


FINAL RESULTS

For the year ended
31 May 2021

Ian Mattioli MBE, Chief Executive Officer
Ravi Tara, Chief Financial Officer
Michael Wright, Group Managing Director
Simon Gibson, Chief Investment Officer

September 2021





We have a **soul**. We
have a **culture**. We
have **values**. Our
clients are absolutely
at our core.

Ian Mattioli MBE
Chief Executive Officer, Mattioli Woods plc

FINAL RESULTS | Agenda

- Highlights
- Strategy and vision
- Accelerating growth
- Enlarged group proforma financials
- Financial results
- Driving organic growth
- Asset Management
- Technology
- Simplifying administration
- Acquisition criteria
- Resilient and responsible
- Investment case

Creating and **preserving** wealth, our **trusted advice** gives clients the understanding to achieve their objectives

FINAL RESULTS | Highlights

Revenue
£62.6m ▲ +7.2%
 2020 : £58.4m

Recurring revenue¹
92.7% ▲ +0.6%
 2020 : 92.1%

Resilient and stable throughout pandemic

Adjusted EBITDA⁴
£17.3m ▼ (8.3%)
 2020 : £18.9m

Adjusted EBITDA margin
27.7% ▼ (4.6%)
 2020: 32.3%

Share of Amati profit
£1.1m ▲ +80.3%
 2020: £0.6m

Adjusted PBT⁵
£14.2m ▼ (11.2%)
 2020: £16.0m

Adjusted EPS⁶
41.1p ▼ (13.7%)
 2020: 47.6p

Proposed total dividend
21.0p ▲ +5.0%
 2020: 20.0p

Momentum of organic growth

- Primarily fee-based² revenues
- (2.9%) reduction in organic revenue³:
 - Offset by growth from acquisitions
 - Organic growth of +4.4% to 2H21
 - +7.5% organic growth in Q421
- Adjusted EBITDA stated post:
 - Normalisation of staff bonuses
 - Add back of acquisition-related costs inc. contingent consideration recognised as an expense
 - Expected fall in underlying margin vs prior year
- Double digit growth in profit from associate

1. Annual pension consultancy and administration fees; ongoing adviser charges; level and renewal commissions; banking income; property, discretionary portfolio and other annual management charges adjusted for Private Investor Club initial fees.

2. Revenue split 54% (2020: 53%) fixed, initial or time-based fees and 46% (2020: 47%) ad valorem fees based on the value of assets under management, advice and administration.

3. Organic revenue including growth in acquired businesses post acquisition.

4. Earnings before interest, taxation, depreciation, amortisation, acquisition-related costs, contingent consideration treated as an expense, including share of profit from associates (net of tax) and discretionary staff bonuses. Refer to slide 25 for reconciliation of statutory to adjusted earnings.

5. Profit before tax adding back amortisation and impairment of acquired intangibles, acquisition-related costs, contingent consideration treated as an expense, including share of profit from associates (net of tax) and discretionary staff bonuses.

6. Basic EPS 5.2p down (85.0%) (2020 : 34.9p). Adjusted profit after tax is calculated as adjusted profit before tax less income tax at the standard rate of 19% (2020: 19%).

FINAL RESULTS | Highlights

Total client assets¹

£12.1bn  **+30.4%**

with £131m of benefits paid
2020: £9.3bn

DPM revenue²

£23.1m  **+41.4%**

2020: £16.3m

Jan 2021

Investment and partnership with Tiller Group



2021

Additional £6.1m of revenue from recent acquisitions



Jul 2020 – Apr 2021

Strategic acquisition of 5 new businesses³



May 2021

Completed largest equity fundraise since IPO for £112m



Strong financial position

£21.9m cash



2020: £26.0m

Increased new client wins and enquiry conversion

 **+160.9%**

Organic growth momentum

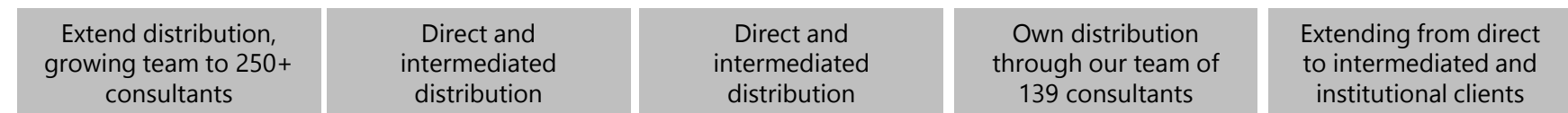
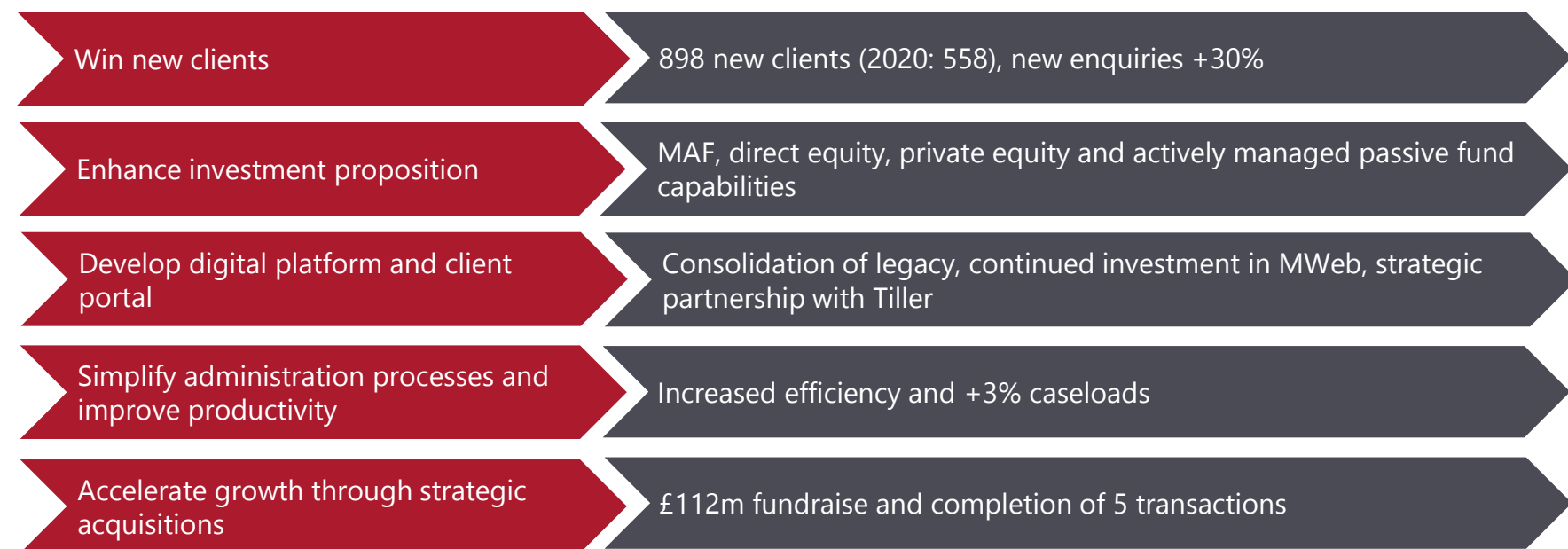
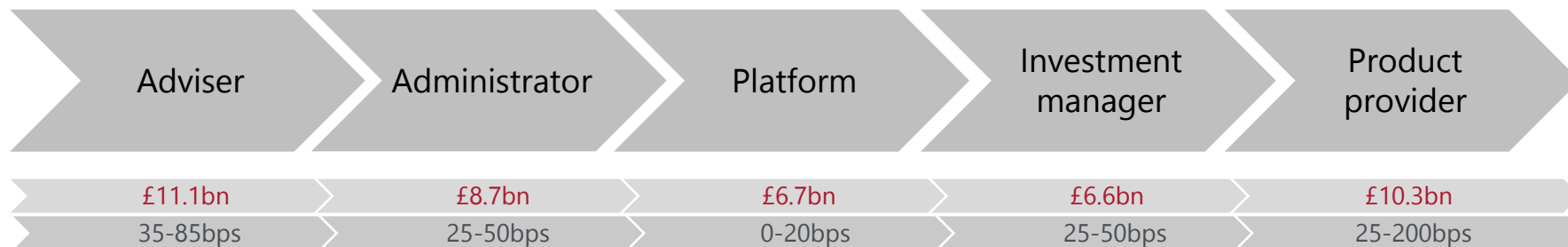


Driven by acquired and organic growth

- Increased new client wins
- Robust pipeline of new enquiries
- Continued focus on client service
- Record year of acquisitions
- Track record of integrating acquired businesses
- FY22 trading in line with management's expectations

1. Includes £1.20bn (2020: £515.8m) of funds under management by the Group's associate, Amati, excluding £94.8m (2020: £51.4m) of Mattioli Woods' client investment and £17.2m (2020: £11.5m) of cross-holdings between TB Amati Smaller Companies Fund and Amati AIM VCT plc.
2. Gross discretionary AuM of £4.05bn (2020: £2.55bn) includes £1,308.1m (2020: £581.4m) of funds under management by Amati, including Mattioli Woods' client investment and cross-holdings between TB Amati Smaller Companies Fund and Amati AIM VCT plc.
3. Hurley Partners Limited, BDO Northern Ireland EPUT business, Montagu Limited, Pole Arnold Financial Management and Caledonia Asset Management.

