net revenue

Discretionary and Managed net revenue

		FY 2015	FY 2014
Renewal income	-80%	£0.3m	£1.5m
Ongoing advice fee	+31%	£11.7m	£8.9m
HL Multi Manager fund AMC	+26%	£36.5m	£28.9m
Advice charges	+36%	£2.9m	£4.5m
Interest receivable	-100%	£0.0m	£0.1m
Other	+10%	£1.1m	£1.0m
Total	+17%	£52.5m	£44.9m
% of Group net revenue		18%	15%

Third Party + Other Services net revenue

Corporate pensions	-36%	£3.4m	£5.3m
Investments	+2%	£5.0m	£4.9m
Personal life & pensions	-54%	£2.2m	£4.8m
Other services	+2%	£11.2m	£11.0m
Total (further breakdown on next page)	-16%	£21.8m	£26.0m
% of Group net revenue		7%	9%

Third Party & Other Services net revenue

3P Corporate Pensions net revenue

		FY 2015	FY 2014
Renewal income	+7%	£1.5m	£1.4m
Initial income	-33%	£0.4m	£0.6m
- corporate annuities	-68%	£0.8m	£2.5m
- corporate pensions	-12%	£0.7m	£0.8m
Advisory fees			
Total	-36%	£3.4m	£5.3m

3P Investments net revenue

Renewal income	+2%	£4.9m	£4.8m
Initial income	-	£0.1m	£0.1m
Total	+2%	£5.0m	£4.9m

3P Personal Pensions net revenue

Renewal income	-17%	£0.5m	£0.6m
Initial income	-63%	£1.5m	£4.1m
- Annuities	+100%	£0.2m	£0.1m
- pensions/other			
Total	-54%	£2.2m	£4.8m

Other Services net revenue

Stockbroking income	-	£3.9m	£3.9m
- <i>Certificated</i>	-12%	£0.7m	£0.8m
- <i>Currency services</i>	+5%	£2.1m	£2.0m
- <i>CFD & Spreadbetting</i>	-	£1.1m	£1.1m
Interest receivable	-50%	£0.1m	£0.2m
Funds Library income	+7%	£6.4m	£6.0m
Other/advice fees	-11%	£0.8m	£0.9m
Total	+2%	£11.2m	£11.0m

} HL Markets

Total Third Party & Other Services net revenue

-16%	£21.8m	£26.0m
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Platform net revenue and average AUA

	FY 2015			Pre RDR Margin %	*Post RDR Margin %	FY 2014 Margin %
	Revenue £m	Ave Assets £bn	Margin %			
Renewal income (net of loyalty bonus)	12.9					
Platform fee	123.8					
Initial commission	-					
Total net revenue from funds	136.7	29.7	0.46%	0.60%	0.49%	0.56%
Stockbroking commission	35.4					
Management fees	12.4					
Total revenue from other stock	47.8	16.6	0.29%	0.36%	0.33%	0.35%
Total revenue from cash	24.2	4.6	0.53%	0.95%	0.84%	0.91%
Other income	11.3					
Total Investment Platform margin	220.0	50.9	0.43%	0.55%	0.50%	0.53%

