

DATA PACK 2020

Full Year Results

HARGREAVES
LANSDOWN

INDEX

CONTENTS	SLIDE
----------	-------

Financial

Summary Income statement	3
Group net revenue analysis	4
Net revenue margins	5
Costs	6
Dividends	7

AUA and volumes

Total Assets under administration	8
Assets by product and asset type	9
Vantage split by asset class	10
Vantage other information	11
Growth in total AUA	12
HL Workplace Solutions	13
Growth in HL Funds	14
Net new clients	15
Stockbroking volumes	16

Market Share

Market share statistics	17
-------------------------	----



SUMMARY INCOME STATEMENT

ALL FIGURES IN €MILLIONS		FY 2020	FY 2019	FY 2018
Revenue	+15%	550.9	480.5	447.5
Fair value gains on derivatives		1.7	2.2	2.3
Staff costs	+4%	(101.2)	(97.2)	(87.4)
Other Operating costs	+33%	(100.0)	(75.4)	(67.8)
FSCS costs	+101%	(13.7)	(6.8)	(3.5)
Operating profit	+11%	337.7	303.3	291.1
Finance income	-	2.8	2.8	1.5
Finance costs	-	(1.0)	(0.3)	(0.2)
Underlying profit before tax *	+11%	339.5	305.8	292.4
Gain on disposal**	-	38.8	-	-
Profit before tax	+24%	378.3	305.8	292.4
Tax	+12%	(65.1)	(58.2)	(55.7)
Profit for the period	+26%	313.2	247.6	236.7
Basic earnings per share (pence)	+27%	66.1	52.1	49.7
Diluted earnings per share (pence)	+27%	65.9	52.0	49.6
Underlying basic earnings per share (pence)*	+11%	57.9	52.1	49.7
Underlying dilute basic earnings per share (pence)*	+11%	57.8	52.0	49.6

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

** Relates to the disposal of FundsLibrary Limited

GROUP NET REVENUE ANALYSIS

ALL FIGURES IN €MILLIONS		FY 2020	FY 2019	FY 2018
Platform fees (1)	+2%	210.5	206.2	198.0
Net renewal income (1)	-15%	5.1	6.0	5.6
Management fees (1)	+9%	24.0	22.0	20.2
HL Fund AMC (1)	-7%	63.6	68.3	67.2
Stockbroking income (2)	+90%	127.3	67.1	72.6
Interest receivable (1)	+24%	91.1	73.5	42.1
On-going adviser charges (1)	-11%	10.2	11.5	11.9
Adviser charges (2)	-8%	9.9	10.8	12.1
Funds Library (3)	-27%	6.5	8.9	8.6
Other Income (2)	-56%	2.8	6.4	9.3
Total revenue	+15%	551.0	480.7	447.6
Less commission payable (1)		(0.1)	(0.2)	(0.1)
Total net revenue	+15%	550.9	480.5	447.5

		FY 2020	FY 2019	FY 2018
(1) Net recurring revenue	+4%	404.3	387.3	344.9
(2) Transactional revenue	+66%	140.1	84.3	94.0
(3) Other revenue	-27%	6.5	8.9	8.6
Total net revenue	+15%	550.9	480.5	447.5

NET REVENUE MARGINS

	FY 2020			FY 2019		
	Revenue £m	Ave Assets £bn	Margin bps	Revenue £m	Ave Assets £bn	Margin bps
Renewal income (net of loyalty bonus)	0.1			-		
Platform fee	210.5			206.2		
Total net revenue from funds	210.6	52.3	40	206.2	50.6	41
Stockbroking commission	124.5			64.2		
Management fees	24.0			22.0		
Total revenue from other stock	148.5	34.3	43	86.2	31.4	27
Total revenue from cash	91.1	12.3	74	73.2	10.2	72
HL Funds¹	63.6	8.7	73	68.3	9.2	74
Double-count ²	-	(8.6) ²	-	-	(9.1) ²	-
	513.8	98.9	52	433.9	92.3	47
Other income ³	37.1	1.7 ⁴		46.6	0.5 ⁴	
Total revenue	550.9	100.6²		480.5	92.8²	

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.

