

Aberdeen Asset Management

Interim results to 31 March 2017



Martin Gilbert, Chief Executive and Bill Rattray, Finance Director
2 May 2017

Financial highlights

| | 1H 2016 | 2H 2016 | 1H 2017 |
|-----------------------------|----------|----------|----------|
| Operating margin | 32.2% | 32.9% | 35.3% |
| Underlying pre-tax profit | £162.9m | £189.8m | £195.2m |
| Underlying diluted EPS | 9.6p | 11.1p | 11.5p |
| Interim dividend | 7.5p | | 7.5p |
| Regulatory capital headroom | £80m | £60m | £76m |
| Period end AuM | £292.8bn | £312.1bn | £308.1bn |

Operational highlights

Resilient financial performance

- Underlying PBT increased to £195.2 million, +19.8% compared to 1H 2016

Flows reflect growing interest in wider range of capabilities

- Net outflows of £13.4 billion
- Significant recovery: Q1 net flows of £10.5 billion, reducing to £2.9 billion
- Closing AuM of £308.1 billion

Continued strength in investment performance

- Net inflows into US equities, DGF, Parmenion
- Positive Q2 for GEM and EMD

Cost savings actioned

- Cost saves fully implemented to achieve £70 million annualised savings
- Benefit in the period of £60 million compared to 2015 baseline

Strong balance sheet

- Net cash at half year end of £498.0 million and healthy headroom over our regulatory capital

Recovery in flows across a number of asset classes




- Global emerging equities and Emerging market debt had combined inflows of £0.8 billion. US small cap equities continued to grow
- Diversified Growth Fund net flows of £0.8 billion. Total AuM now £1.1bn within this strategy
- Parmenion net flows of £0.6 billion. AuM is 80% higher than at January 2016 purchase date
- Lower fee margin insurance flows (broader than LBG) remain steady. £1.8bn in Q1 and £1.9bn in Q2
- Rationalisation of US fixed income business saw reduction of £3.3bn of AuM during the period

| | 1Q 2017 £bn | 2Q 2017 £bn | 1H 2017 £bn | FY 2016 £bn |
|------------------|----------------|----------------|----------------|----------------|
| Inflows | | | | |
| Equities | 3.0 | 3.5 | 6.5 | 10.6 |
| Fixed income | 4.1 | 3.9 | 8.0 | 15.8 |
| Multi asset | 2.2 | 3.3 | 5.5 | 7.2 |
| Alternatives | 0.3 | 0.2 | 0.5 | 0.5 |
| Quantitative | 0.2 | 0.6 | 0.8 | 1.2 |
| Property | 0.4 | 1.0 | 1.4 | 3.7 |
| | <u>10.2</u> | <u>12.5</u> | <u>22.7</u> | <u>39.0</u> |
| Outflows | | | | |
| Equities | 9.6 | 5.5 | 15.1 | 24.3 |
| Fixed income | 5.2 | 4.1 | 9.3 | 22.6 |
| Multi asset | 3.6 | 3.2 | 6.8 | 14.3 |
| Alternatives | 0.5 | 0.5 | 1.0 | 2.2 |
| Quantitative | 0.7 | 1.0 | 1.7 | 4.0 |
| Property | 1.1 | 1.1 | 2.2 | 4.5 |
| | <u>20.7</u> | <u>15.4</u> | <u>36.1</u> | <u>71.8</u> |
| Net flows | | | | |
| Equities | (6.6) | (2.0) | (8.6) | (13.6) |
| Fixed income | (1.1) | (0.2) | (1.3) | (6.8) |
| Multi asset | (1.4) | 0.1 | (1.3) | (7.1) |
| Alternatives | (0.2) | (0.3) | (0.5) | (1.7) |
| Quantitative | (0.5) | (0.4) | (0.9) | (2.8) |
| Property | (0.7) | (0.1) | (0.8) | (0.8) |
| | <u>(10.5)</u> | <u>(2.9)</u> | <u>(13.4)</u> | <u>(32.8)</u> |

Distribution activity continues to increase

- Sentiment is returning to emerging markets and Asia at the same time as our investment performance is improving
- Active management of opportunities pipeline by distribution team – activity levels of sales team have increased significantly
- More diversified pipeline
 - Strength of diversified growth strategies bearing fruit
 - Increasing interest in next generation capabilities, inc real assets, liquid alternatives and smart beta
 - Supports deeper dialogue with strategic partners
- ‘Income campaign’ is the biggest we have undertaken
- Continue to invest in brand
- No loss of momentum as a result of announcing SL transaction

Well positioned to address industry challenges

| Industry theme | | Aberdeen response |
|------------------|---|--|
| Global | Investors globally are demanding more and broadening their requirements | <ul style="list-style-type: none"> • Broad range of capabilities includes Multi-asset, Quant and Alternatives • Continue to add global coverage for these skills  |
| Scale | Investing globally adds complexity Global investment plus local engagement | <ul style="list-style-type: none"> • Global network allows local contact with clients and investments • Management of regulatory capital headroom • Investment in technology critical  |
| Solutions | Broad investment capability and scale needed to deliver cost effective offering | <ul style="list-style-type: none"> • Specialist distribution teams support broader capability set • Strong solutions team to build portfolios to deliver outcomes for clients  |

Results reflect resilience of business model – coupled with growth of multi asset business and distribution strength.
Standard Life transaction accelerates these responses.



Financial results

Key points

Revenues and profits are significantly higher than the first half of 2016 boosted by markets and currencies, and close control of costs

Blended fee rate remained steady at 33.7bps

Strong conversion of operating cash flow into cash

£70 million cost savings actioned although costs saved masked by sterling weakness

