

2026 Full-year results

3 September 2026

Highlights

- ▶ Return to positive net flows in FY26
- ▶ Broad based FUMA and revenue growth
- ▶ Brooks Financial delivers income growth and a proven model for future scale
- ▶ Strong investment performance
- ▶ Completed phase of major investment in the business to drive growth, efficiency and customer service

“
Our business transformation is delivering results, and we now have the capabilities to capture the significant market opportunity that exists

”

Financial review

Katherine Jones, Chief Financial Officer

2026 financial results

Record FUMA, revenue growth, efficiency benefits emerging

Funds under management
and advice

£21.7bn

2025: £19.1bn

Revenue

£118.1m

2025: £111.6m

Underlying costs

£90.3m

2025: £85.2m

Underlying profit

£29.0m

2025: £28.9m

Underlying Earnings per Share

137.9p

2025: 130.4p

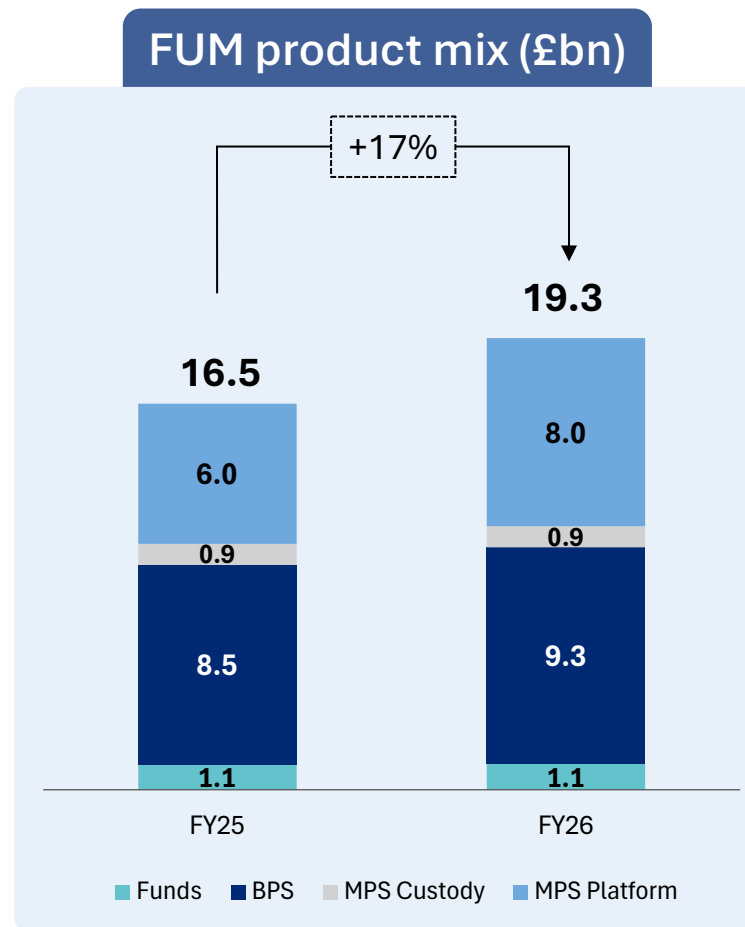
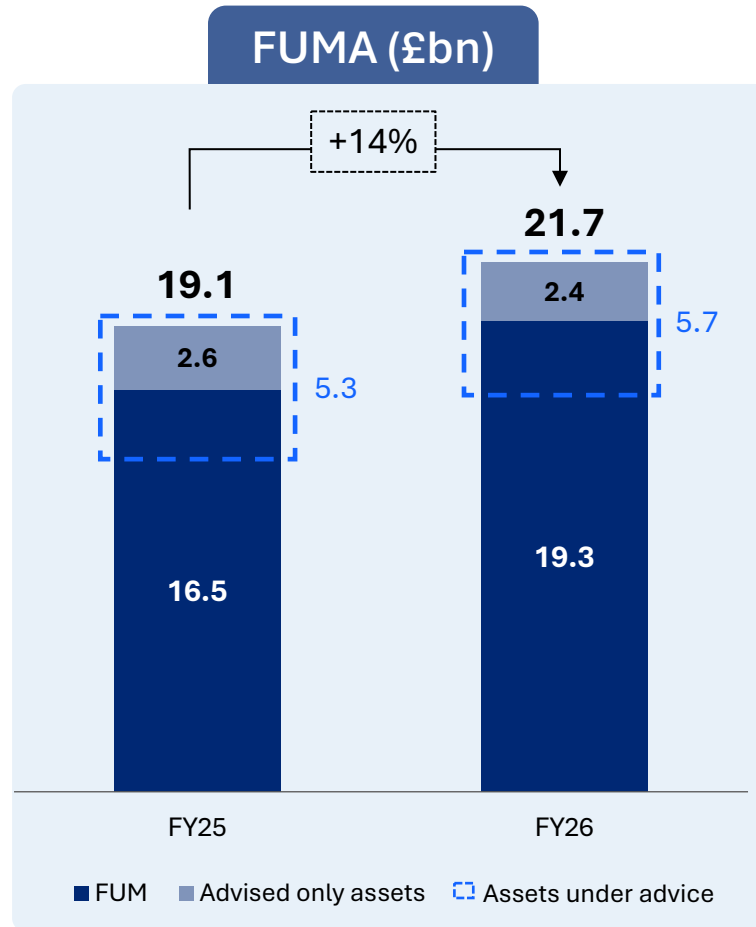
Dividends per Share

83.0p

2025: 81.0p

FUMA overview

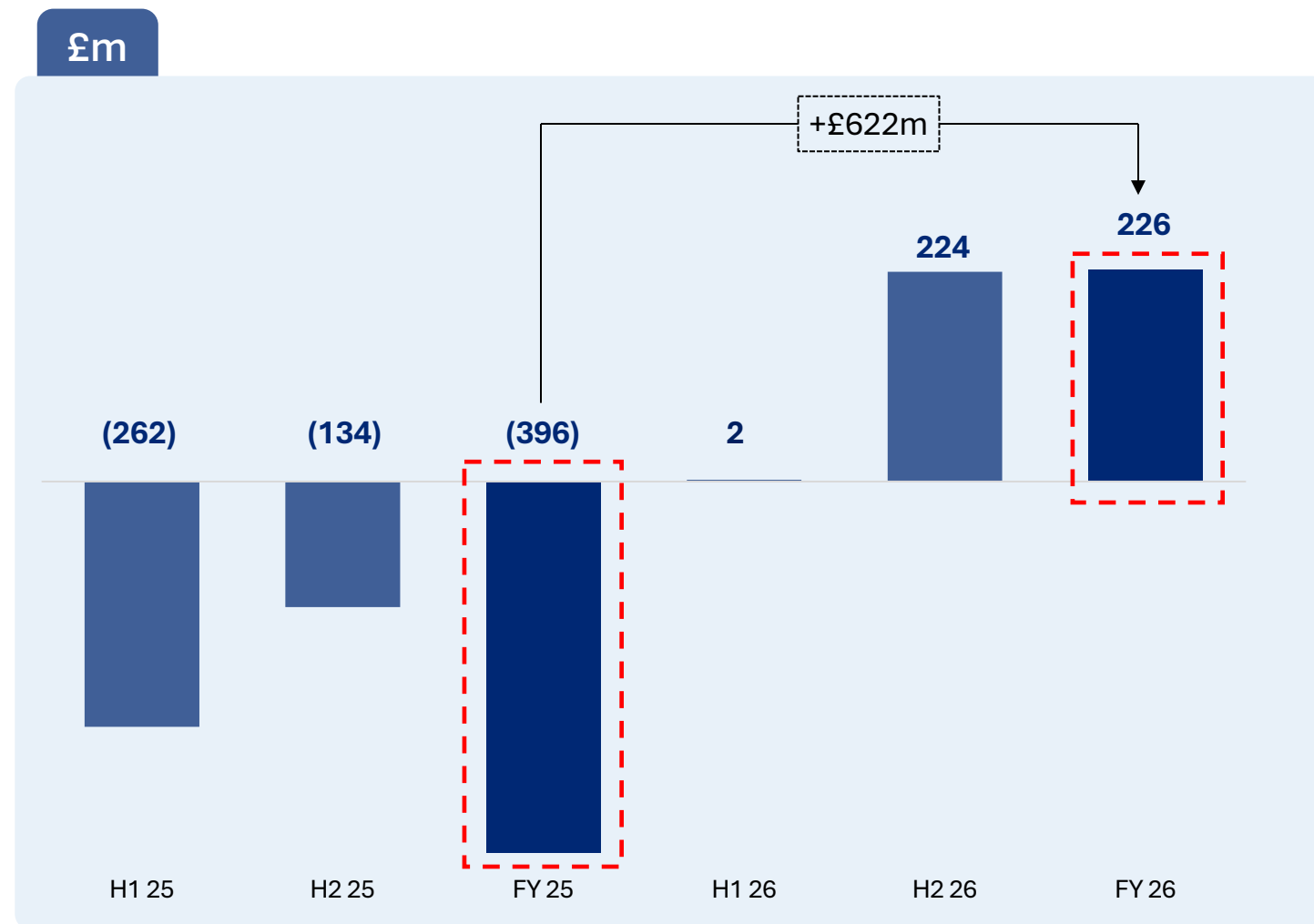
Strong market & investment performance and net fund inflows increases FUMA to record levels



- ▶ Total FUMA up 14% to £21.7bn, FUM up 17% to £19.3bn
- ▶ Market and investment performance contributed £2.5bn and outperformed the Morningstar PIMFA (Balanced) Index
- ▶ BPS FUM up 9% to £9.3bn
- ▶ Platform MPS (“PMPS”) FUM up 35% to £8.0bn
- ▶ Advised assets of £5.7bn

Net flows performance

Strategy delivers improvement in net flows of more than £600m in FY26 vs FY25



- ▶ First year of positive net flows since 2023
- ▶ £226 million of net inflows in FY26
- ▶ PMPS annualised net flow growth rate of 15%
- ▶ c50% improvement in BPS net outflows vs FY25

