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Quilter PLC
21 October 2026

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Quilter plc
Third Quarter 2026 Trading Statement

Continued strong net flows and increasing market share deliver £8.9 billion of core net inflows year to date, broadly in line with the 2025 Full Year outcome, representing 9% (annualised) of opening assets (2025: 8%).

Quilter plc highlights:

- Group reported Assets under Management and Administration ("AuMA"): increased to £160.5 billion, up 19% year-on-year.
- Q3 core net inflows of £2.9 billion, maintaining the strong 2026 run-rate.
- Year-to-date core net inflows of £8.9 billion, up 31% year-on-year, broadly in line with the 2025 Full Year outcome of £9.1 billion, and equivalent to 9% (annualised) of opening assets (2025: 8% annualised).
- Platform net inflows of £8.0 billion year-to-date, reinforcing Quilter's position as the UK's leading advice platform.
- High Net Worth net inflows up 20% year-to-date, reflecting improving momentum from the business.
- Core business persistency remained strong at 91% year-to-date.
- Quilter adviser productivity increased 9% year-on-year in the third quarter.

Third quarter flows:

Quilter continues to demonstrate strong momentum with third quarter core net inflows of £2.9 billion, consistent with the first half run-rate:

- In our Affluent segment, the strength of the Quilter Platform proposition continues to be demonstrated by strong business volumes:
  - Quarterly Platform net inflows of £2.6 billion increased by 25% year-on-year and represented 9% (annualised) of opening AuMA (Q3 2025: £2.1 billion, 9% annualised).
  - Quarterly net inflows onto the Platform from Quilter advisers increased 10% year-on-year, with year-to-date net inflows representing 18% (annualised) of opening assets (2025: 17% annualised).
  - Quarterly net inflows onto the Platform from independent advisers increased by 33% year-on-year, with year-to-date net inflows representing 9% (annualised) of opening assets (2025: 8% annualised).
- In our High Net Worth segment we continue to build net inflow momentum reflecting the actions we have taken to strengthen the business:
  - Quarterly gross inflows of £873 million were broadly consistent with the 2026 first half run-rate.
  - Quarterly net inflows of £322 million increased 35% year-on-year and represented 4% (annualised) of opening AuMA (Q3 2025: 3% annualised).

Quilter plc: Three months ended 30 September 2026

Quilter plc, unaudited	Q3 2026	Q3 2025
AuMA: Reported (£bn)	**160.5**	134.8
Of which are administered on the UK Platform	***120.8***	*99.0*
Of which are administered on external platforms	***6.1***	*5.9*
Of which High Net Worth	***35.6***	*31.6*
Gross flow: Reported (£m)	**6,011**	4,944
Net inflow: Core (£m)	**2,891**	2,227
Net inflow: Reported (£m)	**2,737**	2,118
Productivity: Quilter channel gross sales per Quilter Adviser (£m, annualised)	**3.7**	3.4

Quilter plc: Nine months ended 30 September 2026

Quilter plc, unaudited	YTD 2026	YTD 2025
AuMA: Reported (£bn)	**160.5**	134.8
Gross flow: Reported (£m)	**17,918**	14,427
Net inflow: Core (£m)	**8,850**	6,733
Net inflow: Reported (£m)	**8,535**	6,441
Productivity: Quilter channel gross sales per Quilter Adviser (£m, annualised)	**3.8**	3.3

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

"In the third quarter we maintained our strong momentum across the business. We have delivered core net flows of approximately £3 billion in each quarter of 2026, taking year-to-date core net flows to £8.9 billion by the end of the third quarter, just short of the record £9.1 billion delivered in the whole of 2025. We surpassed that milestone early in the fourth quarter.

"This performance reflects the strength of our dual-channel model, the quality of our propositions and our leading service offering. Gross inflows increased by 22% year-on-year during the quarter, while gross outflow rates remained stable and in line with first-half levels.

"The UK advice platform market continues to consolidate around a small number of scale providers, and Quilter remains both the largest and fastest growing of these. Our leadership position was recognised again during the quarter, with our platform winning 'Platform of the Year' for a third consecutive year at the Vanguard Platform Awards, alongside 'Best Platform' awards from both Money Marketing and Moneyfacts.

"WealthSelect continues to go from strength to strength. As the UK's largest MPS provider, funds under management exceeded £30 billion for the first time during the quarter, highlighting the continued appeal of our investment proposition to advisers and clients.

"High Net Worth delivered another quarter of consistent positive flows, reflecting improving momentum and the strength of our client offering.

