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For immediate release

14 July 2023

**Stock Exchange Announcement  
LIONTRUST ASSET MANAGEMENT PLC  
Trading Update**

Liontrust Asset Management Plc ("**Liontrust**", or the "**Company**"), the specialist independent fund management group, today issues its trading update for the three months ended 30 June 2023 (the "**Period**").

**Highlights**

- Net outflows of £1.6 billion<sup>1</sup> in the Period.
- Assets under management and advice ("**AuMA**") were £29.5 billion as at 30 June 2023, a decrease of 6% over the Period.
- At the 7 July 2023 general meeting to approve the proposed acquisition of GAM Holding AG ("**GAM**"), the resolutions proposed were passed with 83.7% votes in favour.
- On 29 June 2023, GAM announced that it had agreed to sell its third-party Fund Management Services business to Carne Group, a material step towards fulfilling the FMS Exit condition of our offer for GAM.
- Silchester International Investors LLP has informed GAM that it will tender its shares (approximately 17.3% of GAM's share capital) into the Liontrust offer.
- AuMA as at 12 July 2023 were £29.0 billion.

<sup>1</sup> Includes £516 million related to the Tortoise funds following the previously announced resignation of the lead manager, Matt Smith.

**Commenting, John Ions, Chief Executive, said:**

"The last quarter continued to show the importance and benefits of having a broad product range with diversification across investment styles as well as asset classes. In a risk-off environment, our strong focus on equities has proved to be challenging, especially when the UK market has been out of favour. This is demonstrated by equities having had net negative retail sales in the UK in 10 of the last 12 months to the end of May 2023, according to the Investment Association.

Our business is in robust health despite the current market environment. This provides a strong platform for future growth with the proposed acquisition of GAM bringing us the benefits of increasing investment talent; diversifying funds, asset classes and investment styles to offer more solutions to clients; broadening distribution across the world; and expanding the client base.

The support for the proposed acquisition of GAM by Liontrust's shareholders is a vindication of our belief this deal will accelerate our strategic aims. We have also gained the support of GAM's largest shareholder, Silchester International Investors LLP, who announced they are

tendering approximately 17.3% of GAM's share capital as they believe it is in the best interests of their clients to do so.

The excellence of our investment teams and investor service has been illustrated again during this period. The Liontrust European Dynamic Fund has won the award for Best Europe Fund at the Fund Manager of the Year Awards for the second year running. The Liontrust GF European Strategic Equity Fund, also managed by the Cashflow Solution team, was nominated as the Best Absolute Return Fund at the same awards.

We were also awarded Best Website at the Investment Marketing and Innovation Awards and named Best Investment Trust Group at the Online Money Awards, with the latter voted for by retail investors.

In response to client demand, we have launched the Liontrust GF Sustainable Future US Growth Fund, which will seek to take advantage of the opportunities for sustainable investment in the US. The fund applies the Sustainable Future investment process that has been investing in the US through the team's global growth strategies for more than two decades.

We continue to apply the right processes to managing the business day in, day out and have full confidence in the investment teams' processes. These will ensure Liontrust delivers for clients and shareholders over the long term."

#### **Update on the proposed acquisition of GAM Holding AG**

##### *Rationale for the proposed acquisition of GAM*

The proposed acquisition of GAM will accelerate Liontrust's strategic progress and growth through its broader investment capability and global distribution.

- **Deliver market leading investment performance over the longer term:** GAM's investment teams have delivered strong performance over the long term across asset classes, and nine fund managers are rated A to AAA by Citywire. Liontrust has created an environment in which fund managers can focus on investment and their distinctive investment processes; in taking this approach, there is cultural alignment between Liontrust and GAM.
- **Diversify the fund range:** GAM's broad range of funds and asset classes will enhance Liontrust's product range. The expanded range will offer the potential to grow the combined client base and provides Liontrust with differentiated performance across the fund range through the market cycle.
- **Expand distribution and the client base:** GAM will enhance distribution globally and provide the opportunity to increase sales and market share. GAM's largest markets are Switzerland, Germany, Iberia, Italy and the US, compared with the UK for Liontrust, and therefore the two companies have limited overlap in distribution by source of AuMA. The Proposed Acquisition also presents the opportunity to access and develop nascent markets such as the Americas and Asia-Pacific, where GAM has a presence.

