



Data Pack

Interim Results – 2021

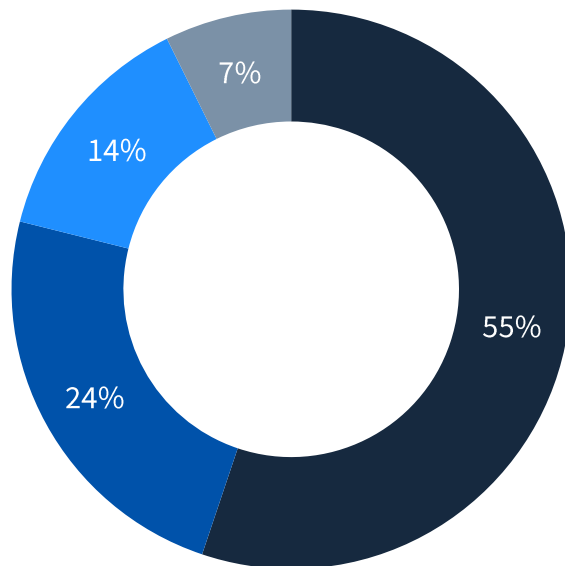
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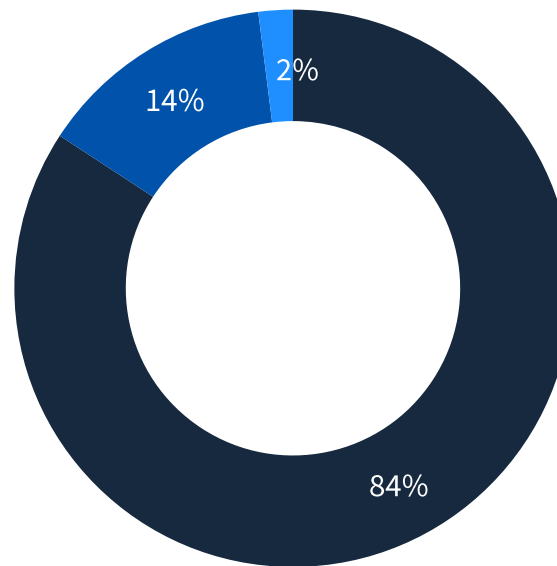
Overview of Jupiter AUM

30 June 2021: £60.3bn

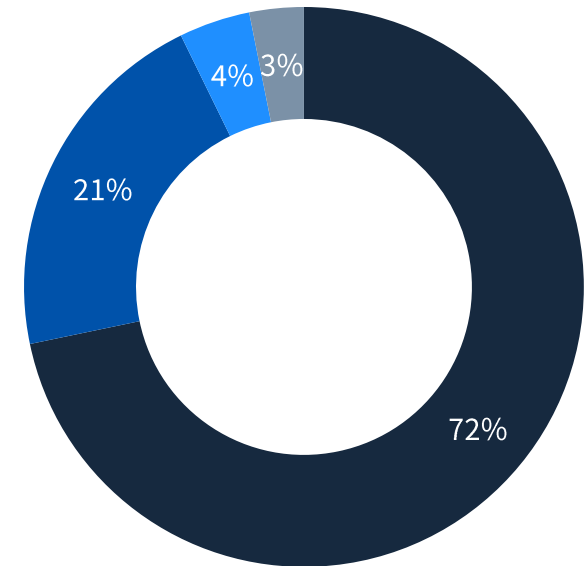
Asset class



Product type



Client geography



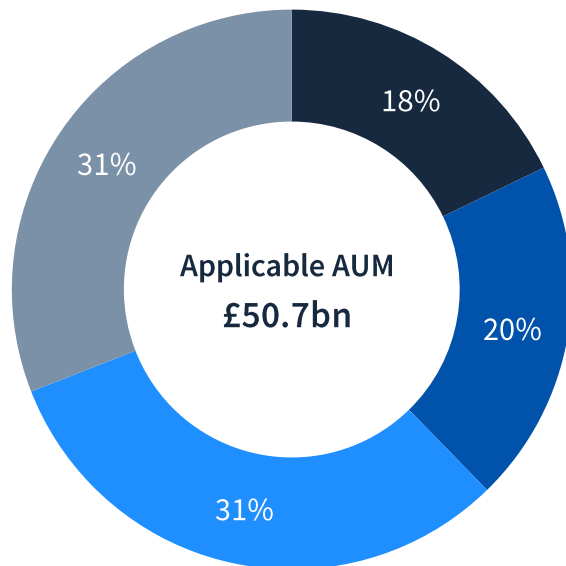
- Equities
- Fixed Income
- Multi-Asset
- Alternatives
- Mutual funds
- Segregated mandates¹
- Investment trusts
- UK
- EMEA
- Asia
- RoW