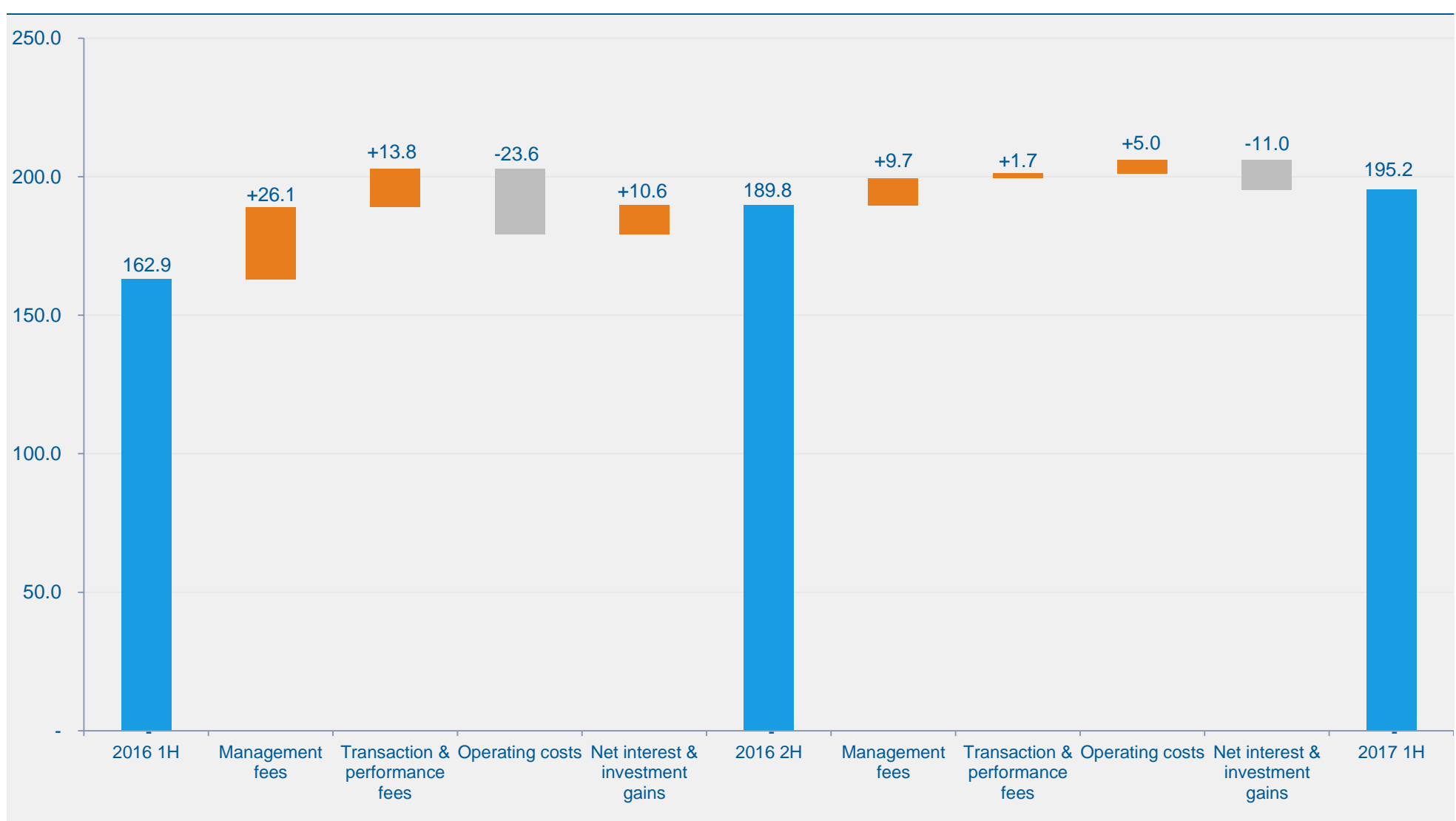
Reconciliation of changes in AuM

| | Equities £bn | Fixed income £bn | Multi asset £bn | Alternatives £bn | Quantitative investments £bn | Property £bn | Total £bn |
|--------------------------|-----------------|------------------------|--------------------|---------------------|------------------------------------|-----------------|--------------|
| AuM at 30 September 2016 | 89.1 | 70.0 | 89.9 | 21.8 | 22.8 | 18.5 | 312.1 |
| Net new business flows | (8.6) | (1.3) | (1.3) | (0.5) | (0.9) | (0.8) | (13.4) |
| Markets and performance | 6.0 | (0.8) | 4.3 | 0.1 | 2.0 | 0.6 | 12.2 |
| FX movements | 1.7 | 0.8 | - | 0.5 | - | (0.1) | 2.9 |
| Business rationalisation | - | (3.3) | (2.4) | - | - | - | (5.7) |
| AuM at 31 March 2017 | 88.2 | 65.4 | 90.5 | 21.9 | 23.9 | 18.2 | 308.1 |
| Average AuM | 86.7 | 67.2 | 89.2 | 22.3 | 23.6 | 18.1 | 307.1 |

Income statement progression

| | 1H 2016 | | 2H 2016 | | FY 2016 | | 1H 2017 | |
|------------------------|--------------|--------------|---------|--------------|--------------|--------------|--------------|--------------|
| | £m | Margin | £m | Margin | £m | Margin | £m | Margin |
| Revenue | 483.6 | | 523.5 | | 1,007.1 | | 534.9 | |
| Staff costs | 205.5 | 42.5% | 217.4 | 41.5% | 422.9 | 42.0% | 217.6 | 40.6% |
| Other costs | 122.2 | 25.3% | 133.9 | 25.6% | 256.1 | 25.4% | 128.7 | 24.1% |
| Total operating costs | 327.7 | 67.8% | 351.3 | 67.1% | 679.0 | 67.4% | 346.3 | 64.7% |
| Operating profit | 155.9 | <u>32.2%</u> | 172.2 | <u>32.9%</u> | 328.1 | <u>32.6%</u> | 188.6 | <u>35.3%</u> |
| Net finance costs | 0.9 | | 0.7 | | 1.6 | | 1.3 | |
| Other gains & losses | 6.1 | | 16.9 | | 23.0 | | 5.3 | |
| Profit before taxation | 162.9 | | 189.8 | | 352.7 | | 195.2 | |
| Taxation | (25.8) | | (32.4) | | (58.2) | | (31.5) | |
| Profit for the period | 137.1 | | 157.4 | | 294.5 | | 163.7 | |
| Effective tax rate | <u>15.8%</u> | | | | <u>16.5%</u> | | <u>16.1%</u> | |

Profit before tax



Blended fee rate

| | 1H 2016 bps | 2H 2016 bps | FY 2016 bps | 1H 2017 bps |
|---------------------------------------|----------------|----------------|----------------|----------------|
| Equities | 65.9 | 66.8 | 66.2 | 66.9 |
| Fixed income | 18.8 | 19.3 | 19.1 | 17.9 |
| Multi asset | 15.2 | 15.7 | 15.5 | 15.8 |
| Alternatives | 44.5 | 43.4 | 44.4 | 45.2 |
| Quantitative investments | 9.0 | 8.5 | 8.7 | 8.4 |
| Property | 47.6 | 42.6 | 45.5 | 40.9 |
| Blended average management fee | 33.4 | 33.7 | 33.6 | 33.7 |

Cost efficiency activities complete

**All activities
now complete in
£70 million
programme**

- The emphasis has been on cost discipline and managing for long term efficiency
- Largest source of saving came from role reduction :
 - Senior retirements
 - Non-replacement of staff, following review of team structures
 - Selective redundancy
- Plus procurement discipline and optimising processes

**£60 million of
annualised
benefit in results**

- £70 million target was set against 2H 2015 actuals = annualised costs of £700 million, including acquisitions
- Target costs on constant currency were £630 million (before research costs)
- FX has continued to increase costs in sterling terms - Adds £51 million to baseline costs
- 40% of costs in currencies other than GBP
- 1H 2017 costs of £346.3 million – equate to £692.6 million on annual basis

Cash flow

| | 1H 2017 £m | |
|--|---------------|----------------|
| Operating cash flow, after interest and tax | | 124.0 |
| Capital expenditure and long term investment | (21.8) | |
| Net decrease in seed capital | 32.8 | 11.0 |
| | | (16.5) |
| Coupon payments on capital securities & preference shares | | 118.5 |
| | | (154.2) |
| Ordinary dividend payments | | (35.7) |
| Hedging of deferred variable remuneration | | |
| Net disposal of investments in funds | 1.4 | |
| EBT purchases of Aberdeen shares | (23.4) | (22.0) |
| | | |
| Acquisition-related cash flows | | |
| Restructuring and deal-related costs | (0.8) | (0.8) |
| Net cash outflow | | (58.5) |

Regulatory capital

| | Regulatory status | Mar 16 £m | Sep 16 £m | Mar 17 £m |
|--|-------------------|--------------|--------------|--------------|
| Ordinary shareholders' funds – as reported | | 1,690 | 1,691 | 1,628 |
| Less: provision for dividend | | (96) | (154) | (96) |
| | CET1 | 1,594 | 1,537 | 1,532 |
| 5.0 % Preference shares | AT1 | 100 | 100 | 100 |
| | Tier 1 | 1,694 | 1,637 | 1,632 |
| 7.0% Perpetual capital securities | Tier 2 | 322 | 322 | 322 |
| | | 2,016 | 1,959 | 1,954 |
| Less: intangible assets, net of deferred tax | | (1,432) | (1,411) | (1,371) |
| Less: pension surplus, net of deferred tax | | (24) | - | - |
| Less: other deductions | | (7) | (15) | (16) |
| Total regulatory capital after deductions | | 553 | 533 | 567 |
| Pillar 2 regulatory capital requirement | | | | |
| To cover operational risk | | 344 | 344 | 344 |
| To cover credit and market risk | | 129 | 129 | 147 |
| Total Pillar 2 requirement | | 473 | 473 | 491 |
| Surplus over Pillar 2 requirement | | 80 | 60 | 76 |

Summary

Distinctive and strong capabilities

- Now have a full service offering. Committed to growing alternatives and solutions, but our traditional strengths remain equally important