FINAL RESULTS | Strategy and vision

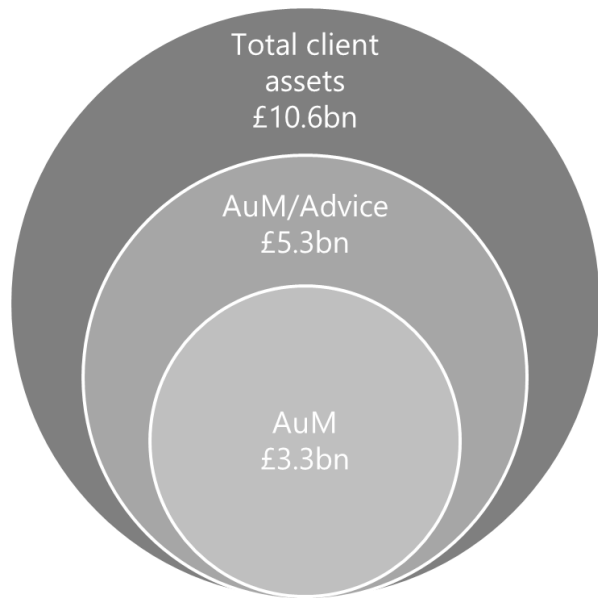


Strategic goals

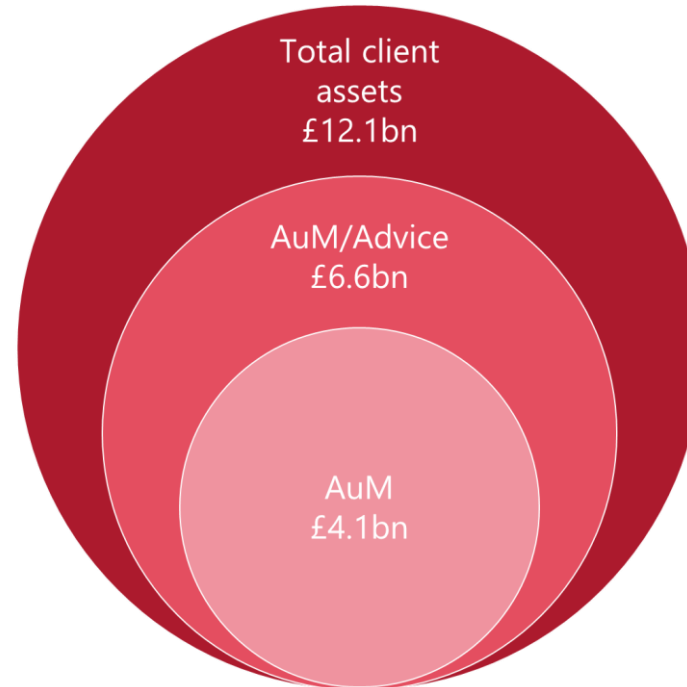
- **£300m** Revenue
- **£30bn** AuM
- **£100m** Profit
- Sustainable shareholder returns
- Social responsibility
- Simple fee models and attractive client TERs
- Incentivise, reward and retain our key people



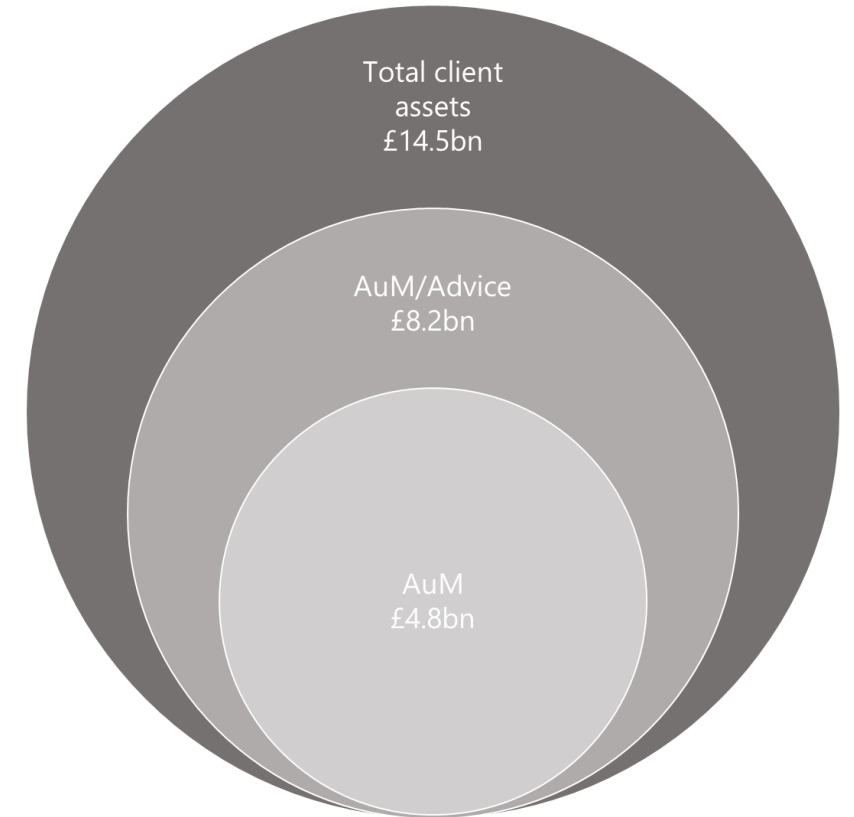
FINAL RESULTS | Accelerating growth



Mattioli Woods at 31 May 2020¹



Mattioli Woods at 31 May 2021



Enlarged Group following recent acquisitions²

Meaningful progress towards strategic goals

1. Mattioli Woods at 31 May 2020 includes Hurley Partners.
2. Proforma figures comprising Mattioli Woods at 31 May 2021 plus client assets of Maven Capital Partners UK, Ludlow Wealth Management and Richings Financial Management acquisitions.

FINAL RESULTS | Enlarged group proforma financials

2021 financial years ¹	Mattioli Woods £m	Annualisation of acquired revenue £m	Maven £m	Ludlow £m	Richings £m	Group Proforma £m	Proforma versus FY20	% of Strategic Goals
Revenue	62.6	5.5	18.7	9.4	0.7	96.9	+66%	32%
Administrative expenses	(52.5)	(4.5)	(11.3)	(6.2)	(0.4)	(74.9)		
Share of associate	1.1	-	-	-	-	1.1		
Loss on disposals and investments	(0.0)	-	(0.3)	-	-	(0.3)		
Normalisation adjustments ²	6.1	-	-	0.1	-	6.2		
Adjusted EBITDA	17.3	1.0	7.1	3.3	0.3	29.0	+53%	29%
<i>Adjusted EBITDA margin</i>	<i>28%</i>	<i>18%</i>	<i>38%</i>	<i>35%</i>	<i>43%</i>	<i>30%</i>		
Depreciation and amortisation ³	(5.9)	(0.1)	(0.1)	(1.4)	-	(7.5)		
Net finance revenue/(costs)	(0.2)	0.0	0.0	(1.2)	(0.0)	(1.3)		
Profit before tax	5.1	1.0	7.1	0.7	0.3	14.2		
Adjusted PBT	14.2	1.0	7.1	2.1	0.3	24.7		
AuM (£bn)	12.1		0.8	1.6	0.07	14.5	+56%	48%