1. Segregated mandates comprise Institutional clients and sub-advised mandates

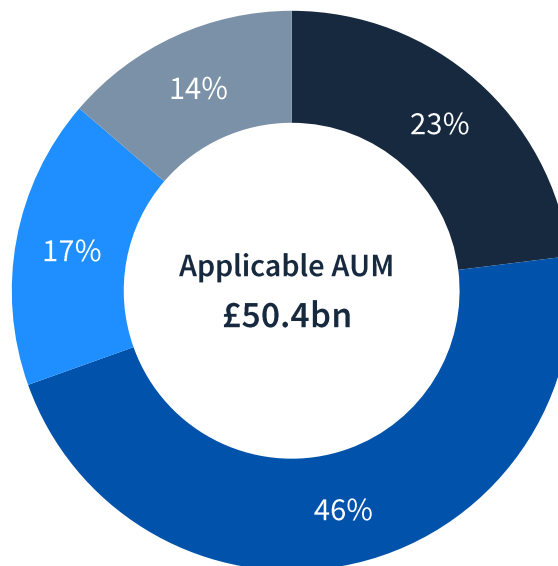
Investment performance

Mutual fund investment performance; quartile rankings by AUM (30 June 2021)

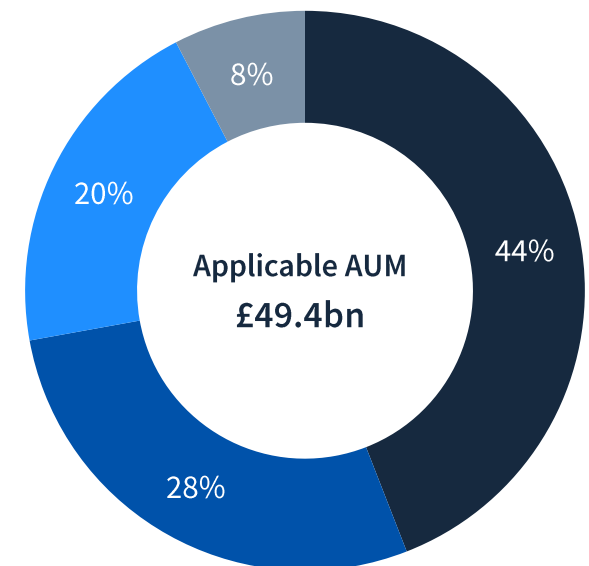
1 Year



3 Years



5 Years

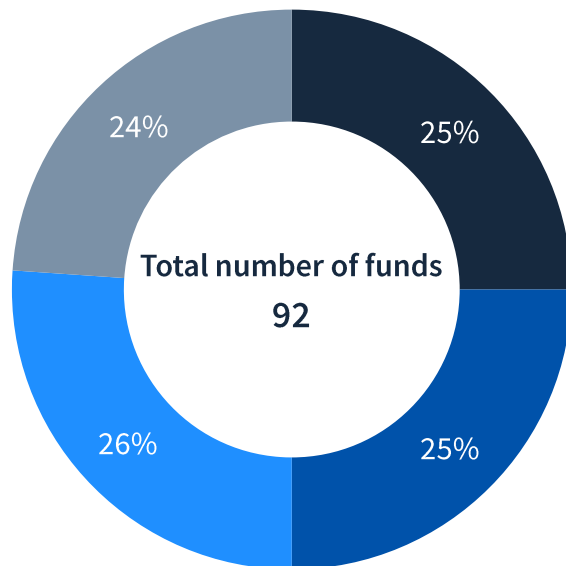


■ 1st quartile ■ 2nd quartile ■ 3rd quartile ■ 4th quartile

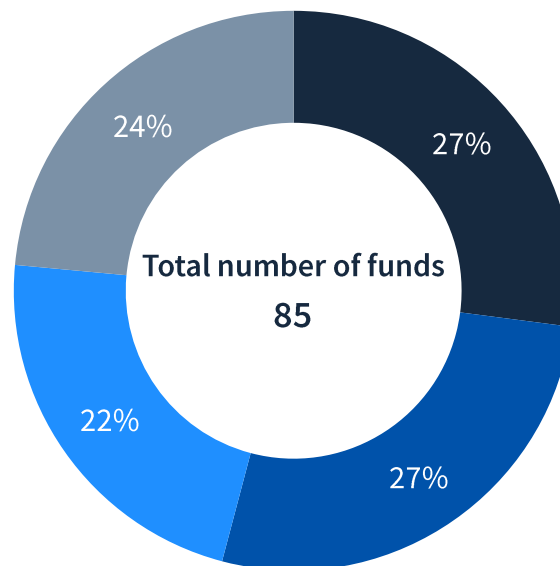
Investment performance

Mutual fund investment performance; quartile rankings by number of funds (30 June 2021)

