



Conclusion

Capital Markets Day

May 2018



Thank you

Vision and values

Our purpose is to empower informed, decisive, adventurous people to access opportunities in financial markets. We exist to meet a genuine need, and know how we should meet it.



Champion the client

- Good client outcomes are pivotal to all we do
- Created a business model sustainable for last 44 years and for years to come



Lead the way

- Embedded into Senior Management team
- We respect regulation and the rule of law
- Our business is run appropriately for our stakeholders



Love what we do

- Our people care about clients and each other
- As a team, we deliver the best products and services to our clients

Conclusion

Supportive of regulatory objectives to improve client outcomes in the industry

- We will continue to lead the way in the industry
- We are best placed in our industry to respond to regulatory change

There will be a shakeout in the industry

- We will be the winners when reputation of industry improves
- We attract and retain the best clients by servicing them well

Our business model is scalable and difficult to replicate

- 40+ year long history of revenue growth and innovation
- Our model will stand the test of time; continuing to grow and deliver attractive shareholder returns



End

For further information, please contact:

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