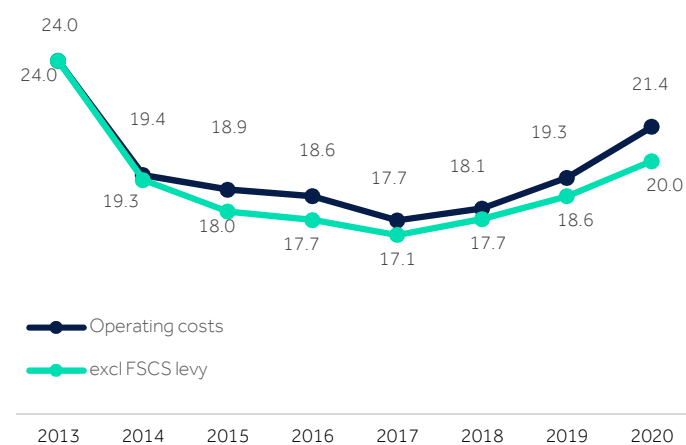
3 Other income includes advisory fees, FundsLibrary revenues, Active Savings and ancillary services (e.g. annuity broking, distribution of VCTs and Hargreaves Lansdown Currency and Market Services).

4 Average cash held via Active Savings.

COSTS

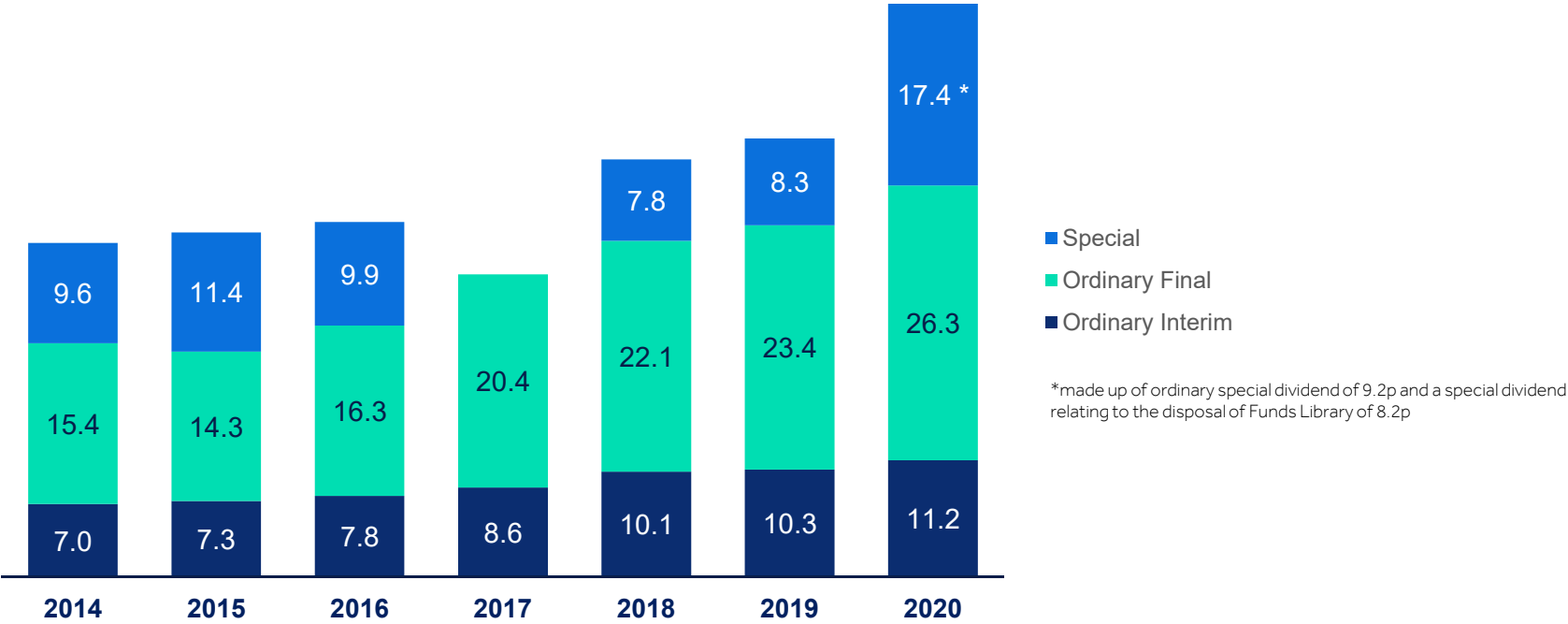
ALL FIGURES IN € MILLIONS		FY 2020	FY 2019	FY 2018
Staff costs	+4%	101.2	97.2	87.4
Marketing and distribution spend	+88%	23.9	12.7	16.3
Depreciation, amortisation & financial costs	+42%	17.6	12.4	10.3
Other costs	+16%	58.5	50.3	41.2
FSCS levy costs	+101%	13.7	6.8	3.5
Total operating costs	+20%	214.9	179.4	158.7
Ave. no of staff (FTE)	+2%	1,599	1,574	1,398
No of staff at end of period (FTE)	+2%	1,610	1,586	1,499