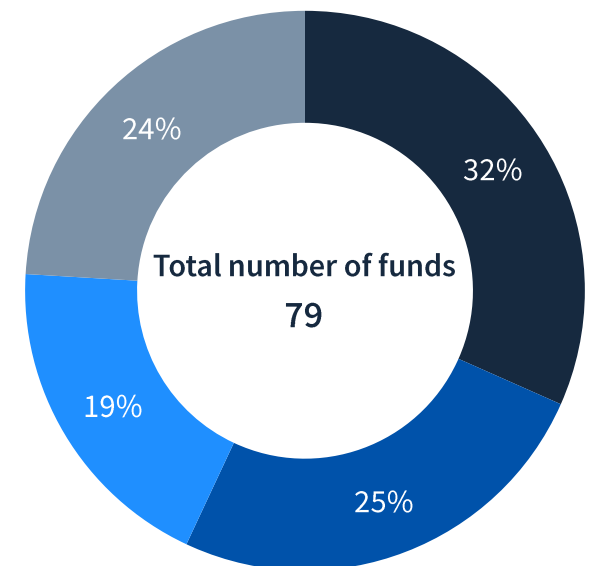
1 Year



3 Years



5 Years



■ 1st quartile ■ 2nd quartile ■ 3rd quartile ■ 4th quartile

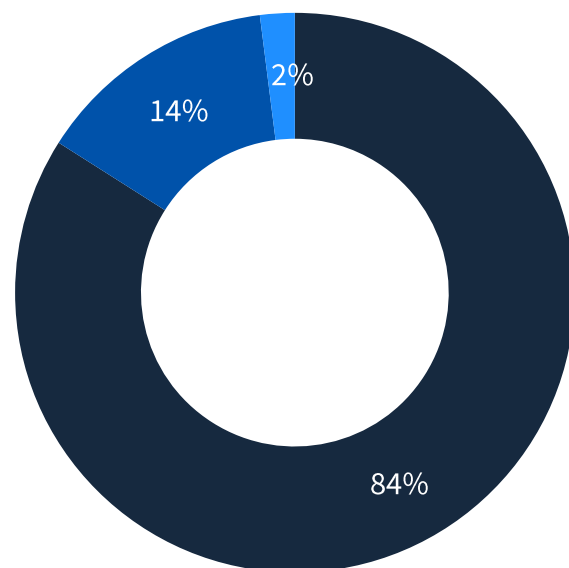
AUM and flows by quarter

£bn	Q1 20	Q2 20	Q3 20 ¹	Q4 20	Q1 21 ¹	Q2 21
Opening AUM	42.8	35.0	39.2	55.7	58.7	58.8
Acquisition	-	-	16.6	-	-	-
Gross flows	4.1	3.1	4.4	4.9	5.4	4.2
Redemptions	(6.4)	(2.8)	(5.4)	(5.9)	(6.2)	(5.7)
Net flows	(2.3)	0.3	(1.0)	(1.0)	(0.8)	(1.5)
Market movements	(5.5)	3.9	0.9	4.0	0.9	3.0
Closing AUM	35.0	39.2	55.7	58.7	58.8	60.3

1. Includes rounding on some historic figures.

AUM and flows by product

AUM by product



- Mutual funds
- Segregated mandates
- Investment trusts

£bn	Mutual funds	Segregated mandates	Investment trusts	Total
31 December 2020	49.9	7.9	0.9	58.7
Net flows	(1.7)	(0.6)	-	(2.3)
Market movements	2.6	1.0	0.3	3.9
30 June 2021	50.8	8.3	1.2	60.3

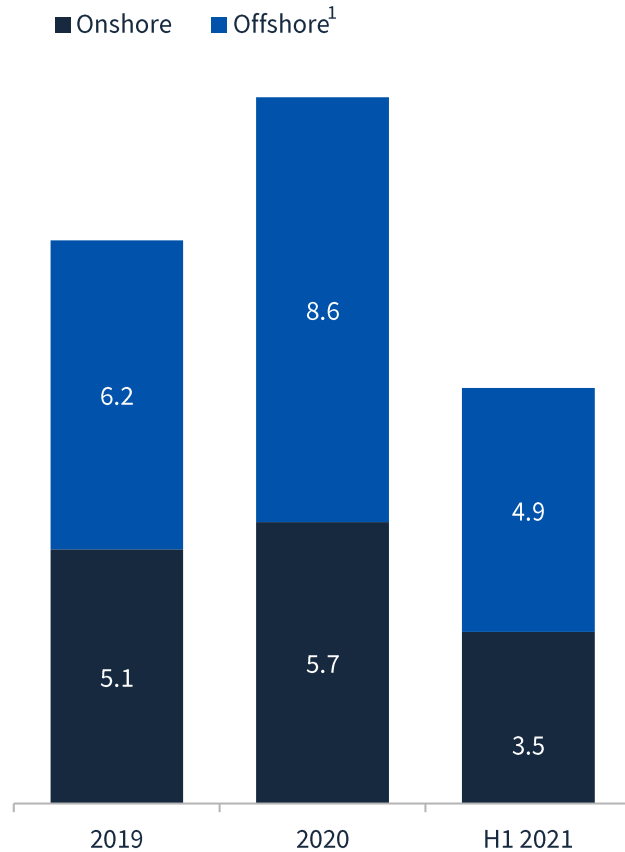
AUM and flows by product by quarter

£bn	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21
Mutual funds						
Opening AUM	37.6	30.7	34.3	48.3	49.9	49.3
Acquisition	-	-	13.9	-	-	-
Gross flows	3.4	2.8	4.0	4.0	4.5	3.9
Redemptions	(6.2)	(2.6)	(4.8)	(5.4)	(5.4)	(4.7)
Market movements	(4.1)	3.4	0.9	3.0	0.3	2.3
Closing AUM	30.7	34.3	48.3	49.9	49.3	50.8
Segregated mandates						
Opening AUM	4.8	4.1	4.6	6.7	7.9	8.3
Acquisition	-	-	2.4	-	-	-
Gross flows	0.7	0.3	0.4	0.8	0.6	0.3
Redemptions	(0.2)	(0.2)	(0.6)	(0.5)	(0.7)	(0.8)
Market movements	(1.2)	0.4	(0.1)	0.9	0.5	0.5
Closing AUM	4.1	4.6	6.7	7.9	8.3	8.3
Investment trusts						
Opening AUM	0.4	0.2	0.3	0.7	0.9	1.2
Acquisition	-	-	0.3	-	-	-
Gross flows	-	-	-	0.1	0.3	-
Redemptions	-	-	-	-	(0.1)	(0.2)
Market movements	(0.2)	0.1	0.1	0.1	0.1	0.2
Closing AUM	0.2	0.3	0.7	0.9	1.2	1.2