Revenue performance

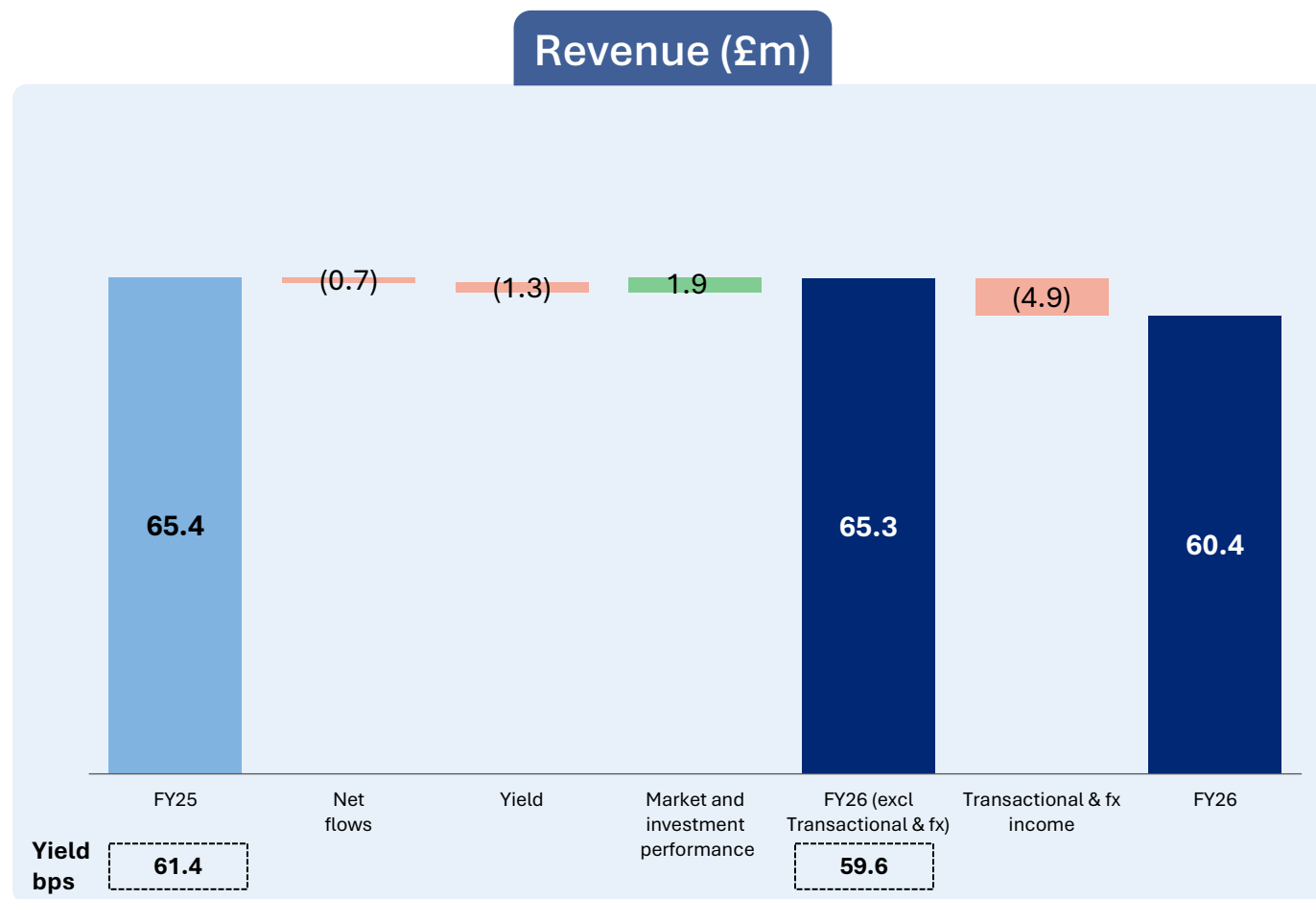
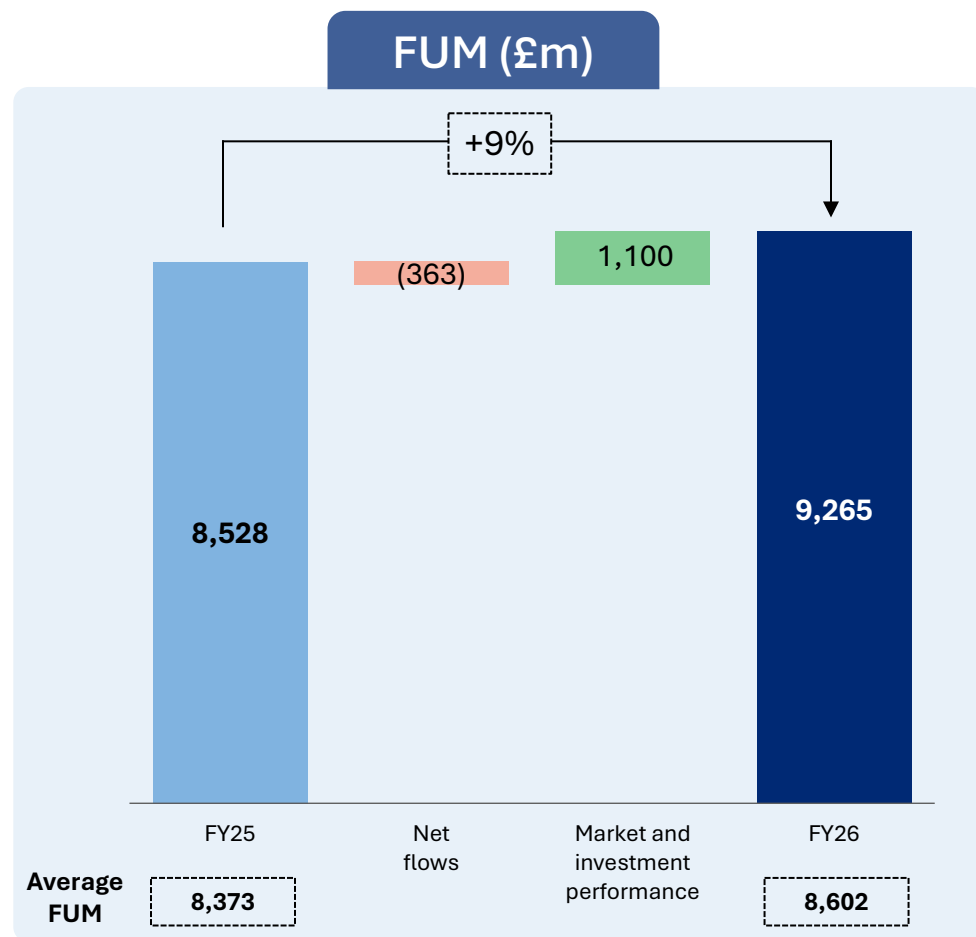
Brooks Financial drives revenue growth

£ millions	FY26	FY25
Fee income	74.4	72.9
Financial Planning income	28.6	17.1
Transactional and FX income	9.1	14.0
Interest income	6.0	7.6
Total revenue	118.1	111.6

- ▶ Fee income growth primarily driven by increased FUM
- ▶ Financial Planning income includes acquired businesses for full year. Revenue up 10% on a like for like basis vs FY25
- ▶ Transactional income impacted by lower trading volumes vs FY25
- ▶ Interest income reduced due to lower average interest rates

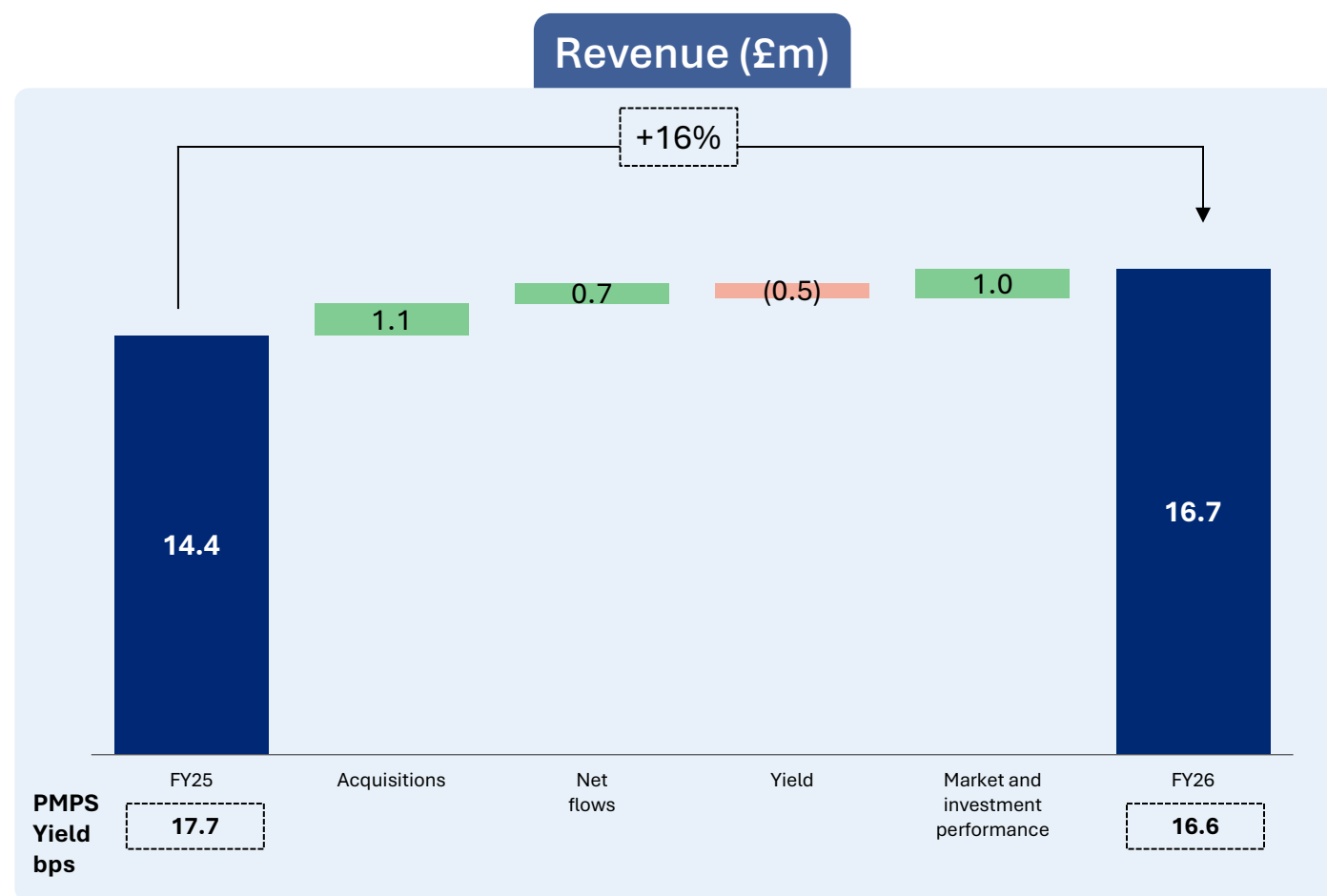
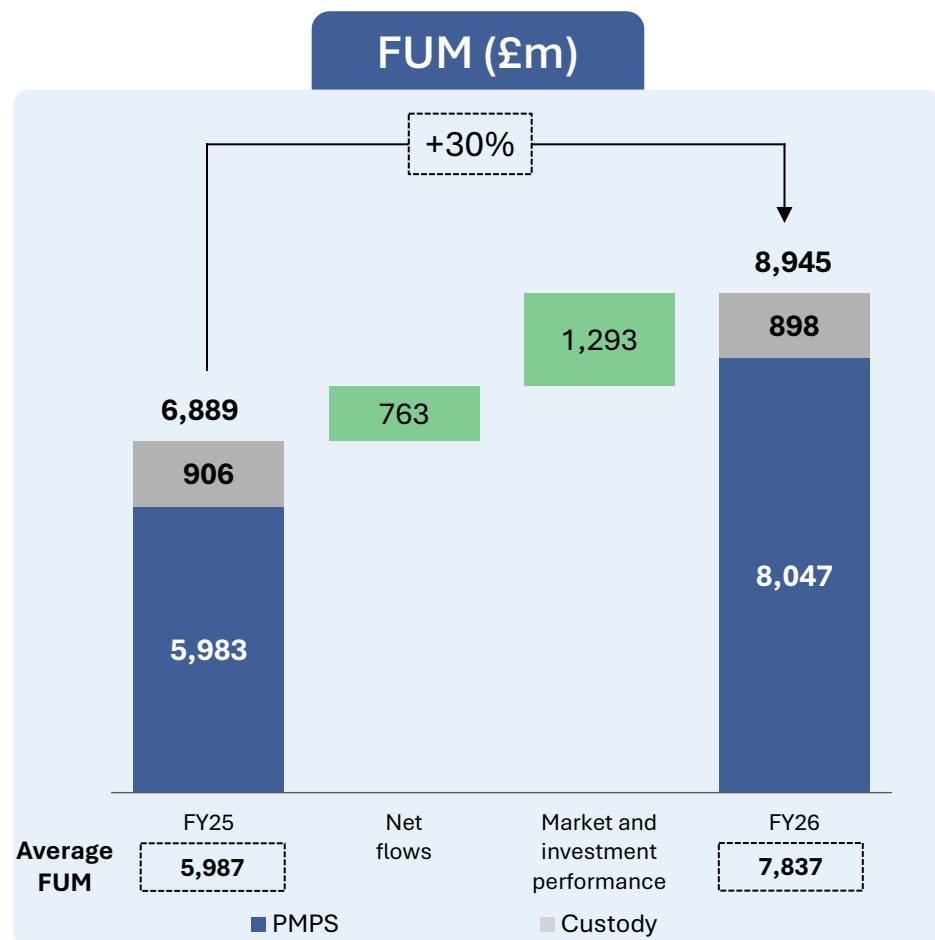
Bespoke Portfolio Service

