

# Ashmore Group plc

Final Results

12 months to 30 June 2011



13 September 2011

**Ashmore**

## Contents

---

- **Highlights**
- **Emerging Markets Backdrop**
- **AuM, Update on Themes, Distribution**
- **Financial Results**
- **Strategy and Outlook**
- **Appendices**

## Highlights

---

- Final assets under management (“AuM”) of US\$65.8 billion at 30 June 2011, an increase of US\$30.5 billion (86%) from US\$35.3 billion at 30 June 2010
  - Completion of acquisition of AshmoreEMM
- Total net revenue of £333.8 million, an increase of 17% from FY2009/10 (£286.2 million)
  - Net management fees<sup>(1)</sup> up by 31% to £249.3 million
  - Performance fees up 3% to £85.4 million (FY2009/10: £82.9 million)
  - Foreign exchange loss £7.4 million (FY2009/10: £7.0 million gain)
- Operating margin of 72% (FY2009/10: 73%)
- Profit before tax of £245.9 million, an increase of 13% from FY2009/10 (£217.2 million)
- Basic earnings per share of 28.1p (FY2009/10: 23.9p)
- 10.34p final dividend, making a full year dividend of 14.5p

1) Net of distribution costs and fee rebates, but before net management fee hedging gains/(losses).

# Emerging Markets Backdrop

## Growth story

### 1) Driver of global growth

- Around 50% of global economy in terms of GDP (PPP basis)
- 2011E forecasted GDP growth of 6.4% for Emerging Markets vs 2.2% for developed world (IMF)

### 2) Favourable demographics

- Over 85% of global population
- Increasing middle class with high household savings (EM > 30% vs developed < 10%)

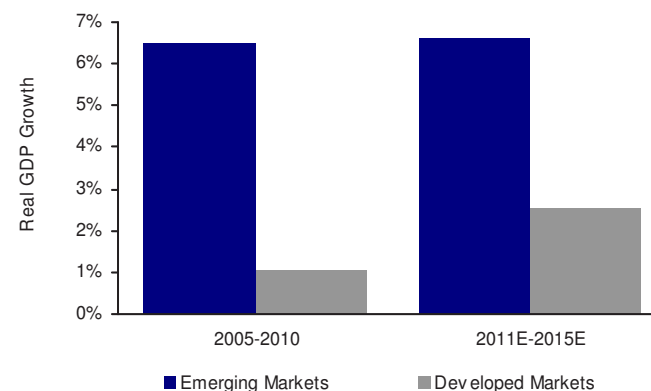
### 3) Reduced dependency on developed world

- EM countries now export more to China than to the U.S.
- Less levered EM banks fared better in credit crisis

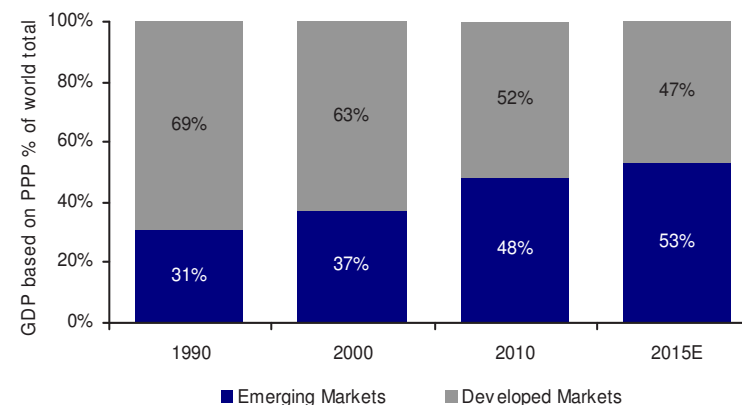
### 4) Developing capital markets

- EM stocks represented 32% of the market cap of stocks worldwide at end of 2010 but only 13% of the MSCI
- EM IPO volume made up 69% of global volume in 2010
- EM sovereign debt issuance of US\$75bn and corporate issuance of US\$280bn in 2010

### Superior Economic Growth Outlook



### Increasing Global Economic Presence



Sources: IMF, Bloomberg, Ashmore

...Emerging Markets fundamentals continue to demonstrate the attractions of the asset class

# Emerging Markets Backdrop

## Misconception of risk

- 1) **Strong financial position**
  - Lower debt to GDP at consumer, corporate and government levels
  - EM banks have fared much better in the credit crisis (not as dependent on leverage)
- 2) **Favourable foreign exchange reserve balances**
  - Reduced fiscal deficits and higher levels of reserves
- 3) **Improving economic and political fundamentals and stability**
  - Inflation risks country-specific and manageable
  - Increasingly better governance
- 4) **Improving credit quality and spreads**
  - Significant improvement in fundamental sovereign risks
  - Spreads over Treasuries near historical lows

### Converging Credit Ratings

	June 2006	Latest	Change
<b>Developed Markets</b>			
UK	AAA	AAA	0
USA	AAA	AA+	-1
Spain	AAA	AA	-2
Portugal	AA-	BBB-	-6
Ireland	AAA	BBB+	-7
Greece	A	CC	-11
<b>Emerging Markets</b>			
Russia	BBB	BBB	0
India	BB+	BBB-	+1
Brazil	BB	BBB-	+2
Turkey	B+	BB	+2
Colombia	BB	BBB-	+2
China	A-	AA-	+3

Sources: Bloomberg

...perception of risk within developed countries is beginning to change

# Emerging Markets Backdrop

## “Ashmore Advantage”

<b>Dedicated to Emerging Markets</b>	<ul style="list-style-type: none"><li>■ Focused exclusively on Emerging Markets</li><li>■ Longstanding presence and dedication to Emerging Markets since 1980's</li></ul>
<b>Depth, Breadth &amp; Experience</b>	<ul style="list-style-type: none"><li>■ 86 investment professionals within Ashmore globally</li><li>■ Breadth of investment themes enables countries/companies to be helped throughout their economic and business life cycles</li></ul>
<b>Investment Philosophy &amp; Process</b>	<ul style="list-style-type: none"><li>■ Specialist, long-term approach starting with macro, top-down active management</li><li>■ Unchanged since 1992 and proven across wide range of market conditions</li></ul>
<b>Relationships</b>	<ul style="list-style-type: none"><li>■ Contacts – governments, corporates, entrepreneurs, investee companies</li><li>■ Investors – diversified across geographical regions including Emerging Markets</li></ul>
<b>Combination of Global &amp; Local Asset Management Resources</b>	<ul style="list-style-type: none"><li>■ Strong focus on behaviour of market participants, liquidity conditions, and key local relationships – regional office presence along with frequent in-country visits</li><li>■ Established an extensive network of contacts, including policy-makers, local financial institutions and major international counterparties</li></ul>

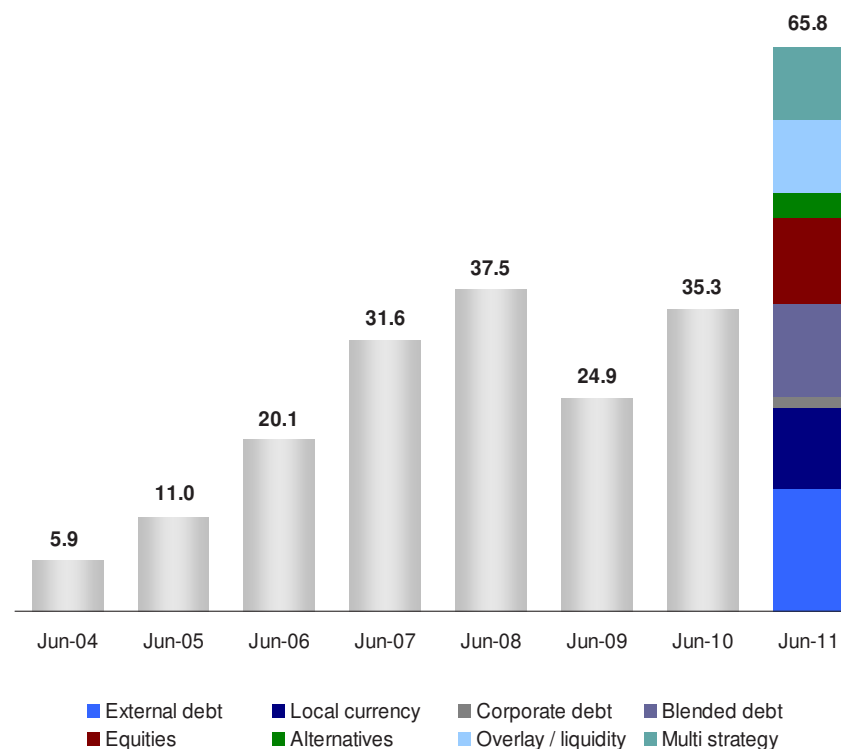
...leading to track record of consistent long-term out performance

# Assets under Management Overview

## Key Highlights

- AuM increased by US\$30.5bn to US\$65.8bn, an 86% increase
- Strong gross subscriptions of US\$23.0bn (FY2009/10: US\$11.3bn)
- Redemption rate in line with growth in scale and type of AuM
- US\$9.9bn AuM increase achieved through acquisition of AshmoreEMM