### *Liontrust general meeting*

At the 7 July 2023 general meeting, the resolutions to approve the proposed acquisition of GAM and to authorise the Directors to allot new ordinary shares in the Company up to an aggregate nominal amount of £94,053.03 were passed with 83.7% votes.

### *GAM Fund Management services business*

On 29 June 2023, GAM announced that it had entered into definitive asset purchase agreements to sell its loss-making third-party fund management services businesses in Luxembourg and Switzerland (“**FMS Businesses**”) to Carne Group (the “**FMS Sale**”). The Board understands that the FMS Sale includes the transfer of relevant employees, fund contracts and other agreements relating to the FMS Businesses and is a material step towards fulfilling the FMS Exit<sup>2</sup> condition of our offer for GAM.

<sup>2</sup> As defined in paragraph 3 of Part 5 of the circular in relation to the proposed acquisition of GAM dated 13 June 2023.

### *Support from GAM’s largest shareholder*

On 13 July 2023, GAM announced that its largest shareholder, Silchester International Investors LLP, had informed GAM that, in recognition of the strategic review carried out by GAM and in the absence of viable alternatives, Silchester confirmed it will tender its shareholding of approximately 17.3% of GAM’s share capital into the Liontrust offer.

### **Assets under management and advice**

On 30 June 2023, our AuMA stood at £29,507 million and were broken down by type and investment process as follows:

<b><u>Process</u></b>	<b><u>Total</u></b>	<b><u>Institutional Accounts &amp; Funds</u></b>	<b><u>Investment Trusts</u></b>	<b><u>UK Retail Funds &amp; MPS</u></b>	<b><u>Alternative Funds</u></b>	<b><u>International Funds &amp; Accounts</u></b>
	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>
Sustainable Investment	<b>10,831</b>	354	0	9,989	0	488
Economic Advantage	<b>7,443</b>	433	0	6,806	0	204
Multi-Asset	<b>4,792</b>	0	0	4,603	189	0
Global Innovation	<b>652</b>	0	0	652	0	0
Cashflow Solution	<b>1,488</b>	540	0	829	113	6
Global Fundamental	<b>4,025</b>	913	1,098	1,757	216	41
Global Fixed Income	<b>276</b>	0	0	87	0	189
<b>Total</b>	<b>29,507</b>	<b>2,240</b>	<b>1,098</b>	<b>24,723</b>	<b>518</b>	<b>928</b>

AuMA as at 12 July 2023 were £28,975 million.

### **Flows**

The net outflows over the Period were £1,629 million<sup>2</sup> (2022: £541 million). A reconciliation of fund flows and AuMA over the Period is as follows:

	<b><u>Total</u></b>	<b><u>Institutional Accounts &amp; Funds</u></b>	<b><u>Investment Trusts</u></b>	<b><u>UK Retail Funds &amp; MPS</u></b>	<b><u>Alternative Funds</u></b>	<b><u>International Funds &amp; Accounts</u></b>
	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>	<b><u>(£m)</u></b>
<b>Opening AuMA - 1 April 2023</b>	<b>31,430</b>	2,394	1,139	25,721	1,084	1,092

Net flows <sup>3</sup>	(1,629)	(177)	(9)	(793)	(521)	(129)
Market and Investment performance	(294)	23	(32)	(205)	(45)	(35)
<b>Closing AuMA - 30 June 2023</b>	<b>29,507</b>	<b>2,240</b>	<b>1,098</b>	<b>24,723</b>	<b>518</b>	<b>928</b>

<sup>3</sup> Includes £516 million related to the Tortoise funds following the previously announced resignation of the lead manager, Matt Smith..

### UK Retail Fund Performance (Quartile ranking)

	Quartile ranking – Since Launch/Manager Appointed	Quartile ranking - 5 year	Quartile ranking - 3 year	Quartile ranking - 1 year	Launch Date/ Manager Appointed
<b>Economic Advantage funds</b>					
Liontrust UK Growth Fund	1	1	2	3	25/03/2009
Liontrust Special Situations Fund	1	1	3	3	10/11/2005
Liontrust UK Smaller Companies Fund	1	1	2	2	08/01/1998
Liontrust UK Micro Cap Fund	1	1	1	2	09/03/2016
<b>Sustainable Future funds</b>					
Liontrust SF Monthly Income Bond Fund	1	2	2	3	12/07/2010
Liontrust SF Managed Growth Fund	2	1	3	1	19/02/2001
Liontrust SF Corporate Bond Fund	1	3	3	2	20/08/2012
Liontrust SF Cautious Managed Fund	2	3	4	4	23/07/2014
Liontrust SF Defensive Managed Fund	1	2	4	4	23/07/2014
Liontrust SF European Growth Fund	3	4	4	4	19/02/2001
Liontrust SF Global Growth Fund	3	1	4	2	19/02/2001
Liontrust SF Managed Fund	1	1	4	1	19/02/2001
Liontrust UK Ethical Fund	3	4	4	4	01/12/2000
Liontrust SF UK Growth Fund	3	4	4	4	19/02/2001