"As the Government considers measures to support economic growth in the upcoming Budget, we believe there is a significant opportunity to strengthen the UK's investment culture. Long-term investment is best supported by a stable and predictable policy environment that gives consumers, advisers and providers the confidence to plan for the future.

"We are mindful of the current geopolitical uncertainty. Our advice-led philosophy is designed to support customers through all market conditions. Our consistent strong flow performance reflects our customers' recognition of the quality of our service and propositions, together with the strength of our distribution capabilities.

"The long-term growth opportunity in UK wealth management remains compelling. With strong momentum across our businesses, market-leading

positions in our core markets and a clear focus on client outcomes, we remain well placed to capture that opportunity."

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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 £160.5 billion in customer investments as at 30 September 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 30 September 2026 (£bn) – unaudited

2026 Q3 gross flows, net flows & AuMA (£bn), unaudited	AuMA as at 30 June 2026	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2026	Of which managed by Quilter AuM as at 30 September 2026
Affluent segment					
Quilter channel[1,2]	24.8	1,234	797	25.1	20.7
IFA channel on Quilter Investment Platform	93.7	3,661	1,752	96.2	18.8
Funds via third-party platform	2.7	315	85	2.8	2.8
Total Affluent segment core business	**121.2**	**5,210**	**2,634**	**124.1**	**42.3**
Total High Net Worth segment[3]	**35.2**	**873**	**322**	**35.6**	**35.6**
Inter-segment Dual Assets[4]	**(1.9)**	**(83)**	**(65)**	**(2.0)**	**(0.6)**
Quilter plc core business	**154.5**	**6,000**	**2,891**	**157.7**	**77.3**
Non-core	**2.9**	**11**	**(154)**	**2.8**	**1.5**
Quilter plc reported	**157.4**	**6,011**	**2,737**	**160.5**	**78.8**
Affluent AuMA breakdown (incl. Non-core):					

Affluent administered only	81.1	3,166	1,650	83.1	
Affluent managed and administered	36.8	1,679	922	37.7	
Quilter Platform Sub-Total[5]	***117.9***	***4,845***	***2,572***	***120.8***	
Affluent external platform	6.2	376	(92)	6.1	
Affluent Total (Including Non-core)	**124.1**	**5,221**	**2,480**	**126.9**	

[1] Quilter channel third quarter Platform discrete gross flows and net flows were £1,182m and £841m respectively, with closing AuMA of £23.3bn.
[2] Where a Quilter channel firm leaves the Quilter network, their balances remain in the opening Quilter channel assets but their closing assets and flows are reclassified as IFA channel from the point of transfer.
[3] The High Net Worth segment third quarter discrete Quilter channel gross and net flows were £136m and £89m respectively, with closing AuM of £4.8bn.
[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.
[5] The Quilter Platform includes £2m of gross flows, £21m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the nine months ended 30 September 2026 (£bn) – unaudited

2026 YTD gross flows, net flows & AuMA (£bn), unaudited	AuMA as at 31 December 2025	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2026	Of which managed by Quilter AuM as at 30 September 2026
Affluent segment					
Quilter channel[1,2]	21.4	3,801	2,544	25.1	20.7
IFA channel on Quilter Investment Platform	83.8	10,799	5,418	96.2	18.8
Funds via third-party platform	2.4	766	143	2.8	2.8
Total Affluent segment core business	**107.6**	**15,366**	**8,105**	**124.1**	**42.3**
Total High Net Worth segment[3]	**32.5**	**2,679**	**844**	**35.6**	**35.6**
Inter-segment Dual Assets[4]	**(1.8)**	**(176)**	**(99)**	**(2.0)**	**(0.6)**
Quilter plc core business	**138.3**	**17,869**	**8,850**	**157.7**	**77.3**
Non-core	**2.9**	**49**	**(315)**	**2.8**	**1.5**
Quilter plc reported	**141.2**	**17,918**	**8,535**	**160.5**	**78.8**
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	72.0	9,252	5,053	83.1	
Affluent managed and administered	32.6	5,176	2,940	37.7	
Quilter Platform Sub-Total[5]	***104.6***	***14,428***	***7,993***	***120.8***	
Affluent external platform	5.9	987	(203)	6.1	
Affluent Total (Including Non-core)	**110.5**	**15,415**	**7,790**	**126.9**	

[1] Quilter channel year to date Platform discrete gross flows and net flows were £3,616m and £2,646m respectively, with closing AuMA of £23.3bn.
[2] Where a Quilter channel firm leaves the Quilter network, their balances remain in the opening Quilter channel assets but their closing assets and flows are reclassified as IFA channel from the point of transfer.
[3] The High Net Worth segment year to date Quilter channel gross flows and net flows were £450m and £256m respectively, with closing AuM of £4.8bn.
[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.
[5] The Quilter Platform includes £13m of gross flows, £71m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the three months ended 30 September 2025 (£bn) – unaudited