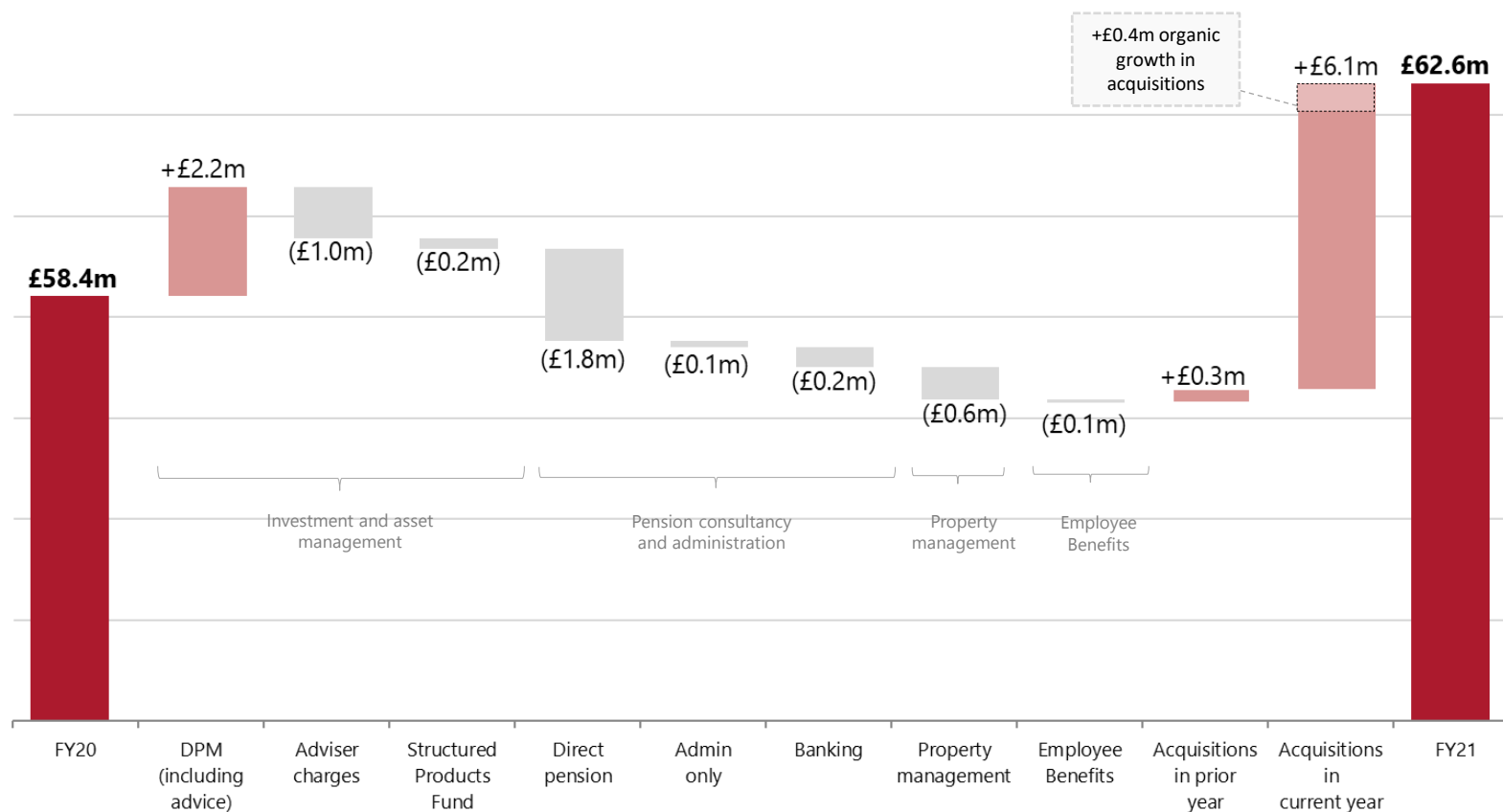
Diversified revenue mix, high recurring revenues, compounding synergies

Attractive and sustainable margins, with expected cost savings

Expected revenue and cost synergies of at least £2m from post year-end acquisitions when fully realised

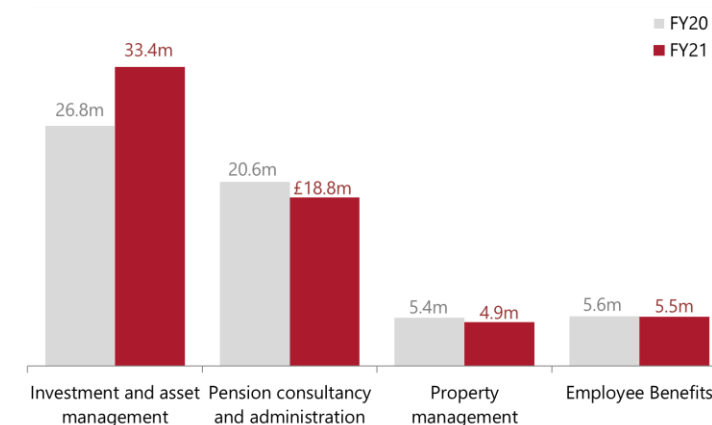
1. Year end of 31 May for Mattioli Woods; 30 April for Hurley Partners and Richings Financial Management, 31 March for EPUT business, Pole Arnold and Maven; 31 July for Montagu, 31 December for Caledonia Asset Management and 30 September for Ludlow. Mattioli Woods includes contribution of acquired businesses in FY21 from date of acquisition. Annualisation of acquired revenue includes proforma financials for each acquired business, less contribution to the Mattioli Woods Group from date of acquisition. Figures may not add due to rounding.
2. Adding back acquisition-related costs, profit share from associate, discretionary staff bonuses, gain on bargain purchase and contingent consideration treated as an expense.
3. Excludes amortisation of separately identifiable intangibles to be recognised on consolidation of the recent acquisitions, Maven, Ludlow and Richings.

FINAL RESULTS | Segmental revenue



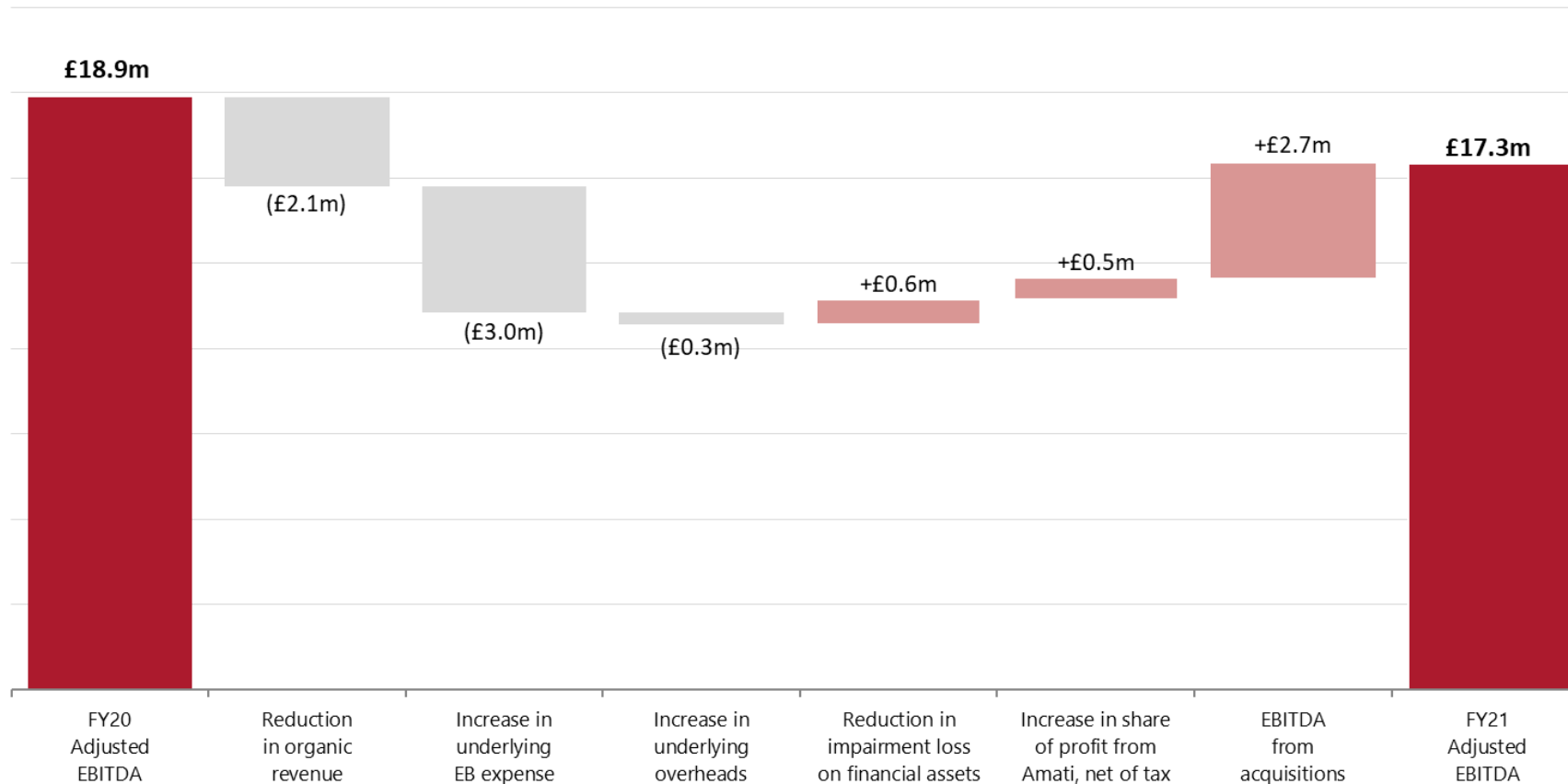
Resilient revenue model

- Recurring revenues 92.7%¹
- Continued focus on wealth preservation and sustainability
- Organic growth in H2 +4.4%
- £453m (2020: £200m) net inflows into AuM



1. Annual pension consultancy and administration fees; ongoing adviser charges; level and renewal commissions; banking income; property, discretionary portfolio and other annual management charges adjusted for Private Investor Club initial fees.

