

JTC IS A LEADING GLOBAL PROVIDER OF FUND, CORPORATE AND PRIVATE CLIENT SERVICES TO INSTITUTIONAL AND PRIVATE CLIENTS. WE OPERATE A HIGHLY RESILIENT, GROWTH ORIENTATED PROFESSIONAL SERVICES BUSINESS MODEL

Driven by our purpose – to help maximise the potential of every client, colleague and partner with whom we work – our business model enables us to create value sustainably by delivering on our four strategic priorities:

1. EVERY EMPLOYEE AN OWNER OF THE BUSINESS

2. GROW ORGANICALLY BY DELIVERING CLIENT SERVICE EXCELLENCE WITHIN LONG-TERM RELATIONSHIPS

INPUTS

STRENGTHS

OUR PEOPLE

We provide an environment where our people can maximise their individual potential and be part of creating something meaningful and long lasting

CLIENTS

We partner with our clients to help them achieve their goals and meet their expectations of the highest levels of service delivered with integrity, energy and dedication

INTERMEDIARIES

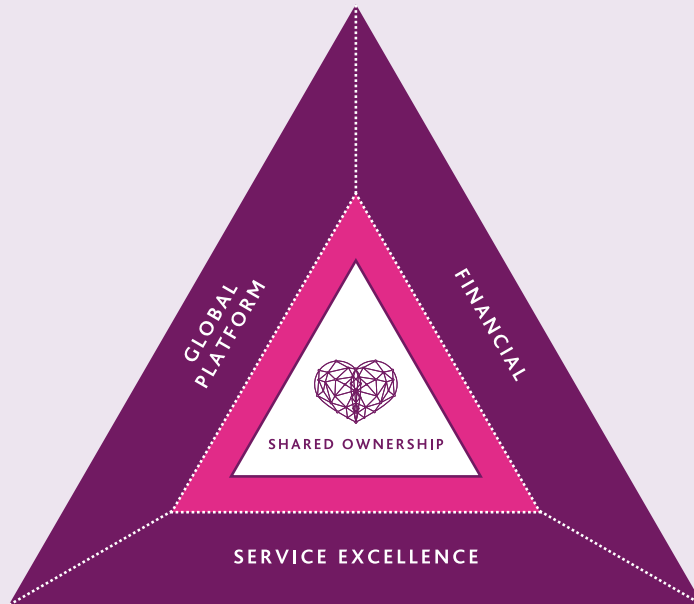
We work with intermediaries on common clients, becoming a trusted extension of their offering and they of ours

M&A OPPORTUNITIES

We provide a home and a platform for growth that is compelling across the full range of M&A opportunities

SHARED OWNERSHIP CULTURE

We operate around the simple but effective principle that if our people have a stake in the business, they will do a better job for our clients



GLOBAL PLATFORM

- Experienced and entrepreneurial leadership team
- Well balanced between our ICS and PCS Divisions
- 24 offices in 19 jurisdictions
- Tech-enabled to deliver value and drive efficiency

SERVICE EXCELLENCE

- Deep expertise delivered by highly qualified professionals
- Director-led client service teams and high employee retention rates
- Long-term, value-enhancing relationships

FINANCIAL

- 33 year track record of growth
- 8%-10% net organic revenue growth pa
- 33%-38% EBITDA margin
- 85%-90% cash conversion
- Strong balance sheet
- 23 acquisitions announced since 2010

OUR GUIDING PRINCIPLES EST. 1998

MAXIMISE INDIVIDUAL POTENTIAL

MERITOCRACY

STAKEHOLDER MENTALITY

COMPANY BEFORE INDIVIDUAL

3. MAKE STRATEGIC ACQUISITIONS AND INTEGRATE THEM SEAMLESSLY SO THAT IN OUR WORLD 2+2 = 5

4. MAINTAIN A WELL-INVESTED, SCALABLE AND TECHNOLOGY-ENABLED GLOBAL PLATFORM THAT SUPPORTS CONSISTENT GROWTH

CREATING VALUE

OUTPUTS

CREATING VALUE FOR OUR PEOPLE

Outstanding career opportunities, lifelong learning through the JTC Academy and support through the JTC Gateway and JTC Wellbeing programmes

£200+m of value created for JTC employee owners since 1998 and over 20% of ISC held by employee owners

DELIVERING VALUE FOR OUR CLIENTS

We deliver sophisticated solutions to our clients and become a trusted advisor, helping them to achieve their long-term goals

We combine our expertise and experience with an entrepreneurial approach to help our clients find the best solutions

UNLOCKING VALUE FOR INTERMEDIARIES

As an independent we are free to work with leading providers who share a common goal, the best interests of our clients

We offer our intermediary partners peace of mind that we will always match their own high standards

GENERATING VALUE FOR OUR STAKEHOLDERS

The combination of consistent organic growth and highly visible recurring revenue creates a compounding effect that drives the future value of the business

We are skilled and disciplined at finding acquisitions that complement and expand our core business. We extract value through proven integration methods and seamless transfer to the JTC platform

We actively engage with key stakeholders, including regulators, governments and local communities to share our knowledge and expertise for the benefit of all

OUR PEOPLE

– JTC Shared Ownership now a Harvard Business School MBA case study

1,100+
employees and every one an owner
94%+
employee retention

CLIENTS

6,000+
clients from over 100 countries
+20%
increase in the annualised value of new business won to £17.9m

\$180bn
Assets under Administration (AuA)
10+
years, average client relationship

INTERMEDIARIES

140+
active intermediary partners globally
55%
of new business referred to JTC by intermediary partners

SHAREHOLDERS

23
acquisitions announced since 2010

25% to 30%
dividend as % of underlying PAT
22.49p
Underlying Basic EPS

COMMUNITIES

£150k+
donated to good causes in 2020
50+
charities supported in more than 20 countries



ENTREPRENEURIAL OUTLOOK



WANT TO WIN MENTALITY



'CAN DO' ATTITUDE



'ABOVE AND BEYOND' SERVICE