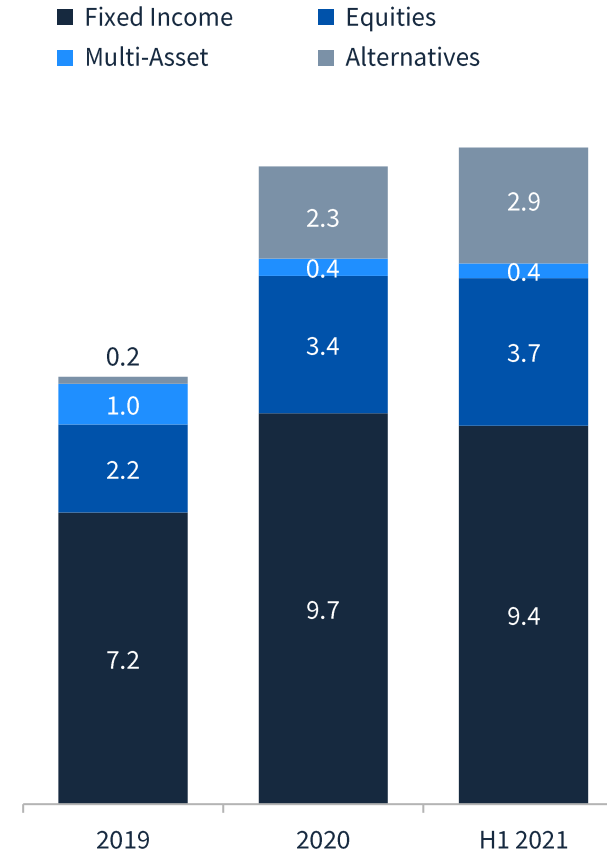
Gross flows and AUM

Diversification from international growth

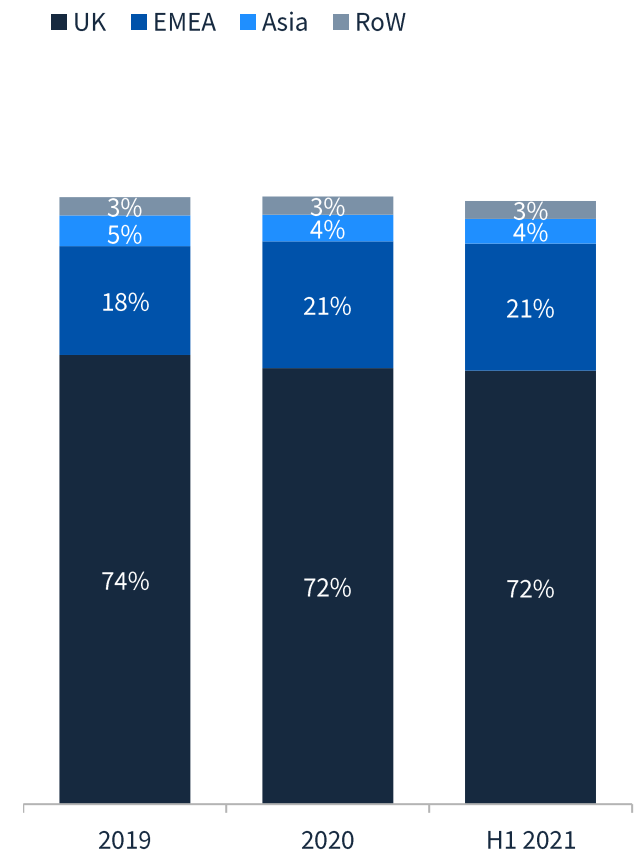
Gross mutual fund flow split (£bn)



Offshore AUM¹ (£bn)



AUM by client geography



¹Offshore AUM and flows include: SICAVs, ICAV, ICVC and the Cayman Hedge Fund.