Discipline investment style

- Long term outlook – committed to investing through cycle

Broad distribution base/investment

- Expanded growth opportunities
- Broad range of opportunities

Rigorous cost management

- Actions on £70 million programme now complete

Balance sheet and capital

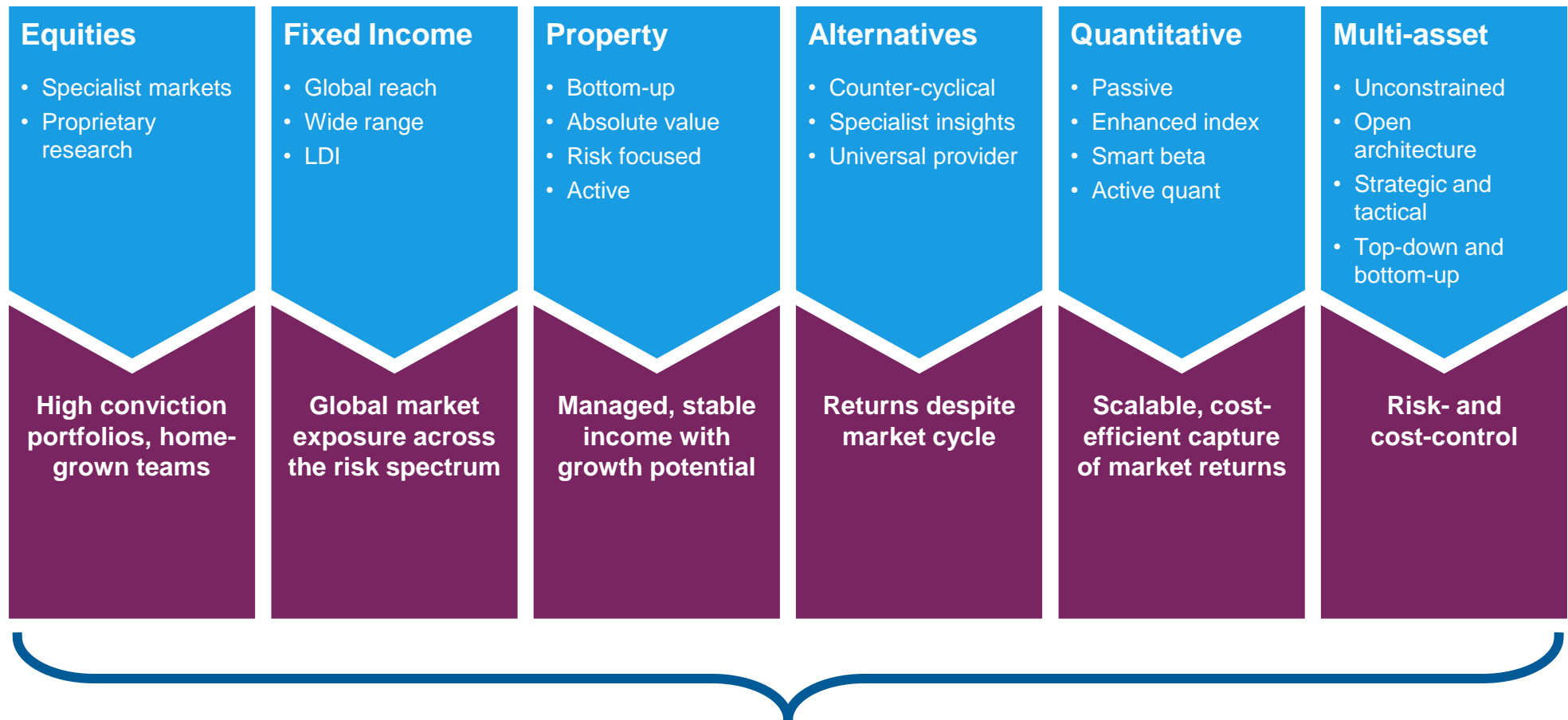
- Healthy balance sheet, with substantial regulatory capital headroom



Appendix

Supplementary financials
New business flows
AuM breakouts
Performance

We now have a competitive full service capability



Everything to meet clients' investment objectives

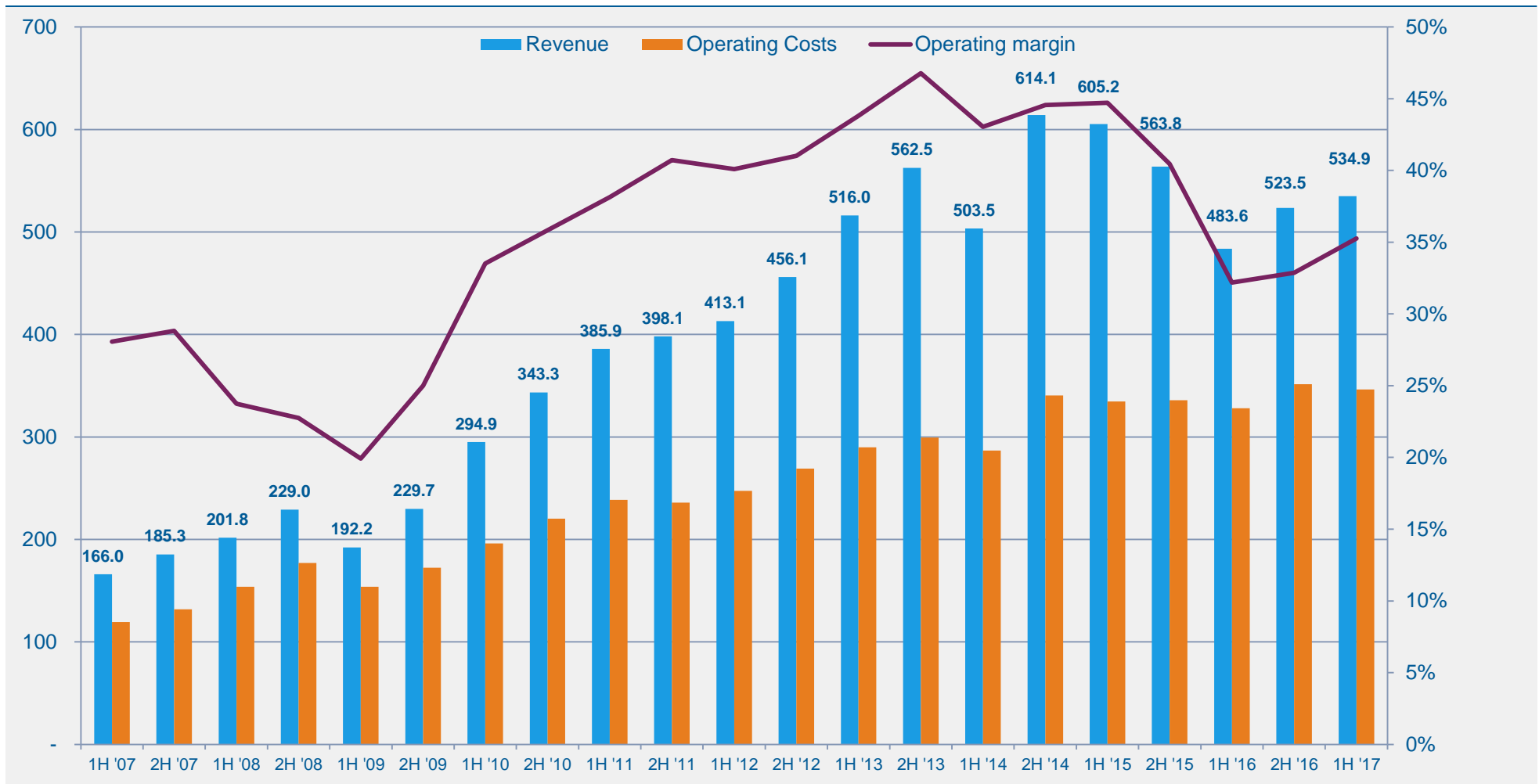
Revenue analysis

| | 1H 2016 | | 2H 2016 | | FY 2016 | | 1H 2017 | |
|------------------|----------------|------|----------------|------|----------------|------|----------------|------|
| | £m | | £m | | £m | | £m | |
| Management fees | 479.4 | 99% | 505.5 | 97% | 984.9 | 98% | 515.2 | 96% |
| Transaction fees | 2.7 | 1% | 3.7 | 0% | 6.4 | 0% | 11.9 | 2% |
| | 482.1 | 100% | 509.2 | 97% | 991.3 | 98% | 527.1 | 98% |
| Performance fees | 1.5 | 0% | 14.3 | 3% | 15.8 | 2% | 7.8 | 2% |
| | 483.6 | 100% | 523.5 | 100% | 1,007.1 | 100% | 534.9 | 100% |

Performance fees

| | 1H 2016 | | 2H 2016 | | FY 2016 | | 1H 2017 | |
|--------------|----------------|------|----------------|------|----------------|------|----------------|------|
| | £m | | £m | | £m | | £m | |
| Equities | 0.2 | 13% | 11.4 | 80% | 11.6 | 73% | 2.0 | 25% |
| Fixed income | - | - | - | - | - | - | 0.6 | 8% |
| Alternatives | 0.3 | 20% | 2.0 | 14% | 2.3 | 15% | - | - |
| Property | 1.0 | 67% | 0.9 | 6% | 1.9 | 12% | 5.2 | 67% |
| Revenue | 1.5 | 100% | 14.3 | 100% | 15.8 | 100% | 7.8 | 100% |

Revenues, costs and margin



Analysis of operating expenses

| | 1H 2016 £m | 2H 2016 £m | FY 2016 £m | 1H 2017 £m |
|-------------------|---------------|---------------|---------------|---------------|
| Staff costs | 205.5 | 217.4 | 422.9 | 217.6 |
| Third party admin | 34.0 | 30.0 | 64.0 | 32.2 |
| Accommodation | 13.9 | 18.0 | 31.9 | 16.8 |
| IT | 22.7 | 22.7 | 45.4 | 25.3 |
| Marketing | 9.2 | 12.5 | 21.7 | 9.3 |
| Depreciation | 3.8 | 4.3 | 8.1 | 3.9 |
| Other | 38.6 | 46.4 | 85.0 | 41.2 |
| Non staff costs | 122.2 | 133.9 | 256.1 | 128.7 |
| | 327.7 | 351.3 | 679.0 | 346.3 |

