27 FEBRUARY 2023

UTMOST INTERNATIONAL ATTRACTS £4.2BN GROSS FLOWS AND SECURES £1.3BN NET FLOWS FOR 2022

Today, Utmost Group announces flows and Assets under Administration of Utmost International for the year ended 31 December 2022.

HIGHLIGHTS

› Utmost International achieved robust gross inflows of £4.2bn in 2022 against a challenging macroeconomic and inflationary backdrop (2021 Pro Forma: £4.8bn).

› Net inflows for the year were £1.3bn, comparable to the £1.5bn pro forma figure in 2021, supported by high client retention rates.

› Utmost International Assets under Administration ("AUA") were £51.9bn at YE 2022, a decrease compared to the YE 2021 figure driven by lower market values for all asset classes. Asset valuations have shown signs of recovery in Q4 2022 and early in 2023 with global equity markets recovering some of the losses of earlier periods and increased stability in investment markets.

› 2022 Annual Premium Equivalent ("APE") was £397m (2021 Pro Forma: £484m) reflecting the lower volume of new business in our established markets, which was offset by a strong sales performance in our growth markets.

Utmost International 2022 Net Flows

£BN	OPENING AUA	GROSS FLOWS	OUTFLOWS	NET FLOWS	MARKET MOVEMENTS	CLOSING AUA
FY 2022	55.9	4.2	(2.9)	1.3	(5.3)	51.9
FY 2021 PRO FORMA	51.1	4.8	(3.3)	1.5	3.4	55.9

Paul Thompson, Utmost Group plc commented:

"I am pleased to announce resilient gross inflows of £4.2bn in 2022, rounding out a successful year for the Group. High client retention rates have contributed to our strong net flows figure of £1.3bn.

"These figures reflect the long-term benefits of our proposition to our clients. Our strong relationships with our partners have demonstrated continuity through the integration of Quilter International which is reflected in our robust sales, and strong performance in our growth markets in Europe and Asia.

"Longer-term sectoral trends are supportive of our continued business growth, with increasing demand for robust, transparent investment and savings products. Utmost Group remains well placed to capitalise on our existing strong market position."

The Group will announce its Full Year 2022 Results in late April 2023.

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FOR FURTHER INFORMATION, PLEASE CONTACT

Utmost Group plc

Anne Marie Shepherd, Head of Strategy and Corporate Affairs
Tel +44 (0)203 861 4347
Email annemarie.shepherd@utmostgroup.co.uk

Temple Bar Advisory

Alex Child-Villiers / William Barker
Tel +44 (0)20 7183 1190
Email utmost@templebaradvisory.com

ABOUT UTMOST GROUP PLC

Utmost Group plc is a leading provider of insurance and savings solutions. Its principal businesses are Utmost International and Utmost Life and Pensions, which together are responsible for over £57bn of primarily unit-linked policyholder assets for around 530,000 customers. Utmost Group plc is subject to Group Supervision by the PRA.