## Assets under Management (US\$bn)

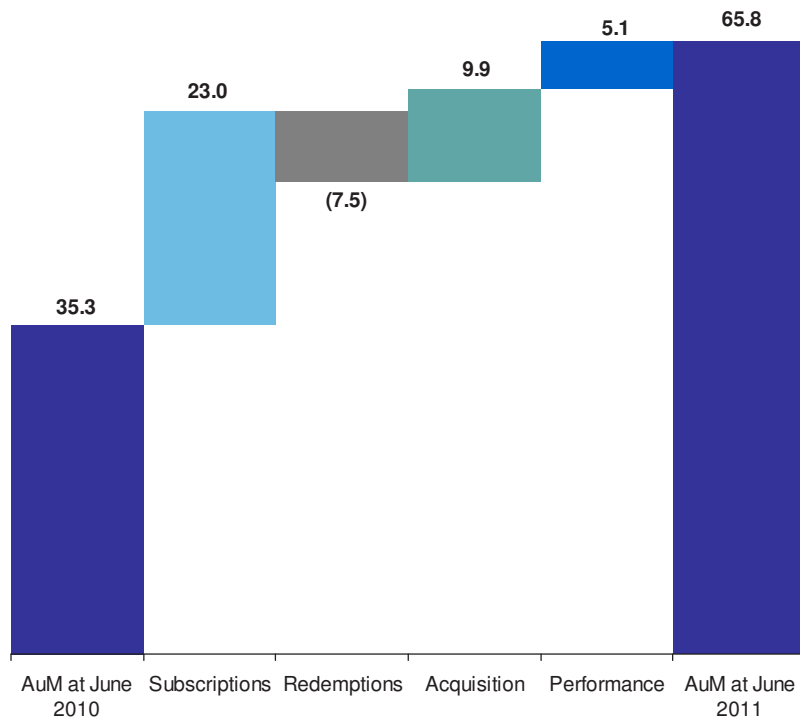


...continues trend of growing AuM

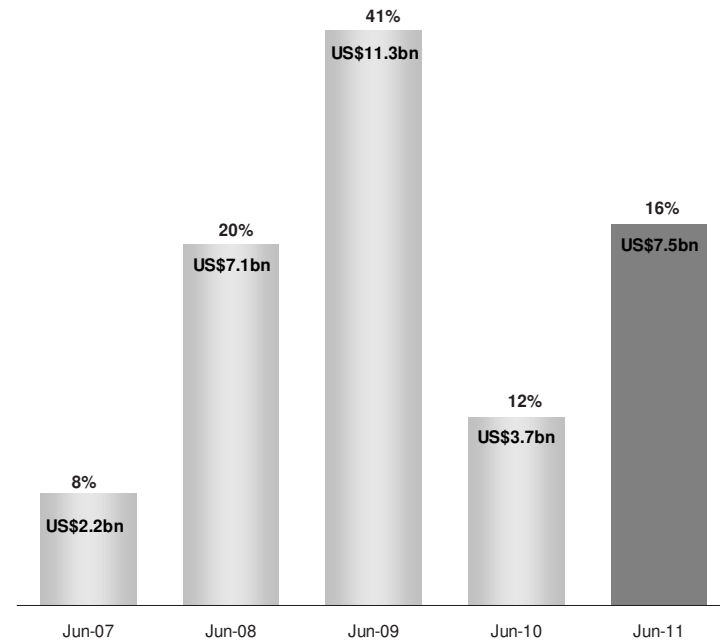
# Assets under Management

## Subscriptions and redemptions

FY2010/11 AuM Development (US\$bn)



Redemptions as a % Average AuM by Year



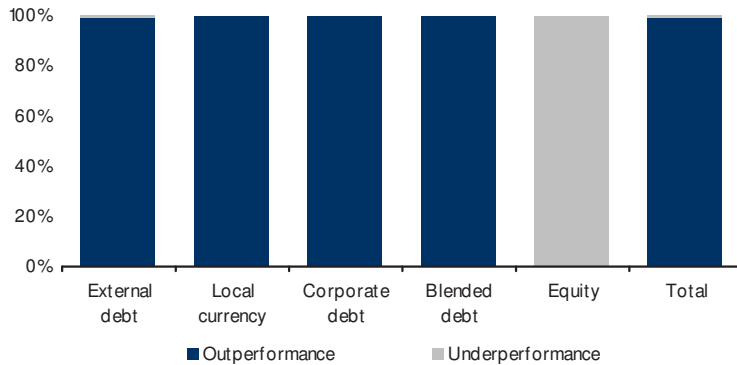
...record subscriptions and relatively low redemption rate



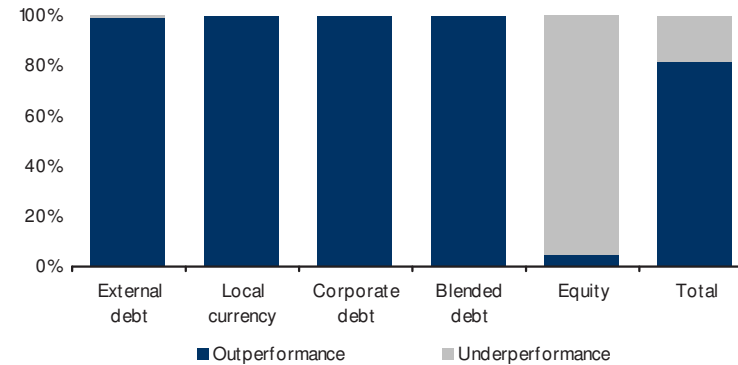
# Assets under Management Investment performance

## Funds Outperforming vs Benchmark – Gross 1 Year<sup>1,2</sup>

“Ashmore owned” through period

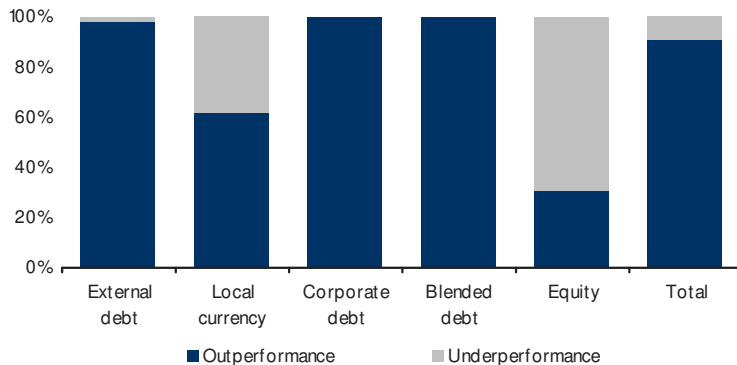


Including acquired track record through period

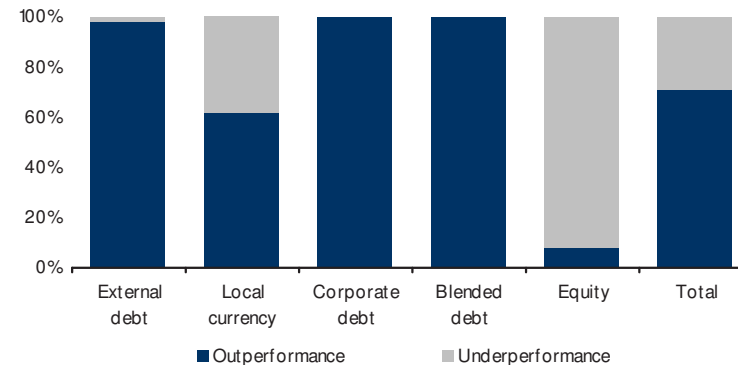


## Funds Outperforming vs Benchmark – Gross 3 Years<sup>1,2</sup>

“Ashmore owned” through period



Including acquired track record through period



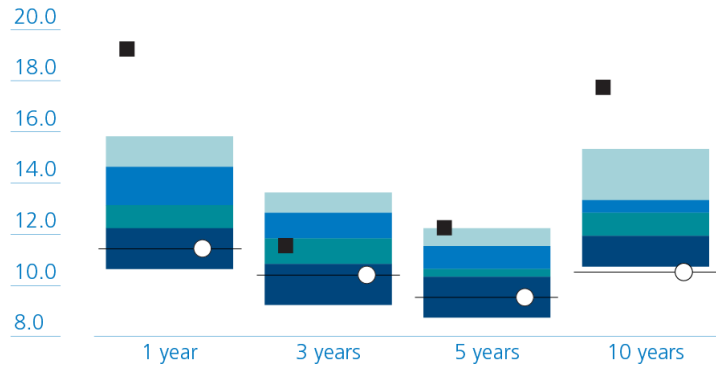
Sources: Ashmore (un-audited). Source benchmarks: Bloomberg, HSBC, JP Morgan and Morgan Stanley  
 NB. (1) (a) All funds and segregated accounts (excluding special situations, multi-strategy and passively managed funds) with a benchmark as at 30-Jun-11 (1 year: 46 funds; 3 years: 28 funds) (b) SICAV institutional USD share classes have been used as representative performance for multi-share class SICAV funds; (c) One year performance is the 12 month period ending 30-Jun-11; Annualised three year performance is the 36 month period ending 30-Jun-11; (2) All fund performance gross with the exception of one fund which is net.