BPS FUM +9%, including a c50% improvement in net outflows



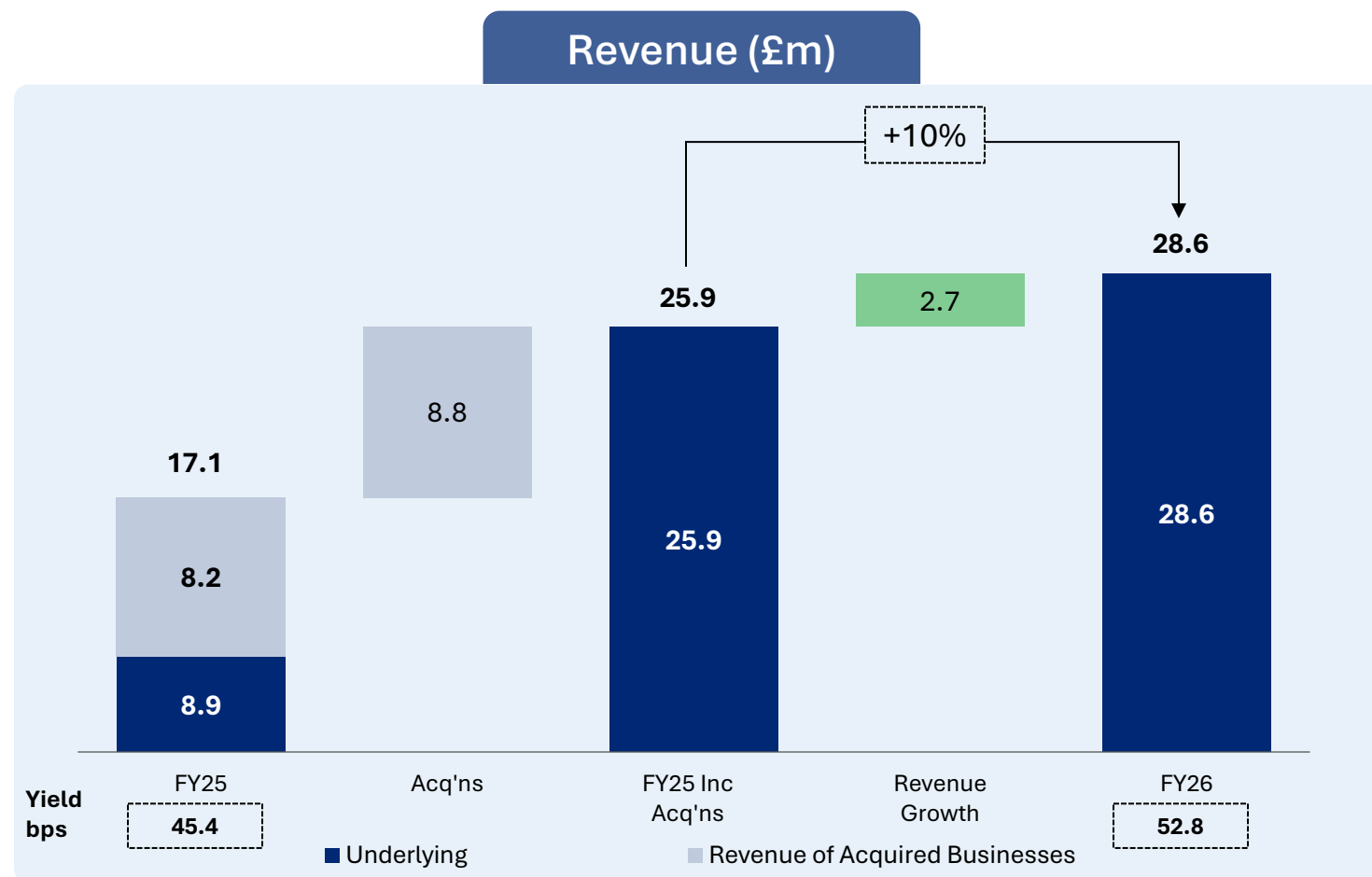
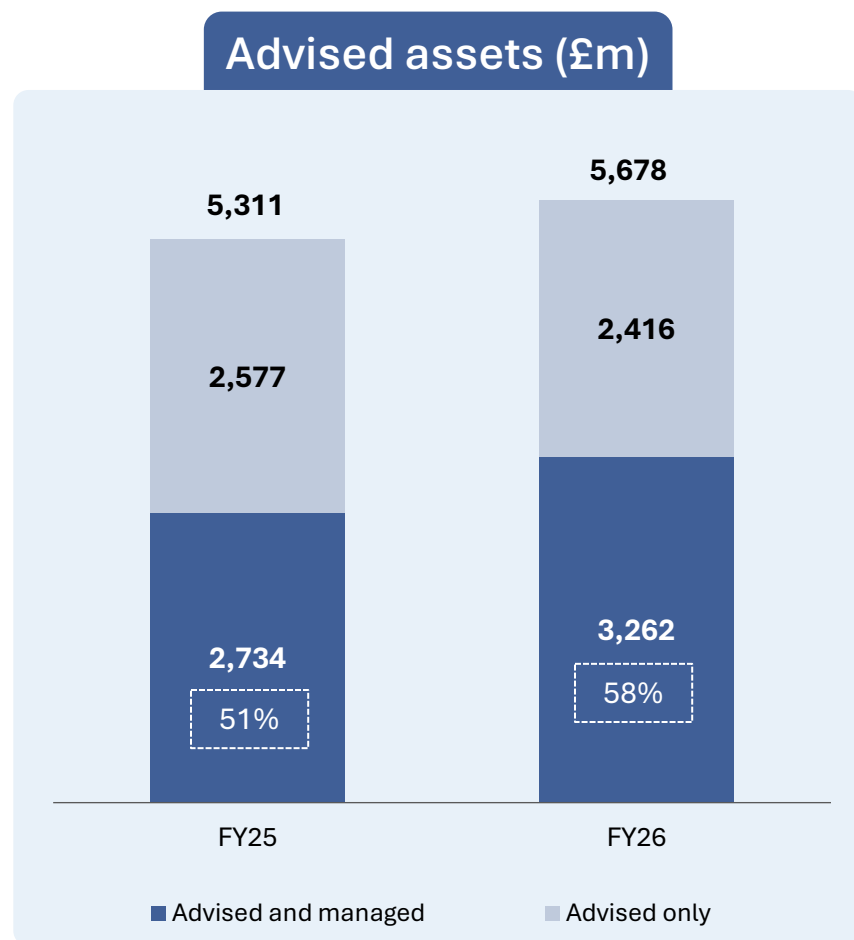
Managed Portfolio Service

MPS FUM +30%, increasing revenue by +16%



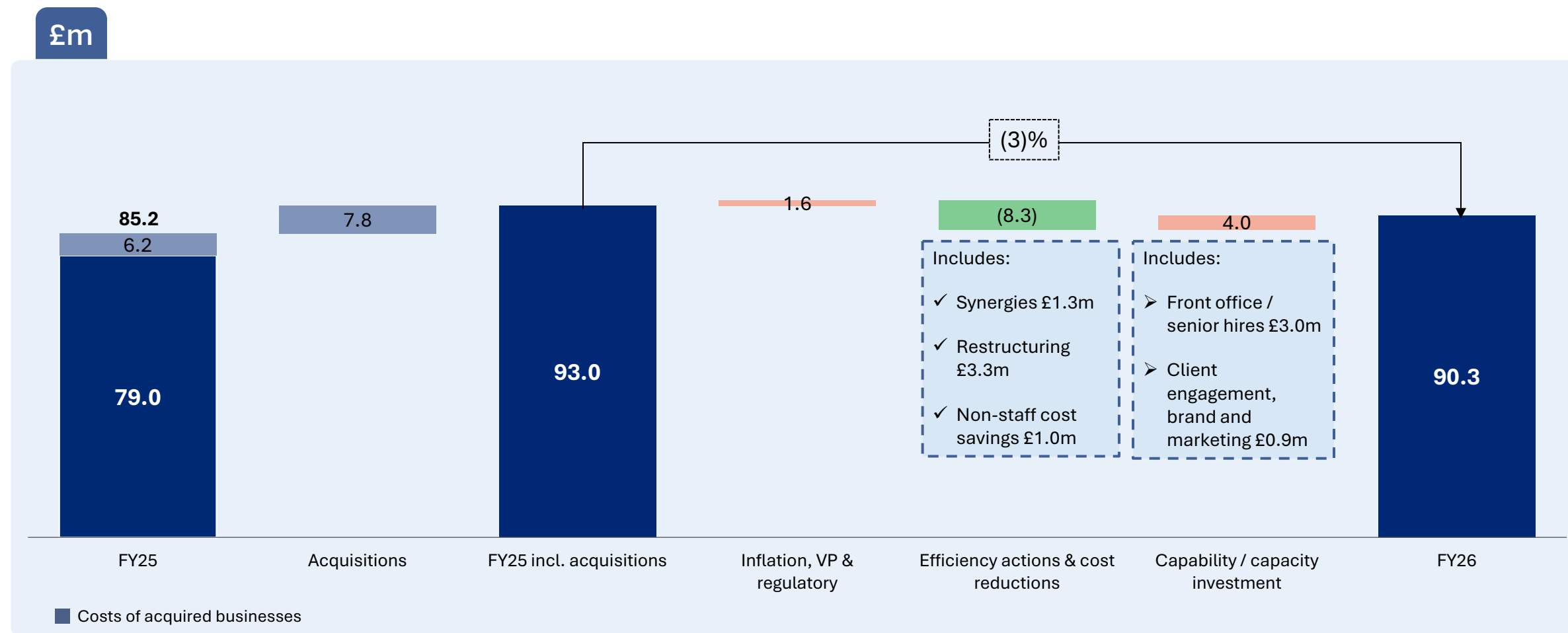
Financial Planning

Revenue +10% on a like for like basis, now c25% of total Group revenue



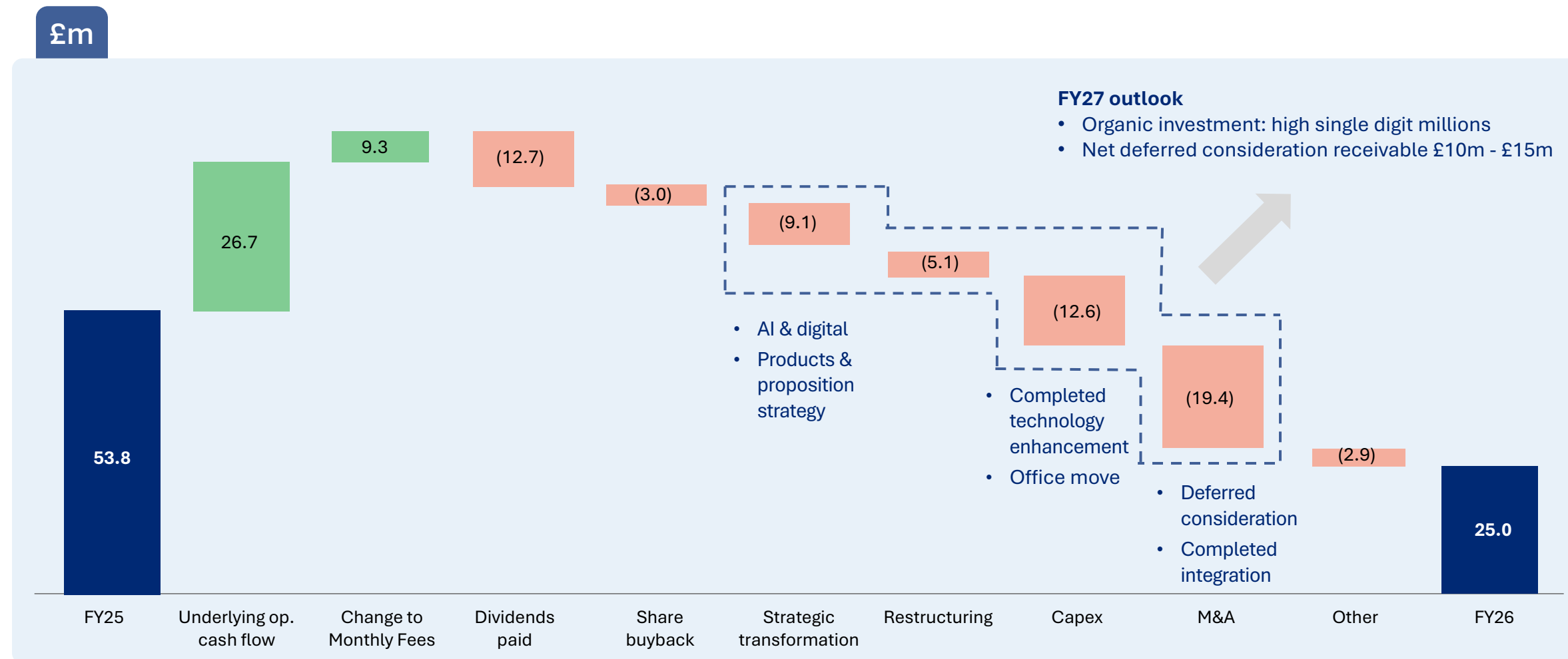
Underlying cost analysis

Efficiency actions and financial planning synergies create capacity for investment



Cash position

Transformed the business to deliver growth and efficiency



Notes: 1. Group liquid assets are inclusive of UK government gilts and money market funds. 2. Other includes insurance recoveries from litigation relating to legacy matters of £4.7 million, offset by purchase of shares by the Employee Benefit Trust ("EBT") of £1.2 million, and timing differences of cash payments and other items.