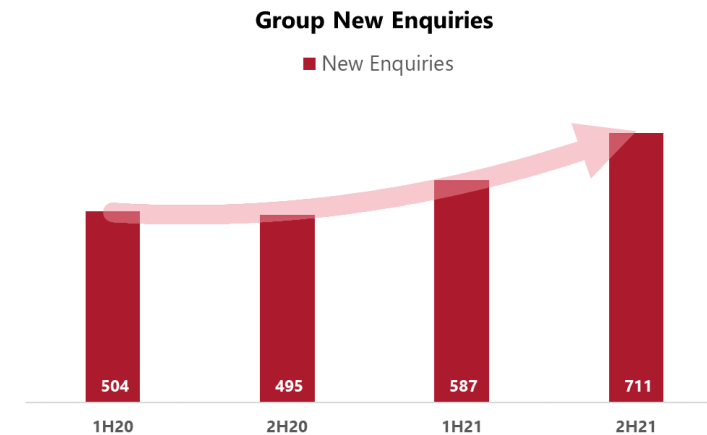
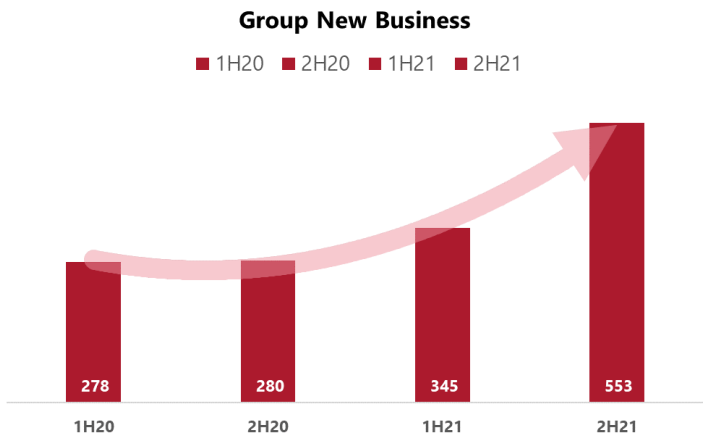
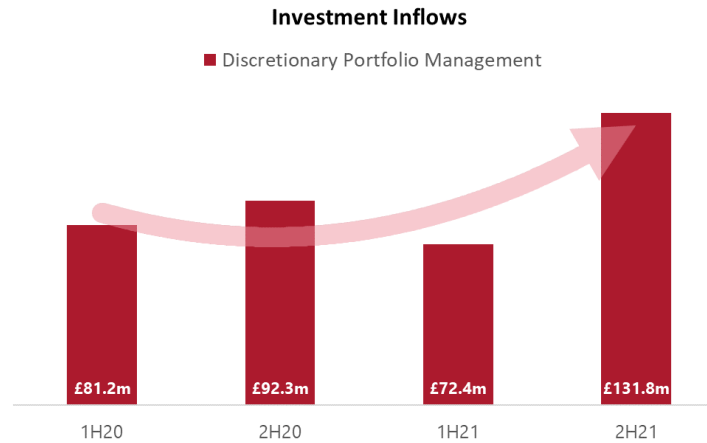
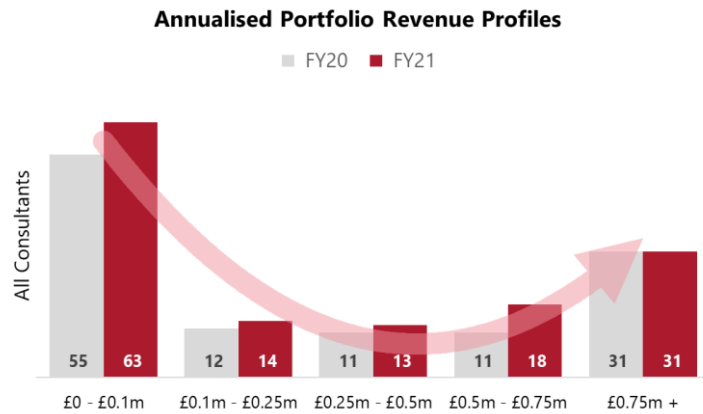
FINAL RESULTS | Adjusted EBITDA bridge



Cash generative

- Adjusted EBITDA margin 27.7% (2020: 32.3%):
 - Discretionary staff bonuses £3.1m (2020: £1.3m)
 - Increased acquisition related costs £2.3m (2020: £0.3m)
 - Contingent consideration as expense £3.8m (2020: £0.8m)
 - Offset by increased EB and other admin costs including acquisitions
 - Staff costs 54.5% of revenue (2020: 47.3%)
- Adjusted EPS¹ 41.1p (2020: 47.6p)
- Proposed total dividend up +5% to 21.0p (2020: 20.0p)
- Effective corporation tax rate:
 - Impact of new tax rate from 1 April 2023 of 25% on deferred tax assets and liabilities increased effective rate to 73.0² (2020: 25.5%)

1. Basic EPS of 5.2p (2020: 34.9p). Adjusted profit after tax used to derive adjusted EPS is calculated as adjusted profit before tax less income tax at the standard rate of 19.0% (2020: 19.0%).
 2. Effective tax rate impacted by £3.8m contingent consideration treated as an expense under IFRS reducing profit before tax for the period



Increasing momentum

- Integrity, expertise and passion
- Performance improved particularly in 2H21
- 139 (2020: 120) consultants¹:
 - Young team, multi-generational cascading of wealth
 - 94 (2020: 90) core consultants
 - Revisited remuneration strategy
- Capacity for new business:
 - 898 wins (2020: 558)²
 - 1,298 enquiries (2020: 999)
 - Increased team from acquisitions
 - Proven training programme

1. Includes associate consultants and business development managers.
 2. Total Wealth management client wins excluding personal protection cases.



- Enhanced proposition in place, more planned:
 - Four Multi Asset Funds have more than doubled in value since July 2017
 - Morningstar five star rating achieved for MW Adventurous Fund
 - Hurley Partners bring direct equity experience
 - Maven brings private equity experience
 - Senior appointments supplementing home-grown team



Lauren Wilson

- Developing talent & creating more investment options for clients:
 - Mentoring and training to deliver our next Fund Managers
 - Property Securities Fund and Responsible Equity Fund launched post year-end
 - Individual Structured Products providing more choice
 - Developing complementary actively managed passive solutions
 - Maven and MW integrating and planning new PE offerings



Chris White

- Amati:
 - £120m assets up to more than £1.2bn
 - Strategic Metals Fund launched March 2021
 - Mattioli Woods supporting plans for further growth

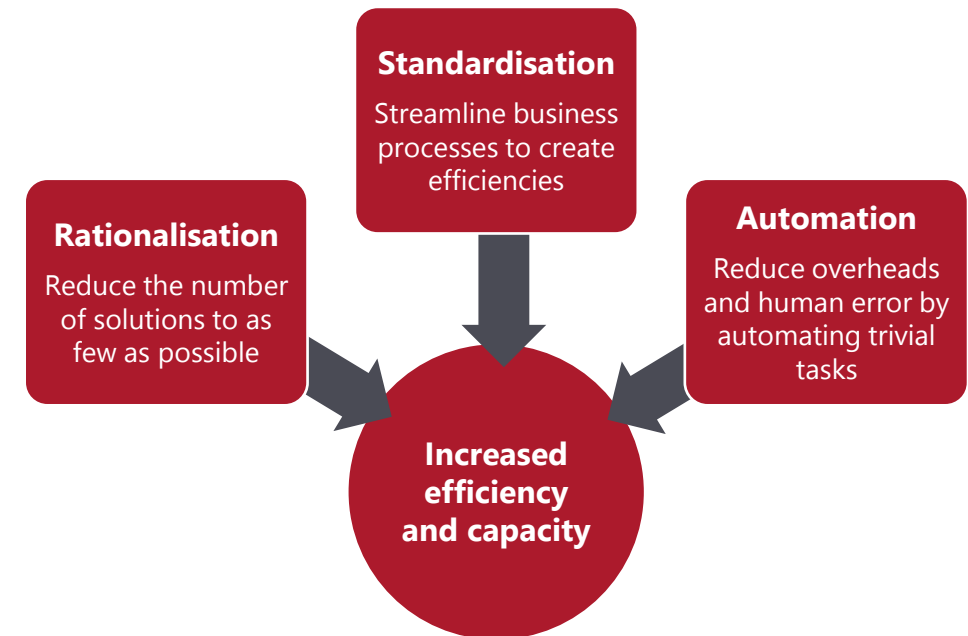


Jonathon Marchant

- Successful development of technology platform a key focus
 - Consolidation of legacy systems into MWeb
 - Improved governance, audit and testing
 - Appointment of platform specialist post year-end
 - Continued investment in IT and increased headcount 22% in the last 12 months
 - Group wide Finance system implementation
- Key outcomes:
 - Group wide administration platform
 - Enhanced client relationships and outcomes
 - Improved operational resilience
 - Operational efficiencies and modern working opportunities
- Further projects to transform landscape:
 - Strategic partnership and investment with Tiller Group
 - Client portal and app development
 - Enhanced organic growth