...99% of AuM outperformed benchmark over one year

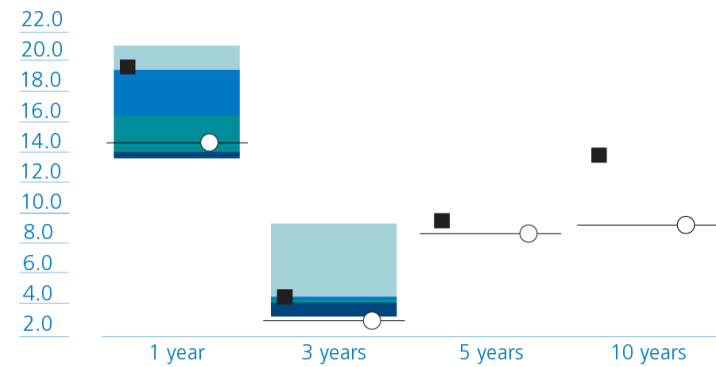
# Assets under Management

## Investment performance

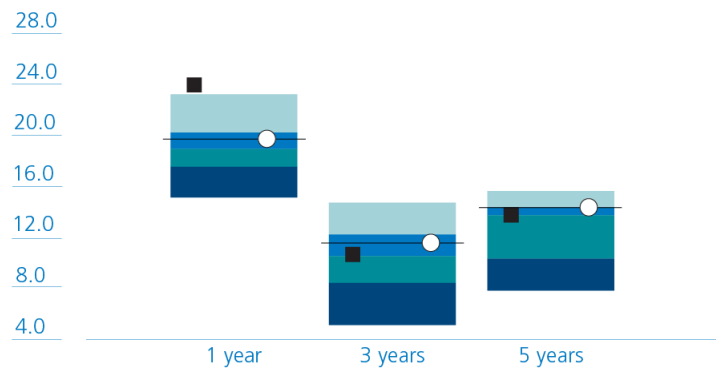
Ashmore EM External Debt (Broad) Composite



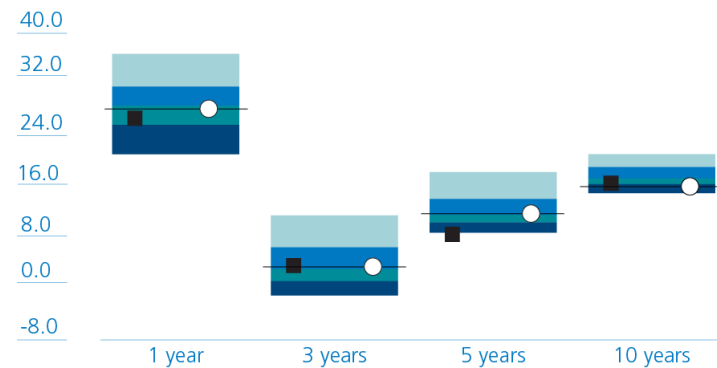
Ashmore Local Currency (Broad) Composite



Ashmore Local Currency (Bonds) Composite



AshmoreEMM Global Equity Composite



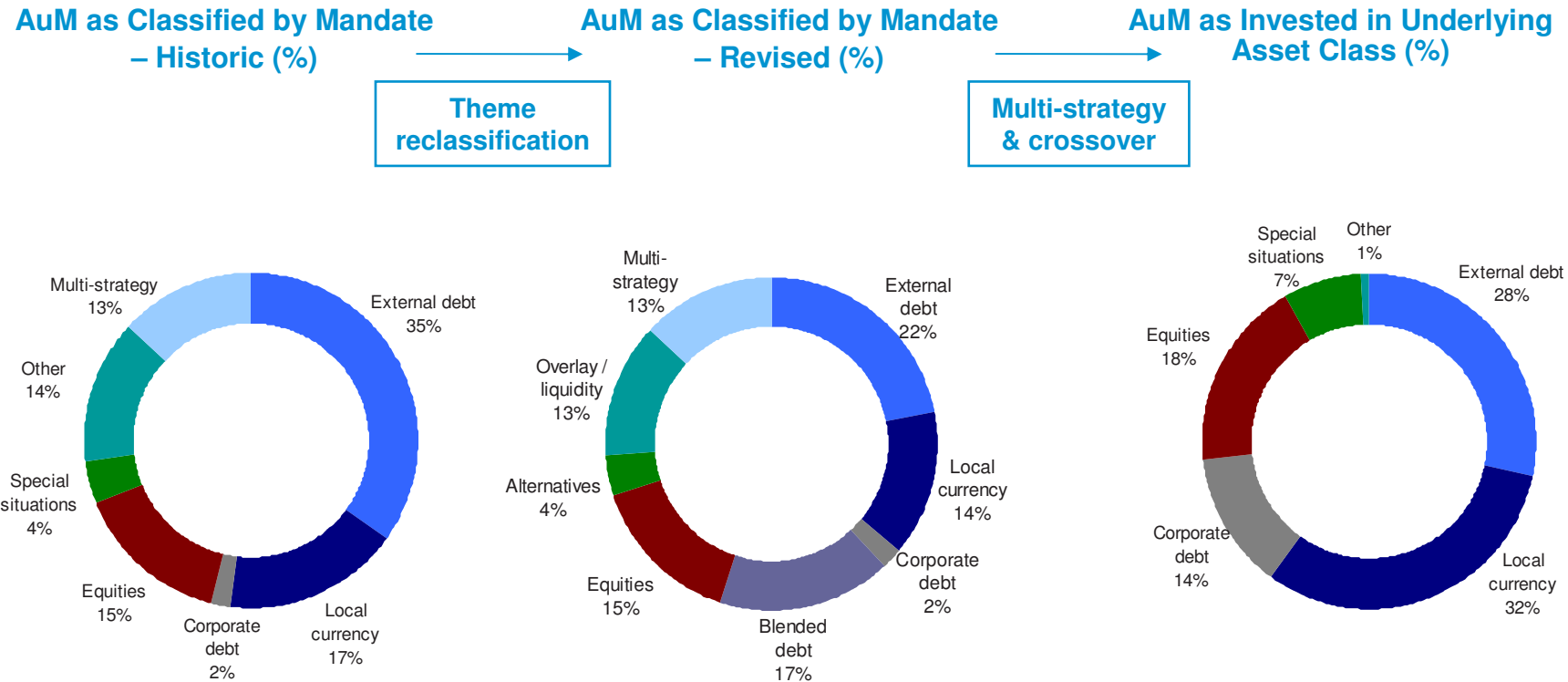
- Ashmore composite performance
- Benchmark index
- 95<sup>th</sup> percentile
- Lower quartile
- Upper quartile
- 5<sup>th</sup> percentile

...strong relative performance

Sources: Ashmore (un-audited), Third party consultant database.