Group Cost Ratio* (bps) FY 2013 to FY 2020



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

DIVIDENDS (PENCE PER SHARE)



TOTAL ASSETS UNDER ADMINISTRATION

	FY 2020	FY 2020 H2	FY 2020 H1	FY 2019	FY 2019 H2	FY 2019 H1	FY 2018	FY 2018 H2	FY 2018 H1
	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn
AUA at start of period	99.3	105.2	99.3	91.6	85.9	91.6	79.2	86.1	79.2
Underlying net new business*	7.7	5.4	2.3	7.3	4.8	2.5	7.6	4.3	3.3
Market movement & other	(2.9)	(6.5)	3.6	0.3	8.5	(8.2)	5.9	1.4	4.6
Founder transfers*	(0.1)	(0.1)	-	-	-	-	(1.1)	(0.1)	(1.0)
AUA at end of period	104.0	104.0	105.2	99.3	99.3	85.9	91.6	91.6	86.1
Net new business inflow %**	8%	10%	5%	8%	11%	5%	10%	10%	8%

* Underlying net new business for FY 2018 excludes the transfer off the Vantage platform of £902 million of Hargreaves Lansdown plc shares and the withdrawal of £188 million of Hargreaves Lansdown plc placing proceeds during the period that were held by a founder. These are shown as "Founder transfers" in the table above.

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

ASSETS BY PRODUCT AND ASSET TYPE

VANTAGE	SIPP ³	ISA	FUND & SHARE ⁴	TOTAL FY 2020	FY 2019	FY 2018	CLOSING AUA FY 2020	VANTAGE	ACTIVE SAVINGS	PMS	TOTAL
	£bn	£bn	£bn	£bn	£bn	£bn		£bn	£bn	£bn	£bn
AUA at start of period	32.3	38.4	24.2	94.8	88.0	75.7					
Underlying net new business ¹	1.7	2.9	2.3	6.9	6.5	7.6	Funds	49.0	-	2.7	51.7
Market movement & other ²	(0.4)	(1.2)	(0.9)	(2.6)	0.3	5.8	Shares	36.4	-	-	36.4
Founder transfers ¹	-	-	(0.1)	(0.1)	-	(1.1)	Cash	13.6	2.2	0.1	15.9
AUA at end of period	33.5	40.1	25.4	99.0	94.8	88.0	Closing AUA	99.0	2.2	2.8	104.0
Net new business inflow %	5%	8%	10%	7%	7%	10%					
Market movement %	(1%)	(3%)	(4%)	(3%)	0%	8%					

1 Underlying net new business for FY 2018 excludes the transfer off the Vantage platform of £902 million of Hargreaves Lansdown plc shares and the withdrawal of £188 million of Hargreaves Lansdown plc placing proceeds during the period that 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 £952m (FY 2019: £986m, FY 2018: £827m).

3 Vantage SIPP AUA includes £7,724m income drawdown assets at 30 June 2020 (30 June 2019: £7,424m, 30 June 2018: £6,678m)

4 Vantage Fund & Share Account includes £2.4bn as at 30 June 2020 (30 June 2019: £3.5bn, 30 June 2018: £3.7bn) of Hargreaves Lansdown plc shares.