'Post RDR' income and AUA includes PMS

Post RDR = March to June 2014

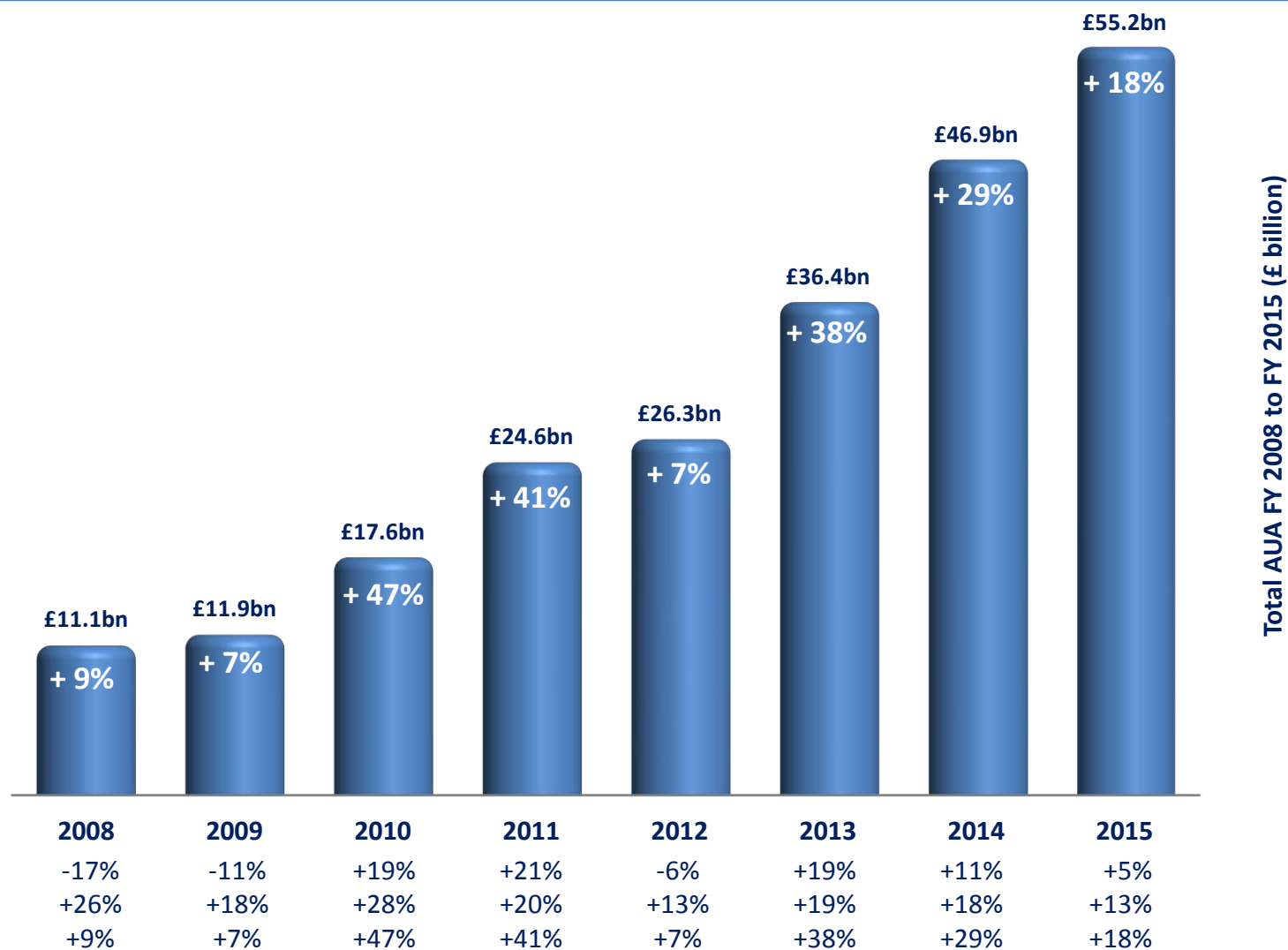
Costs

		FY 2015	FY 2014
Commission payable (loyalty bonus)	+52%	£101.0m	£66.5m
Staff costs	+4%	£53.1m	£51.3m
Marketing and distribution spend	+12%	£12.7m	£11.3m
Depreciation, amortisation & financial costs	+70%	£5.1m	£3.0m
Office running costs	+2%	£4.3m	£4.2m
Other costs	+24%	£16.5m	£13.3m
Other operating costs	+10%	£91.7m	£83.1m
Total FSCS levy costs	+450%	£4.4m	£0.8m
Total operating costs	+31%	£197.1	£150.4m
Ave. no of staff (FTE)	+15%	914	794
No of staff at end of period (FTE)	+15%	970	844