Seed capital used to support launch of new funds

| | FY 2016 £m | 1H 2017 £m |
|---|---------------|---------------|
| Equities | 19.1 | 21.8 |
| Fixed income | 66.1 | 64.1 |
| Multi asset | 57.5 | 43.6 |
| Alternatives | 45.3 | 15.9 |
| | 188.0 | 145.4 |
| Accounting adjustment for consolidation rules | 12.6 | 50.3 |
| Total | 200.6 | 195.7 |

Increased commitment to seed capital, both number and value of funds



New business flows

New business flows – by asset class

| | Group | | | |
|--------------------------|-----------------|-----------------|-----------------|-----------------|
| | 1H 2016 £m | 2H 2016 £m | FY 2016 £m | 1H 2017 £m |
| Inflows | | | | |
| Equities | 5,113 | 5,536 | 10,649 | 6,501 |
| Fixed income | 9,127 | 6,696 | 15,823 | 7,973 |
| Multi asset | 3,647 | 3,602 | 7,249 | 5,520 |
| Alternatives | 351 | 119 | 470 | 450 |
| Quantitative investments | 644 | 521 | 1,165 | 799 |
| Property | 2,575 | 1,102 | 3,677 | 1,440 |
| | <u>21,457</u> | <u>17,576</u> | <u>39,033</u> | <u>22,683</u> |
| Outflows | | | | |
| Equities | 14,932 | 9,343 | 24,275 | 15,110 |
| Fixed income | 11,382 | 11,194 | 22,576 | 9,260 |
| Multi asset | 7,541 | 6,803 | 14,344 | 6,837 |
| Alternatives | 561 | 1,594 | 2,155 | 953 |
| Quantitative investments | 2,180 | 1,798 | 3,978 | 1,739 |
| Property | 1,596 | 2,909 | 4,505 | 2,190 |
| | <u>38,192</u> | <u>33,641</u> | <u>71,833</u> | <u>36,089</u> |
| Net flows | | | | |
| Equities | (9,819) | (3,807) | (13,626) | (8,609) |
| Fixed income | (2,255) | (4,498) | (6,753) | (1,287) |
| Multi asset | (3,894) | (3,201) | (7,095) | (1,317) |
| Alternatives | (210) | (1,475) | (1,685) | (503) |
| Quantitative investments | (1,536) | (1,277) | (2,813) | (940) |
| Property | 979 | (1,807) | (828) | (750) |
| | <u>(16,735)</u> | <u>(16,065)</u> | <u>(32,800)</u> | <u>(13,406)</u> |

New business flows

| | Group | | |
|--------------------------|---------------|---------------|---------------|
| | 1Q 2017 £m | 2Q 2017 £m | 1H 2017 £m |
| Inflows | | | |
| Equities | 2,999 | 3,502 | 6,501 |
| Fixed income | 4,042 | 3,931 | 7,973 |
| Multi asset | 2,171 | 3,349 | 5,520 |
| Alternatives | 281 | 169 | 450 |
| Quantitative investments | 249 | 550 | 799 |
| Property | 420 | 1,020 | 1,440 |
| | 10,162 | 12,521 | 22,683 |
| Outflows | | | |
| Equities | 9,597 | 5,513 | 15,110 |
| Fixed income | 5,179 | 4,081 | 9,260 |
| Multi asset | 3,588 | 3,249 | 6,837 |
| Alternatives | 458 | 495 | 953 |
| Quantitative investments | 743 | 996 | 1,739 |
| Property | 1,086 | 1,104 | 2,190 |
| | 20,651 | 15,438 | 36,089 |
| Net flows | | | |
| Equities | (6,598) | (2,011) | (8,609) |
| Fixed income | (1,137) | (150) | (1,287) |
| Multi asset | (1,417) | 100 | (1,317) |
| Alternatives | (177) | (326) | (503) |
| Quantitative investments | (494) | (446) | (940) |
| Property | (666) | (84) | (750) |
| | (10,489) | (2,917) | (13,406) |

New business flows – Equities

| | Group | | |
|-------------------------|----------------|----------------|----------------|
| | 1Q 2017 £m | 2Q 2017 £m | 1H 2017 £m |
| Inflows | | | |
| Asia Pacific | 1,063 | 934 | 1,997 |
| Global emerging markets | 1,144 | 1,877 | 3,021 |
| Europe | 5 | 14 | 19 |
| Global & EAFE | 198 | 313 | 511 |
| UK | 40 | 31 | 71 |
| US | 549 | 333 | 882 |
| | <u>2,999</u> | <u>3,502</u> | <u>6,501</u> |
| Outflows | | | |
| Asia Pacific | 3,928 | 2,302 | 6,230 |
| Global emerging markets | 1,485 | 1,216 | 2,701 |
| Europe | 81 | 506 | 587 |
| Global & EAFE | 3,816 | 995 | 4,811 |
| UK | 115 | 292 | 407 |
| US | 172 | 202 | 374 |
| | <u>9,597</u> | <u>5,513</u> | <u>15,110</u> |
| Net flows | | | |
| Asia Pacific | (2,865) | (1,368) | (4,233) |
| Global emerging markets | (341) | 661 | 320 |
| Europe | (76) | (492) | (568) |
| Global & EAFE | (3,618) | (682) | (4,300) |
| UK | (75) | (261) | (336) |
| US | 377 | 131 | 508 |
| | <u>(6,598)</u> | <u>(2,011)</u> | <u>(8,609)</u> |

New business flows – Fixed income

| | Group | | |
|------------------|----------------|---------------|----------------|
| | 1Q 2017 £m | 2Q 2017 £m | 1H 2017 £m |
| Inflows | | | |
| Asia Pacific | 32 | 60 | 92 |
| Australia | 171 | 124 | 295 |
| Convertibles | 23 | 11 | 34 |
| Emerging markets | 269 | 387 | 656 |
| Europe | 6 | 133 | 139 |
| Global | 131 | 57 | 188 |
| High yield | 114 | 153 | 267 |
| Money market | 1,660 | 2,086 | 3,746 |
| UK | 1,342 | 856 | 2,198 |
| US | 294 | 64 | 358 |
| | 4,042 | 3,931 | 7,973 |
| Net flows | | | |
| Asia Pacific | (53) | 9 | (44) |
| Australia | 56 | (809) | (753) |
| Convertibles | (2) | (12) | (14) |
| Emerging markets | (283) | 173 | (110) |
| Europe | (21) | 110 | 89 |
| Global | (268) | 23 | (245) |
| High yield | (241) | (36) | (277) |
| Money market | 15 | 925 | 940 |
| UK | (460) | (431) | (891) |
| US | 120 | (102) | 18 |
| | (1,137) | (150) | (1,287) |

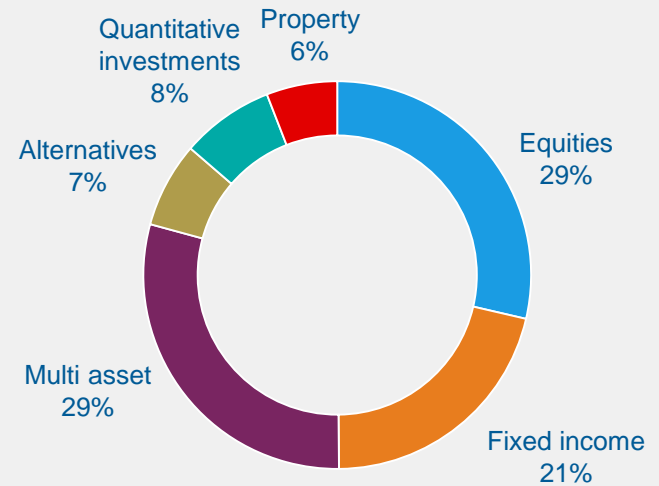


AuM breakouts

A diversified asset base

| 31 March 17 | £bn |
|--------------------------|--------------|
| Equities | 88.2 |
| Fixed Income | 65.4 |
| Multi asset | 90.5 |
| Alternatives | 21.9 |
| Quantitative investments | 23.9 |
| Property | 18.2 |
| Total | 308.1 |