Summary and medium-term targets

Record FUMA, revenue growth, efficiency benefits emerging

- ▶ Strategy delivers improvement in net flows of more than £600m in FY26 vs FY25
- ▶ Revenue growth reflects Brooks Financial +10%, now c25% of total Group revenue
- ▶ MPS FUM +30%, increasing revenue by +16%
- ▶ Efficiencies, cost discipline and integration synergies drive -3% reduction in expenses
- ▶ Investment has lifted efficiency, deepened capability and enhanced growth capacity

Confident in delivery of medium-term targets

Annualised net inflows

+5%

BAU costs growth

<5%

Our strategy

Andrea Montague , Chief Executive Officer

We have transformed our business

H1 2024	Today
Investment Manager focused distribution model	Integrated distribution model covering external IFAs, investment management services and direct clients with enhanced regional coverage
Product offering that required modernisation	Product range revamped including Retirement Strategies and new MPS offerings with comprehensive platform coverage
Outdated and disparate technology and data platform	Single data and administration platform enabling client digital choice accelerated service times and efficiency gains
International business with limited growth potential	Sale of international business
AIM listed	London Stock Exchange main market listing with share buyback completed, returning £35m to shareholders*
Sub-scale financial planning offering	Brooks Financial launched, providing Independent Financial Advice under a single operating model with integration synergies delivered
Building a human-led, digitally enabled wealth manager distributing through independent advice	

Strong progress against our three strategic priorities

Delivering excellent client service

- ✓ Accelerated onboarding of new clients, now less than four hours for new accounts over £1m
- ✓ BM Invest App delivered for clients and IFAs
- ✓ AI Automation of meeting notes and administration enabling Financial Planners to focus on face-to-face time with clients
- ✓ Gold Defaqto DFM service rating

Broadening and deepening client reach

- ✓ Integrated Distribution & Investment Management teams providing holistic IFA service & solutions
- ✓ Brooks Macdonald Strategic Partnership launched, focused on deep relationships with high quality IFA firms
- ✓ AI enabled CRM driving new client and retention opportunities
- ✓ Retirement Strategies now available on all major UK platforms

Driving scale and efficiencies

- ✓ Platform MPS Building Blocks launched enabling faster execution of investment decisions
- ✓ Brooks Financial synergies exceeded and scalable capability built
- ✓ AI automation of paraplanning and administration activities
- ✓ Digital onboarding, self-servicing and move to paperless

Strong results across our three strategic priorities

Delivering excellent client service

PMPS FUM: +35% ↑ Increased

BPS FUM: +9% ↑ Increased

Broadening and deepening client reach

Revenue: +6% ↑ Increased

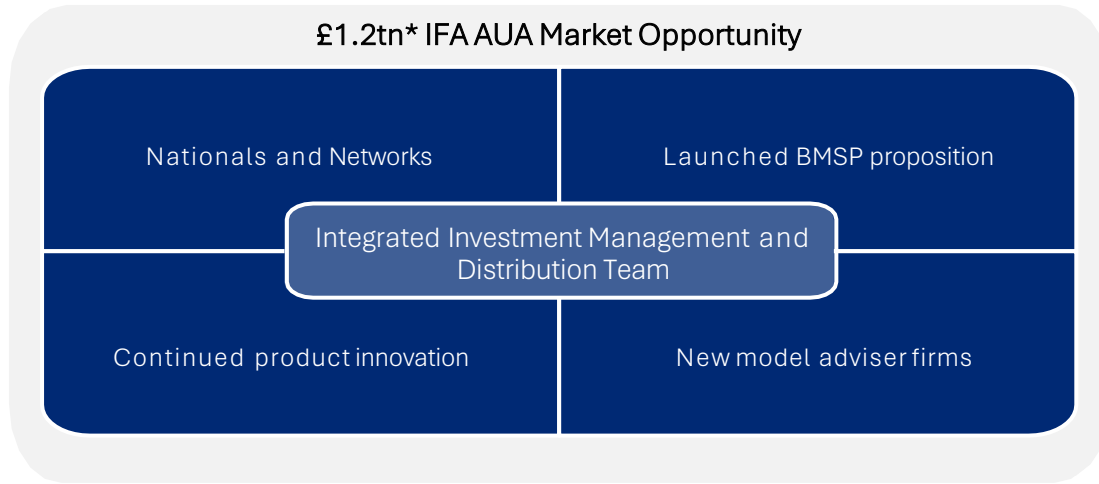
of BPS clients >£1m: +15% ↑ Increased

Driving scale and efficiencies

Financial planning cost synergies: £1.3m Ahead of target

Cost saving: -3% Underlying costs

Strengthening Investment Management and Distribution



£1.2tn* total UK adviser market assets under advice



£550bn is held with nationals, networks & consolidators



£300bn projected managed portfolio market by 2030

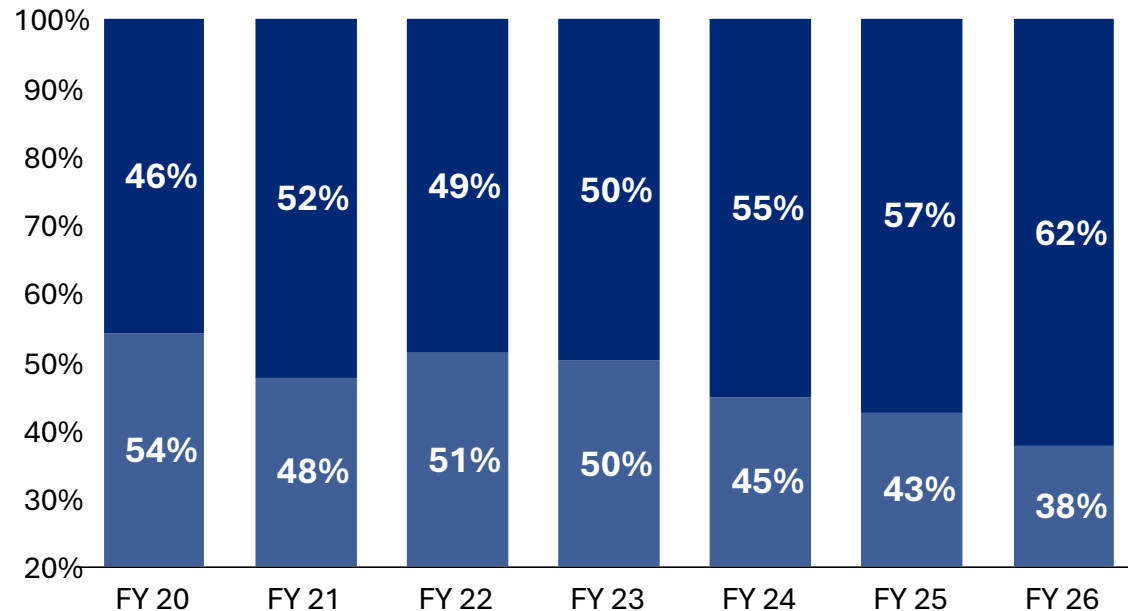
- ▶ Nationals and Networks - Clear focus on the top 1% of IFA firms who hold 50% of the market (both by AUA and clients).
- ▶ Integrated management model provides clients with truly connected expertise, service delivery and pathways across financial planning & investment management.
- ▶ Brooks Macdonald Strategic Partnerships - growth partner to high-quality independent adviser firms combining investment expertise, advisory heritage & practical business support to help them professionalise, scale & plan for succession

BPS and MPS growth has accelerated

BPS

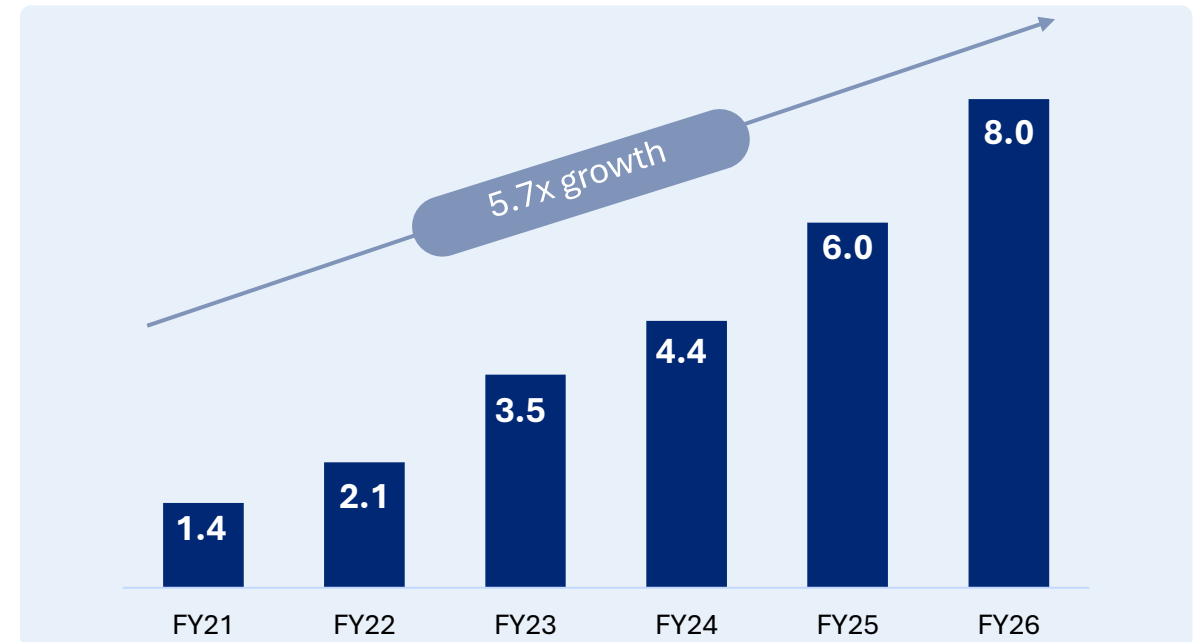
- BPS FUM up +9%
- Continued growth in portfolios >£1m
- Improved client retention

Growth in >£1m BPS Segment



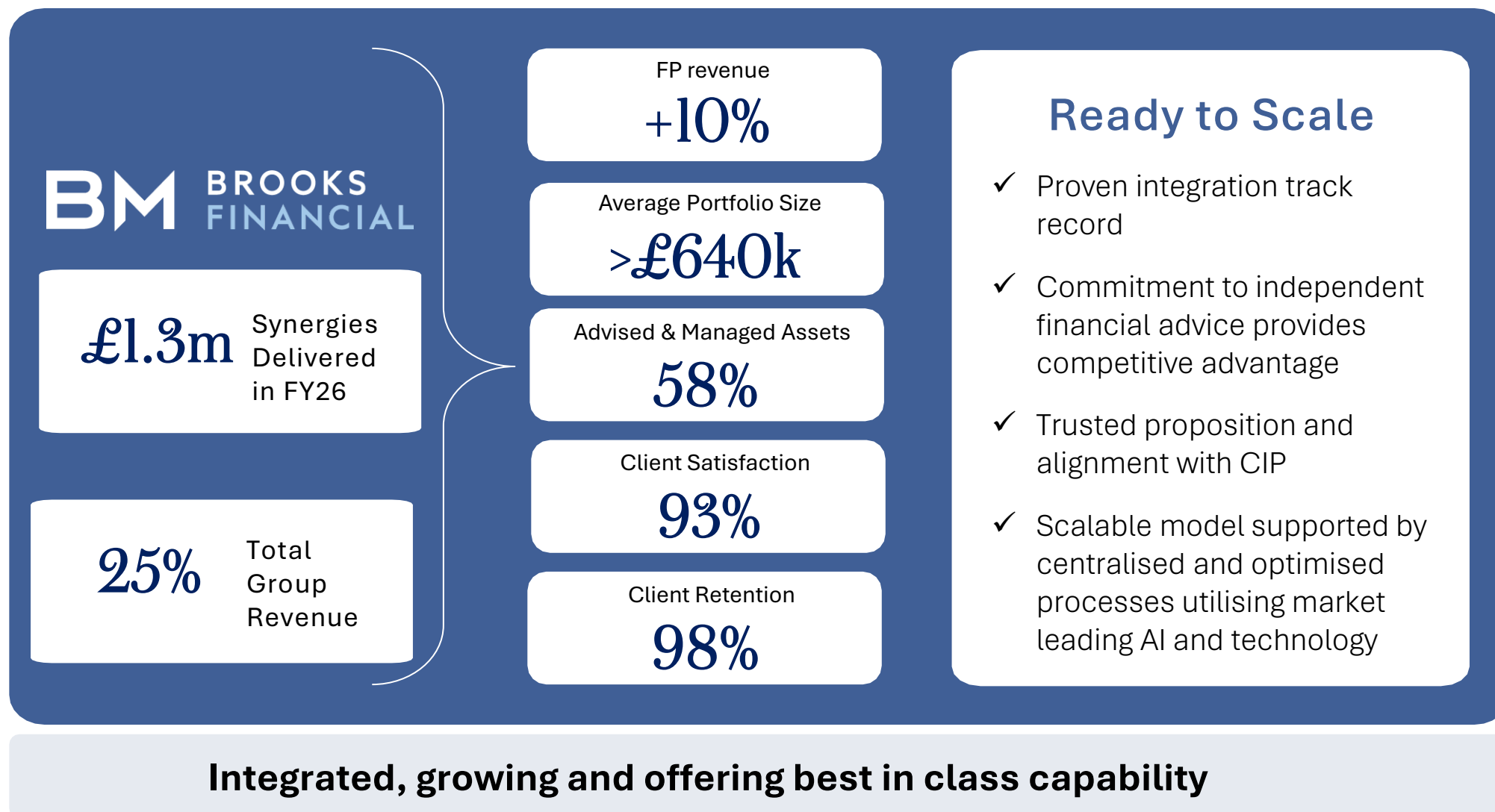
MPS

- Continued fast growth in Platform MPS
- Underpinned by investment performance and product breadth
- Focused Distribution management



Investment performance underpinned by our CIP

Brooks Financial established and ready to scale



Our priorities for FY27

Delivering excellent client service

Continued product innovation to meet evolving client needs

Deploying AI, digital and automation to enhance customer service

Broadening and deepening client reach

Building reciprocal relationships with Nationals and Networks
Build our BM Strategic Partnerships client base
Expand and Enhance our reach with Retirement Strategies
Brooks Financial – develop new and existing financial planning expertise

Driving Scale and efficiencies

Unlock value of AI CRM data for retention and new business purposes

Driving productivity through AI in Brooks Financial

Conclusions and outlook

- ▶ Our strategy to 'Reignite Growth' is delivering and generating net inflows
- ▶ Delivering growth in FUMA and revenue
- ▶ We have invested to scale the business
- ▶ We anticipate that FY27 performance will be marginally ahead of current consensus
- ▶ Ideally positioned to take advantage of the UK Wealth Management and Advice market opportunity

Appendices

UK focused wealth manager with an effective investment proposition at its core



We are well positioned for the future and now have the capabilities in place to take advantage of the market opportunity



Integrated Distribution and Investment Management

clear focus on target client relationships and segmentation focused on long term value.