VANTAGE SPLIT BY ASSET CLASS

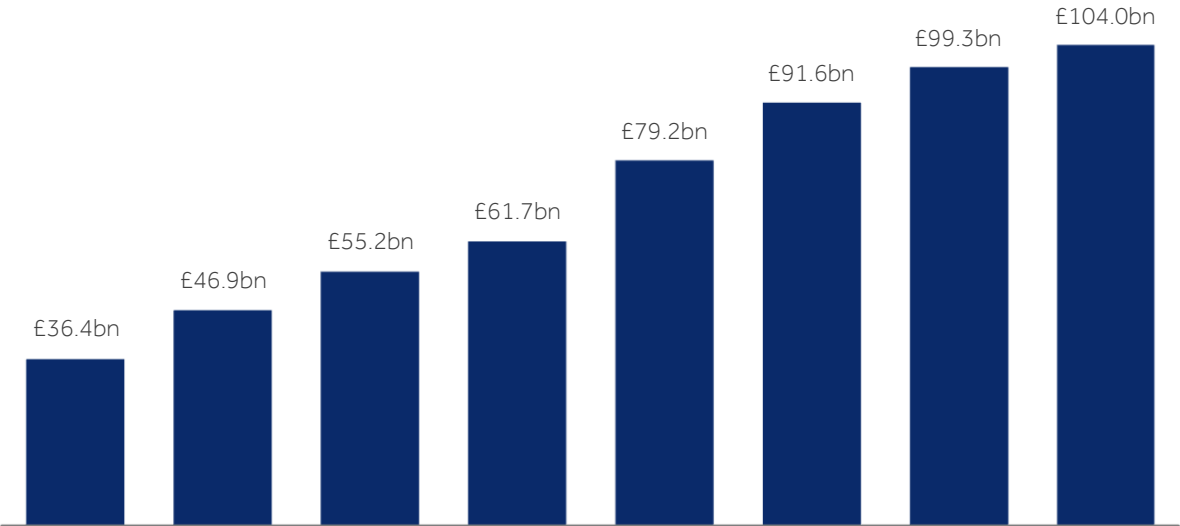
	SIPP	ISA	F&S/Other	Total
At 30 June 2020				
Stocks and shares	26%	31%	60%	37%
Investment funds	55%	57%	31%	49%
Cash	19%	12%	9%	14%
% of Vantage	34%	40%	26%	100%
AUA (£m)	33.5	40.1	25.4	99.0
At 30 June 2019				
Stocks and shares	25%	29%	60%	36%
Investment funds	59%	62%	33%	53%
Cash	16%	9%	7%	11%
% of Vantage	34%	40%	26%	100%
AUA (£m)	32.3	38.4	24.2	94.8

VANTAGE OTHER INFORMATION

	SIPP	ISA	F&S/Other	Total FY 2020	FY 2019	FY 2018
Total No. of equity deals* ('000)	2,388	4,333	2,676	9,397	5,282	5,369
Total client share deals ('000)	2,146	3,674	2,368	8,189	4,182	4,414
% online (of client share deals)	99%	99%	99%	99%	98%	98%
No. of fund deals ('000)	5,569	7,427	1,248	14,244	12,412	11,890
Average active client value at period end (£'000)					78.0	81.3
Average age (years)	47.6	45.6	55.3	46.9	47.6	47.8
New active accounts ('000)	33	115	76	224	157	175
Total active accounts ('000)	437	957	438	1,832	1,608	1,450
Clients registered for online access				91%	90%	90%
Clients registered for paperless service				78%	77%	78%

* Includes 1,209,000 automated share deals i.e. income reinvestment, fee sales and regular savings (FY 2019: 1,100,000, FY 2018: 955,000)

GROWTH IN TOTAL AUA







Total AUA FY 2013 to FY 2020 (£ billion)

	2013	2014	2015	2016	2017	2018	2019	2020
Market growth/other	+19%	+11%	+5%	+1%	+17%	+6%	0%	-3%
Organic growth¹	+19%	+18%	+13%	+11%	+11%	+10%	+8%	+8%
Total growth in AUA	+38%	+29%	+18%	+12%	+28%	+16%	+8%	+5%