# Update on Themes

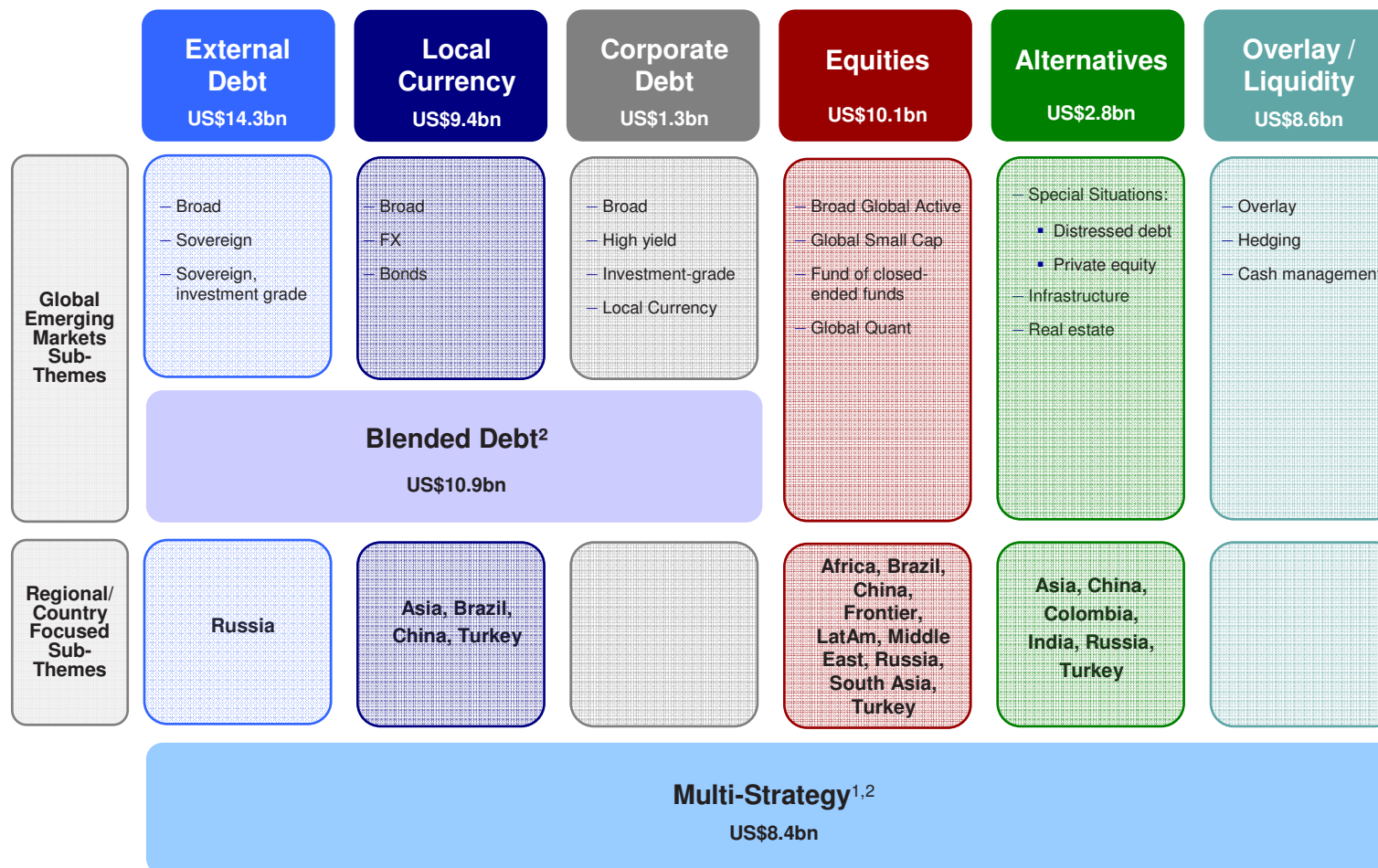
## Reclassification and look-through



...clear and transparent and aligned with marketing approach

# Update on Themes

## Revised Reporting Basis



NB. All data as at 30-Jun-11.

1) Dynamic asset allocation across themes (includes Ashmore Group's multi-strategy, listed permanent capital vehicle).

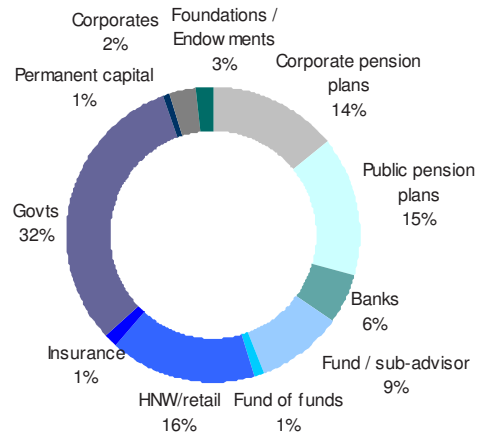
2) Some funds are permitted to invest into other themes and AuM shown is as invested (aggregate of investments made across all funds).

# Distribution Overview Update

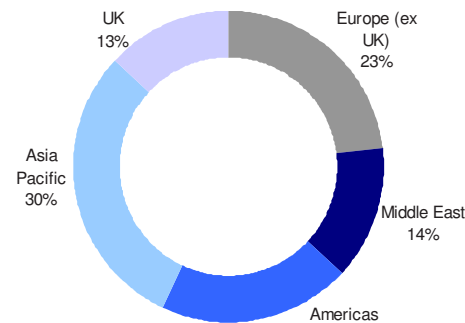
- Enhancing distribution platform
  - Business Development – primary sales function
  - Account Management – ongoing client management
  - Intermediary Distribution – relationship with key distributors
  - Marketing Services – delivery (updates, RFP's, etc)
- Distribution team headcount increased from 21 to 32
- New York, Tokyo and Beijing operations have become further licensed during the year by local regulators
- Distribution presence at local asset management platforms continuing to develop



**AuM by Investor Type**



**AuM by Investor Geography**



**Breakdown of Global Distribution Team**

London	14	Brazil	2
United States	8	Turkey	2
Japan	3	Australia	1
China	2		

...organised as a single centrally managed, but globally located team

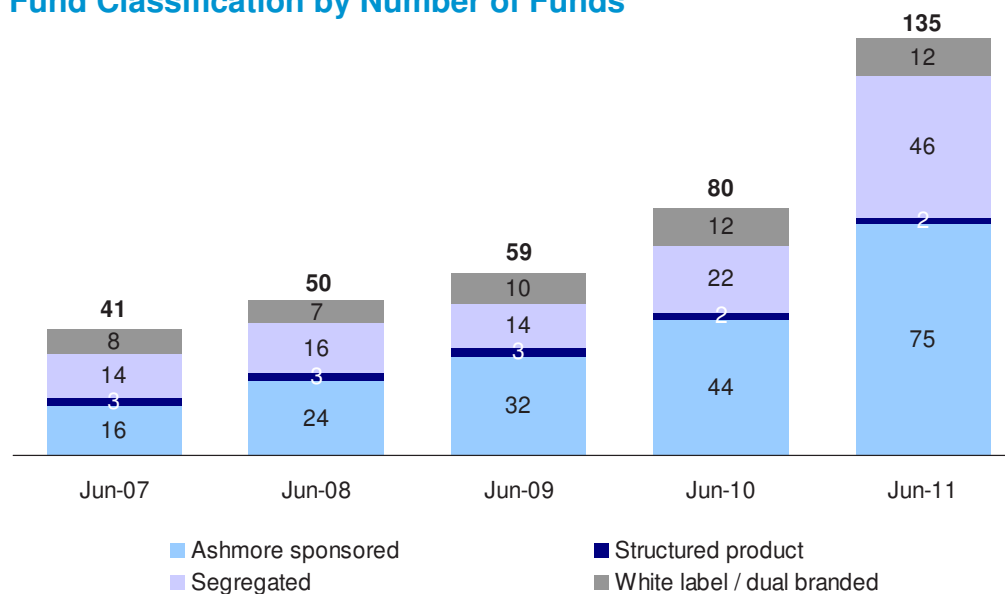
# Distribution Overview

## New funds and accounts

- Ashmore sponsored funds launched:
  - A series of 6 US 40 Act funds across local currency, external debt, corporate debt, blended debt and equities
  - A further 5 sub funds of the Ashmore SICAV within local currency, corporate debt, blended debt and overlay/liquidity
  - The Ashmore Colombia Infrastructure fund
  - A Brazilian long/short equity fund

Fund Classification by Number of Funds

- 8 new segregated and white label mandates won in the period within external debt and local currency
  
- An additional 30 funds under management in the equity theme following the acquisition of AEMM (14 sponsored funds and 16 segregated mandates)



...new funds offer differing profiles of risk, return and liquidity

# Financial Results

## Income statement

	Year ended 30 June 2011 £m	Year ended 30 June 2010 £m	<i>Variance As reported</i>	
			£m	%
Net revenue	<b>333.8</b>	286.2	47.6	17
Total operating expenses	<b>(94.4)</b>	(76.9)	(17.5)	(23)
<b>Operating profit</b>	<b>239.4</b>	209.3	30.1	14
Finance income	<b>6.5</b>	7.9	(1.4)	(18)
<b>Profit before tax</b>	<b>245.9</b>	<b>217.2</b>	<b>28.7</b>	<b>13</b>

...record profits

## Financial Results

### Net revenue

	Year ended 30 June 2011 £m	Year ended 30 June 2010 £m	Variance <i>As reported</i> £m	%
Management fees	250.9	192.1	58.8	31
Less: distribution costs	(1.6)	(2.2)	0.6	27
<b>Net management fees</b>	<b>249.3</b>	189.9	59.4	31
Performance fees	85.4	82.9	2.5	3
Other revenue	6.5	6.4	0.1	2
Foreign exchange	(7.4)	7.0	(14.4)	-
<b>Net revenue</b>	<b>333.8</b>	286.2	47.6	17