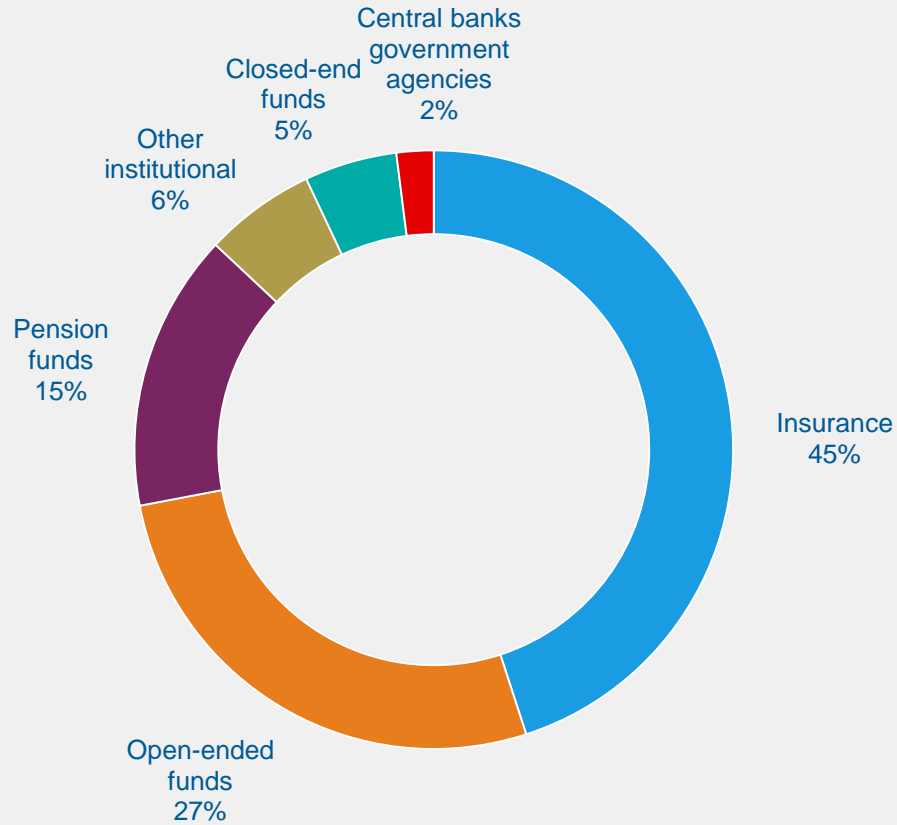
By asset class



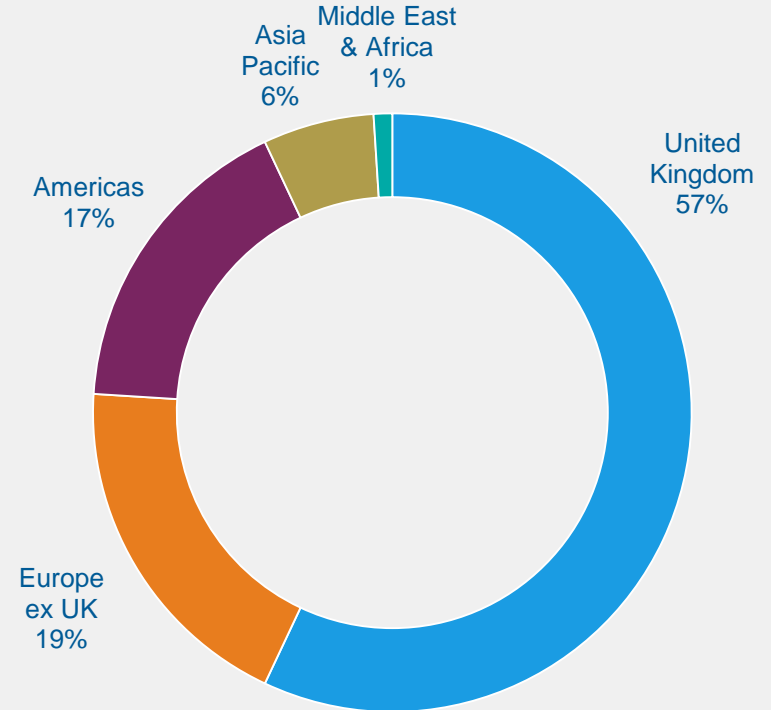
Our strategy for diversification has progressed further

Broad distribution base to support more capabilities

Assets by client type

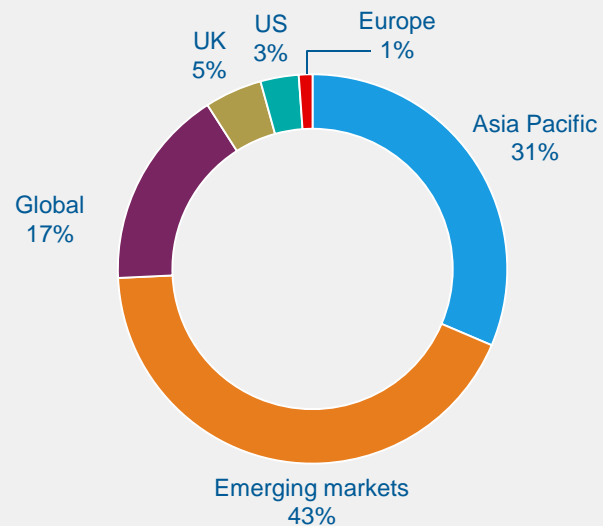


AuM by client domicile

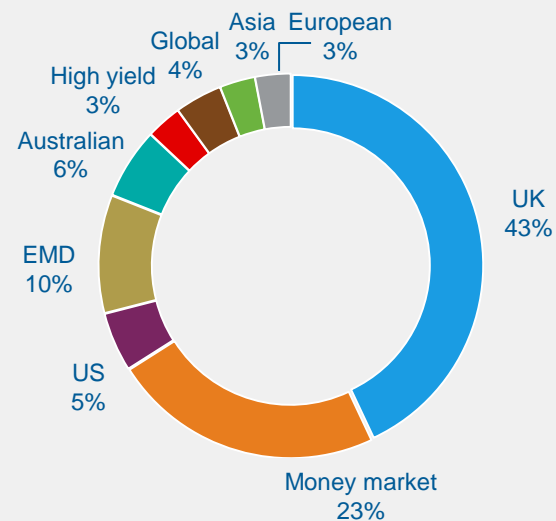


Equities & Fixed income analysis

Equities



Fixed income

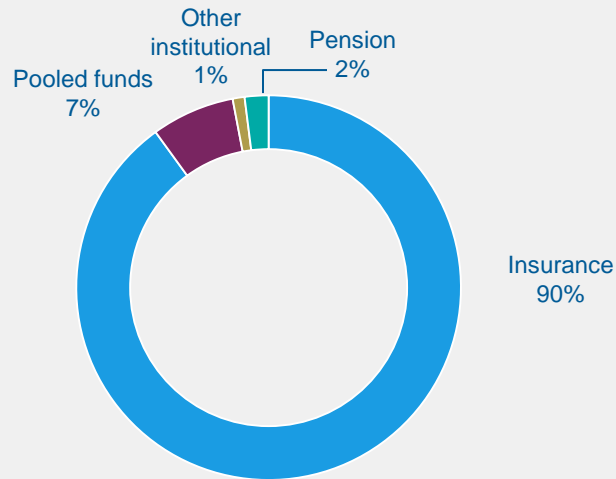


| 31 March 17 | £bn |
|------------------|-------------|
| Asia Pacific | 27.7 |
| Emerging markets | 37.8 |
| Global | 14.7 |
| UK | 4.2 |
| US | 2.8 |
| Europe | 1.0 |
| Total | 88.2 |

| 31 March 17 | £bn |
|--------------|-------------|
| UK | 28.4 |
| Money market | 14.7 |
| US | 3.4 |
| EMD | 6.5 |
| Australian | 4.1 |
| High Yield | 1.6 |
| Global | 2.7 |
| Asia | 2.2 |
| European | 1.8 |
| Total | 65.4 |

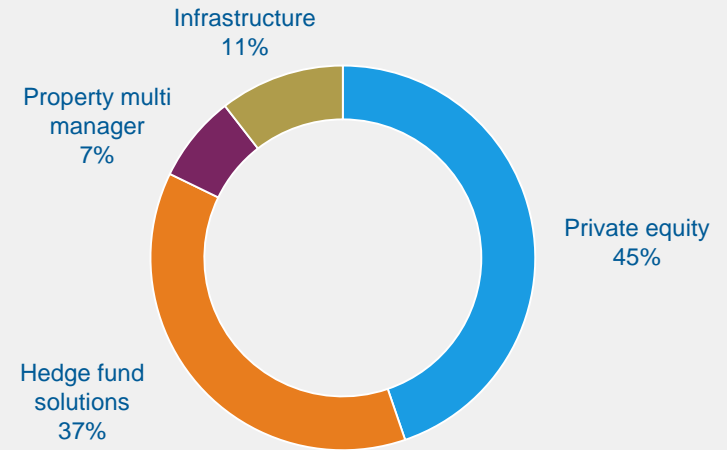
Multi asset and Alternatives analysis

Multi asset



| 31 March 17 | £bn |
|---------------------|-------------|
| Insurance | 80.9 |
| Wealth | 0.2 |
| Pooled funds | 6.2 |
| Other institutional | 1.3 |
| Pension | 1.9 |
| Total | 90.5 |