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

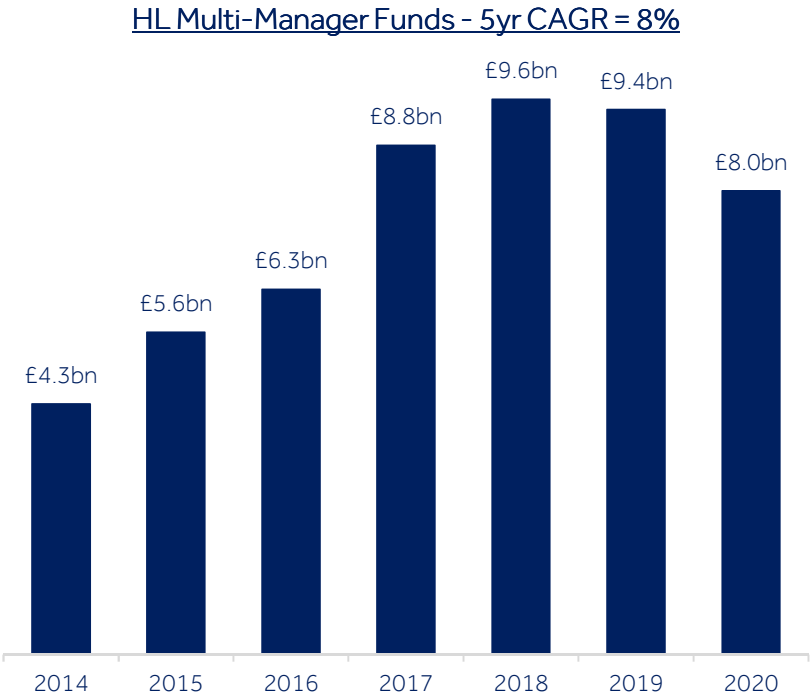
HL WORKPLACE SOLUTIONS

	As at 30 June 2020	As at 30 June 2019	% change	12 months increase in FY 2020	12 months increase in FY 2019
 Members	129,284	115,040	+12%	14,244	15,231
 Schemes *	463	463	0%	-	38
 Annual Premiums **	£450m	£381m	+18%	£69m	£67m
 AUA	£4,196m	£3,717m	+13%	£479m	£597m

*Numbers relate to schemes either live or contracted.

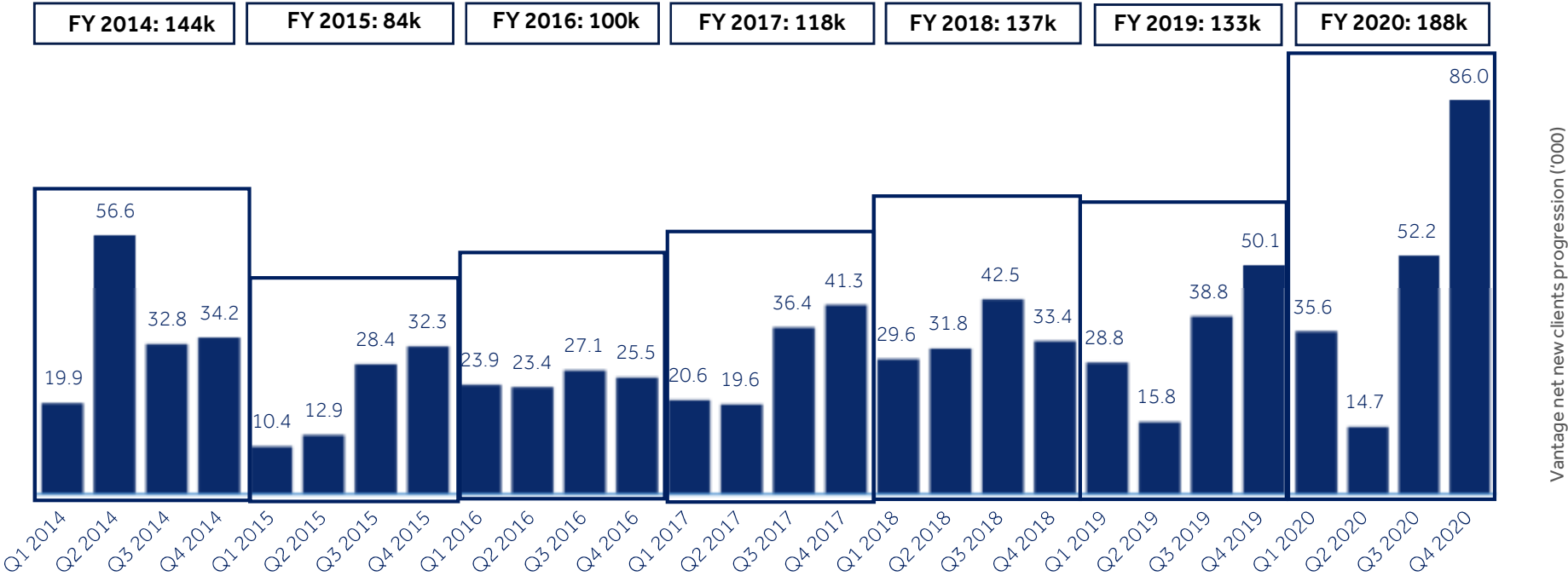
**Only includes those annual premiums already being received.