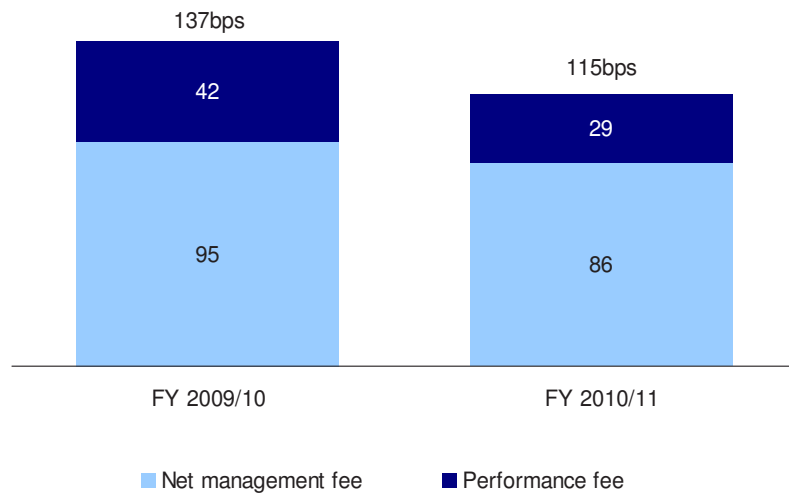
...good growth in net revenue



# Financial Results

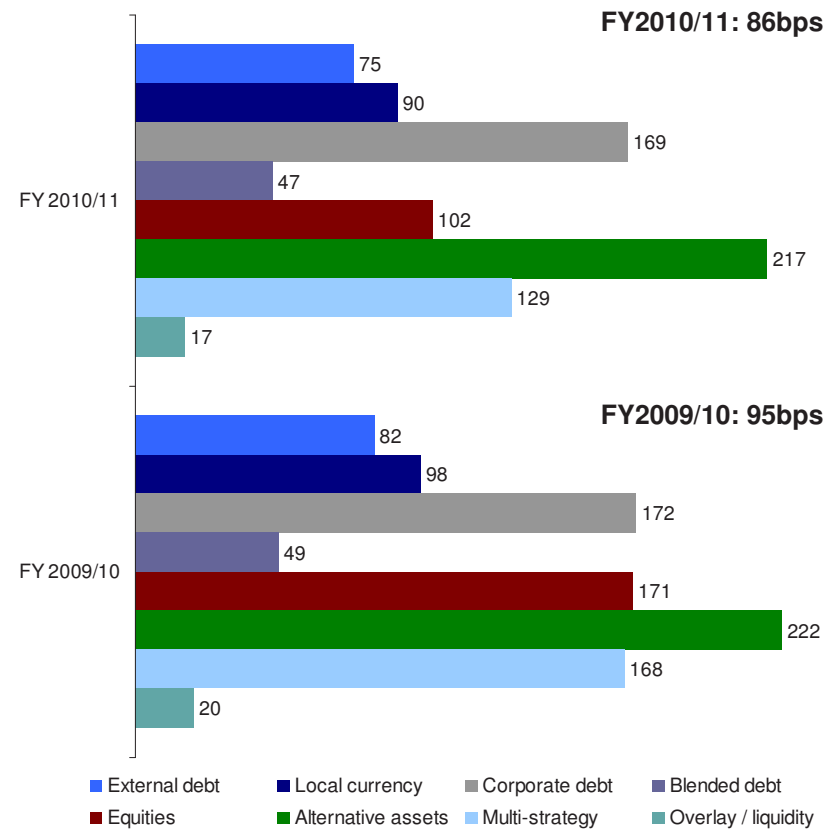
## Revenue margins

Total Net Revenue Margin (bps)



- Principal component of revenue remains management fees
- Maintenance of high average margin through product diversification remains our aim
- 7.4bps of impact in FY 2010/11 related to currency overlay

Net Management Fee Margins (bps)



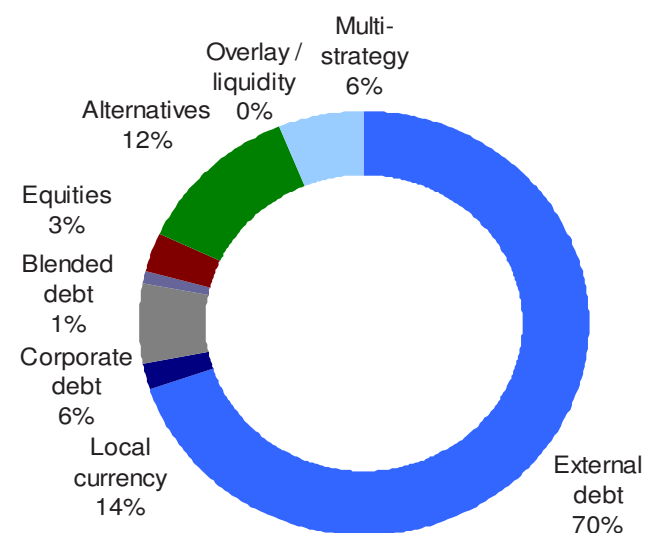
...mix of products and clients results in margin reduction

# Financial Results

## Performance fees

	Year ended 30 June 2011	Year ended 30 June 2010
	£m	£m
External debt	60.2	43.0
Local currency	1.8	10.3
Corporate debt	4.9	9.8
Blended debt	1.0	3.3
Equities	2.4	3.4
Alternatives	10.1	4.5
Multi-strategy	5.0	8.6
Overlay / liquidity	-	-
<b>Total performance fees</b>	<b>85.4</b>	<b>82.9</b>

Performance Fees by Theme (%)



- H1: £60.1m, H2: £25.3m (FY2009/10: H1: £53.3m, H2: £29.6m)
- Annual performance fees for funds year ended 31 August 2011 were £18.8m (August 2010: £43.5m)

...record performance fee year

# Financial Results

## AshmoreEMM acquisition

- Transaction completed on 31 May 2011
- AuM as at 30 June 2011 was US\$9.9 billion
- Consideration paid at completion revised in line with price adjustment mechanism, further adjustment at 30-Sep-11
- Integration process well on track and business performing in line with our expectations:
  - Rebranded AshmoreEMM
  - Now responsible for the investment management of all centrally managed equity products within the Group
  - AshmoreEMM product range incorporated into Ashmore distribution platform
- Reported within equities investment theme going forward

### Consideration Structure

US\$m	Announced	Closing	Delta
Cash	96.0	81.5	(14.5)
Equity	<u>29.9</u>	<u>25.4</u>	<u>(4.5)</u>
Upfront consideration	125.9	106.9	(19.0)
Contingent payments	120.1	139.1	+19.0

### Accounting Considerations

	Quantum (US\$m)	Comments
Intangible assets	68	<ul style="list-style-type: none"> <li>▪ Fund management relationships / trade name</li> <li>▪ Amortise over 8-10 year period</li> </ul>
Goodwill	83	<ul style="list-style-type: none"> <li>▪ Balance sheet asset; no P&amp;L impact</li> <li>▪ Modest tax benefit in the US over 15 year period</li> </ul>
IFRS 2	43	<ul style="list-style-type: none"> <li>▪ Employee retention related</li> <li>▪ Annual charge to P&amp;L of US\$8.6m for 5 years; credit to non-controlling interest</li> </ul>
Contingent consideration	46	<ul style="list-style-type: none"> <li>▪ Fair value (probability weighted, NPV)</li> <li>▪ Annual payments on Dec-11, Dec-12, Dec-13</li> </ul>
Unwind of discount	c. 8	<ul style="list-style-type: none"> <li>▪ Related to NPV of contingent consideration</li> <li>▪ Estimated charge to P&amp;L (finance income) of c. US\$6m in FY 10/11 and c. US\$2m in FY 11/12</li> </ul>

...consistent with our strategy to grow the equity investment theme

# Financial Results

## Expenses

	Year ended 30 June 2011 £m	Year ended 30 June 2010 £m	Variance £m	%
Personnel expenses	15.3	12.8	2.5	20
Variable compensation	56.2	46.0	10.2	22
Other operating expenses	22.9	18.1	4.8	27
<b>Total operating expenses</b>	<b>94.4</b>	<b>76.9</b>	<b>17.5</b>	<b>23</b>
<b>Operating profit margin</b>	<b>71.7%</b>	<b>73.0%</b>		

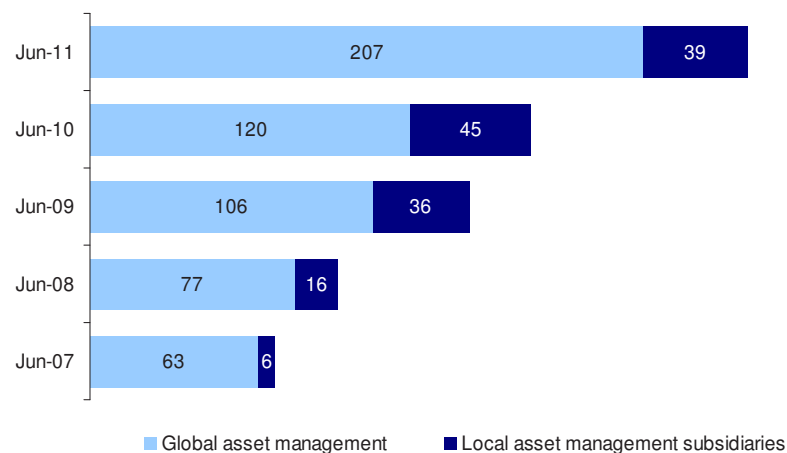
...leading operating margin

# Financial Results

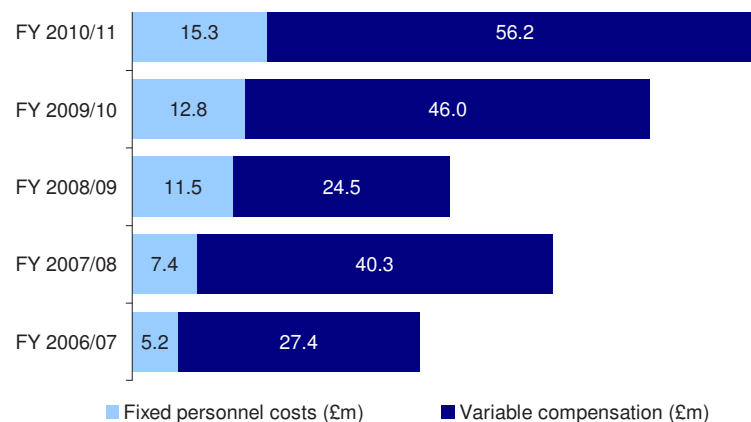
## Expenses

- Headcount growth as planned, reflecting:
  - Distribution platform development
  - Acquisition of AshmoreEMM
- Employee cost increases for year to 30 June 2011:
  - Fixed personnel costs increased by £2.5 million to £15.3 million (FY2009/10:£12.8 million)
  - Variable compensation increased to £56.2 million, 19.0% of EBVCIT<sup>(1)</sup> (FY2009/10: £46.0 million, 18.0%)
- Strong levels of AuM subscriptions and increased variable component, good investment performance
- Other costs:
  - Cost control maintained
  - Some transaction expense
  - Additional costs forecast in FY2011/12 following acquisition

Year End Headcount



Employee Costs



**...low fixed employment costs with profit-based variable compensation**

1) EBVCIT defined as earnings before variable compensation, interest and tax.