Brooks Financial

commitment to Independent Financial Advice and proven integration approach provides an attractive home for IFAs for potential future M&A. Strong growth potential already providing 25% of the Group's revenue



Product Development

MPS building blocks will enable us to provide broader investment opportunities and faster implementation of investment decisions. Continued innovation of products and services to changing client needs.



Client Service Excellence

Single data and technology platform created to deploy automation, AI and digital to enhance client service and retention management.



Brooks Macdonald Strategic Partnerships

act as a growth partner to high-quality independent adviser firms combining investment expertise, advisory heritage & practical business support to help them professionalise, scale & plan for succession.



Driving Scale & Efficiencies

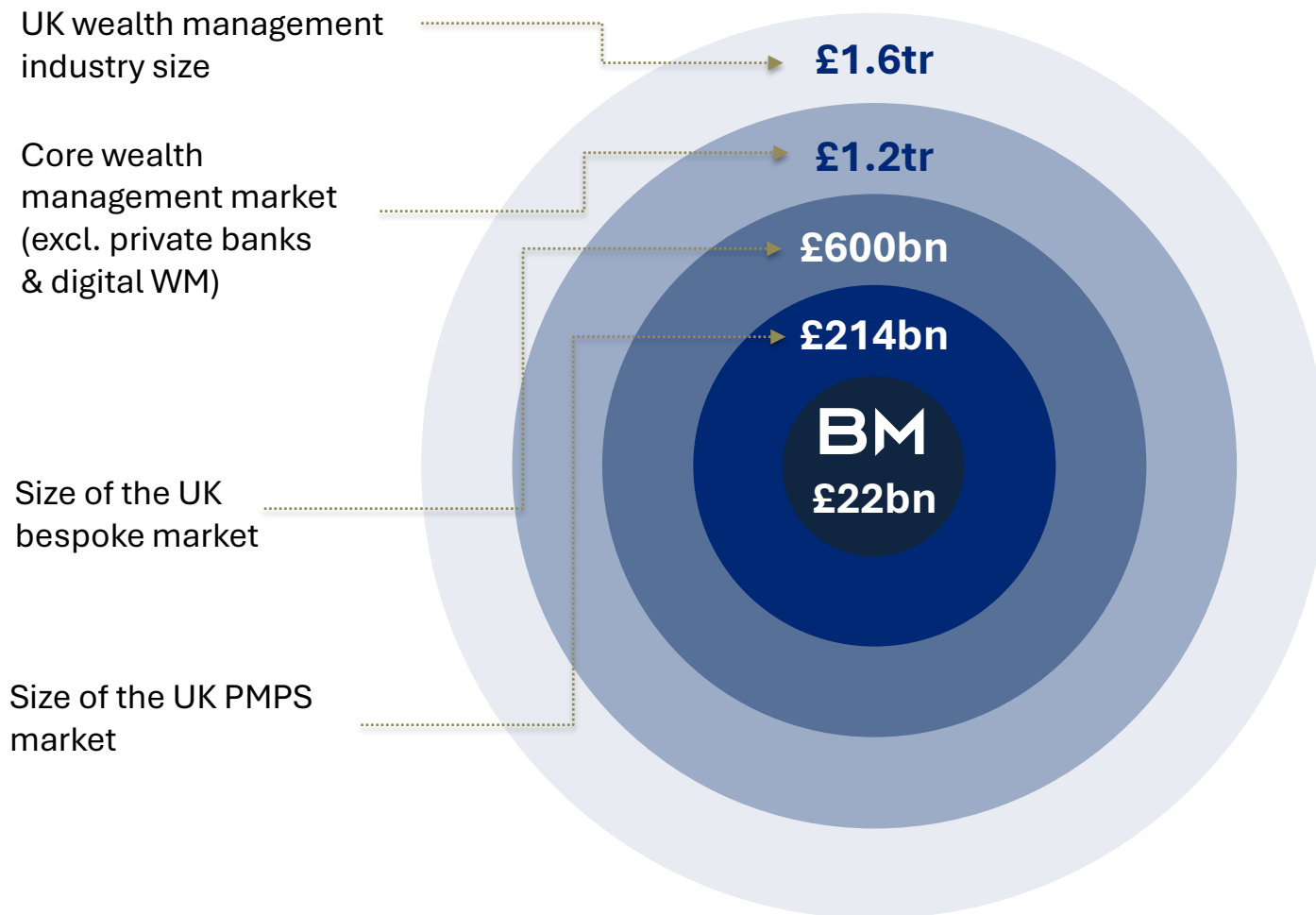
Less than 5% cost growth discipline applied rigorously and embedded across all areas of the business.



Leadership & Service Partners

Experienced leadership team with a track record of delivery, complemented by our service partners providing outsourced services fully aligned to our strategic goals.

We operate in a sizeable market with a significant opportunity



- **PMPS** market projected to grow to £300-£500bn by 2030. We have **3.7% market share today** and are **7th largest** platform MPS provider.
- **BPS** is a £600bn market where we have a credible track record and the right to win. We have **1.5% market share** today.
- **Nationals and Networks** account for around **£600bn**, across only 60 firms. We are specifically targeting 10 of these who manage £250bn.

The UK Adviser Landscape

Independent Financial Advisers (IFAs) make up a significant – and growing - part of the UK wealth management market

£1.2 trillion

Total size of UK
Wealth Management Market¹

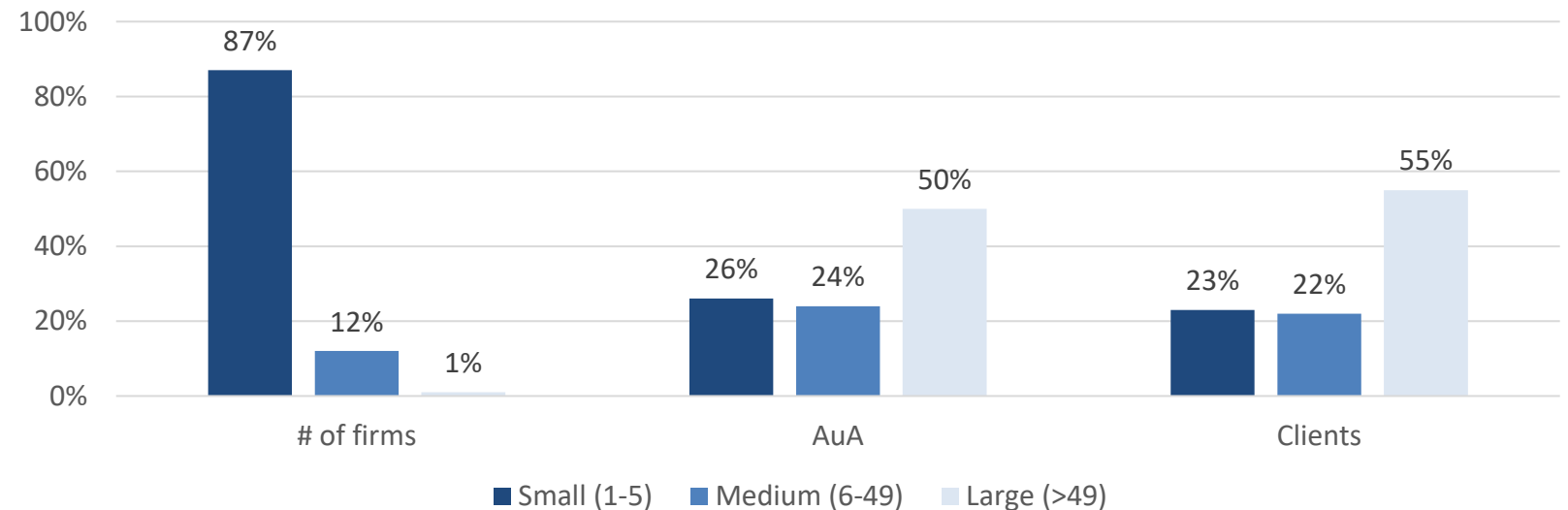
5,500 firms

Offer financial advice²

88%

Of retail clients receive
ongoing advice²

Market Structure & Share²



The IFA market is growing due to these 3 factors



Pension freedoms
(from DB to DC)



Regulatory tailwinds
(Consumer Duty, CGT)



Demographic shifts
(living longer)

BMSP helps IFA firms face structural challenges affecting growth, capacity and long-term enterprise value



Moves BM from Investment provider to strategic partner creating repeatable, measurable AUM growth

200

Target firms in scope

£39bn

Total AUM of target firms

£1bn

Current BM AUM share

Innovating to meet the retirement income market opportunity

Within the next 15 years the UK population aged 65 and over is projected to increase to **nearly a quarter of the total population**¹. In 2024/5, the number of **new drawdown plans** were **c.4x** more than the sale of new annuities².

CLARITY

CHOICE

CONFIDENCE

Our suite of **Retirement Strategies** has three distinct solutions that make up a comprehensive range to meet diverse client needs:



Bespoke Strategy – maximum flexibility, four risk levels and minimum investment £500k.

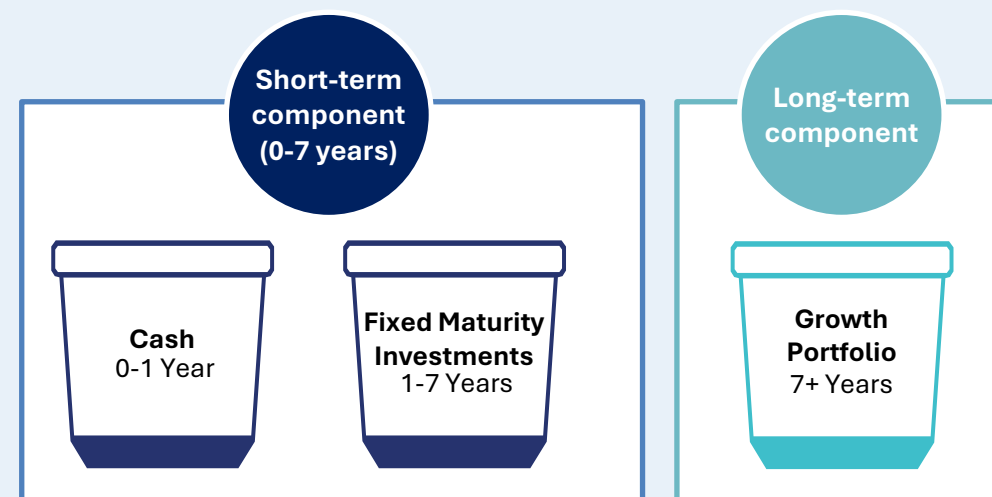


Tailored Strategy – balances control and efficiency, three risk levels and minimum investment £250k.



