APERTURE

INSIGHTFUL AND RELEVANT RESEARCH UPDATES

Ninety One FY 2026 Results

Share Price	R48.50
Date:	09 June 2026

RESULTS SUMMARY

Ninety One delivered a strong recovery in its full-year 2026 results. Closing AuM grew 31% to £171.8bn, supported by the completion of the Sanlam transaction, which contributed approximately £18.3bn in AuM. Positive market performance and a return to net inflows of £2.8bn helped reverse the £4.9bn net outflows recorded in FY2025.

Management fees rose 9% to £617.3m, driven by an 18% increase in average AuM. However, the average management fee margin declined to 40.7 basis points due to the addition of lower-fee Sanlam assets and ongoing industry fee pressure. Adjusted operating costs rose 8% to £448m, but revenue growth outpaced expenses, resulting in a 12% increase in adjusted operating profit to £211.3m, slightly ahead of market expectations. The adjusted operating profit margin recovered to 32%, while adjusted EPS rose 12% to 17.4p. The board declared a full-year dividend of 13.4p per share, up 9.8%, and expanded its share buyback programme from £30m to £55m.

Looking ahead, management's strategy is focused on three key growth areas: international public markets, Southern Africa and private markets. Early signs of renewed demand for emerging market strategies are encouraging, and management expressed confidence in the sustainability of recent inflows across both emerging markets and the UK.

OUR LONG-TERM INVESTMENT VIEW

- As a well-regarded active global asset manager, Ninety One's profitability is mainly driven by two factors – assets under management and fee margin. Over its history, Ninety One has proven adept at growing assets across geographies and diversifying its asset base by asset class. We expect the group's large distribution network to remain a competitive advantage, particularly in emerging markets, driving AuM growth and supporting earnings growth.
- Ninety One's business model is attractive. The group is geared to equity markets, which tend to rise over time. Furthermore, the model has high operating leverage and is highly cash generative. In our view, this will allow the group to benefit in a growing global economy while comfortably supporting a growing dividend.
- While the SA asset management industry is somewhat saturated, there is meaningful opportunity for Ninety One in the international space. We expect this opportunity to be capitalised on over an extended period as the group increases its focus in underrepresented regions such as North America and Asia. Furthermore, the group has a long-term investment track record across multiple asset classes and geographies.

UNPACKING THE FY 2026 RESULTS

High-level numbers

- **Ninety One's closing AuM increased by 31%** to £171.8bn, reflecting the Sanlam takeover of £18.3bn, net inflows of £2.8bn, and positive market and foreign exchange movements of £19.9bn. This marks a significant turnaround from the net outflows of £4.9bn recorded in

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- **Adjusted operating expenses increased 8% to £448m** in FY2026, primarily driven by higher employee remuneration. **Employee remuneration accounted for 65% of the total expense base, rising 11% to £289.9m**, with average headcount increasing to 1,289. The

FY2025 and reflects improving investor appetite for the group's emerging market and active strategies.

- From an asset class perspective, **equities were the primary driver of net inflows at £1,244m**, followed by fixed income at £1,110 Mn and alternatives at £440m. Multi-asset strategies experienced net outflows over the year, while the South African fund platform saw net inflows. The second half of the year saw smaller-than-anticipated net inflows in the Equities and Multi-Asset businesses, attributed to macro uncertainties.
- **From a geographic perspective, Asia Pacific was the standout performer and the largest contributor to net inflows at £3,644m**, followed by Europe at £966m and the Americas at £775m. The UK recorded net outflows of £1,470m. At the same time, Africa also experienced net outflows, driven by South African multi-asset and equity strategies, despite strong net inflows into the fund platform and fixed income.
- Closing AuM by geography stood at £80.4bn in Africa, £31.8bn in Asia Pacific, £23.7bn in the United Kingdom, £18bn in the Americas, and £17.9bn in Europe. Management expressed confidence that UK flows have improved and are expected to turn positive in the near term.

compensation ratio increased to 44% from 43.4% in FY2025.

- Over the period, **Ninety One continued with its share buyback programme.** The board expanded the ongoing buyback programme to £55m, up from £30m previously, with the new target expected to be completed no later than 21 July 2026.
- The board declared a gross final dividend of **7.4p per ordinary share**, payable on 6 August 2026, resulting in a full-year dividend of 13.4p per share. This represents a payout ratio of 76.6% over the period.

Looking ahead

Despite ongoing uncertainty, including heightened volatility stemming from conflict in the Middle East since late February 2026, investor risk appetite has improved. Historically, this has been supportive of emerging markets, creating a more favourable environment for Ninety One's active investment strategies.

Management highlighted improving business conditions and growing demand for emerging market assets. We believe the group is well positioned to benefit from a recovery in flows into these markets and convert this into sustainable earnings growth over time. Furthermore, valuation is not demanding, with the group trading at a multiple in line with its average since its listing.

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