

QUILTER PMS PERFORMANCE UPDATE

FOR PROFESSIONAL FINANCIAL ADVISERS ONLY

Quilter PMS Cumulative Performance (data to 30/09/2021)

Outperformance	Year to Date	1 Year	2 Year	3 Year	4 Year	5 Year	6 Year	7 Year	8 Year	9 Year	10 Year	11 Year	12 Year	Start Date (01/11/2008)
Portfolio Equity	8.87	21.81	25.61	30.38	38.81	60.90	95.41	105.68	118.09	155.29	198.80	183.27	219.49	356.56
IA Flexible Investment	8.84	18.31	19.35	23.22	29.84	43.51	67.12	66.01	75.42	98.94	120.56	112.02	130.91	192.76
Portfolio Income	5.87	13.41	10.33	15.73	19.06	30.12	46.27	49.58	59.90	78.06	100.75	99.04	119.36	168.67
IA Mixed Investment 40-85%	7.99	16.63	16.40	21.30	27.78	39.40	60.86	61.80	70.92	93.82	116.24	108.96	126.65	180.70
Portfolio Ethical	7.65	15.40	18.25	26.46	31.64	44.02	63.82	71.05	81.74	107.74	133.37	128.49	151.35	206.11
IA Mixed Investment 40-85%	7.99	16.63	16.40	21.30	27.78	39.40	60.86	61.80	70.92	93.82	116.24	108.96	126.65	180.70

Quilter PMS Discrete Performance

Outperformance	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Portfolio Equity	33.99	20.78	-10.10	15.30	17.88	6.07	8.17	16.29	18.72	-8.37	19.21	11.22
IA Flexible Investment	24.03	14.57	-8.73	10.13	14.54	4.89	1.99	13.82	11.21	-6.72	15.66	6.70
Portfolio Income	17.18	10.89	-0.55	10.98	12.48	6.13	3.28	10.17	10.51	-5.32	12.72	2.70
IA Mixed Investment 40-85%	20.12	12.29	-5.51	9.97	14.47	4.87	2.66	12.87	9.98	-6.11	15.78	5.32
Portfolio Ethical	18.11	12.65	-3.77	12.16	15.35	5.83	5.19	10.39	11.37	-6.58	20.07	5.80
IA Mixed Investment 40-85%	20.12	12.29	-5.51	9.97	14.47	4.87	2.66	12.87	9.98	-6.11	15.78	5.32

Quilter PMS Defensive Characteristic 5 Year Ratios (data to 30/09/2021)

[Click here for ratio definitions](#)

Outperformance	Alpha	Beta	Downside Risk	Info. Ratio Rel.	Max Drawdown	Max Loss	Sharpe	Sortino	Volatility	Downside Capture	r2
Portfolio Equity	0.80	1.23	13.03	0.80	-19.42	-19.42	0.67	0.61	11.92	115.05	0.98
IA Flexible Investment	0.00	1.00	10.67	0.00	-15.53	-15.53	0.57	0.51	9.58	100.00	1.00
Portfolio Income	-0.40	0.85	8.79	-0.62	-14.37	-14.37	0.42	0.39	8.12	84.87	0.96
IA Mixed Investment 40-85%	0.00	1.00	10.50	0.00	-15.41	-15.41	0.52	0.46	9.40	100.00	1.00
Portfolio Ethical	1.02	0.94	10.50	0.33	-14.90	-14.90	0.61	0.53	9.08	87.79	0.96
IA Mixed Investment 40-85%	0.00	1.00	10.50	0.00	-15.41	-15.41	0.52	0.46	9.40	100.00	1.00

Past performance is not a reliable indicator of future performance, please refer to our important information on the back page for a full list of risk warnings.

