

22 April 2026

Quilter plc
First Quarter 2026 Trading Statement
Quilter reports record quarterly core net inflows, exceeding £3 billion for the first time.
Q1 core net inflows increased 35% on the prior year period and represented 9% (annualised) of opening AuMA.

Quilter plc highlights:

Group Assets under Management and Administration ("AuMA"): £141.9 billion at 31 March 2026. Record reported net inflows of £3.0 billion were largely offset by market movements due to geopolitical events around the quarter end. The recovery in markets in recent weeks has led to a meaningful uplift in AuMA from the end March level.

First quarter flows:

- Quilter demonstrated continued strong momentum across its business with core net inflows of £3.1 billion in the first quarter, an increase of 35% on the equivalent prior year period, representing 9% (annualised) of opening assets (Q1 2025: 8%).
- In the Affluent segment, the strength of the Quilter Platform proposition continues to be demonstrated by strong business volumes:
 - o Quarterly net inflows of £2,857 million represented 11% (annualised) of opening AuMA (Q1 2025: £2,198 million representing 10% of opening AuMA, annualised).
 - o Quilter channel gross and net inflows onto the Platform both increased by 22% year-on-year.
 - o IFA channel gross inflows onto the Platform increased 22% year-on-year. IFA channel net inflows of £1,943 million were 24% higher than the comparable period (Q1 2025: £1,573 million).
- In the High Net Worth segment:
 - o Quarterly gross inflows of £944 million were materially higher than the run-rate of recent quarters.
 - o Net inflows of £214 million represented 3% (annualised) of opening AuMA (Q1 2025: 2%) and increased 80% year-on-year.
- Core business persistency levels remained stable year-on-year.
- Productivity: Quilter channel annualised gross sales per Quilter Adviser were £3.9 million in the first quarter, 15% higher year-on-year.

Quilter plc: Three months ended 31 March 2026

Quilter plc, unaudited	Q1 2026	Q1 2025
AuMA: Reported (£bn)	141.9	119.6
<i>Of which are administered on the UK Platform</i>	105.7	86.6
<i>Of which are administered on external platforms</i>	5.8	5.8
<i>Of which High Net Worth</i>	32.1	28.7
Gross flow: Reported (£m)	6,084	4,895
Net inflow: Core (£m)	3,063	2,276
Net inflow: Reported (£m)	2,971	2,180
Productivity: Quilter channel gross sales per Quilter Adviser (£m, annualised)	3.9	3.4

Steven Levin, Chief Executive Officer of Quilter plc, commented:

"I'm really pleased with Quilter's continued momentum in the first quarter of 2026, building upon our very strong end to 2025. We delivered a record quarter for net inflows, surpassing the £3 billion core net inflow threshold for the first time, with this representing 9% of opening assets (on an annualised basis) versus 8% for Q1 2025 and 2025 as a whole.

"I am particularly delighted with the continued momentum demonstrated by our Platform with net inflows 23% higher in the first quarter of 2026. Net inflows in each month exceeded the comparable period in 2025, and ahead of the tax year end in March, we delivered our highest ever monthly level of gross flows. This performance was further supported by the continued growth of our WealthSelect MPS, the largest in the market, which achieved AUM of £26.0 billion by the end of March, an increase of 35% year-on-year.

"Our High Net Worth segment delivered much higher levels of new business in the first quarter compared to the recent quarterly run-rate which in turn contributed to higher levels of net inflows of £214 million, around 80% higher than the corresponding period of 2025.

"We are mindful of the current geopolitical uncertainty. Our advice-led philosophy is designed to support customers through all market conditions. Our consistent strong performance reflects our customers' recognition of the quality of our service and propositions, together with the strength of our distribution capabilities. The UK Wealth market continues to offer meaningful long-term secular growth opportunities, and, as our flow momentum demonstrates, we are delivering on that."

Enquiries

Investor Relations:

John-Paul Crutchley +44 (0) 7741 385 251
 Keilah Codd +44 (0) 7776 649 681

Media:

Tim Skelton-Smith +44 (0) 7824 145 076

Comarco:

Geoffrey Pelham-Lane +44 (0) 7733 124 226

Company Secretary:

Clare Barrett

+44 (0) 7741 384 512

About Quilter plc

Quilter plc is a leading provider of financial advice, investments and wealth management, committed to being the UK's best wealth manager for clients and their advisers.

Quilter oversees £141.9 billion in customer investments as at 31 March 2026.

The business is comprised of two segments: **Affluent** and **High Net Worth**.

Affluent encompasses the financial planning business, Quilter Financial Planning, the investment platform Quilter Investment Platform, the digital savings and investment app, Quilter Invest, and the multi-asset investment solutions business, Quilter Investors.

High Net Worth comprises the discretionary fund management and financial planning business, Quilter Cheviot.

Disclaimer

This announcement may contain forward-looking statements with respect to certain Quilter plc's plans and its current goals and expectations relating to its future financial condition, performance and results.

By their nature, all forward-looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond Quilter plc's control, including, amongst other things, international and global economic and business conditions; the implications and economic impact of global conflicts, economic and political uncertainty, market related risks such as fluctuations in interest rates, inflation, deflation, equity markets, credit markets, and exchange rates, the policies, actions and timing of decisions by regulatory authorities, changes in laws, tax policy or regulations in the jurisdictions in which Quilter plc and its affiliates operate; and impact of competition within the financial services industry.