Total assets under administration

	Vantage AUA	Discr. AUM	Less MM funds in Vantage	FY 2015	FY 2014
	£bn	£bn	£bn	£bn	£bn
AUA at start of period	44.2	4.6	(1.9)	46.9	36.4
Net new business inflows	6.0	0.9	(0.9)	6.1	6.4
Market movement	2.0	0.4	(0.2)	2.2	4.1
AUA at end of period	52.3	5.9	(3.0)	55.2	46.9
Net new business inflow %	14%	20%		13%	18%

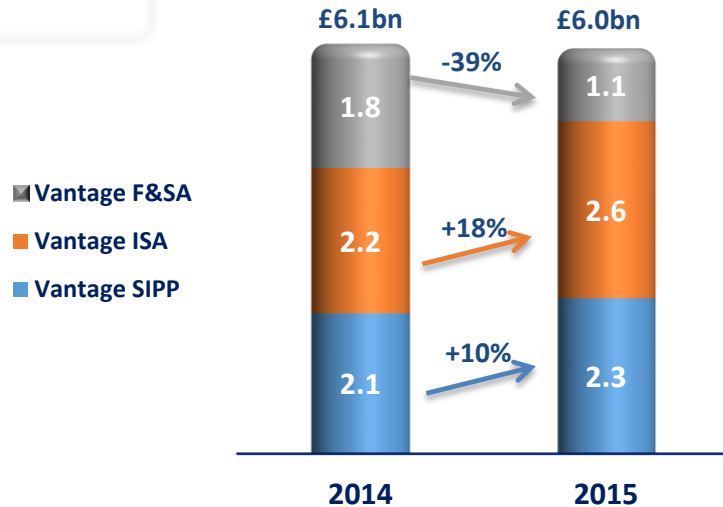
Growth in total AUA



Market/other growth
Organic growth¹
Total growth in AUA

Vantage AUA & Net new business

NET NEW BUSINESS (£BN)



Ave. contribution¹



¹ Average contribution for those clients who have contributed during the year, includes both member and employer contributions includes SIPP tax relief

Growth and scale

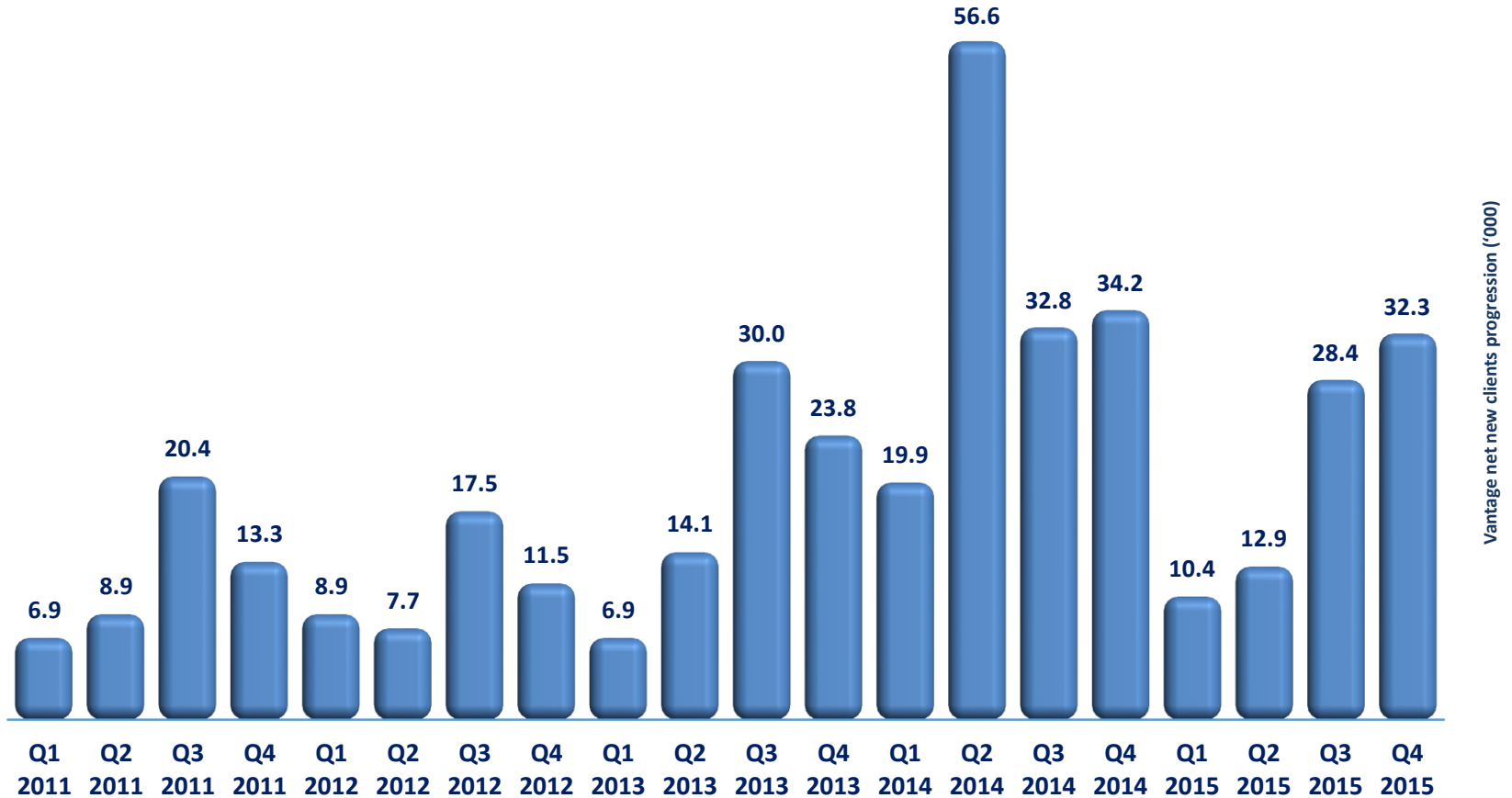
Lower interest rates + lower post RDR charges (from 1.3.14) have contributed to a reduced Vantage net revenue margin this year