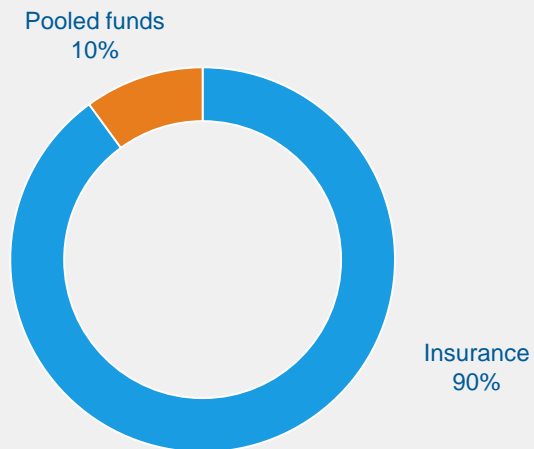
Alternatives



| 31 March 17 | £bn |
|------------------------|-------------|
| Private equity | 9.8 |
| Hedge fund solutions | 8.2 |
| Property multi manager | 1.6 |
| Infrastructure | 2.3 |
| Total | 21.9 |

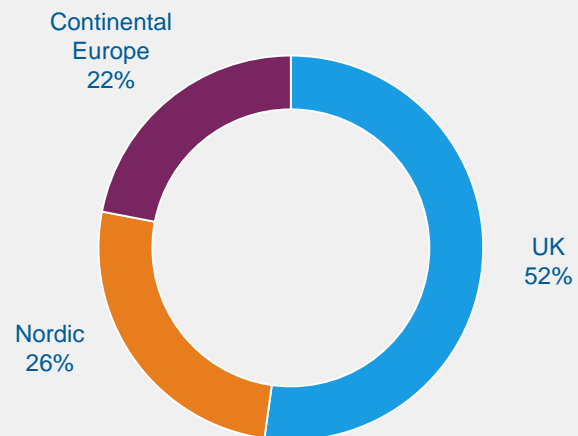
Quantitative investments and Property analysis

Quantitative investments



| 31 March 17 | £bn |
|--------------|-------------|
| Insurance | 21.5 |
| Pooled funds | 2.4 |
| Total | 23.9 |

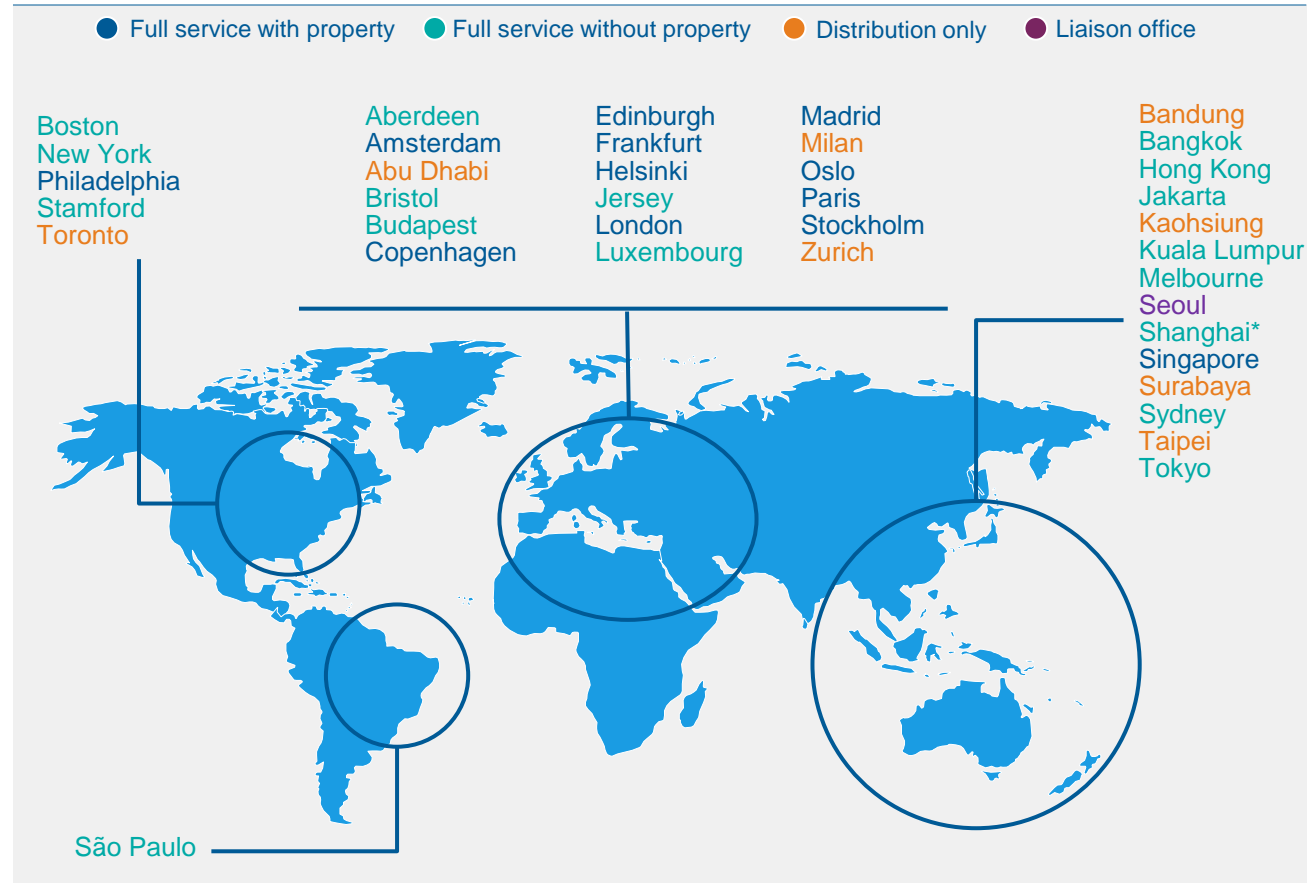
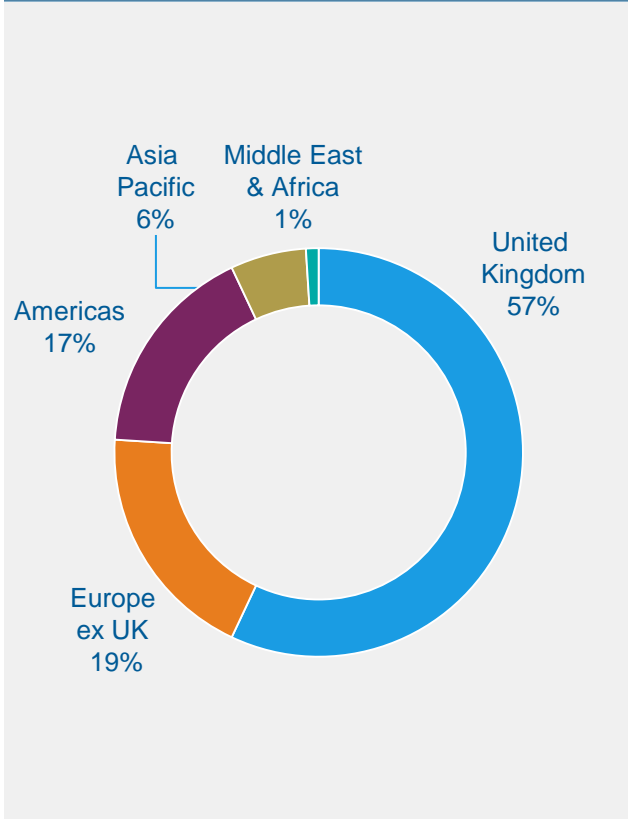
Property



| 31 March 17 | £bn |
|--------------------|-------------|
| UK | 9.5 |
| Nordics | 4.7 |
| Continental Europe | 4.0 |
| Total | 18.2 |