2025 Q3 gross flows, net flows & AuMA (£bn), unaudited	AuMA as at 30 June 2025	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2025	Of which managed by Quilter AuM as at 30 September 2025
Affluent segment					
Quilter channel[1,2]	20.2	1,119	701	21.8	17.7
IFA channel on Quilter Investment Platform	72.7	2,986	1,321	77.9	14.8
Funds via third-party platform	2.1	112	(22)	2.2	2.2
Total Affluent segment core business	**95.0**	**4,217**	**2,000**	**101.9**	**34.7**
Total High Net Worth segment[3]	**30.0**	**758**	**239**	**31.6**	**31.6**
Inter-segment Dual Assets[4]	**(1.6)**	**(44)**	**(12)**	**(1.7)**	**(0.4)**
Quilter plc core business	**123.4**	**4,931**	**2,227**	**131.8**	**65.9**
Non-core	**2.9**	**13**	**(109)**	**3.0**	**1.7**

Quilter plc reported	**126.3**	**4,944**	**2,118**	**134.8**	**67.6**
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	64.2	2,653	1,265	68.5	
Affluent managed and administered	27.8	1,385	790	30.5	
***Quilter Platform Sub-Total*[5]**	***92.0***	***4,038***	***2,055***	***99.0***	
Affluent external platform	5.9	192	(164)	5.9	
Affluent Total (Including Non-core)	**97.9**	**4,230**	**1,891**	**104.9**	

[1] Quilter channel third quarter Platform discrete gross flows and net flows were £1,049m and £767m respectively, with closing AuMA of £19.8bn.
[2] Where a Quilter channel firm leaves the Quilter network, their balances remain in the opening Quilter channel assets but their closing assets and flows are reclassified as IFA channel from the point of transfer.
[3] The High Net Worth segment Quilter channel third quarter discrete gross flows and net flows were £161m and £118m respectively, with closing AuM of £4.1bn.
[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.
[5] The Quilter Platform includes £3m of gross flows, £33m of net outflows and £1.3bn of closing AuA related to non-core assets.

Quilter plc data tables for the nine months ended 30 September 2025 (£bn) – unaudited

2025 YTD gross flows, net flows & AuMA (£bn), unaudited	AuMA as at 31 December 2024	Gross flows (£m)	Net flows (£m)	AuMA as at 30 September 2025	Of which managed by Quilter AuM as at 30 September 2025
Affluent segment					
Quilter channel[1,2]	19.1	3,192	2,024	21.8	17.7
IFA channel on Quilter Investment Platform	67.5	8,727	4,209	77.9	14.8
Funds via third-party platform	1.9	362	(110)	2.2	2.2
Total Affluent segment core business	**88.5**	**12,281**	**6,123**	**101.9**	**34.7**
Total High Net Worth segment[3]	**29.5**	**2,291**	**703**	**31.6**	**31.6**
Inter-segment Dual Assets[4]	**(1.7)**	**(201)**	**(93)**	**(1.7)**	**(0.4)**
Quilter plc core business	**116.3**	**14,371**	**6,733**	**131.8**	**65.9**
Non-core	**3.1**	**56**	**(292)**	**3.0**	**1.7**
Quilter plc reported	**119.4**	**14,427**	**6,441**	**134.8**	**67.6**
Affluent AuMA breakdown (incl. Non-core):					
Affluent administered only	60.2	7,834	4,218	68.5	
Affluent managed and administered	25.2	3,858	2,078	30.5	
***Quilter Platform Sub-Total*[5]**	***85.4***	***11,692***	***6,296***	***99.0***	
Affluent external platform	6.2	645	(465)	5.9	
Affluent Total (Including Non-core)	**91.6**	**12,337**	**5,831**	**104.9**	

[1] Quilter channel year to date Platform gross flows and net flows were £2,959m and £2,175m respectively, with closing AuMA of £19.8bn.
[2] Where a Quilter channel firm leaves the Quilter network, their balances remain in the opening Quilter channel assets but their closing assets and flows are reclassified as IFA channel from the point of transfer.
[3] The High Net Worth segment year to date Quilter channel gross flows and net flows were £552m and £418m respectively, with closing AuM of £4.1bn.
[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.
[5] The Quilter Platform includes £6m of gross flows, £88m of net outflows and £1.3bn of closing AuA related to non-core assets.

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