# Financial Results

## Earnings

	Year ended 30 June 2011	Year ended 30 June 2010
	£m	£m
Profit before tax	245.9	217.2
Tax	(55.7)	(56.6)
Profit after tax	190.2	160.6
Net other comprehensive income	6.7	1.2
Total comprehensive income	196.9	161.8
Attributable: Equity holders of the parent	195.3	161.2
Minority interest	1.6	0.6
Earnings per share - basic	28.1p	23.9p
Earnings per share - diluted	26.6p	22.5p
Interim dividend per share	4.16p	3.66p
Final dividend per share	10.34p	9.34p

**...further earnings growth, dividend increase underlines future confidence**

# Financial Results

## Cash flow & balance sheet

	Year ended 30 June 2011	Year ended 30 June 2010		Year ended 30 June 2011	Year ended 30 June 2010
	£m	£m		£m	£m
Cash from operations	253.4	250.9	<b>Total assets</b>	<b>675.6</b>	505.1
Acquisition of AshmoreEMM	(41.2)	-	<b>Net liabilities</b>	<b>160.7</b>	131.4
Investment in associate	-	(2.3)	<b>Net assets/total equity</b>	<b>514.9</b>	372.7
Treasury / own shares	(10.9)	(34.0)	<i>Including:</i>		
Net purchase of seed capital investments <sup>(1)</sup>	(12.5)	(26.9)	Non-current assets	4.2	4.5
Dividends	(93.7)	(82.6)	Goodwill and intangible assets	103.2	6.7
Taxation	(62.1)	(52.9)	Deferred tax asset	17.9	14.4
Interest	1.4	1.5	Deferred acquisition costs	6.9	9.3
FX and other	(9.3)	2.3	Investment in associate	2.3	2.3
<b>Increase in cash</b>	<b>24.6</b>	<b>56.0</b>	Cash and cash equivalents	<b>369.0</b>	344.4
			Trade receivables	<b>68.0</b>	45.7
			Trade payables	<b>(94.9)</b>	(89.8)
			Seed capital investments <sup>(1)</sup>	<b>91.1</b>	68.6

**...cash flow funded acquisition and seed capital investments; strong balance sheet maintained**

1) Represents seed capital invested by the Group in its funds and classified as either available-for-sale financial assets, non-current assets held for sale and non-current asset investments

# Financial Results Summary

---

- Strong growth in AuM
  - AuM up by 86% to US\$65.8bn
  - Strong subscriptions
- Completion of AEMM as announced earlier in the year
- Theme reclassification in line with marketing approach
- Fund launches to satisfy investor demand for Emerging Markets assets
- Financial strength
  - Record profits
  - Robust balance sheet, no debt
  - Dividend increase demonstrates future confidence



# Strategy Update

## Our strategy

**Phase 1:**  
Establish emerging market  
asset class

1

**Phase 2:**  
Diversify developed  
world capital sources  
and themes

2

**Phase 3:**  
Mobilise emerging  
markets capital

3

Status:  
**Largely completed**

Status:  
**Underway – significant  
growth available**

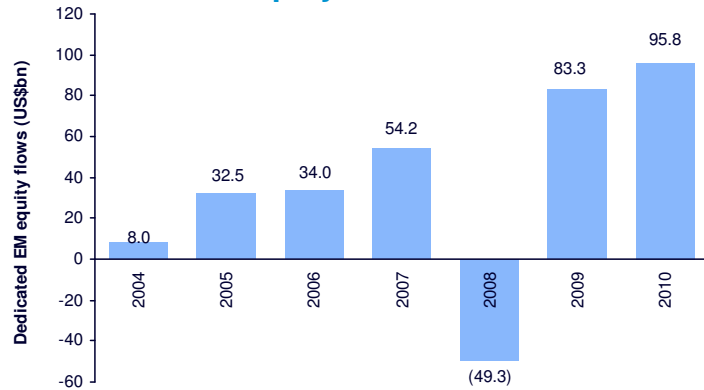
Status:  
**Commenced – enormous future  
growth opportunities**

...three phase strategy to position Ashmore at the heart of capital flows into and between EM

# Strategy Update

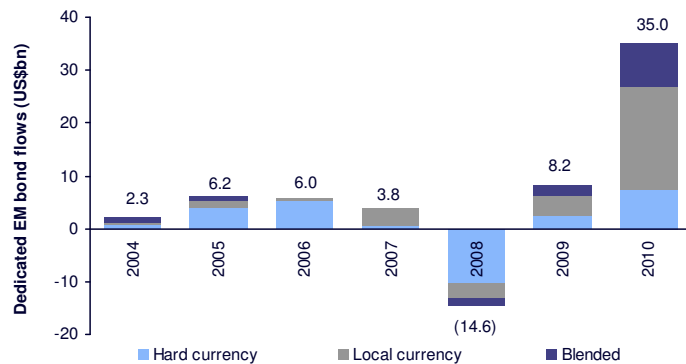
## Phase 1: Establish Emerging Markets asset class

### Dedicated EM Equity Fund Flows

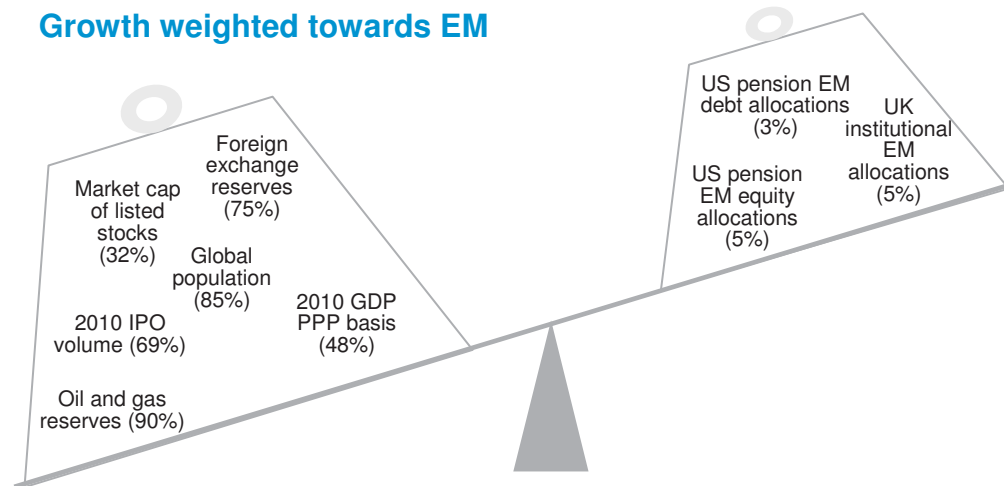


- Record inflows into Emerging Markets funds during 2010
- Global AuM estimated to be c. US\$55 trillion (EM c. US\$5 trillion); even a 1% increase in allocations to Emerging Markets would equate to inflows of over US\$500bn into dedicated EM funds
- Investor allocations have increased but are still underweight versus most metrics
- Home country bias
- Historic prejudices of investors towards the “safer” developed world over “riskier” Emerging Markets are being dispelled

### Dedicated EM Bond Fund Flows



### Growth weighted towards EM



Sources: IMF, Bloomberg, Ashmore, Pensions & Investments, EPFR

Percentages represent Emerging Markets as a percentage of total

...growing opportunity but expectation of much more to come

# Strategy Update

## Phase 2: Diversify developed world capital sources and themes

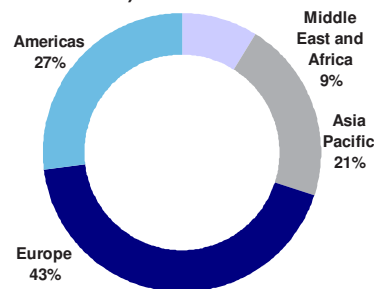
### 2011 Highlights

- Acquisition of majority stake in AshmoreEMM increases equity offering
- Launch of 6 US SEC registered 40 Act funds for US institutional and retail investors
- Launch of 5 further SICAV sub-funds:
- New fund launches in local asset management subsidiaries
- 8 new segregated and white label funds won during the year
- Reclassification of investment themes to recognise mandates combining external, local currency and sometimes corporate debt