Forward looking statements are also subject to risks relating to operational and technological resilience, including cybersecurity threats, data breaches, system failures, IT infrastructure changes, and dependence on third party suppliers and outsourcing partners. Additional uncertainties may arise from evolving consumer behaviours, demographic trends, and the broader macroeconomic environment, as well as the timing, completion and integration of any future acquisitions, divestments or business combinations.

These and other factors could cause Quilter plc's actual future financial condition, performance and results to differ materially from the plans, goals and expectations expressed or implied by forward looking statements. Quilter plc therefore cautions readers not to place undue reliance on such statements, which speak only as of the date made, and undertakes no obligation to update publicly or revise this announcement or any forward looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

Quilter plc data tables for the three months ended 31 March 2026 (£bn) - unaudited

	AuMA as at 31 December 2025	Gross flows (£m)	Net flows (£m)	AuMA as at 31 March 2026	Of which managed by Quilter AuM as at 31 March 2026
2026 Q1 gross flows, net flows & AuMA (£bn), unaudited					
Affluent segment					
Quilter channel ^{1,2}	21.4	1,278	885	22.1	17.9
IFA channel on Quilter Investment Platform	83.8	3,661	1,943	84.1	16.9
Funds via third-party platform	2.4	223	29	2.4	2.4
Total Affluent segment core business	107.6	5,162	2,857	108.6	37.2
Total High Net Worth segment³	32.5	944	214	32.1	32.1
Inter-segment Dual Assets⁴	(1.8)	(43)	(8)	(1.7)	(0.4)
Quilter plc core business	138.3	6,063	3,063	139.0	68.9
Non-core	2.9	21	(92)	2.9	1.6
Quilter plc reported	141.2	6,084	2,971	141.9	70.5
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only ²	72.0	3,143	1,805	72.7	
Affluent managed and administered	32.6	1,736	1,022	33.0	
Quilter Platform Sub-Total^{2,5}	104.6	4,879	2,827	105.7	
Affluent external platform	5.9	304	(62)	5.8	
Affluent Total (Including Non-core)	110.5	5,183	2,765	111.5	

¹ Quilter channel Q1 Platform discrete gross flows and net flows were £1,213m and £912m respectively, with closing AuMA of £20.3bn.

² Includes gross flows, net flows and AuMA relating to Quilter Invest. These amounts are not material in the context of the Segment and Group totals.

³ The High Net Worth segment first quarter discrete Quilter channel gross and net inflows were £163m and £71m respectively, with closing AuMA of £4.2bn.

⁴ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

*The Quilter Platform includes £5m of gross flows, £28m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the three months ended 31 March 2025 (£bn) - unaudited

2025 Q1 gross flows, net flows & AuMA (£bn), unaudited	AuMA as at 31 December 2024	Gross flows (£m)	Net flows (£m)	AuMA as at 31 March 2025	Of which managed by Quilter AuM as at 31 March 2025
Affluent segment					
Quilter channel ¹	19.1	1,075	697	19.0	15.3
IFA channel on Quilter Investment Platform	67.5	2,996	1,573	68.5	12.8
Funds via third-party platform	1.9	119	(72)	2.0	2.0
Total Affluent segment core business	88.5	4,190	2,198	89.5	30.1
Total High Net Worth segment²	29.5	765	119	28.7	28.7
Inter-segment Dual Assets³	(1.7)	(83)	(41)	(1.5)	(0.4)
Quilter plc core business	116.3	4,872	2,276	116.7	58.4
Non-core	3.1	23	(96)	2.9	1.7
Quilter plc reported	119.4	4,895	2,180	119.6	60.1
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	60.2	2,775	1,644	60.6	
Affluent managed and administered	25.2	1,220	649	26.0	
Quilter Platform Sub-Total⁴	85.4	3,995	2,293	86.6	
Affluent external platform	6.2	218	(191)	5.8	
Affluent Total (Including Non-core)	91.6	4,213	2,102	92.4	

¹ Quilter channel Q1 Platform discrete gross flows and net inflows were £996m and £750m respectively, with closing AuMA of £16.9bn.

² The High Net Worth segment Quilter channel first quarter discrete gross flows and net inflows were £182m and £133m respectively, with closing AuM of £3.6bn.

³ Inter-segment dual assets reflect funds managed by Quilter Cheviot and administered by Quilter Investors and the Quilter Cheviot managed portfolio service solutions available to advisers on the Quilter Investment Platform. This is excluded from total AuMA to ensure no double count takes place.

⁴ The Quilter Platform includes £3m of gross flows, £30m of net outflows and £1.2bn of closing AuA related to non-core assets.

This information is provided by RNS, the news service of the London Stock Exchange. RNS is approved by the Financial Conduct Authority to act as a Primary Information Provider in the United Kingdom. Terms and conditions relating to the use and distribution of this information may apply. For further information, please contact ms@seg.com or visit www.ms.com.

RNS may use your IP address to confirm compliance with the terms and conditions, to analyse how you engage with the information contained in this communication, and to share such analysis on an anonymised basis with others as part of our commercial services. For further information about how RNS and the London Stock Exchange use the personal data you provide us, please see our [Privacy Policy](#).

END

TSTUARWRNRUSUAR