Summary income statement

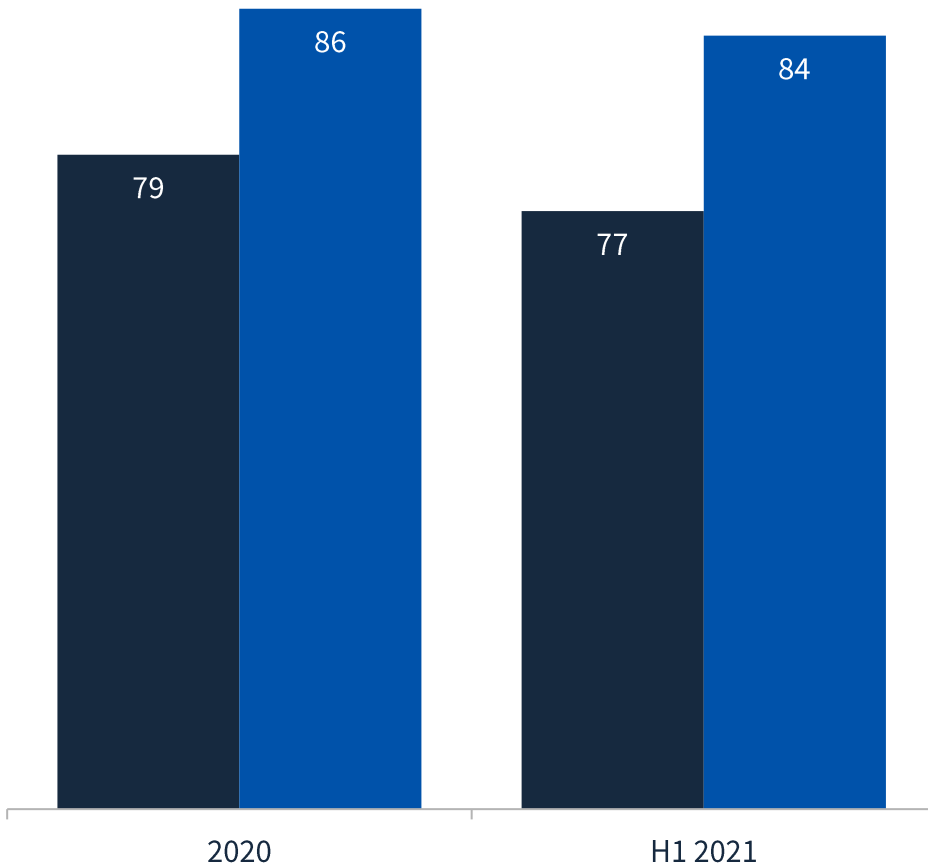
£m	H1 21	H1 20
Net management fees	224.1	161.4
Net initial charges and commissions	(0.1)	0.5
Net revenues	224.0	161.9
Fixed staff costs	(35.4)	(31.3)
Variable staff costs	(41.7)	(24.3)
Other expenses	(61.9)	(43.0)
Administrative expenses¹	(139.0)	(98.6)
Other losses	(2.6)	(4.0)
Amortisation of intangible assets	(0.9)	(1.0)
Operating profit	81.5	58.3
Finance costs	(3.3)	(1.7)
Underlying profit before tax	78.2	56.6
Exceptional items	(21.2)	(15.8)
Statutory profit before tax	57.0	40.8

¹ Stated before exceptional items.

Net management fee margin and average AUM

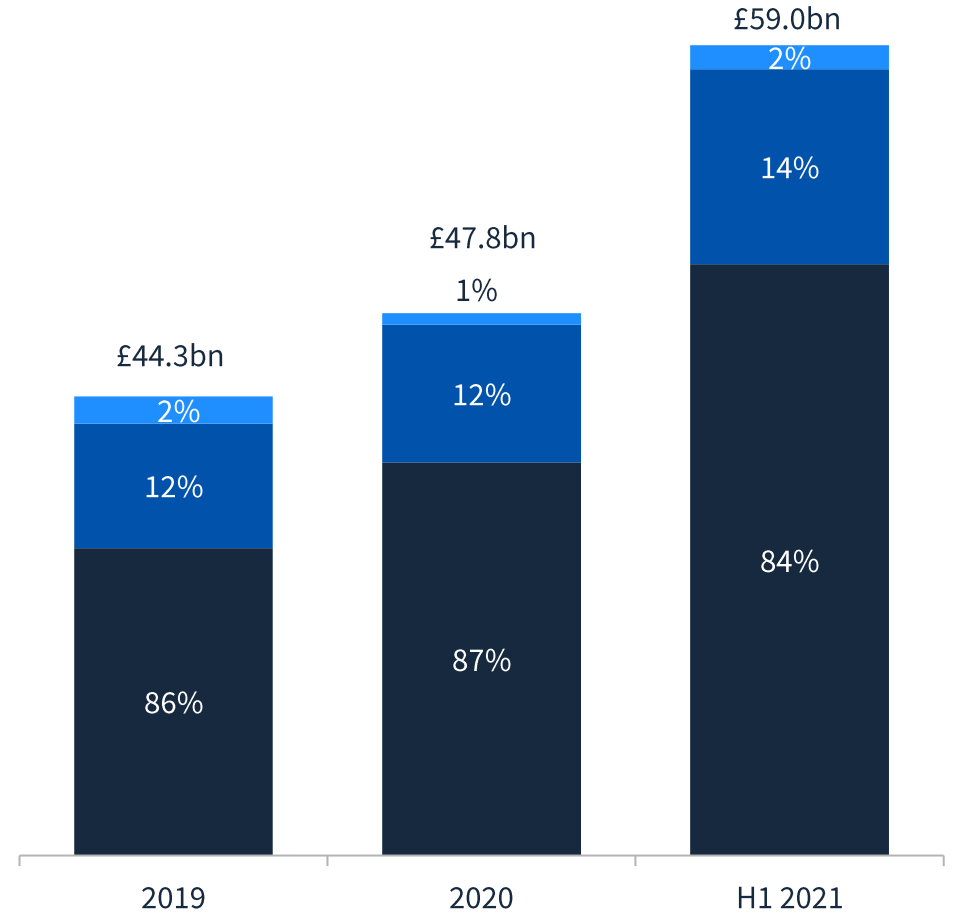
Net management fee margin (bps)

■ Overall ■ Mutual funds



Average AUM by product (£bn)