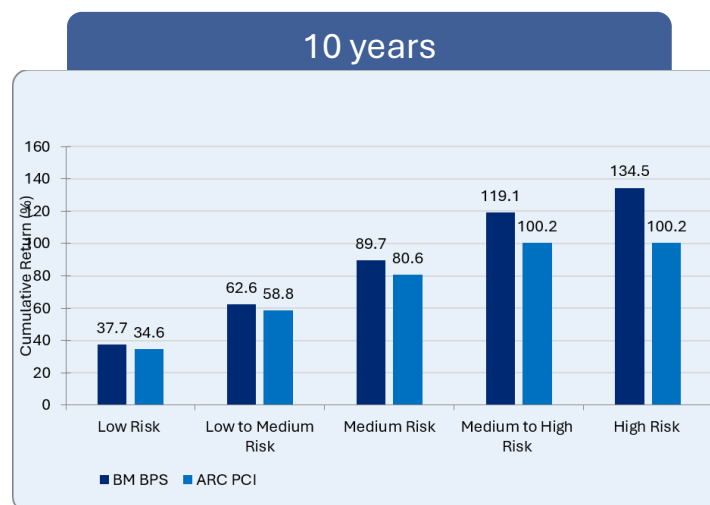
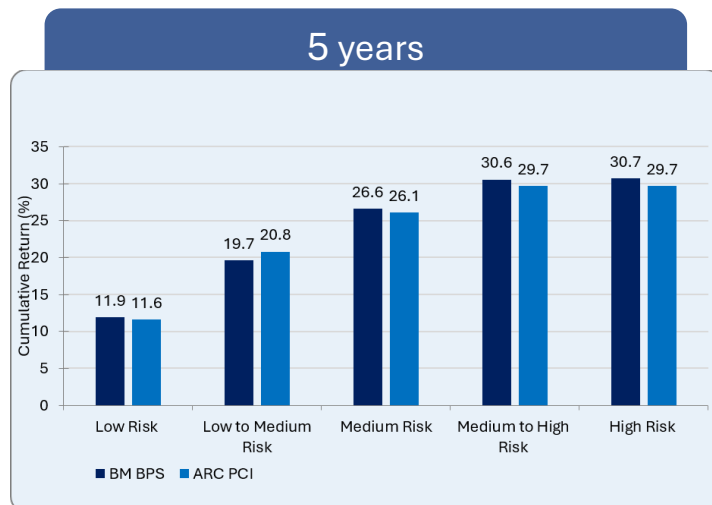
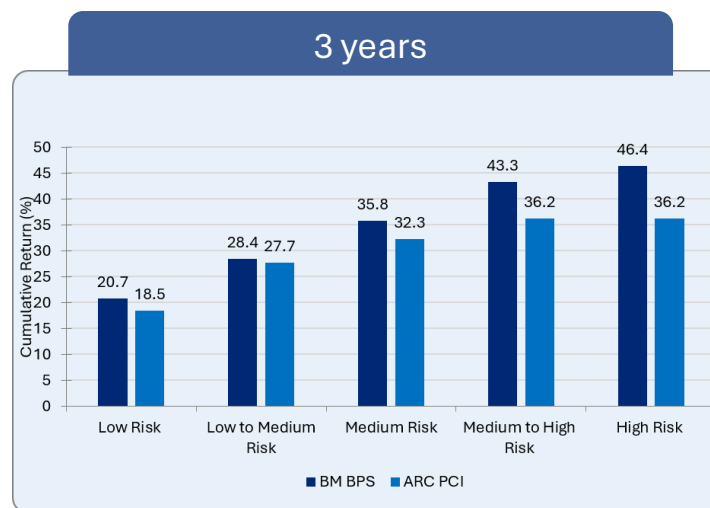
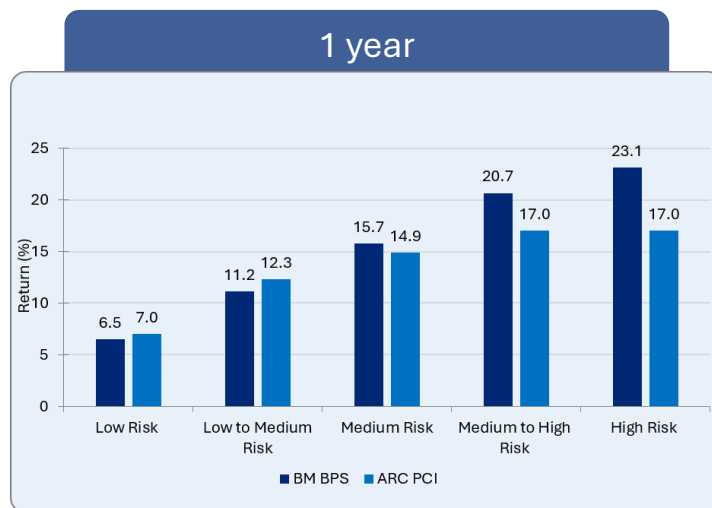
Modelled Strategy – model on platform solution with fixed income options for simplicity and two risk levels and minimum investment of £50k.

Innovative two-pot approach for managing investment strategies mitigates the key risks, **sequencing**, **longevity** and **inflation**:



BPS investment performance

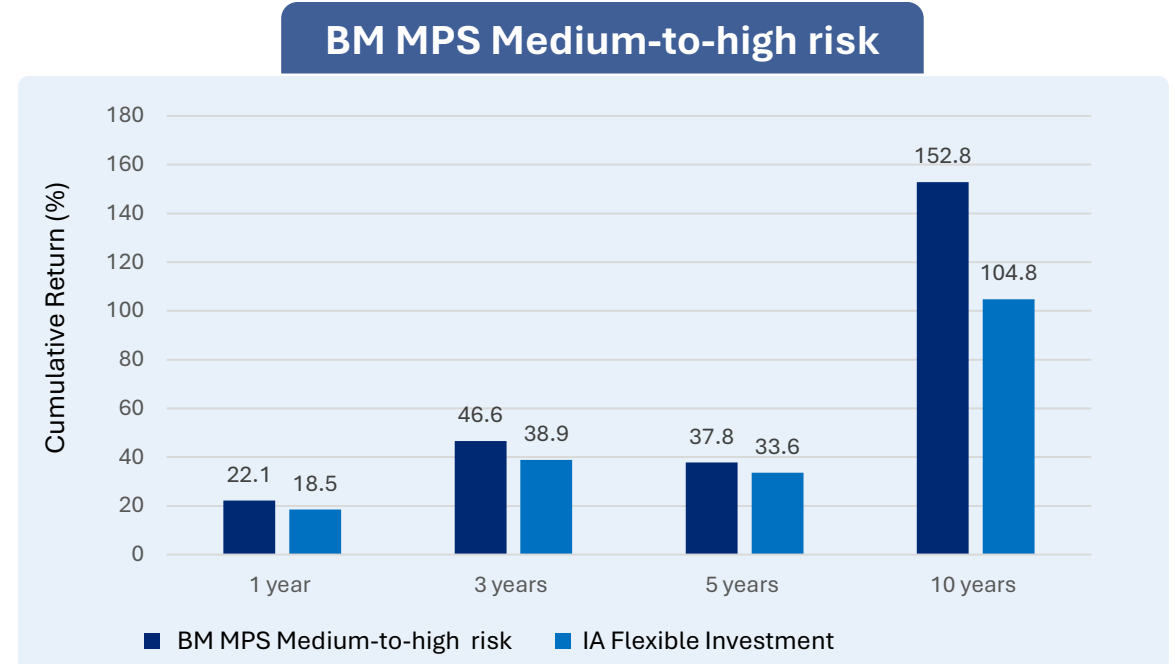
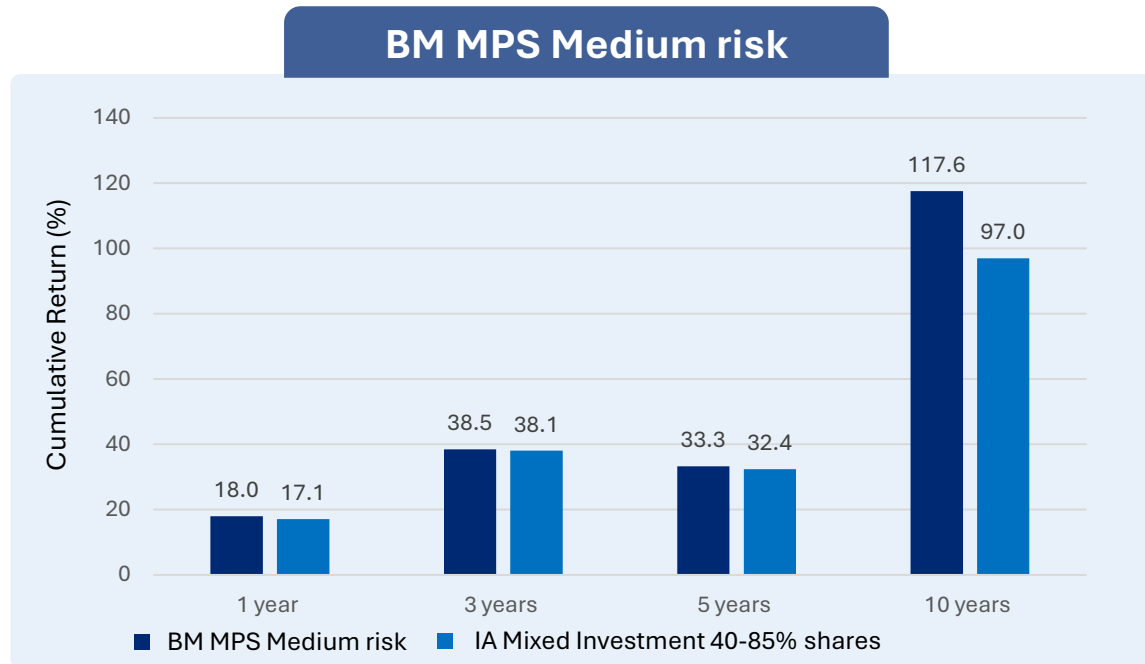
Strong long-term performance



- ▶ Our risk profiles are aligned to Asset Risk Consultants (“ARC”) indices & compare our average BPS performance against the relevant ARC index
- ▶ All risk profiles delivered returns exceeding their respective ARC peer group comparator over three- & 10-year horizons
- ▶ Medium Risk portfolios outperformed ARC over 1, 3, 5 & 10 years.
- ▶ Long-term performance remains strong, with all risk profiles ahead of ARC over 10 years.

MPS investment performance

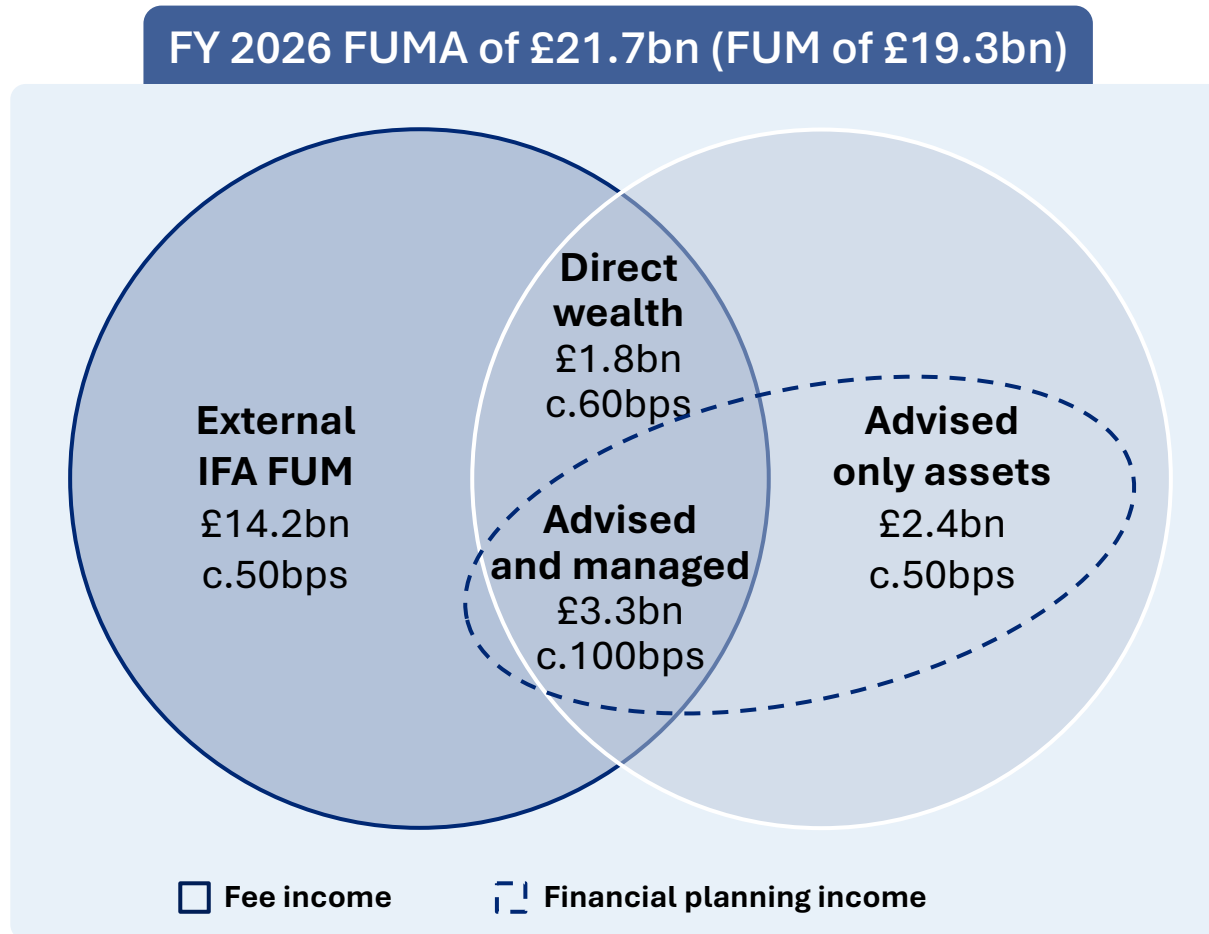
Strong long-term performance



- ▶ MPS Medium risk investment outperformance has been demonstrated over one-, five- and 10-year periods.
- ▶ MPS Medium-to-high risk investment outperformance has been demonstrated over one-, three-, five- and 10-year periods.