Historically the **combined** effect of **growth in AUA** and benefits of **increased scale** has more than offset reductions to net income margin and **driven growth in profit**.

	Vantage net revenue margin	Group net revenue margin	Total AUA	Group cost ratio improvement
FY 2007 *	60bps	111bps	£10.2bn	60.7bps
FY 2015	43bps	58bps	£55.2bn	18.8bps
Change	-28%	-48%	+441%	+69%

Net new clients



Divisional results

	Net revenue	Operating profit
FY 2014	£291.9m	£208.0m
Vantage (platform)	-£1.0m	-£13.1m
Discretionary & Managed	+£7.3m	+£7.9m
Third party & Other services	-£4.2m	-£4.8m
FY 2015	£294.2m	£198.1m

See Appendices for breakdown of divisional revenues

Vantage AUA

71% of Vantage AUA in tax wrappers (Jun 14: 69%)

	SIPP** £bn	ISA £bn	F&S/Other*** £bn	Total £bn	FY 2014 £bn
Total AUA at start of period	13.4	17.1	13.8	44.2	34.2
Net new business inflows	2.3	2.6	1.1	6.0	6.1
Market movement *	0.7	1.0	0.3	2.0	4.0
AUA at end of period	16.4	20.7	15.2	52.3	44.2
Net new business %	17%	15%	8%	14%	18%
Market movement %	5%	6%	2%	5%	11%
Net business inflows FY 2014	2.1	2.2	1.8		6.1

* Market movement includes other growth factors, such as retained investment income, totalling £494m (FY 2014: £421m). Figures contain roundings.

** Vantage SIPP AUA includes £3,424m income drawdown assets at 30 June 2015 (30 June 2014: £2,612m)

*** Vantage Fund & Share Account includes £3.1bn as at 30 June 2015 (30 Jun 2014: £3.3bn) of Hargreaves Lansdown plc shares.