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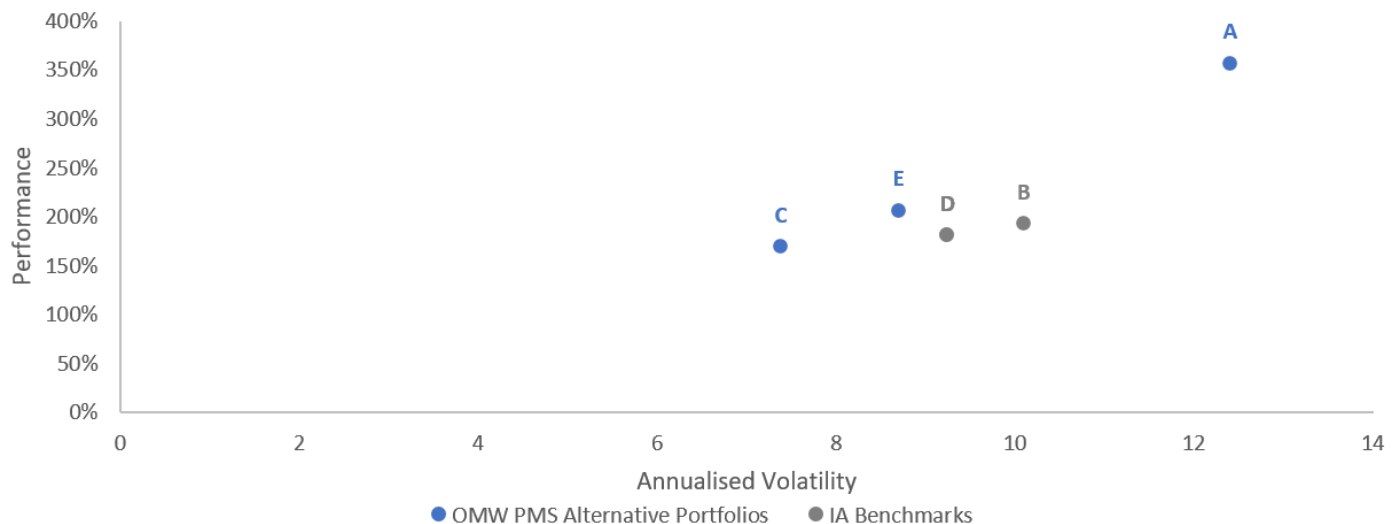
QUILTER PMS Ratios from Start of Data (01/11/2008 to 30/09/2021)

	Alpha	%	Beta	%	Downside Risk	%	Info. Ratio Rel.	%	Jensens Alpha	%	Max Draw-down	%	Max Loss	%	r2	%	Sharpe	%	Sortino	%	Tracking Error	%	Treynor	%	Volatility	%
Portfolio Equity	1.91	25	1.21	81	12.47	60	1.14	2	2.33	15	-19.42	68	-19.42	70	0.96	2	0.84	12	0.84	12	3.08	15	8.68	23	12.40	70
Portfolio Income	1.40	20	0.78	6	7.63	2	-0.13	84	0.95	28	-14.37	30	-14.37	32	0.95	24	0.81	13	0.78	19	2.67	34	7.66	21	7.38	1
Portfolio Ethical	1.34	24	0.92	24	8.68	11	0.32	25	1.17	21	-14.90	33	-14.90	34	0.95	20	0.81	12	0.81	12	2.09	6	7.69	20	8.70	16

Quartiles Key: Colour code explanation of squares in tables representing the quartiles.



QUILTER PMS Risk/Return Profiles from Start of Data (01/11/2008 to 30/09/2021)



Key	Portfolio	Performance	Volatility
A	Portfolio Equity	356.56%	12.40
B	IA Flexible Investment	192.76%	10.09
C	Portfolio Income	168.67%	7.38
D	IA Mixed Investment 40-85%	180.70%	9.24
E	Portfolio Ethical	206.11%	8.70
D	IA Mixed Investment 40-85%	180.70%	9.24

Outperformance A blue filled box indicates outperformance.



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