**Global Innovation funds**

Liontrust Global Dividend Fund	2	1	3	1	20/12/2012
Liontrust Global Innovation Fund	1	3	4	1	31/12/2001
Liontrust Global Technology Fund	2	2	2	1	15/12/2015

**Global Fundamental Global Equity funds<sup>4</sup>**

Liontrust Balanced Fund	1	1	3	1	31/12/1998
Liontrust China Fund	4	4	3	2	31/12/2004
Liontrust Emerging Market Fund	3	4	3	3	30/09/2008
Liontrust Global Smaller Companies Fund	1	3	4	2	01/07/2016
Liontrust Global Alpha Fund	1	1	4	1	31/12/2001
Liontrust India Fund	4	3	1	2	29/12/2006
Liontrust Japan Equity Fund	2	2	1	3	22/06/2015
Liontrust Latin America Fund	3	4	4	4	03/12/2007

**Cashflow Solution funds**

Liontrust European Dynamic Fund	1	1	1	1	15/11/2006
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**Global Fixed Income funds**

Liontrust Strategic Bond Fund	3	3	3	2	08/05/2018
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**Global Fundamental funds<sup>5</sup>**

Liontrust UK Equity Fund	1	3	2	1	27/03/2003
Liontrust UK Focus Fund	1	3	3	1	29/09/2003
Liontrust Income Fund	1	1	2	1	31/12/2002
Liontrust UK Equity Income Fund	2	4	3	1	19/12/2011
Liontrust US Opportunities Fund	2	3	3	4	31/12/2002
Edinburgh Investment Trust Plc <sup>6</sup>	1	-	1	1	27/03/2020
Liontrust Global Equity Fund	2	1	2	2	30/06/2014
Liontrust Global Focus Fund	2	2	2	2	30/06/2014

Liontrust GF US Equity Fund	2	2	2	1	26/06/2014
Liontrust GF UK Equity Fund	4	3	3	1	03/03/2014
Liontrust GF International Equity Fund	3	-	4	4	17/12/2019

Source: Financial Express to 30 June 2023 as at 5 July 2023, bid-bid, total return, net of fees, based on primary share classes. Past performance is not a guide to future performance, investments can result in total loss of capital. The above funds are all UK authorised unit trusts, OEICs, Irish authorised OEICs (primary share class) or UK listed investment trusts.

<sup>4</sup> Liontrust Russia Fund is not included as it is currently suspended and in an IA sector that is not rankable (e.g., Specialist) so it would not be a fair comparison to make.

<sup>5</sup> The onshore and offshore Tortoise funds are not included as they are not in IA sectors.

<sup>6</sup> Edinburgh Investment Trust Plc uses the IT UK Equity Income sector.

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#### **Forward Looking Statements**

This announcement contains certain forward-looking statements with respect to the financial condition, results of operations and businesses and plans of Liontrust. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that have not yet occurred. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements and forecasts. As a result, the Liontrust's actual future financial condition, results of operations and business and plans may differ materially from the plans, goals and expectations expressed or implied by these forward-looking statements. Liontrust undertakes no obligation publicly to update or revise forward-looking statements, except as may be required by applicable law and regulation (including the Listing Rules of the Financial Conduct Authority). Nothing in this announcement should be construed as a profit forecast or be relied upon as a guide to future performance.

#### **Other information**

The release, publication, transmission or distribution of this announcement in, into or from jurisdictions other than the United Kingdom may be restricted by law and therefore persons in such jurisdictions into which this announcement is released, published, transmitted or distributed should inform themselves about and observe such restrictions. Any failure to comply with the restrictions may constitute a violation of the securities laws of any such jurisdiction.

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