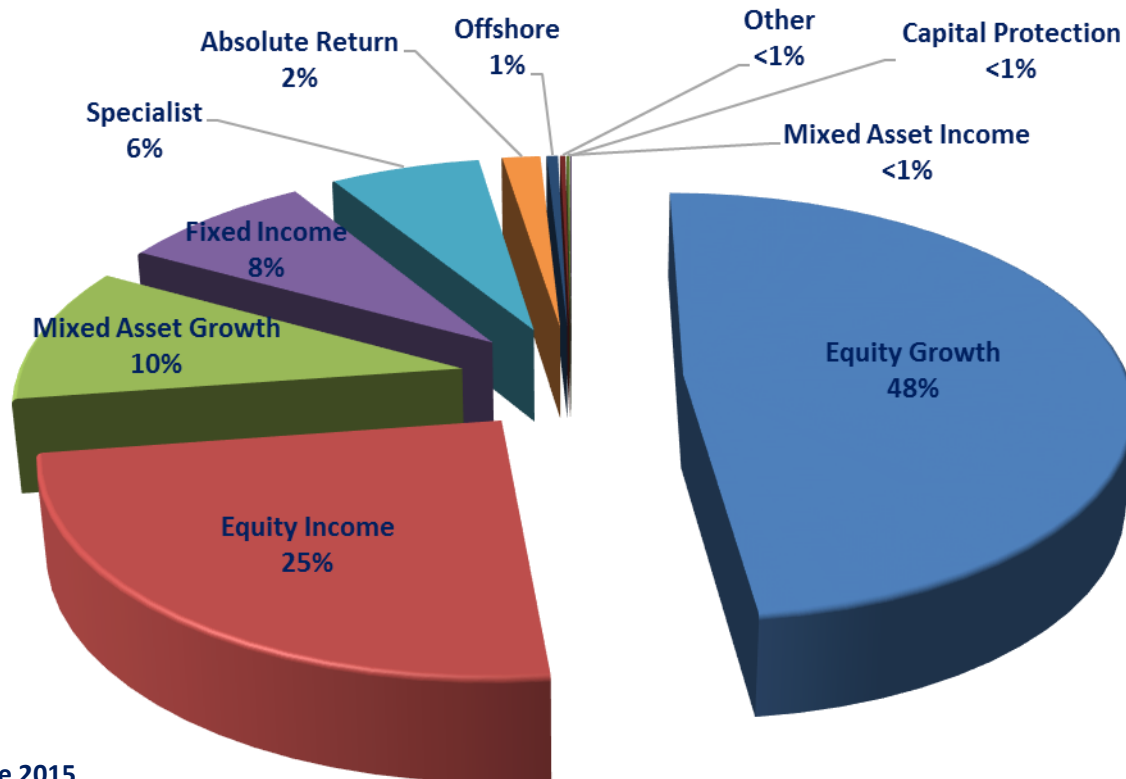
Vantage AUA analysis

71% of Vantage AUA in tax wrappers (Jun 2014: 69%)

	SIPP	ISA	F&S/Other	Total
At 30 Jun 2015				
Stocks and shares	25%	24%	58%	34%
Investment funds	58%	68%	35%	56%
Cash	17%	8%	7%	10%
% of Vantage	31%	40%	29%	100%
At 30 Jun 2014				
Stocks and shares	27%	23%	60%	36%
Investment funds	58%	70%	34%	55%
Cash	15%	7%	6%	9%
% of Vantage	30%	39%	31%	100%