■ Mutual funds ■ Segregated mandates ■ Investment trusts

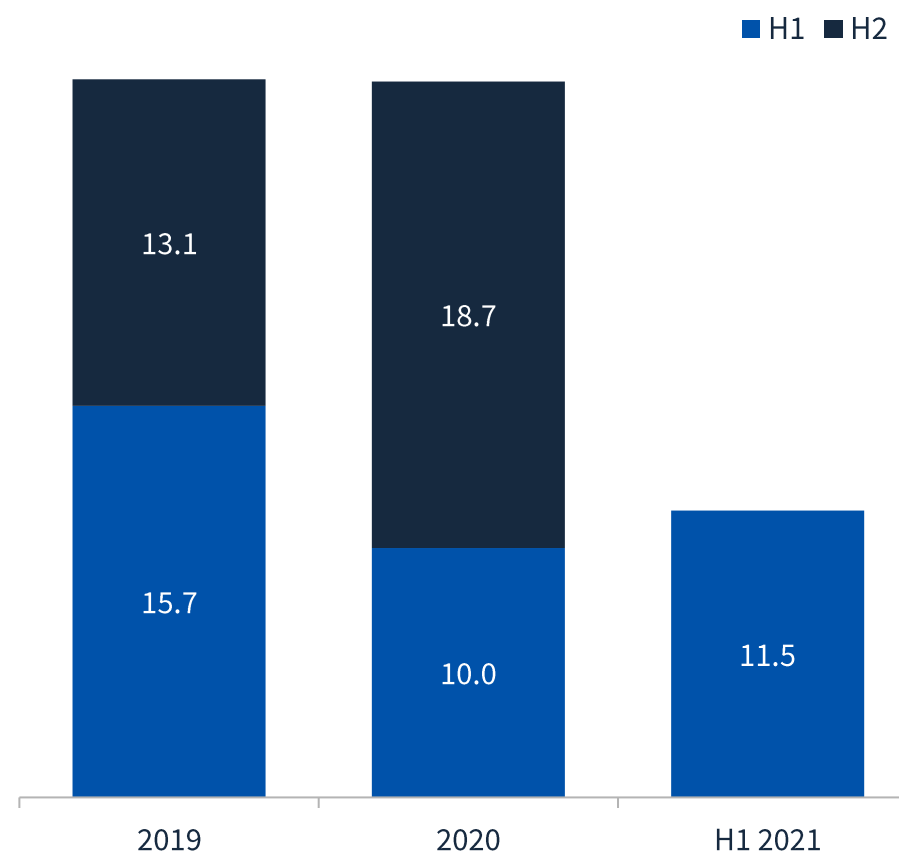


Underlying earnings per share

Underlying EPS

£m	H1 21	H1 20	%+/-
Statutory profit before tax	57.0	40.8	+40%
Exceptional items	21.2	15.8	
Underlying profit before tax	78.2	56.6	+38%
Tax at statutory rate ¹	(14.8)	(10.8)	
Underlying profit after tax	63.4	45.8	+38%
Actual shares (million)	553.1	457.7	
Underlying EPS (pence)	11.5	10.0	+15%

EPS progression (pence)



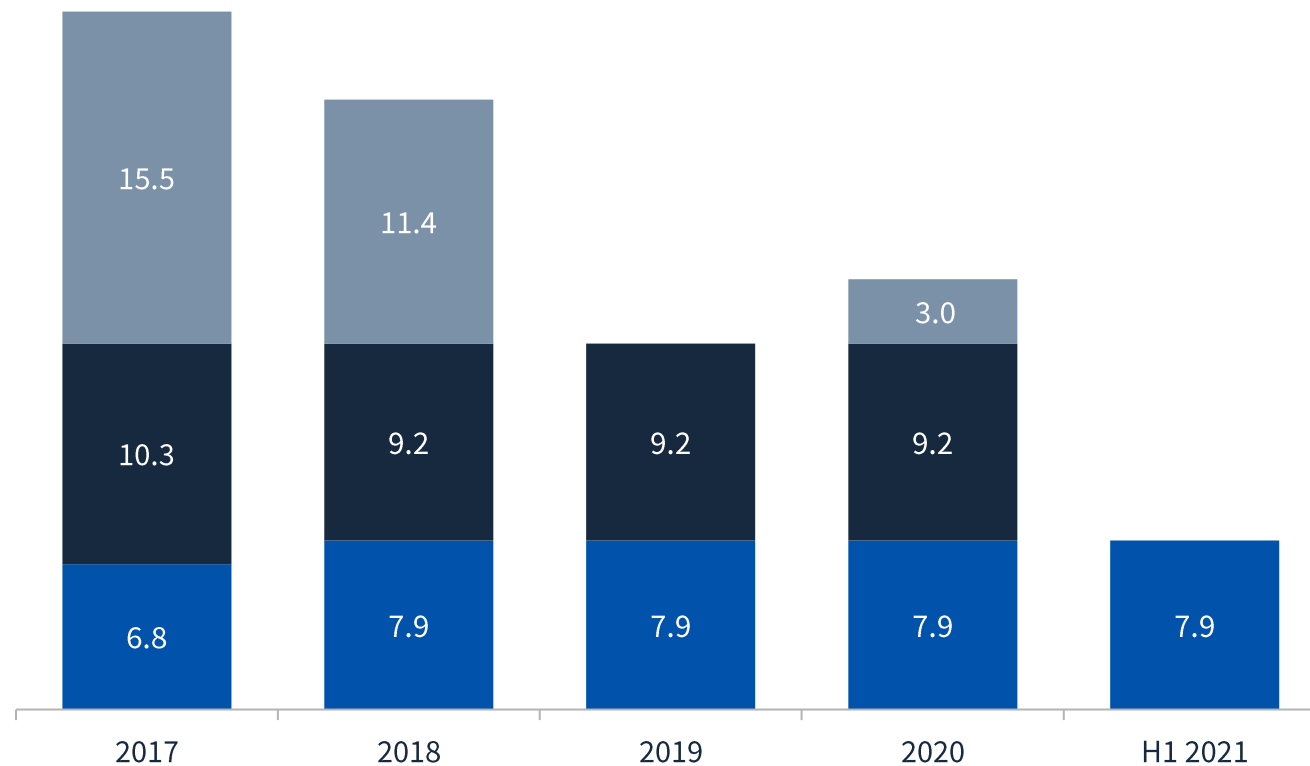
¹Tax at statutory rate of 19% (2020: 19%).