Stability, scalability, and agility

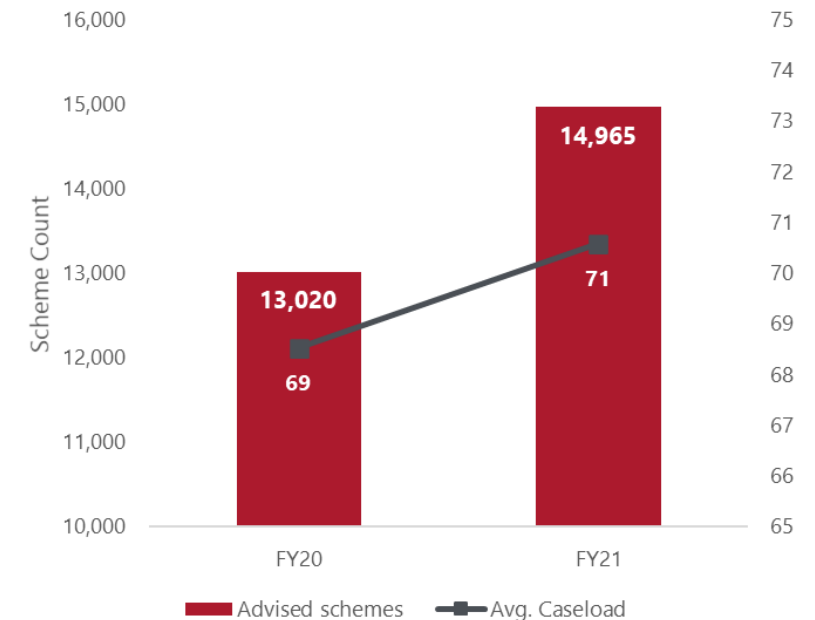
One platform, one solution





- Organisational design
 - Realising benefits of streamlined business unit structure this year
 - Alignment of relationships between clients, consultants and administrators
 - Enabling efficient administration and consistency of processes
 - Increased caseloads
- Integration of acquired businesses
 - Harmonisation of core processes
 - Progressive integration
 - Best of breed
- Technology a key enabler to increased administration efficiency
 - Enables capacity
 - Drives efficiency and accuracy

Improvements in administration processes





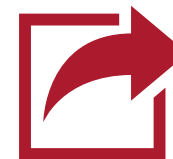
Strategic and cultural fit



Enhances client proposition



Enhances distribution



Ability to integrate



Access to technology/IP



Nature and quality of client base



Deliverable synergies



Sustainable margins



Deal structure that mitigates risks



Attractive market

- Key characteristics:
 - Ageing population
 - Highly fragmented
 - Numerous business models
 - Clear economies of scale
 - Centralised investment propositions
 - Increasing regulatory burden
 - Greater fee transparency and margin pressure
- Significant corporate activity:
 - Consolidation
 - New entrants
 - Private equity and financial investors
- Exciting pipeline of opportunities



- Environmental responsibility:
 - Modern offices, lower emissions – reporting to Greenhouse Gas Protocols
 - Significant reduction in use of paper pre-pandemic and after
 - More to do around renewable energy sources; preparing for TCFD reporting
- Social responsibility:
 - 10% of Amati profit donated to charity, much of it in our local communities
 - No Government COVID-19 support used/requested - responsible governance, socially appropriate
 - Total tax contribution of £18.7m (2020: £19.3m)
- A resilient and responsible client proposition:
 - Attractive client TERs, with continued focus on value, whilst remaining profitable
 - Continuing to provide ethical portfolios
 - Measuring ESG risks and integrating into all client portfolios
 - Creation of unique “Responsible Equity Fund” Sept 2021

Enriching the lives of clients and the communities we work in

- Resilient through pandemic
- Client peace of mind delivered - highly valued
- Client outcomes include how they feel
- A diverse and inclusive business
- Investing in our people for the long-term
- Charity partner – Alzheimer’s Research UK



FINAL RESULTS | Resilient and responsible



- Positive culture:
 - Balanced board
 - High percentage share ownership by management and staff
 - Client focus and respect for staff
- Good governance - measuring up against UN SDGs:



- Attractive market and demographic landscape:
 - Business remains resilient throughout extraordinary times
 - Providing valuable advice and support
 - Delivering strong investment performance
 - Organic strategy complemented by acquisitions
 - Investing in people, technology and infrastructure
- Responsibly integrated:
 - Positive culture
 - Expanding across the value chain
 - Opportunities for further growth and operational efficiency
 - Proven track record of integrating acquired businesses
- Remaining agile and competitive
- Trading in line with management's expectations:
 - 2H21 trading momentum continuing into current year
 - Record year for acquisitions and post year-end completions of Maven, Ludlow and Richings
 - Focus remains on integration, synergies and organic growth

Great client outcomes
lead to **strong retention**
and **sustainable returns**

APPENDICES

FINAL RESULTS 2021

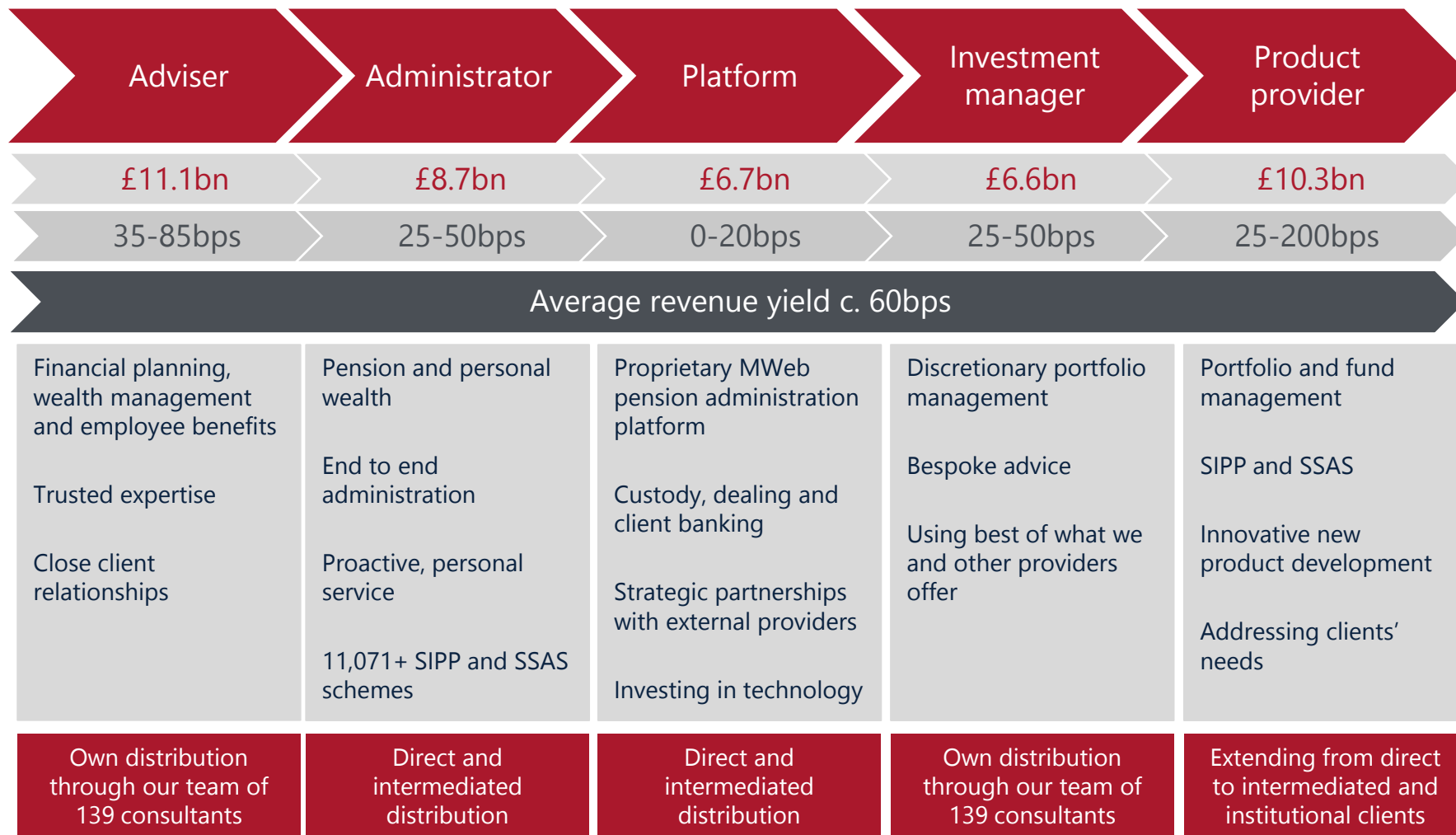


 Mattioli
Woods plc
We are where you are

- Our model
- Market landscape
- Client assets
- Revenue yield
- Income statement and EPS
- Acquisition accounting
- Dividend
- Cash flow
- Segment results
- Regulatory capital

Our world is one in which financial advice is **trusted, thoughtful** and **enriching**.