International reach: 38 offices across the world

AuM by client domicile



Global reach, local understanding,
independent thinking

Source: Aberdeen Asset Management, 31 March 2017



Performance

Equity performance

To 31 March 2017

| | YTD | | 1 year | | 3 years | | 5 years | | 10 years | |
|--|------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|
| | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa |
| Asia Pacific ex Japan Equity ¹ | 13.01 | 11.50 | 38.45 | 36.23 | 12.47 | 14.30 | 8.66 | 10.31 | 11.13 | 9.66 |
| Emerging Markets Equity ² | 10.25 | 10.17 | 33.97 | 35.23 | 13.05 | 11.76 | 7.89 | 6.25 | 12.48 | 7.79 |
| Global Equity ex US ⁹ | 7.96 | 6.70 | 31.28 | 30.69 | 8.69 | 11.19 | 8.27 | 10.10 | 7.97 | 6.51 |
| Global Equity ³ | 6.86 | 5.27 | 30.69 | 32.68 | 10.94 | 16.79 | 10.49 | 15.52 | 9.40 | 9.63 |
| UK Equities ⁴ | 4.87 | 4.02 | 21.75 | 21.95 | 6.07 | 7.69 | 9.01 | 9.67 | 5.53 | 5.67 |
| Pan Euro Equities ⁵ | 6.86 | 6.36 | 24.86 | 26.47 | 7.04 | 9.04 | 9.58 | 11.57 | 5.00 | 6.00 |
| US Equity ⁶ | 4.79 | 4.81 | 32.89 | 34.68 | 17.61 | 21.47 | 16.08 | 18.99 | 11.94 | 12.46 |
| Japan Equities ⁷ | 4.30 | 4.02 | 28.63 | 32.97 | 20.07 | 18.10 | 15.17 | 13.12 | 8.77 | 6.02 |
| Europe ex UK Equities ⁸ | 6.81 | 7.45 | 25.02 | 27.88 | 9.86 | 9.62 | 11.20 | 12.75 | 5.77 | 6.23 |

| | |
|-------------|---|
| Benchmark 1 | MSCI AC Asia Pacific ex Japan |
| Benchmark 2 | MSCI Emerging Markets |
| Benchmark 3 | MSCI World |
| Benchmark 4 | FTSE All Share |
| Benchmark 5 | FTSE World Europe |
| Benchmark 6 | S&P 500 |
| Benchmark 7 | Topix (Tokyo First Section) |
| Benchmark 8 | FTSE World Europe ex UK |
| Benchmark 9 | MSCI EAFE switched on 31/12/06 to MSCI AC World ex US |

Source: Total return, gross of fees, GBP. Composite performance displayed, Aberdeen Asset Management, BNP Paribas

Fixed income performance

To 31 March 2017

| | 1 year | | 3 years | | 5 years | | 10 years | |
|--|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa | Aberdeen % pa | Benchmark % pa |
| Global Government ¹ (USD) | -3.63 | -3.65 | -1.11 | -1.20 | -0.43 | -0.58 | 3.34 | 3.03 |
| Global Aggregate Core² (USD) | -1.18 | -1.90 | -0.06 | -0.39 | 0.81 | 0.38 | 2.92 | 3.34 |
| Global Credit ³ (USD) | 1.21 | 0.08 | 0.96 | 0.43 | 1.96 | 1.50 | n/a | n/a |
| Global Bonds: Global High Income ¹² (USD) | 13.54 | 15.80 | 1.17 | 5.30 | 5.24 | 7.58 | 6.73 | 7.89 |
| US Core ⁴ (USD) | 2.33 | 0.44 | 3.61 | 2.68 | 3.50 | 2.34 | 4.17 | 4.27 |
| US Total Return Bond ¹¹ (USD) | 2.28 | 0.44 | 3.13 | 2.68 | 2.87 | 2.34 | 5.13 | 4.27 |
| Euro Corporate ⁵ (EUR) | 2.38 | 2.48 | 3.73 | 3.41 | 4.75 | 4.48 | 4.00 | 4.46 |
| Euro High Yield ⁶ (EUR) | 8.81 | 8.99 | 5.94 | 4.55 | 8.84 | 8.77 | 5.35 | 8.02 |
| Emerging Market Debt - Plus ⁷ (USD) | 14.26 | 8.92 | 5.63 | 6.23 | 5.77 | 5.83 | 7.48 | 7.03 |
| Australian Fixed Interest ⁸ (AUD) | 2.75 | 2.09 | 5.22 | 4.98 | 5.35 | 5.05 | 6.81 | 6.15 |
| US Dollar High Yield ⁹ (USD) | 15.20 | 16.88 | 1.56 | 4.62 | 5.60 | 6.85 | 6.78 | 8.06 |
| Emerging Market Debt - Corporate Bond ¹³ (USD) | 12.45 | 8.69 | 6.20 | 5.31 | 6.40 | 5.50 | n/a | n/a |
| UK Absolute Return Bond ¹⁴ (GBP) | 4.46 | 0.45 | 0.09 | 0.53 | 2.06 | 0.56 | n/a | n/a |
| Asian Fixed Income ¹⁰ (USD) | 2.61 | 0.01 | 2.69 | 1.81 | 2.32 | 1.44 | n/a | n/a |

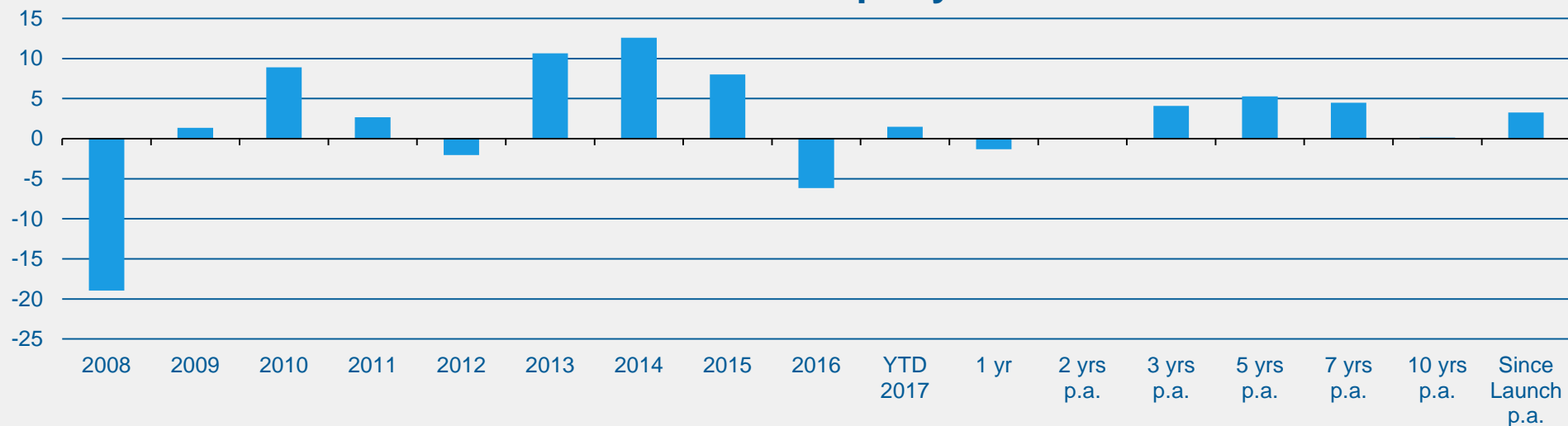
| | |
|--------------|--|
| Benchmark 1 | Citigroup WGBI |
| Benchmark 2 | Barclays Global Aggregate |
| Benchmark 3 | Barclays Global Aggregate ex Treasuries |
| Benchmark 4 | Barclays U.S. Aggregate Bond Index |
| Benchmark 5 | Barclays Euro Aggregate Corporate |
| Benchmark 6 | JP Morgan Euro High Yield to 31/03/2014 thereafter Merrill Lynch Euro High Yield Constrained |
| Benchmark 7 | JPM EMBI Global Diversified |
| Benchmark 8 | Bloomberg Ausbond Australia Composite Bond Index |
| Benchmark 9 | Credit Suisse Upper Tier High Yield Index to 31/12/11 thereafter US High Yield Master II Index |
| Benchmark 10 | Markit Asian Local Bond Index |
| Benchmark 11 | 20% JPMorgan Global Bond x US & 80% ML 1-10y Gov / Corp to 30/06/05 and thereafter Barclays U.S. Aggregate Bond Index |
| Benchmark 12 | Merrill Lynch Global High Yield Constrained to 28/02/2014 then Merrill Lynch Global High Yield Constrained USD Hedged RI |
| Benchmark 13 | JPM Corporate EMBI Broad Diversified |
| Benchmark 14 | 3 Month LIBOR |