Dividends

Turning growth into capital returns

Dividend progression (pence per share)

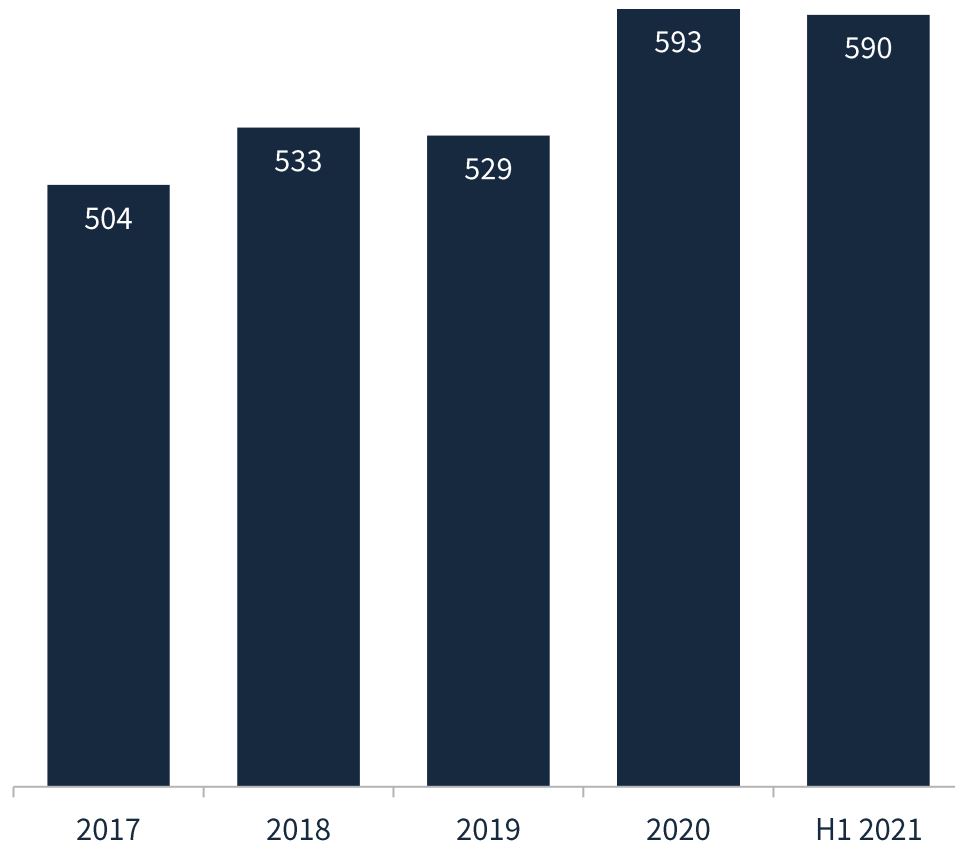
■ Interim ■ Final ■ Special



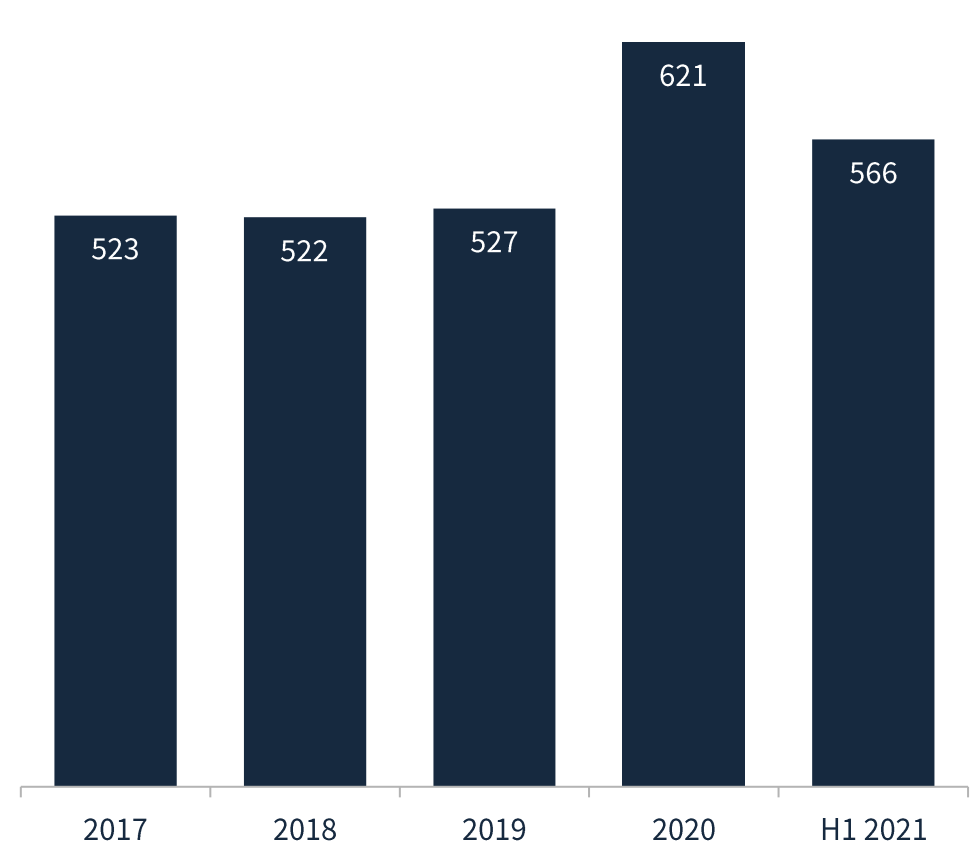
- H1 2021 ordinary dividend maintained at 7.9p
- Maintaining a strong capital position