FINAL RESULTS | Our model

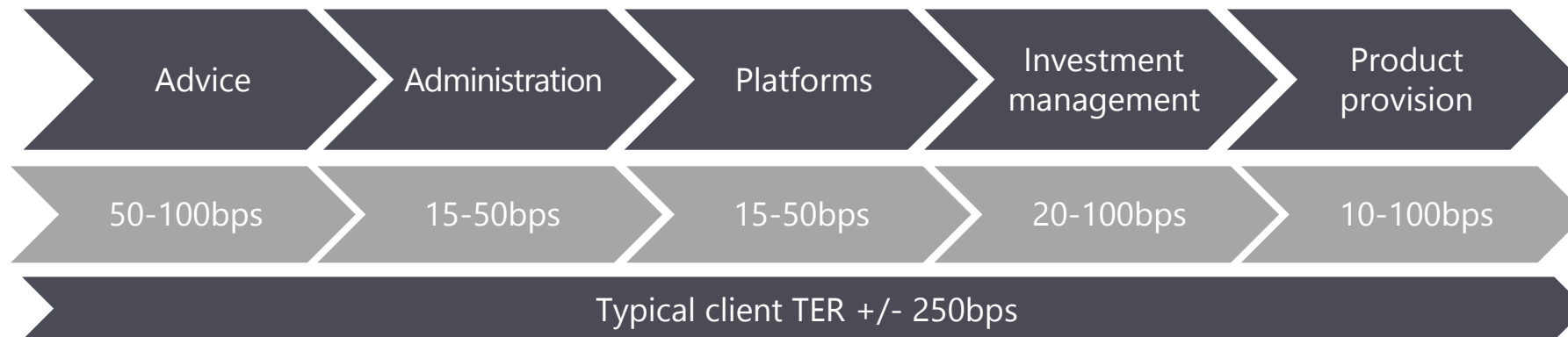


Responsible integration

- Comprehensive offering
- Addressing more of the value chain
- Investing for growth
- Multiple distribution channels
- Cascading wealth through the generations
- Expect decumulation to have a positive impact on Group's results

Using the best of what we and other providers offer to create **great client outcomes**

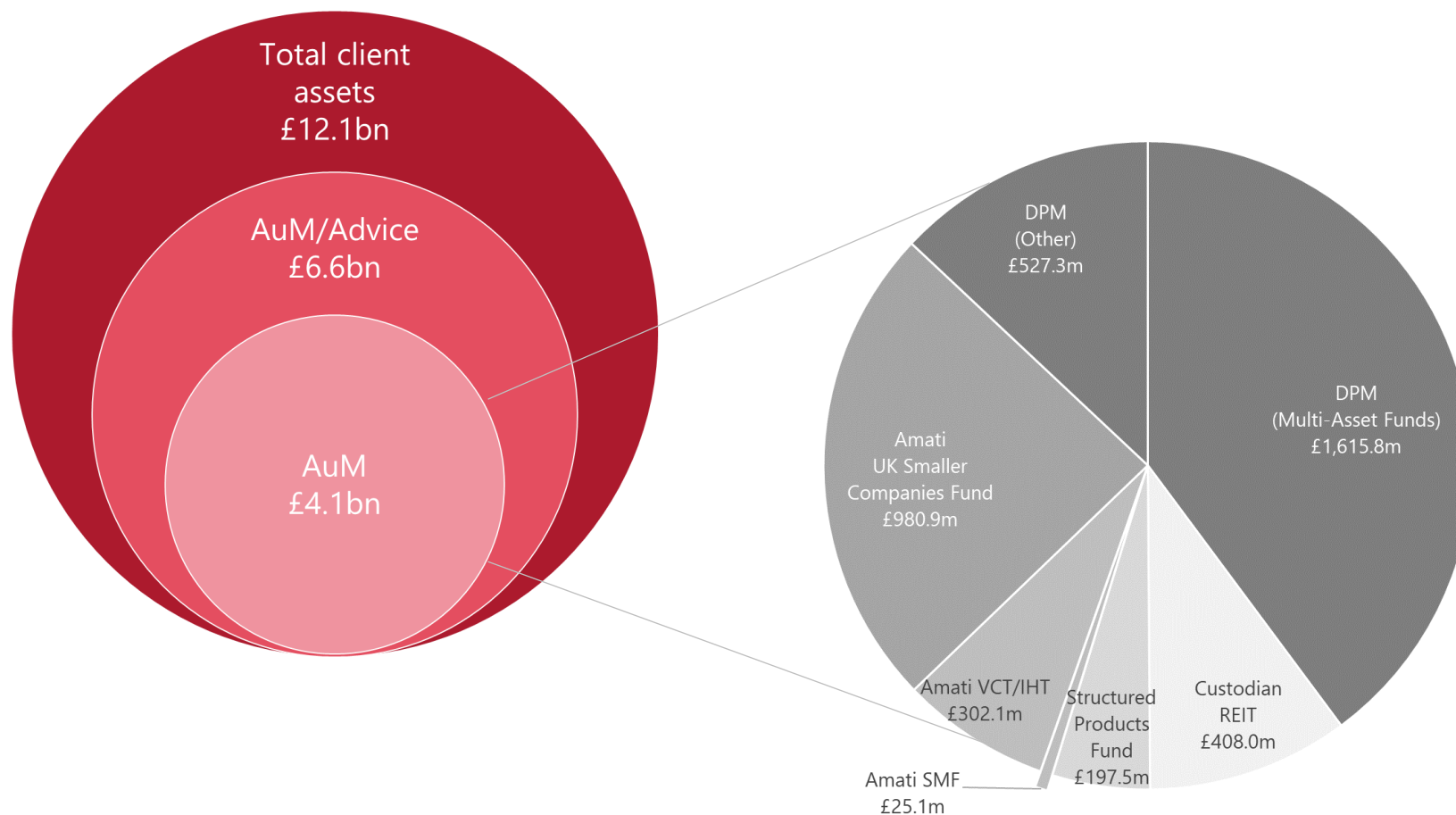
FINAL RESULTS | Market landscape



<p>Increased cost of advice post-RDR</p> <p>Value derived through trusted relationships</p> <p>Models now drive clients to investment proposition</p>	<p>Personal wealth and pensions</p> <p>Property</p> <p>Collective investment vehicles</p> <p>Client reporting</p>	<p>Focus on gathering clients' assets</p> <p>Scale and security are key competitive tools</p> <p>Easy to migrate assets, but must consider suitability</p> <p>New technologies</p>	<p>Ranges from stockbrokers to DPM</p> <p>Constraint to growth is distribution</p> <p>Differentiation limited to performance, price and quality of service</p>	<p>Fund managers and life companies</p> <p>Facing pricing pressures</p> <p>Regulator scrutinising value for the client</p>
---	---	--	--	--

Attractive market and demographic backdrop

- Increasing need and demand for advice
- Underpinned by regulatory and fiscal changes
- Fragmented landscape, with variety of participants within each vertical
- Savings market remains dominated by pensions, but is changing



Sustainable model

- Fee-based revenues less sensitive to market performance
- Strong growth within Employee Benefits
- £726m increase in Amati AuM¹
- Addition of the “Amati Strategic Metals Fund” in March
- Strong performance from our REIT and our discretionary portfolios.²
- Decision taken to close SPF after year end based on potential for better client outcomes
- £131m (2020: £134m) benefits paid out to clients in the year

1. £680.2m net inflows & investment performance net of cross holdings and MW client holdings.
 2. £246.5m. Market performance across MW investments (REIT and Mattioli Woods discretionary fund management)

FINAL RESULTS | Client assets

Assets under management, administration and advice	SIPP and SSAS £m	Employee benefits £m	Personal wealth and other assets £m	Sub-total £m	Amati ¹ £m	Total £m
At 1 June 2020	6,029.0	1,024.2	1,731.3	8,784.5	515.8	9,300.3
Acquisitions in the period	381.4	-	918.5	1,299.9	-	1,299.9
Net inflows/(outflows), including market movements	330.6	428.0	84.4	843.0	680.2	1,523.2
At 31 May 2021	6,741.1	1,452.1	2,734.2	10,927.4	1,196.0	12,123.5

Total client assets of
£12.1bn

- Gross AuM £4.1bn

Assets under management	DPM £m	Custodian REIT £m	Mattioli Woods SPF £m	Amati £m	Gross AuM £m	Cross-holdings in DPM ² £m	Cross-holdings in Amati funds ³ £m	Net AuM £m
At 1 June 2020	1,412.6	354.5	204.0	581.5	2,552.6	(127.9)	(11.5)	2,413.2
Acquisitions	438.6	-	-	-	438.6	-	-	-
Inflows	204.2	0.6	1.3	401.2	605.9	(16.0)	(5.7)	584.2
Outflows	(105.9)	-	(36.9)	(11.5)	(117.4)	-	-	(117.4)
Market movement	193.6	52.9	29.1	337.0	577.0	-	-	577.0
At 31 May 2021	2,143.1	408.0	197.5	1,308.1	4,056.6	(144.0)	(17.2)	3,895.4

1. Excludes £94.9m (2020: £54.1m) of Mattioli Woods' client investment included within SIPP and SSAS, employee benefits and personal wealth and other assets and excludes £17.2m (2020: £11.5m) of cross-holdings between the TB Amati Smaller Companies Fund and the Amati AIM VCT plc.
2. Comprises £26.6m (2020: £25.2m) invested in Custodian REIT, £44.0m (2020: £57.6m) in the Mattioli Woods Structured Products Fund and £73.3m (2020: £45.1m) in Amati funds.
3. Cross-holdings between TB Amati Smaller Companies Fund and Amati AIM VCT plc.