Driving efficiencies and capturing the opportunity within

Significant opportunity to broaden existing client relationships and add new clients



- ▶ Further opportunities exist to broaden relationships with existing clients and add new clients through the value chain
- ▶ £2.4bn of 'advised only assets' have potential to transition to 'advised and managed' over time, depending on suitability
- ▶ £1.8bn of 'direct wealth' assets are not currently receiving financial planning advice from Brooks Macdonald, and may benefit from advice on their broader wealth arrangements

Turning visibility into value

Digital and Social Media

Website as a key digital tool to turn leads into conversions

257%

Increase in conversions

Website lead-to-sale conversion is up 257% on a like-for-like basis, with converted value up 10x over the same period.



Brooks Macdonald Social Media

1.25 million*

Social & brand visibility

*Total views across LinkedIn, Instagram, YouTube, Spotify, Apple & TikTok

Earned Media



Bloomberg

FT ADVISER

THE SUNDAY TIMES

CITYWIRE
WEALTH
MANAGER

fn Financial News

Brooks Macdonald sees £226m of net inflows as growth strategy shows results

thewealthnet
trusted by leading wealth managers

Brooks Macdonald's £600mn flows turnaround shows strategy 'is working'

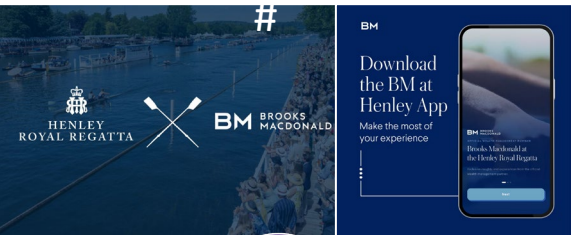


Partnerships

Exclusive wealth management partner of BAFTA with 11 000 members



Exclusive wealth management partner of HRR with 8000 members & 330K regatta visitors

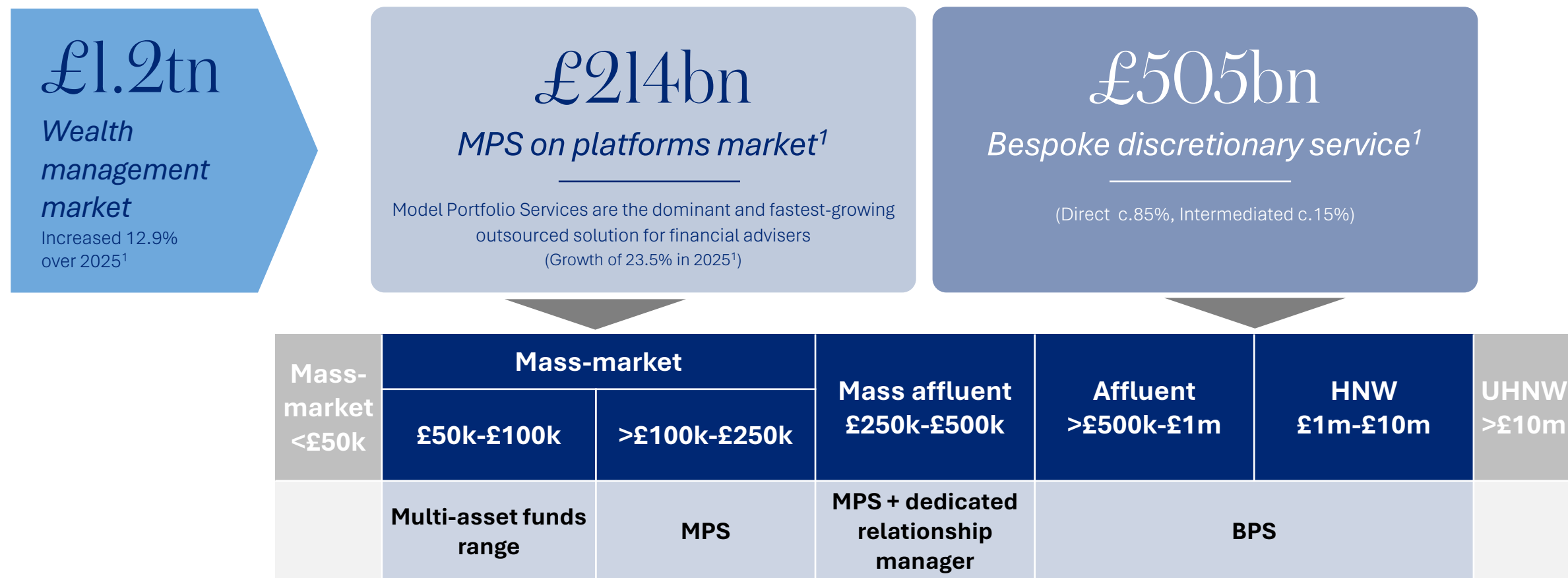


Supporting Wimbledon players reaches 52 million

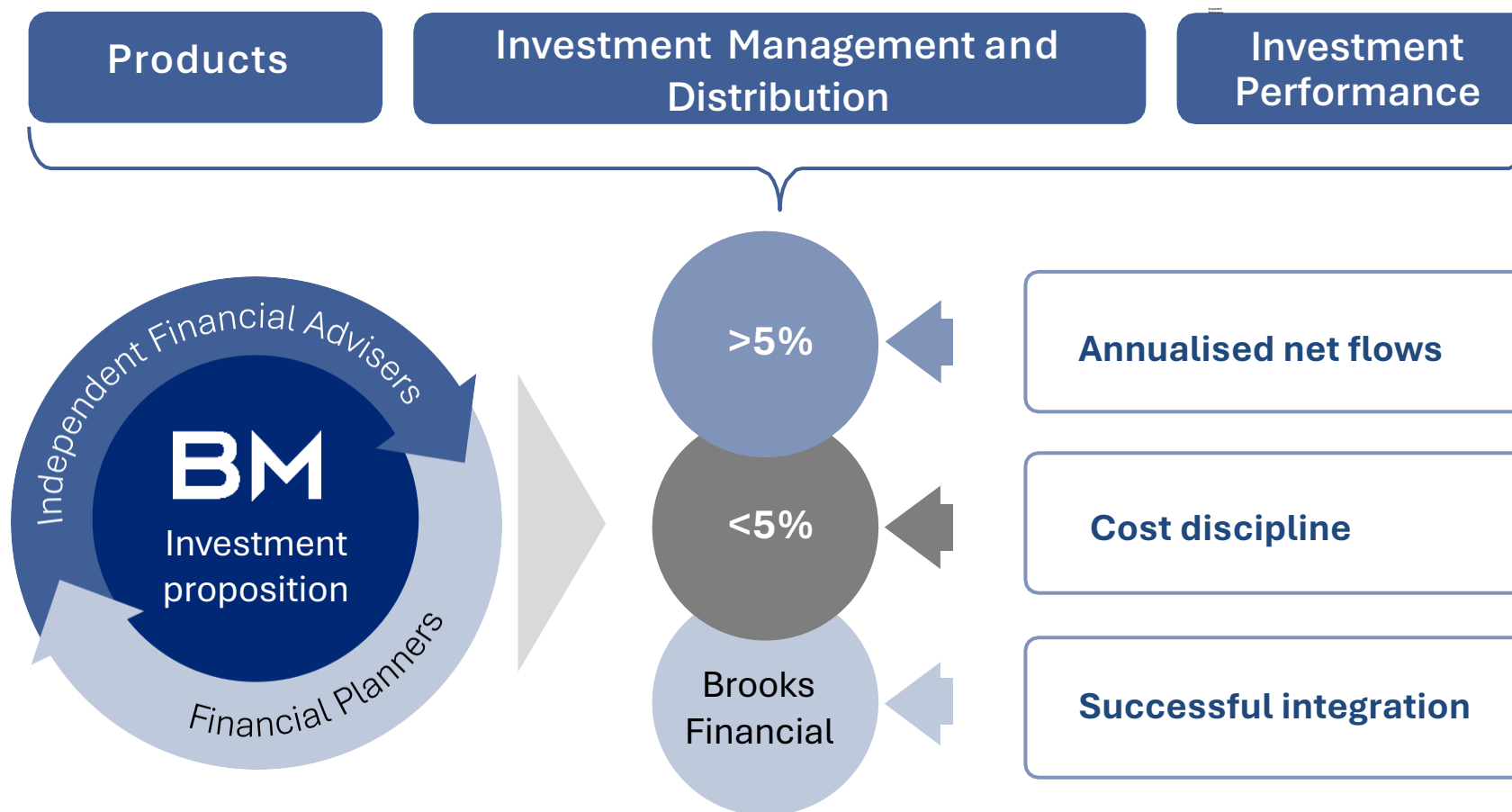


Client segmentation

Clearly defined client product and service propositions allows for more strategic allocation of investment capital



Our Investment case



UK focused wealth manager with an effective investment proposition at its core

2027 guidance

P&L outlook

Revenue

- ▶ FY26 revenue trends expected to continue into FY27
- ▶ IM fees on cash balances ceased from 1 July

Cost

- ▶ Expect moderate growth in costs, consistent with medium term target

Cash and capital outlook

Dividend

- ▶ Progressive dividend policy
- ▶ Final 2026 dividend of c£8.1 million payable in November

Organic Investment

- ▶ Organic investment to decrease materially from FY26 to high single digit millions in FY27

M&A

- ▶ Net deferred consideration receivable £10m - £15m

FUMA and net flow performance

	Opening assets 1 Jul 2025	Organic net flows					Market and investment performance	Closing assets 30 Jun 2026	Net flow growth ²	FUM growth ¹
		Q1 26	Q2 26	Q3 26	Q4 26	Total				
BPS	8,528	(157)	(54)	(132)	(20)	(363)	1,100	9,265	(4.3)%	8.6%
MPS Custody	906	(35)	(38)	(35)	(44)	(152)	144	898	(16.8)%	(0.8)%
MPS Platform ³	5,983	175	187	281	272	915	1,149	8,047	15.3%	34.5%
Total MPS	6,889	140	149	246	228	763	1,293	8,945	11.1%	29.9%
Funds ⁴	1,084	(32)	(45)	(56)	(41)	(174)	133	1,043	(16.1)%	(3.8)%
Total FUM ^{4,5}	16,501	(49)	50	58	167	226	2,526	19,253	1.4%	16.7%
Advised only assets ⁶	2,577							2,416		
Total FUMA ^{4,7}	19,078							21,669		

1. FUM growth is defined as the change in FUM over the period as a percentage of opening FUM.

2. The net flows growth is defined as net flows as a percentage of opening FUM.

3. MPS Platform includes BMSP, the Group's business to business offering for financial advisers.

4. On 8 December 2025, two TM Brunsdon funds, managed by Brooks Macdonald Asset Management Limited ("BMAM") on behalf of Brunsdon Financial, were merged with two IFSL Magnus funds, and BMAM ceased to act as their investment manager. The earlier periods have been amended accordingly to reflect the funds' liquidation.

5. Total FUM includes £3.3 billion of assets (31 March 2026: £3.0 billion) that are both advised and managed by the Group and £1.8 billion of Direct Wealth assets (31 March 2026: £1.6 billion).