Headcount

Average number of employees¹



Employees at period end²

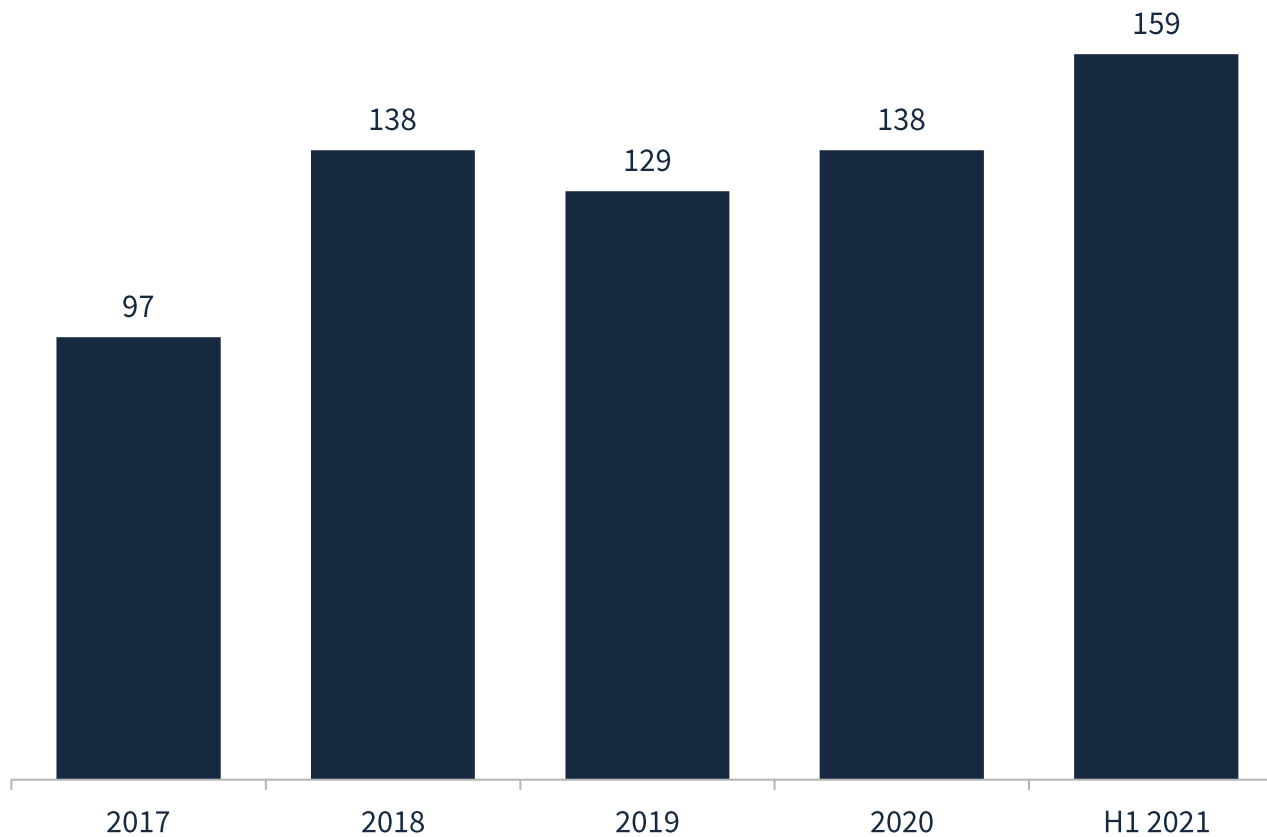


¹ H1 2021 Includes average NZS employees of 7 (2020: 4)

² H1 2021 Includes NZS employees of 7 (2020: 6)

Seed investments

Total investments¹ (£m)



- Seed deployed:
 - To launch funds
 - To give small but strongly performing funds sufficient scale to attract external money
- Hedging programmed to neutralize market and currency movements and de-risk balance sheet
- £62 million increase in portfolio since December 2017

¹At market value

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