FINAL RESULTS | Revenue yield

By division	Client assets		Annualised revenue yield	
	2021 £bn	2020 £bn	2021 bps	2020 bps
Wealth Management ¹	9.48	7.76	60	68
Employee Benefits ²	1.45	1.02	38	55
Total (excluding Amati)	10.93	8.78	57	67
By segment ³	£bn	£bn	bps	Bps
Pension consultancy and administration	6.74	6.03	28	34
Investment and asset management	4.91	3.59	68	75
Property management	0.52	0.47	95	116

Responsibly integrated

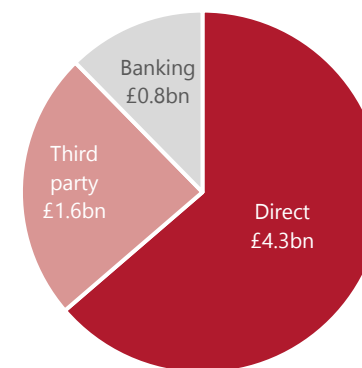
- Holistic proposition – addresses more of the value chain
- Revenue yield reduction due to full allocation of assets with only partial revenue recognition for acquisitions
- Growth in client assets both organically & through acquisition

1. Comprises pension consultancy and administration, investment and asset management and property management.

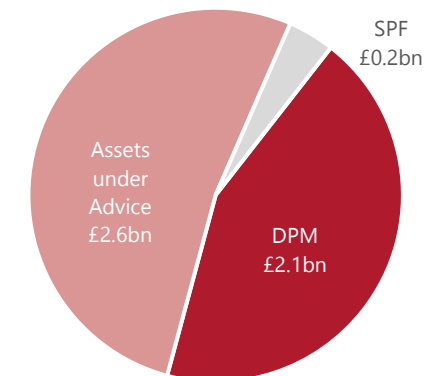
2. Employee benefits revenues are not typically linked to the value of client assets.

3. Certain assets are included in more than one segment (for example, assets under advice held within a client's pension scheme are included in "pension consultancy and administration" and "investment and asset management").

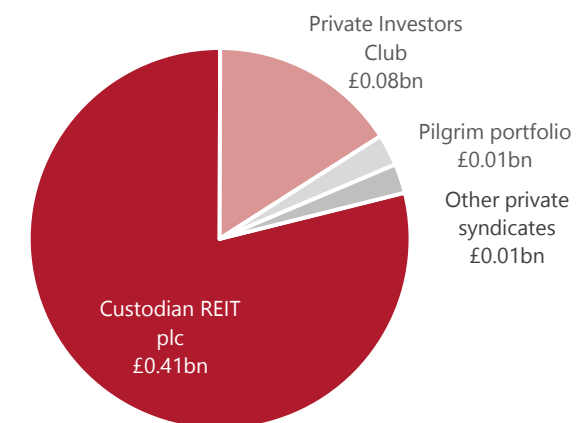
Pension consultancy and administration



Investment and asset management



Property



FINAL RESULTS | Income statement

	2021 £m	2020 £m	%△
Investment and asset management	33.4	26.8	24.3%
Pension consultancy and administration	18.8	20.6	(8.5%)
Property management	4.9	5.4	(9.3%)
Employee benefits	5.5	5.6	(1.0%)
Revenue	62.6	58.4	7.2%
Employee benefits expense	(34.1)	(27.6)	23.6%
Other administrative expenses ²	(16.8)	(11.7)	22.3%
Share based payments	(1.5)	(1.3)	10.5%
Impairment loss on financial assets	(0.0)	(0.6)	
Loss on disposal of property, plant and equipment	(0.0)	(0.0)	(95.9%)
EBITDA	10.1	17.2	(41.3%)
Acquisition-related costs	2.6	0.3	676.9%
Share of profit from associates, net of tax	1.1	0.6	80.3%
Gain on bargain purchase	(0.3)	-	-
Contingent consideration as remuneration	3.8	0.8	407.1%
Adjusted EBITDA	17.3	18.9	(8.3%)
Depreciation, amortisation and impairment	(5.9)	(5.0)	17.4%
Net finance costs	(0.2)	(0.1)	130.4%
Share of profit from associates, net of tax	1.1	0.6	80.3%
Profit before tax	5.1	12.7	(59.6%)
Income tax expense	(3.7)	(3.2)	14.7%
Profit for the period (PAT)	1.4	9.5	(85.3%)

Adjusted EBITDA growth

- High recurring revenues
- Continued growth in revenue and adj. EBITDA

1. Note certain figures in the table above may not add due to rounding.
2. Includes gain on Amati option and impairment loss on receivables.

FINAL RESULTS | Earnings per share

	Profit 2021 £m	EPS 2021 pps	Profit 2020 £m	EPS 2020 pps	△ in EPS
Statutory PBT	5.1		12.7		
Income tax expense	(3.7)		(3.2)		
Statutory PAT / Basic EPS	1.4	5.1	9.5	34.9	(85.4%)
Reported profit before tax	5.1		12.7		
Amortisation on acquired intangibles	2.8		2.1		
Acquisition-related costs	2.6		0.3		
Notional finance costs	0.1		0.1		
Gain on bargain purchase	(0.3)		-		
Contingent consideration as remuneration	3.8		0.8		
Adjusted PBT	14.2		16.0		
Income tax expense at standard rate	(2.7)		(3.0)		
Adjusted PAT / Adjusted EPS¹	11.5	41.1	12.9	47.6	(13.7%)

Basic weighted average number of shares	27.9m	27.2m
Effective tax rate	73.0%	25.5%
Standard rate of tax	19.0%	19.0%

Adjusted EPS down 13.7%

- Like-for-like comparison
- Current year impacted by restoration of discretionary staff bonuses and increased acquisition costs
- Effective corporation tax rate:
 - Increased to 73.0% (2020: 25.5%)
 - Impact of new tax rate from 01 April 2023 of 25% on deferred tax assets and liabilities increased effective rate

1. Note certain figures in the table above may not add due to rounding.

FINAL RESULTS | Acquisition accounting



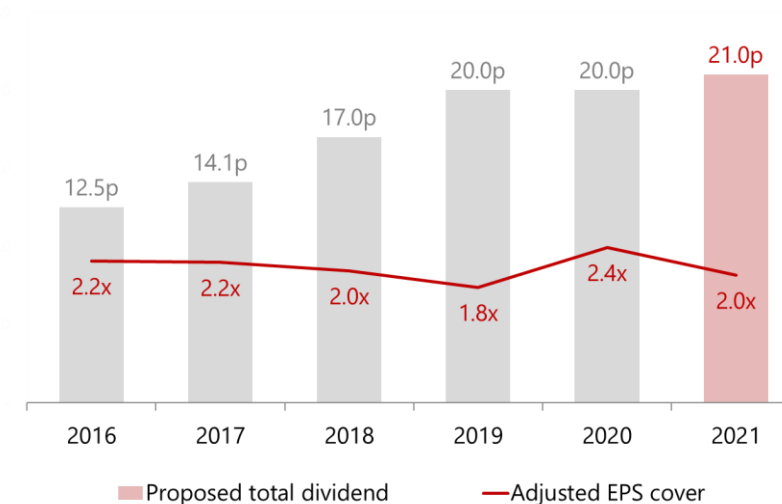
	Previous Acquisitions £m					FY21 Acquisitions £m		Total
	TCF Global (Aug-11)	Thoroughbred Wealth Mgt (Jul-13)	Boyd Coughlan (Jun-15)	Taylor Patterson (Sep-15)	SSAS Solutions (UK) (Mar-19)	Hurley Partners (Jul-20)	Pole Arnold (Apr-21)	
Restatement to Goodwill	(2.8)	(2.0)	(1.5)	(2.9)	(1.4)	-	-	(10.7)
Restatement to opening reserves	(2.8)	(2.0)	(1.5)	(2.9)	(0.8)	-	-	(10.1)
Deferred consideration as remuneration	-	-	-	-	(0.8)	-	-	(0.8)
Reduced finance expense on discounted provisions	-	-	-	-	0.1	-	-	0.1
Restatement to FY20 PBT	-	-	-	-	(0.7)	-	-	(0.7)
Deferred consideration as remuneration FY21	-	-	-	-	(0.6)	(2.9)	(0.3)	(3.8)