Vantage AUA analysis by sector

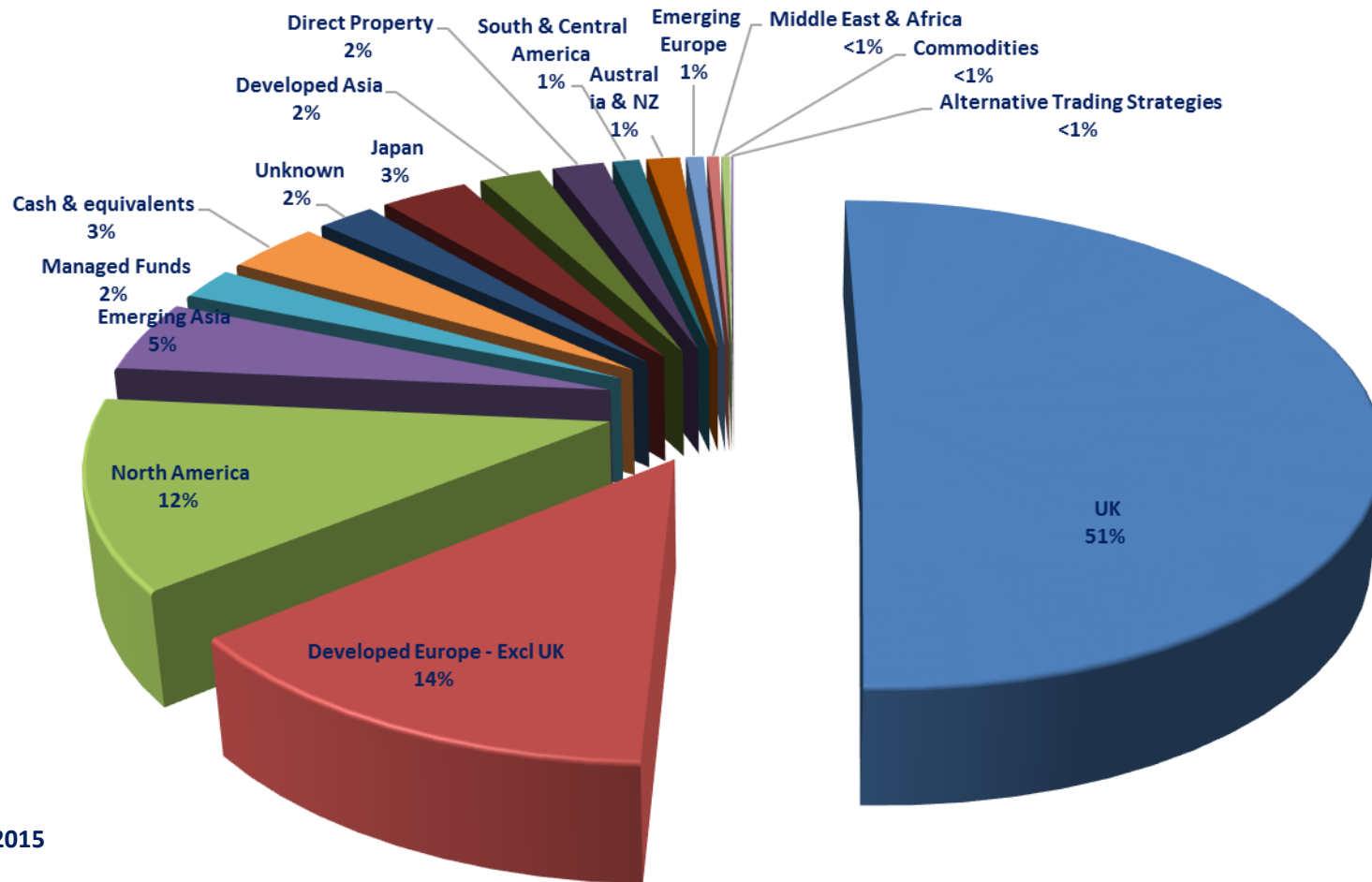
56% of Vantage AUA held as investment funds (Jun 2014: 55%) across the following sectors:



Mix of assets held has remained constant since June 2014

Vantage AUA Investment funds geographical exposure

51% (June 2014: 49%) of underlying holdings within clients investment funds are located within the UK