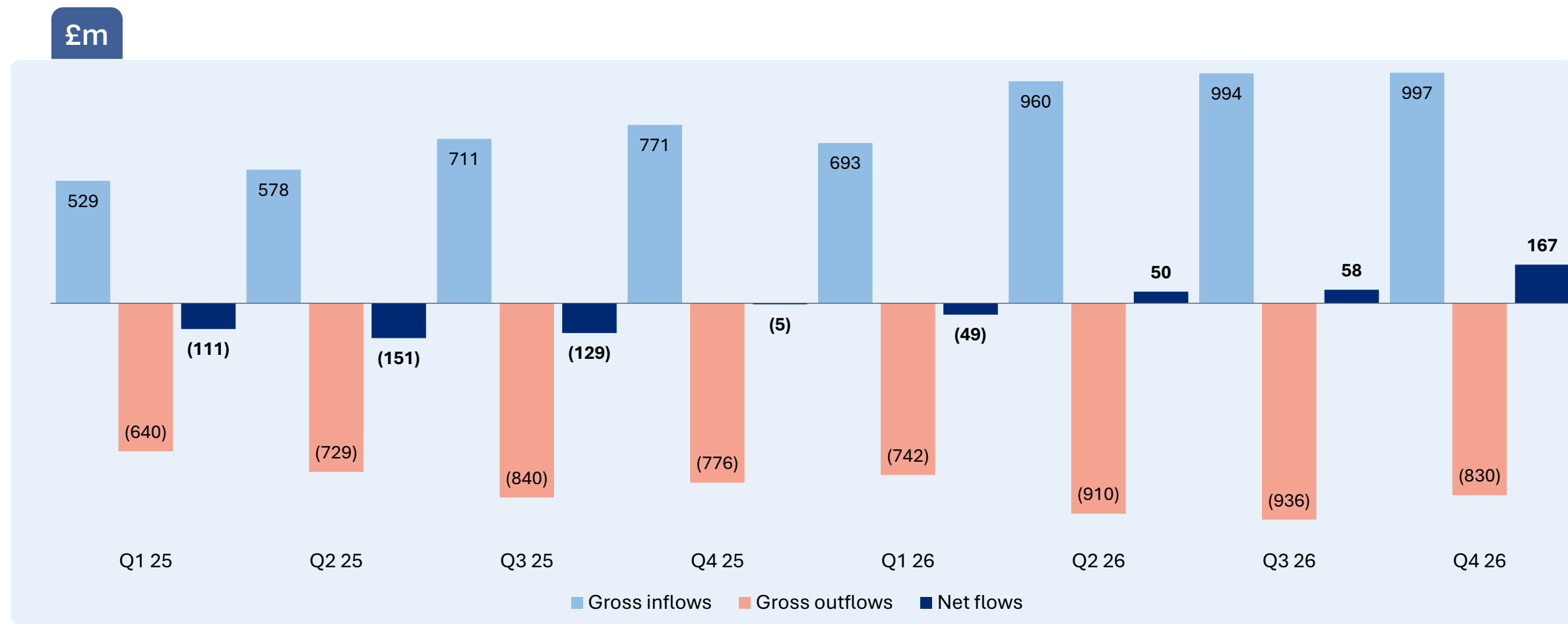
6. Advised only assets are invested and managed by third parties and, as such, are excluded from assets under advice which are also invested and managed in a Brooks Macdonald proposition.

7. Total FUMA includes £5.7 billion of AuA (31 March 2026: £5.3 billion).

8. The FCA published a consultation on client cash held in investment portfolios <https://www.fca.org.uk/publications/consultation-papers/cp26-24-simplifying-consumer-investment-disclosures>

Quarterly net flows

Our fourth quarter net flows mark our strongest performance in three years



PMPS gross flow definition change from Q1 27

Revised approach to calculation of gross inflows and gross outflows for PMPS

£m

Reported	Q1 26 Inflows	Q2 26 Inflows	Q3 26 Inflows	Q4 26 Inflows	Q1 26 Outflows	Q2 26 Outflows	Q3 26 Outflows	Q4 26 Outflows	Q1 26 Net flows	Q2 26 Net flows	Q3 26 Net flows	Q4 26 Net flows
BPS	145	345	200	251	(302)	(399)	(332)	(271)	(157)	(54)	(132)	(20)
MPS Custody	7	9	8	5	(42)	(47)	(43)	(49)	(35)	(38)	(35)	(44)
MPS Platform	511	575	745	706	(336)	(388)	(464)	(434)	175	187	281	272
Total MPS	518	584	753	711	(378)	(435)	(507)	(483)	140	149	246	228
Funds	30	31	41	35	(62)	(76)	(97)	(76)	(32)	(45)	(56)	(41)
Total	693	960	994	997	(742)	(910)	(936)	(830)	(49)	50	58	167

Restated	Q1 26 Inflows	Q2 26 Inflows	Q3 26 Inflows	Q4 26 Inflows	Q1 26 Outflows	Q2 26 Outflows	Q3 26 Outflows	Q4 26 Outflows	Q1 26 Net flows	Q2 26 Net flows	Q3 26 Net flows	Q4 26 Net flows
BPS	145	345	200	251	(302)	(399)	(332)	(271)	(157)	(54)	(132)	(20)
MPS Custody	7	9	8	5	(42)	(47)	(43)	(49)	(35)	(38)	(35)	(44)
MPS Platform	322	367	426	385	(147)	(180)	(145)	(113)	175	187	281	272
Total MPS	329	376	434	390	(189)	(227)	(188)	(162)	140	149	246	228
Funds	30	31	41	35	(62)	(76)	(97)	(76)	(32)	(45)	(56)	(41)
Total	504	752	675	676	(553)	(702)	(617)	(509)	(49)	50	58	167

- ▶ From Q1-27 reporting, we will adopt a revised approach to the calculation of gross inflows & outflows for our PMPS proposition to more accurately reflect the underlying movements.
- ▶ There is no change to the net flows reported previously or going forward as a result of this change.
- ▶ For future comparative purposes, the tables on the left-hand side show the reported and restated gross and net flows.

Analysis of revenue and yield

	Revenue (£m)			Average FUM (£m)			Yield (bps)		
	FY26	FY25	Change £m	FY26	FY25	Change %	FY26	FY25	Change bps
BPS fees	51.3	51.4	(0.1)	8,602	8,373	2.7	59.6	61.4	(1.8)
BPS non-fees (transactional)	9.1	14.0	(4.9)				10.6	16.7	(6.1)
Total BPS	60.4	65.4	(5.0)	8,602	8,373	2.7	70.2	78.1	(7.9)
MPS Custody	5.2	5.4	(0.2)	893	929	(3.8)	58.2	58.6	(0.4)
MPS Platform	11.5	9.0	2.5	6,944	5,058	37.3	16.6	17.7	(1.1)
Total MPS	16.7	14.4	2.3	7,837	5,987	30.9	21.3	24.0	(2.7)
UK funds	6.0	6.5	(0.5)	1,356	1,445	(6.1)	44.2	44.9	(0.7)
Total FUM-related (excl. interest)	83.1	86.3	(3.2)	17,795	15,805	12.6	46.7	54.6	(7.9)
Interest income	6.0	7.6	(1.6)				6.3	8.2	(1.9)
Total FUM-related	89.1	93.9	(4.8)	17,795	15,805	12.6	50.1	59.4	(9.1)
Financial planning	28.6	17.1	11.5	5,410	3,767	43.6	52.8	45.4	7.4
Other ²	0.4	0.6	(0.2)						
Total non-FUM related revenue	29.0	17.7	11.3						
Total revenue	118.1	111.6	6.5						

Note 1: Subject to rounding.

Note 2: The yield figures within the BPS and UK funds are net of IFA payaways and trail commission. Other income relates to gross up for these deductions.

Note 3: c£0.3bn of BPS client FUM is invested in Cornelian Funds generating fund management fees – thus for yield purposes there is an adjustment moving this FUM from BPS to Funds

Statutory results reconciliation

Group financial results summary (£m)	FY26	FY25
Underlying profit before tax	29.0	28.9
Acquisition and integration related items	(5.3)	(4.4)
Amortisation of acquired client relationships	(4.4)	(4.0)
Strategic transformation	(12.1)	(2.7)
Organisational restructure	(6.8)	(2.1)
Other non-operating items	2.8	1.8
Total underlying adjustments	(25.8)	(11.4)
Statutory profit before tax	3.2	17.5
Taxation	(0.8)	(5.9)
Statutory profit after tax	2.4	11.6

Underlying diluted earnings per share (p)	137.9	130.4
Diluted earnings per share (p)	15.1	71.4

Balance sheet (£m)	30 Jun 2026	30 Jun 2025
Total net assets ¹	143.4	154.4

Summary of underlying adjustments

Acquisition and integration related costs (£5.3 million charge)

- ▶ Costs incurred in relation to the Group's recent acquisitions, including integration costs, legal fees, fair value adjustments and finance costs in relation to deferred contingent consideration.

Amortisation of acquired client relationships (£4.4 million charge)

- ▶ Client relationship intangible assets are amortised over their useful life of between six and 20 years.

Strategic transformation (£12.1 million charge)

- ▶ Costs in relation to one-off initiatives intended to reshape the business and enhance future operational efficiency. The bulk of this relates to reviewing our products and propositions to meet client needs and investing in digital capabilities including AI.

Organisational restructure (£6.8 million charge)

- ▶ Costs incurred in relation to organisational changes, primarily redundancy costs and other related exits.

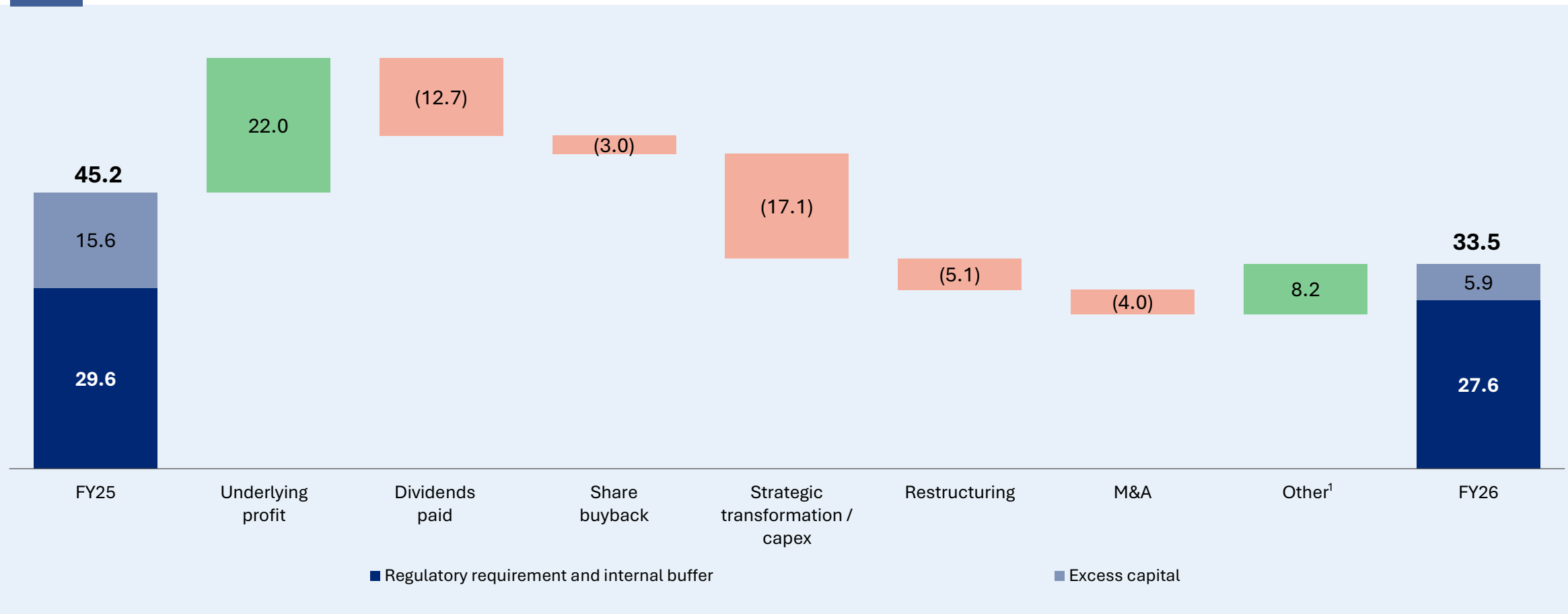
Other (£2.8m credit):

- ▶ Other non-operating items in FY26 reflect insurance proceeds of £4.7 million, due to settlement of legacy matters, partly offset by dual running costs of £1.8 million, as the Group relocated to the new head office in Q4 25 and other items.

Regulatory capital position

Investment to drive growth and efficiency

£m



Note: 1. Other includes insurance recoveries from litigation relating to legacy matters of £4.7 million, amortisation of software of £3.9 and increase in share-based payment reserve of £3.6 million, partly offset by purchase of shares by the EBT of £1.2 million, and head office dual running costs of £1.3 million, and other items.

Capital allocation framework aligned to strategic priorities