1. All figures £m unless specified. Note certain figures in the table above may not add due to rounding.

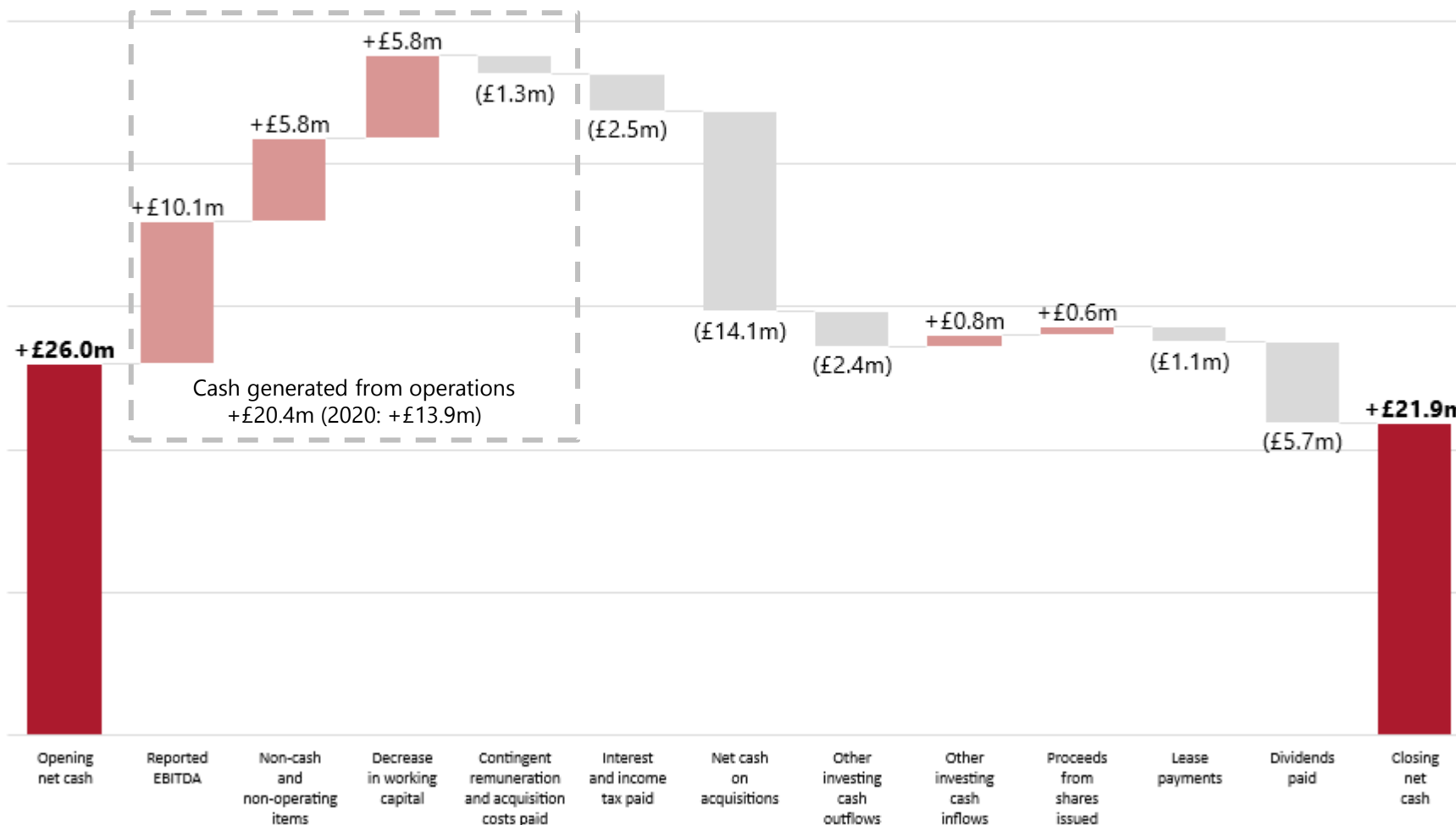
- Proposed final dividend of 13.5p (2020: 12.7p):
 - Cash generative business
 - Recognise importance of dividends to shareholders
 - Balanced needs of all stakeholders including staff for who discretionary bonuses were reinstated in the year
- Progressive policy:
 - 11% CAGR in total dividend over last 5 years
- Well-covered by earnings:
 - 2.0x adjusted EPS (2020: 2.4x)
 - 0.2x basic EPS (2020: 1.9x)
- Improved cash flow cover:
 - £2.5m (2020: £4.4m) income tax paid in period
 - 1.2x operating cash flow (2020: 1.0x)
 - Significant increase in investing activity for acquisitions in the year £14.1m (2020: £1.4m)

Proposed total dividend up to 21.0p (2020: 20.0p)

- Increasing shareholder wealth
- Remain committed to growing the dividend in the future when appropriate to do so



FINAL RESULTS | Cash flow



Highly cash generative

- 202% of EBITDA converted to cash (2020 restated: 81%)
- Reduction in working capital:
 - £5.0m increase in payables
 - £1.0m reduction in receivables
- Operating cashflows include £0.6m contingent remuneration and £0.7m acquisition costs paid
- £14.1m paid on acquisitions
 - £13.0m on FY21 acquisitions
 - £1.1m contingent consideration paid
- £0.6m net capex in period
- £5.7m of dividends paid

FINAL RESULTS | Segment results

Revenue synergies

Business referred between segments

	Investment and asset management £m	Pension consultancy and admin £m	Property management £m	Employee benefits £m	Total segments £m	Corporate costs £m	Consolidated £m
--	---------------------------------------	-------------------------------------	---------------------------	-------------------------	----------------------	-----------------------	--------------------

Year ended 31 May 2021

Revenue	33.4	18.8	4.9	5.5	62.6	-	62.6
Segment profit before tax	9.2	5.8	0.6	0.8	16.3	(11.2)	5.1
Segment margin	28%	31%	12%	14%	26%		13%

Year ended 31 May 2020

Revenue	26.8	20.6	5.4	5.6	58.4	-	58.4
Segment profit before tax	9.6	6.5	1.1	1.1	18.4	(5.7)	12.7
Segment margin	36%	32%	20%	20%	32%		22%

1. Note certain figures in the table above may not add due to rounding.

- Strong capital position:
 - Capital resources are 183% of requirement
 - Strengthened since completion of placing post-year end
 - Flexibility to pursue acquisitions
- Capital resources:
 - Total equity less intangibles and other deductions
- Pillar 1 own funds requirement:
 - Credit risk / Market risk / Operational risk (Fixed-overheads)
- Pillar 2A requirement:
 - Stress-testing key risks over a one year horizon
- Investment Firm Prudential Regime (“IFPR”):
 - Impact embedded in capital and liquidity planning
 - Reduction in capital resources following withdrawal of certain reliefs
 - Total capital requirements not expected to materially change

Understanding our capital position

Strong balance sheet

	May 2021 £m	May 2020 £m
Regulatory capital		
Net assets at period end	86.2	91.6
Capital deductions	(64.4)	(55.4)
Capital resources ¹	21.8	36.2
Pillar 1 minimum capital requirement	11.9	10.7
Surplus before Pillar 2A	9.9	25.5
Incremental Pillar 2A requirement	-	2.9
Regulatory capital requirement	11.9	13.6
Surplus	9.9	22.6
<i>Surplus as % of requirement</i>	<i>83%</i>	<i>166%</i>

Our world is one
in which financial
advice is **trusted**,
thoughtful and
enriching.

Questions?



DISCLAIMER

The information contained in this document has been prepared by Mattioli Woods plc (the 'Group' or 'Company'). This document does not constitute or form part of any offer for sale or solicitation of any offer to buy or subscribe for any shares in the Company nor shall it form the basis of or be relied on in connection with, or act as any inducement to enter into, any contract or commitment whatsoever. No reliance may be placed for any purpose whatsoever on the information or opinions contained in this document, the presentation or the completeness, accuracy or fairness.

Certain statements in this document are forward-looking statements which are based on the Group's expectations, intentions and projections regarding its future performance, anticipated events or trends and other matters that are not historical facts. These forward-looking statements which may use words such as 'aim', 'target', 'anticipate', 'believe', 'intend', 'estimate', 'expect' and words of similar meaning, including all matters that are not historical facts. These forward-looking statements involve risks and uncertainties that could cause the

actual results of operations, financial condition, liquidity, dividend policy and the development of the industry in which the Group operates to differ materially from the impression created by the forward-looking statements.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors that could cause results to differ materially from those expressed or implied by such forward looking statements. Given these risks and uncertainties, prospective investors are cautioned not to place undue reliance on forward-looking statements.

The Group undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

Mattioli Woods plc. Registered in England No 03140521
1 New Walk Place, Leicester, LE1 6RN
© Mattioli Woods plc, all rights reserved



Mattioli Woods plc is authorised and regulated by the Financial Conduct Authority