

BUSINESS MODEL

Our business model is built on our Shared Ownership culture and driven by our Purpose; to help maximise the potential of every client, colleague and partner with whom we work.

We create value by aligning with the interests of our stakeholders and committing to long-term relationships.

We grow through a compounding strategy that combines consistent organic growth, disciplined acquisitions and the continuous pursuit of operational excellence.

OUR KEY INPUTS

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

OUR PEOPLE

We make every employee an owner, creating an environment where people can maximise their potential and be part of creating something meaningful and long lasting

INTERMEDIARIES

We work symbiotically 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

OUR STRATEGIC STRENGTHS

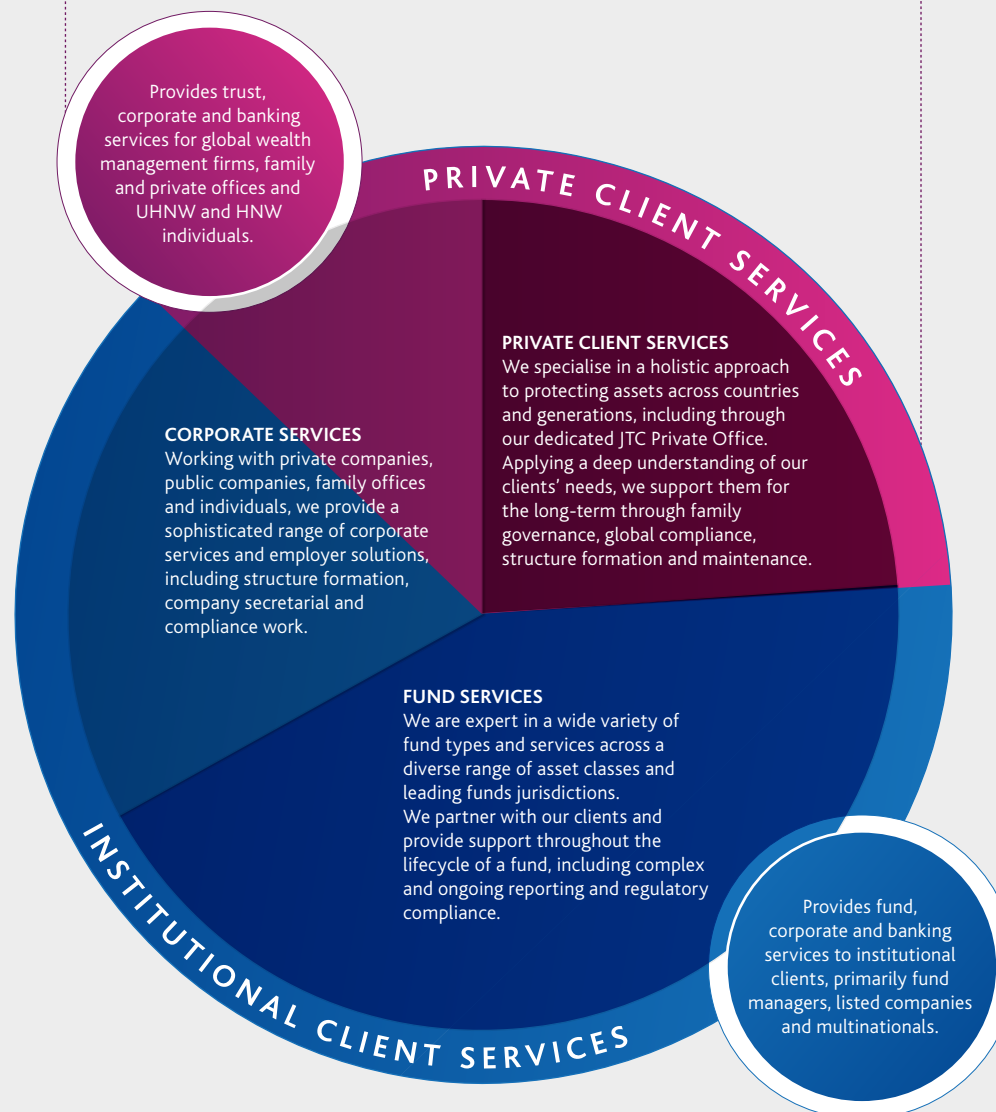
We grow organically by offering service excellence and a suite of solutions with long-term relationships

With all our people as owners the interests of all our stakeholders are aligned

We maintain a well-invested and scalable global platform that supports consistent long-term growth

We make strategic acquisitions and integrate them seamlessly so that in our world 2+2=5

WHAT WE DO AND HOW WE GENERATE VALUE



VALUE WE CREATE FOR STAKEHOLDERS



CLIENTS

\$200bn client assets we are trusted to administer

14+ years average JTC client relationship

£237.7m lifetime value of work awarded to JTC by clients in 2022



EMPLOYEES

£350m Shared Ownership value created since 1998

92% retention rate in 2022

100% of permanent employees are owners of the business



SHAREHOLDERS

30% of adjusted underlying EPS dividend

33.27p adjusted underlying EPS in 2022

Acquisitions generating ROIC > internal WACC within 36 months



CHARITIES AND COMMUNITIES

£225k+ donated to good causes in 2022

Carbon Neutral+ status maintained in 2022