GROWTH IN HL FUNDS



HLMM FUNDS (£m)	JUNE-20
Income & Growth	2,038
Special Situations	1,610
Balanced Managed	1,074
Strategic Bond	967
High Income	492
Equity & Bond	248
Asia & Emerging Markets	193
Strategic Assets	175
European	168
UK Growth	156
Multi-Manager Funds	7,119
HL Select Global Growth Shares	432
HL Select UK Growth Shares	285
HL Select UK Income Shares	149
Equity Funds	866
TOTAL	7,985

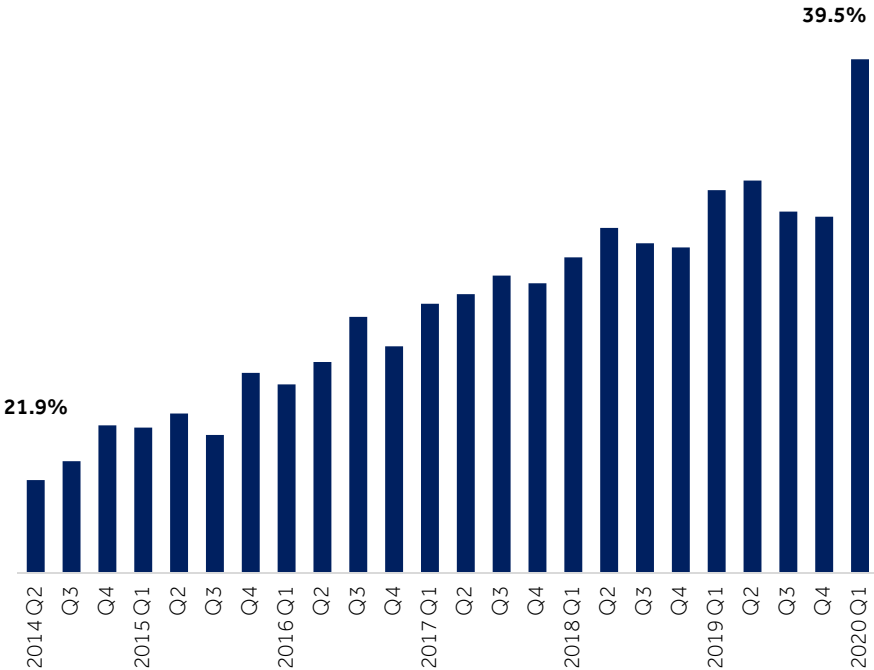
NET NEW CLIENTS



Vantage net new clients progression ('000)