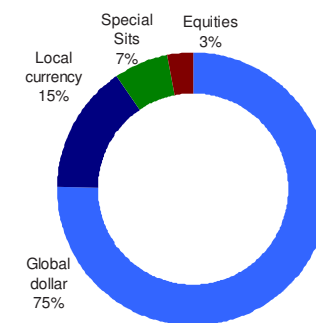
**AuM by Investor Geography**

**June 2006**

(39 funds/accounts)

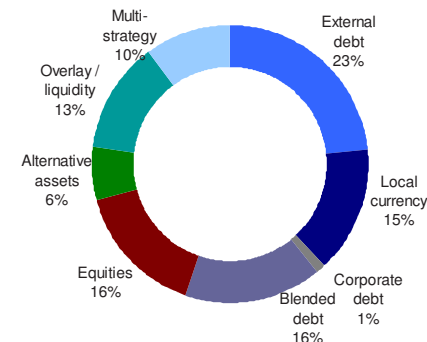
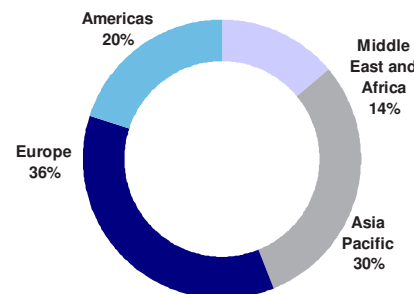


**AuM by Theme**



**June 2011**

(135 funds/accounts)

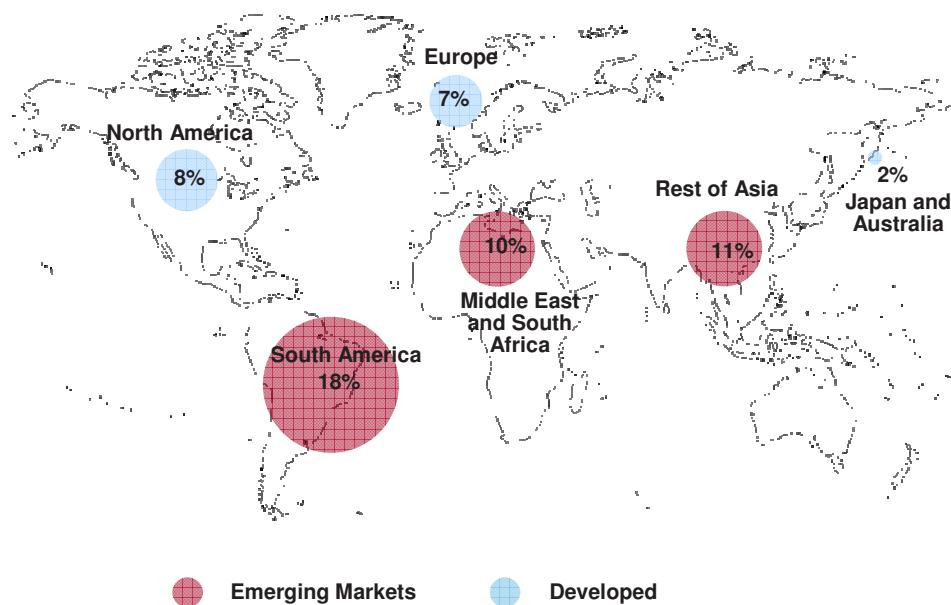


...continued development of product offering to meet investor demands

# Strategy Update

## Phase 3: Mobilise Emerging Markets capital

### Fastest Growing AuM Markets are in EM



Bubbles represents annual total market AuM growth from 2009 to 2010

Source: BCG Global Asset Management Market Sizing database, 2011

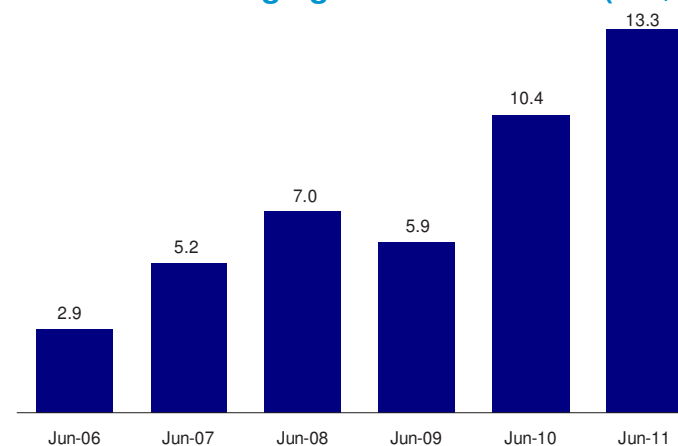
### Local Asset Management Subsidiaries

- Ashmore Brasil
- Ashmore Colombia
- Ashmore India
- Ashmore Turkey

### Local Asset Management Joint Ventures

- Everbright Ashmore (China)
- VTB Ashmore (Russia)

### AuM from Emerging Markets Sources (US\$bn)

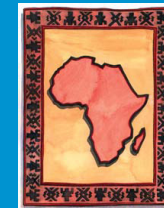
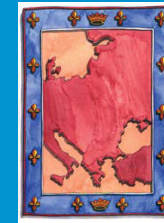


...Ashmore continues to investigate new countries to develop its network of domestic asset management businesses

## Outlook

Theme	Positioning
External debt	Now relatively safer than it was compared to US treasuries; anticipate spreads over Treasuries will tighten significantly
Local currency	Set to rise against the US dollar in the next six months as we expect central banks to steadily use currency appreciation to control domestic inflation
Corporate debt	Continuing to grow strongly as companies want tenor not available from bank lending and will increasingly turn to the bond markets
Blended debt	Investors seeking returns benchmarked against blended indices comprised typically of external debt and local currency, with in some cases a corporate debt component
Equities	Earnings forecast to grow strongly over the medium term
Alternatives	Continue to both realise investments, as well as find some very interesting new opportunities; looking to replicate our real estate and infrastructure initiatives in other emerging economies

# Appendices



Ashmore

## Appendix 1 – GBP / USD Revenues FY11 / FY11 half-on-half

US\$ millions	H1 11	H2 11	FY11	H110	H210	FY10
<b>Net management fees less distribution costs</b>						
External debt	49.3	50.1	<b>99.4</b>	47.7	48.6	<b>96.3</b>
Local currency	28.7	32.8	<b>61.5</b>	21.9	26.2	<b>48.1</b>
Corporate debt	9.0	11.0	<b>20.0</b>	5.5	7.0	<b>12.5</b>
Blended debt	21.1	23.6	<b>44.7</b>	16.3	19.4	<b>35.7</b>
Equities	1.5	6.7	<b>8.2</b>	1.2	1.4	<b>2.6</b>
Alternatives	38.6	36.0	<b>74.6</b>	34.6	33.8	<b>68.4</b>
Multi-strategy	30.3	50.8	<b>81.1</b>	15.5	15.2	<b>30.7</b>
Overlay / liquidity	3.3	5.2	<b>8.5</b>	1.6	2.2	<b>3.8</b>
<b>Total net management fee income</b>	<b>181.8</b>	<b>216.2</b>	<b>398.0</b>	<b>144.3</b>	<b>153.8</b>	<b>298.1</b>
<b>Performance fees</b>						
External debt	85.2	8.0	<b>93.2</b>	54.1	14.4	<b>68.5</b>
Local currency	1.2	1.7	<b>2.9</b>	16.5	0.2	<b>16.7</b>
Corporate debt	0.5	7.6	<b>8.1</b>	0.1	7.2	<b>7.3</b>
Blended debt	1.5	-	<b>1.5</b>	4.2	1.0	<b>5.2</b>
Equities	3.6	0.2	<b>3.8</b>	3.9	1.6	<b>5.5</b>
Alternatives	0.7	16.1	<b>16.8</b>	7.5	-	<b>7.5</b>
Multi-strategy	-	8.1	<b>8.1</b>	-	13.2	<b>13.2</b>
Overlay / liquidity	-	-	-	-	-	-
<b>Total performance fee income</b>	<b>92.7</b>	<b>41.7</b>	<b>134.4</b>	<b>86.3</b>	<b>37.6</b>	<b>123.9</b>