30 June 2015

Vantage – other information

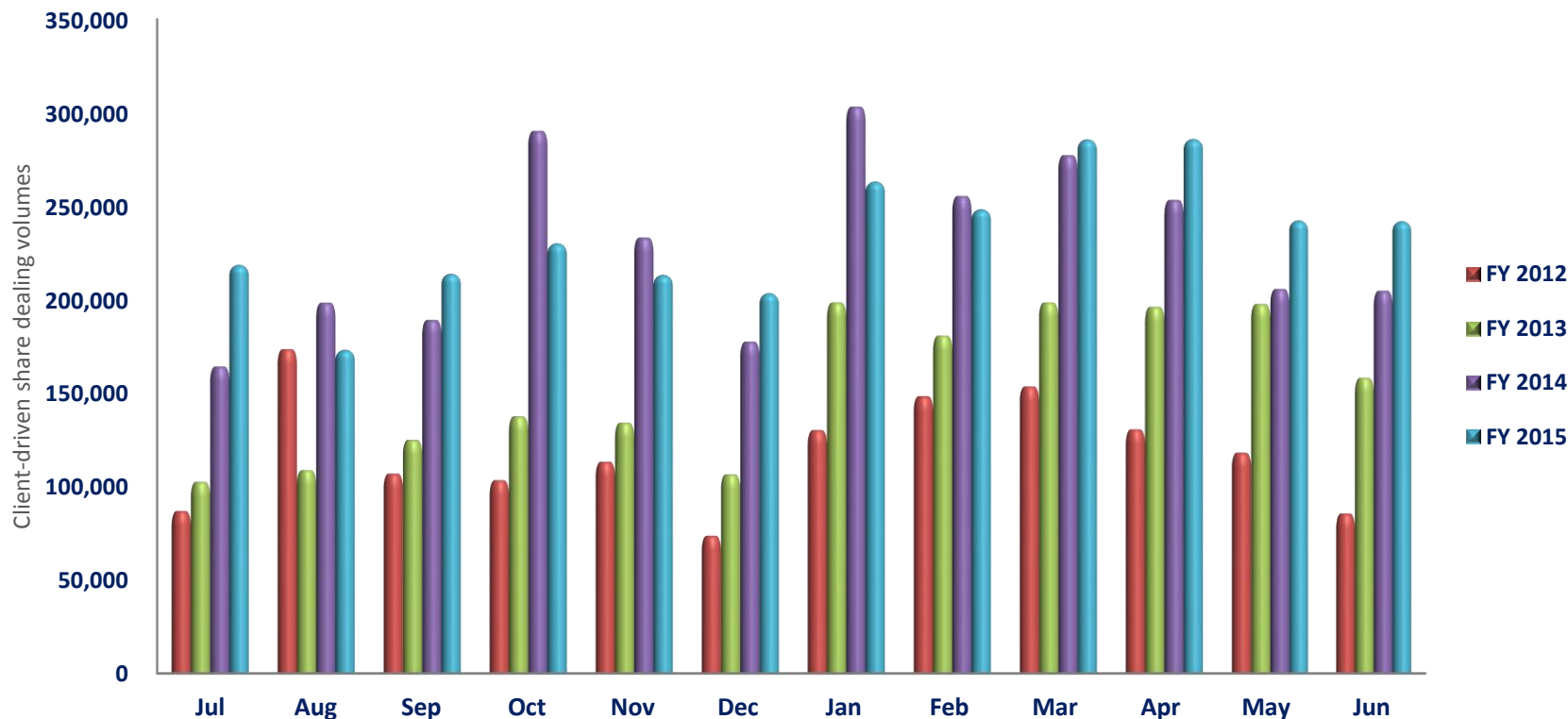
	SIPP	ISA	F&S/Other	Total	FY 2014
Total No. of equity deals* ('000)	947	1,477	1,001	3,425	2,978
Total client share deals ('000)	836	1,113	857	2,806	2,707
% Internet (of client share deals)	99%	97%	96%	97%	96%
No. of fund deals ('000)	2,991	3,563	809	7,363	6,304
Average active client value at period end (£'000)	72.8	43.4	59.3	71.9	68.8
Average age (years)	47.5	50.9	57.5	50.6	51.9
New active accounts ('000)	39	53	13	105	176
Total active accounts ('000)				1,003	898
Clients registered for online access				88%	85%
Clients registered for paperless service				71%	65%

* Includes 619,000 automated share deals i.e. income reinvestment, fee sales and regular savings (FY 2014 : 272,000)

Share dealing volumes (Vantage)

Client-driven share dealing
volumes +3.6% vs 2014

	Client-driven	Automated*
FY 2014	2,706,000	272,000
FY 2015	2,805,000	619,000



*Income reinvestment levels decreased from June 2014, resulting in an increase in automated deal volumes