Source: Total return, gross of fees, base currency, Aberdeen Asset Management

Aberdeen UK Property Performance

Fund Performance

Aberdeen UK Property Fund



| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | YTD Mar 2017 | 1 yr | 2 yrs p.a. | 3 yrs p.a. | 5 yrs p.a. | 7 yrs p.a. | 10 yrs p.a. | Since Launch p.a. |
|--------------------------|--------|------|------|------|-------|-------|-------|------|-------|--------------|-------|------------|------------|------------|------------|-------------|-------------------|
| Aberdeen Property Trust* | -18.95 | 1.36 | 8.88 | 2.67 | -2.06 | 10.63 | 12.59 | 8.01 | -6.16 | 1.48 | -1.32 | 0.03 | 4.10 | 5.27 | 4.46 | 0.13 | 3.27 |

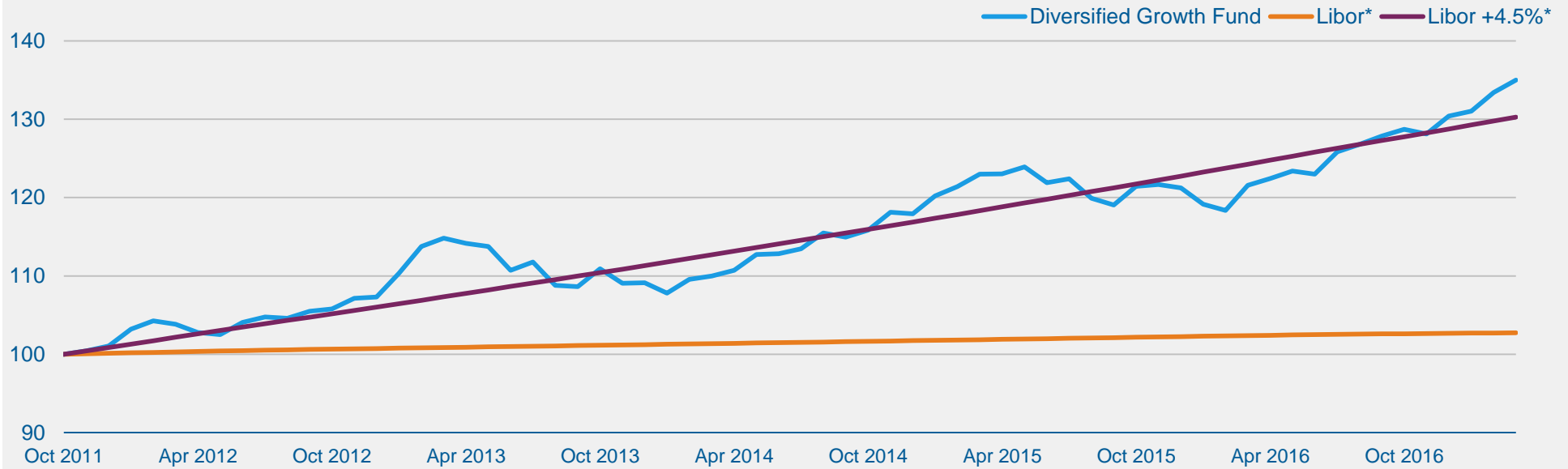
Basis: Aberdeen UK Property A Acc, net of charges, net income re-invested, GBP

Source: Lipper, Aberdeen Asset Management; Data to 31 March 2017, Updated 27 April 2017

Aberdeen UK Property A Acc is the successor of the Aberdeen Property Trust A Acc, Inception date: 17 November 04

Aberdeen Diversified Growth Fund – long-term performance

Cumulative performance vs. benchmark and target*



Source: Aberdeen Asset Managers, BPSS, Thomson Reuters Datastream, SMEP, Aberdeen Diversified Growth Fund (I share class), net 50bps per annum. Inception: 1 Nov 11.

Past Performance is not a guide to future results. Libor represented by 1 month GBP Libor. Performance as at March 2017.

*This is an internal performance target which the Investment Manager aims to achieve as at the date of this document. This target is not based on past performance, may be subject to change and cannot be guaranteed. Investors should always refer to the investment objective and restrictions as stated in the latest prospectus.

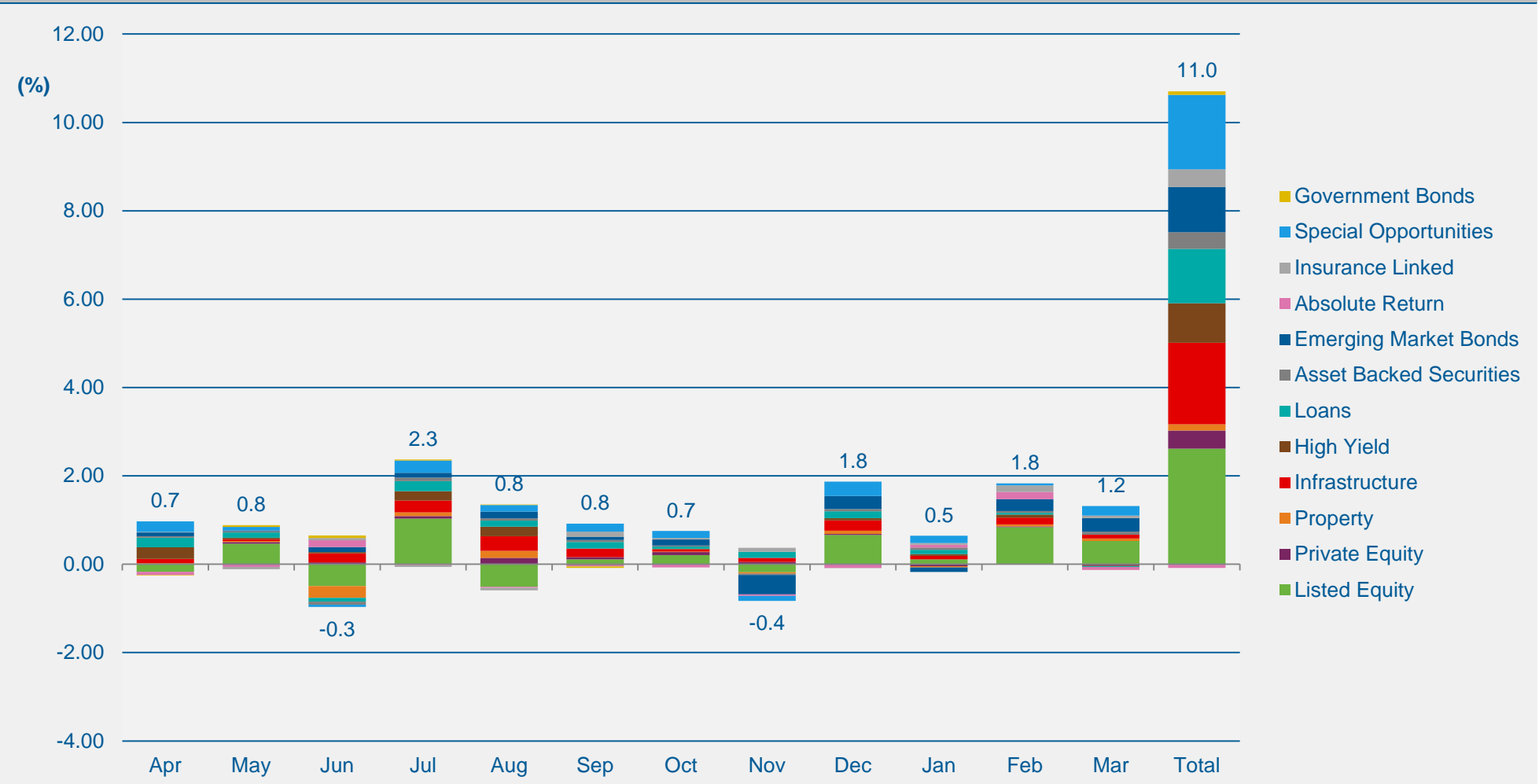
Delivered material growth
ahead of cash

Consistent with target
expectations

Performance achieved with
low volatility

Aberdeen DGF – 12 month performance attribution to end Q1 17

Performance attribution by month



Source: Aberdeen Asset Management, 31 March 2017

Important information

These presentation slides may contain forward-looking statements with respect to the financial condition and results of the operations and businesses of Aberdeen Asset Management PLC. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that may occur in the future. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by those forward-looking statements and forecasts.

Forward-looking statements and forecasts are based on the Directors' current view and information known to them at the date of this presentation. The Directors do not make any undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Nothing in this presentation should be construed as a profit forecast. The information, statements and opinions contained in this presentation do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of any offer to buy any securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.