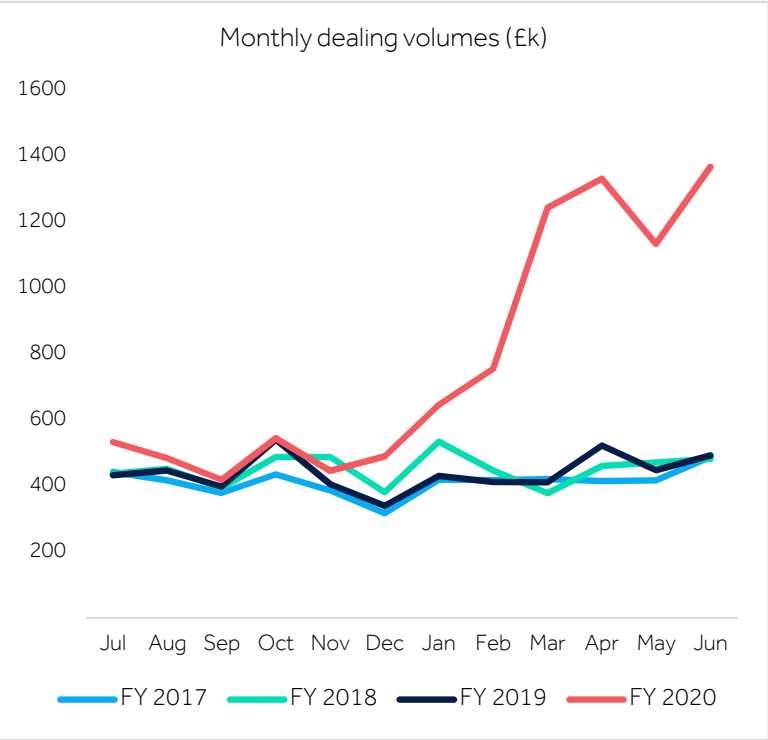
STOCKBROKING VOLUMES

Execution-only market share

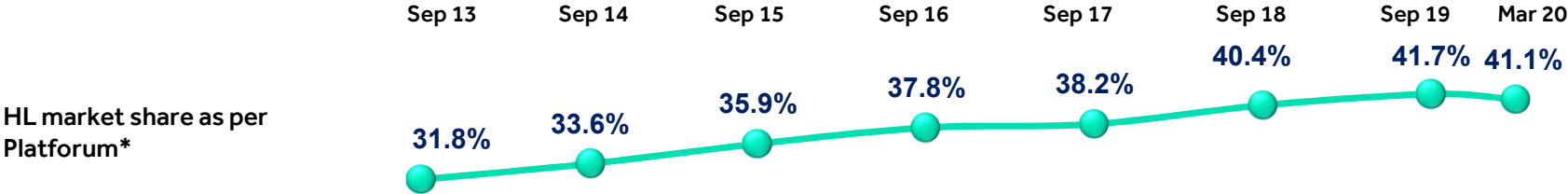


Source: Compeer XO Quarterly Benchmarking Report Quarter 1 2020

Monthly dealing volumes (£k)

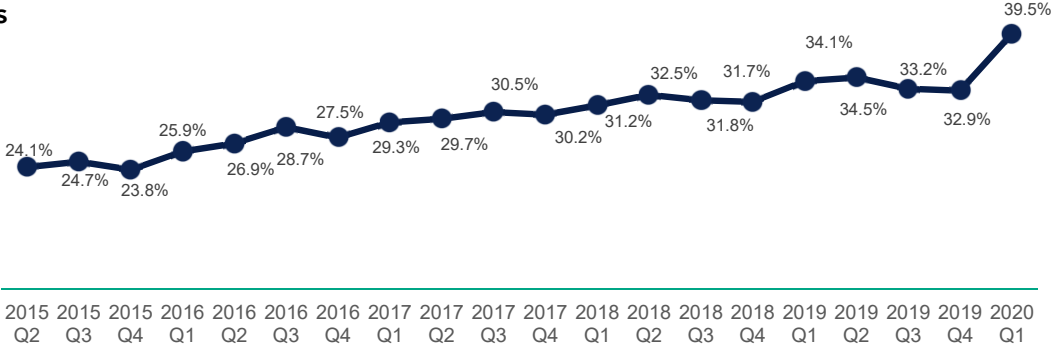


MARKET SHARE STATISTICS



* The Platform Direct Platform Guide Reports share of Assets Under Administration (July 2020)

HL UK stockbroking volumes vs XO peer group**



** Source: Compeer Limited XO Quarterly Benchmarking Report – Q1 2020