## Appendix 1a – GBP / USD revenues

### Management and performance fees by theme (GBP)

£ millions	Year ended 30 Jun 2007	Year ended 30 Jun 2008	Year ended 30 Jun 2009	Year ended 30 Jun 2010		Year ended 30 Jun 2011
<b>Net management fees less distribution costs</b>						
External debt	71.9	85.1	74.5	79.4	External debt	62.5
Local currency	21.4	28.3	36.1	35.9	Local currency	38.5
Special situations	25.9	37.3	44.3	44.1	Corporate debt	12.5
Equity	7.2	3.5	1.4	1.8	Blended debt	28.0
Corporate debt	-	4.1	4.9	8.2	Equities	5.1
Multi-strategy	-	23.7	21.6	18.0	Alternatives	46.8
Other	-	-	0.4	2.5	Multi-strategy	50.6
					Overlay/Liquidity	5.3
<b>Total net management fee income</b>	<b>126.4</b>	<b>182.0</b>	<b>183.2</b>	<b>189.9</b>		<b>249.3</b>
Average AuM US\$ millions <sup>(1)</sup>	26,375	35,324	27,730	31,308		46,526
Average AuM GBP millions <sup>(1)</sup>	13,608	17,661	17,284	19,810		29,028
Net mgmt fees margin	92.9	103.0	107.0	95.0		85.6
<b>Performance fees</b>						
External debt	5.8	17.0	17.5	43.0	External debt	60.3
Local currency	3.1	16.2	16.0	13.6	Local currency	1.8
Special situations	7.5	7.2	16.4	4.5	Corporate debt	4.9
Equity	4.0	3.2	0.1	3.4	Blended debt	1.0
Corporate debt	-	-	0.1	9.8	Equities	2.3
Multi-strategy	-	1.1	2.4	8.6	Alternatives	10.1
Other	-	-	-	-	Multi-strategy	5.0
					Overlay/Liquidity	-
<b>Total performance fee income</b>	<b>20.4</b>	<b>44.7</b>	<b>52.5</b>	<b>82.9</b>		<b>85.4</b>

(1) Average AuM calculated using the average of month-end rates throughout the relevant period.



## Appendix 1b – GBP / USD revenues

### Management and performance fees by theme (USD)

US\$ millions	Year ended 30 Jun 2007	Year ended 30 Jun 2008	Year ended 30 Jun 2009	Year ended 30 Jun 2010		Year ended 30 Jun 2011
<b>Net management fees less distribution costs</b>						
External debt	140.2	171.1	120.9	124.3	External debt	99.5
Local currency	41.8	56.9	58.4	56.2	Local currency	61.5
Special situations	50.5	75.0	72.0	68.4	Corporate debt	20.0
Equity	14.0	7.0	2.2	2.8	Blended debt	44.7
Corporate debt	-	8.2	7.9	12.5	Equities	8.2
Multi-strategy	-	47.6	35.1	30.0	Alternatives	74.6
Other	-	-	0.6	3.9	Multi-strategy	81.1
					Overlay/Liquidity	8.5
<b>Total net management fee income</b>	<b>246.5</b>	<b>365.8</b>	<b>297.1</b>	<b>298.1</b>		<b>398.1</b>
Average AuM US\$ millions <sup>(1)</sup>	26,375	35,324	27,730	31,308		46,526
Average AuM GBP millions <sup>(1)</sup>	13,608	17,661	17,284	19,810		29,028
Net mgmt fees as bps of average AuM	92.9	103.0	107.0	95.0		85.6
<b>Performance fees</b>						
External debt	11.3	34.4	31.9	68.6	External debt	93.1
Local currency	6.1	32.3	28.7	21.9	Local currency	2.9
Special situations	14.6	14.4	32.3	7.6	Corporate debt	8.1
Equity	7.8	6.4	0.1	5.5	Blended debt	1.6
Corporate debt	-	-	0.1	14.7	Equities	3.8
Multi-strategy	-	2.2	3.4	13.2	Alternatives	16.8
Other	-	-	-	-	Multi-strategy	8.1
					Overlay/Liquidity	-
<b>Total performance fee income</b>	<b>39.8</b>	<b>89.7</b>	<b>96.5</b>	<b>131.5</b>		<b>134.4</b>
Average GBP:USD exchange rate for the year	1.95	2.01	1.60	1.58		1.59

(1) Average AuM calculated using the average of month-end rates throughout the relevant period.

## Appendix 2 – AuM / product information

### AuM by theme and fund account/classification

US\$bn	30-Jun-2007	30-Jun-2008	30-Jun-2009	30-Jun-2010		30-Jun-2010	30-Jun-2011
<b>Investment theme</b>							
External debt	20.5	20.9	14.7	19.4	External debt	12.3	14.3
Local currency	4.0	7.2	4.2	7.0	Local currency	6.0	9.4
Special situations	3.1	4.6	3.3	3.4	Corporate debt	0.8	1.3
Equity	1.3	0.5	0.1	0.2	Blended debt	8.4	10.9
Corporate debt	-	0.5	0.5	0.9	Equities	0.2	10.1
Multi-strategy	2.7	3.8	2.0	2.0	Alternatives	3.4	2.8
Other	-	-	0.1	2.4	Multi-strategy	2.0	8.4
					Overlay/Liquidity	2.2	8.6
<b>Total AuM at period end</b>	<b>31.6</b>	<b>37.5</b>	<b>24.9</b>	<b>35.3</b>		<b>35.3</b>	<b>65.8</b>
<b>Fund/account classification</b>							
Ashmore sponsored funds	16.7	21.5	13.4	15.5		15.5	29.6
Structured products	1.6	1.1	0.4	0.3		0.3	0.4
Segregated accounts	10.0	11.7	9.1	16.7		16.7	27.0
White label/dual branded	3.3	3.2	2.0	2.8		2.8	8.8
<b>Total AuM at period end</b>	<b>31.6</b>	<b>37.5</b>	<b>24.9</b>	<b>35.3</b>		<b>35.3</b>	<b>65.8</b>

# Appendix 3 – Assets under Management

## Investment performance - public funds

Theme	Fund	Launch Date	AuM US\$m	Performance <sup>(1)</sup>					Annualised 3 Year Standard Deviation
				Since Launch	6 m	1 Year	3 Year	5 Year	
External Debt	EM External Debt (Broad) Composite <i>Benchmark: JPM EMBI GD</i>	Nov-1992	11,944.8	20.8%	8.5%	19.2%	11.4%	12.1%	13.5%
		-	-	12.0%	4.8%	11.4%	10.4%	9.5%	13.1%
	EM External Debt (Sovereign) Composite <i>Benchmark: JPM EMBI GD</i>	Sep-2002	2,176.7	13.5%	4.8%	12.6%	11.4%	10.0%	14.4%
		-	-	11.2%	4.8%	11.4%	10.4%	9.5%	13.1%
	EM External Debt (Sovereign IG) Composite <i>Benchmark: JPM EMBI GD IG</i>	Mar-2010	9.8	10.6%	5.8%	10.7%	-	-	-
		-	-	9.9%	5.2%	9.6%	-	-	-
Local Currency	EM Local Currency (Broad) Composite <i>Benchmark: JPM ELM+</i>	Apr-1997	2,789.6	14.8%	7.7%	19.5%	4.4%	10.3%	15.2%
		-	-	8.1%	5.2%	14.7%	3.2%	8.7%	10.6%
	EM Local Currency Bonds Composite <i>Benchmark: JPM GBI-EM GD</i>	Sep-2005	3,545.1	13.1%	8.5%	23.7%	10.4%	13.4%	17.6%
		-	-	12.5%	6.9%	19.7%	11.6%	14.3%	16.0%
	EM Local Currency (FX) Composite <i>Benchmark: JPM ELM+</i>	May-2002	1,094.1	10.9%	6.5%	16.2%	2.4%	8.6%	11.1%
		-	-	9.4%	5.2%	14.7%	3.2%	8.7%	10.6%
Corporate Debt	EM Corporate Debt (Broad) Composite <i>Benchmark: JPM CEMBI BD</i>	Sep-2007	1,927.4	15.0%	5.7%	22.8%	17.0%	-	15.7%
		-	-	8.1%	3.2%	9.7%	9.7%	-	13.9%
	EM Corporate Debt (High Yield) Composite <i>Benchmark: JPM CEMBI BD Non-IG</i>	Sep-2007	1,008.1	15.6%	6.3%	25.0%	17.7%	-	15.8%
		-	-	10.9%	3.1%	13.9%	12.8%	-	23.2%
	EM Corporate Debt (IG) Composite <i>Benchmark: JPM CEMBI BD IG</i>	Mar-2010	213.7	10.6%	4.3%	12.7%	-	-	-
		-	-	8.8%	3.3%	7.8%	-	-	-
Blended Debt	EM Blended Debt Composite <i>Benchmark: 50/25/25<sup>(2)</sup></i>	Jul-2003	10,422.9	14.2%	5.8%	16.2%	10.7%	12.3%	14.2%
		-	-	10.2%	5.4%	14.3%	9.0%	10.6%	12.5%
Equity	AshmoreEMM Broad Global Active Composite <i>Benchmark: MSCI EM IMI<sup>(3)</sup></i>	May-1988	7,657.6	14.2%	-1.1%	27.1%	4.0%	8.9%	30.4%
		-	-	9.5%	0.3%	27.5%	5.1%	11.7%	31.5%
	AshmoreEMM Global Small Cap Composite <i>Benchmark: MSCI EM Small Cap<sup>(4)</sup></i>	Apr-2004	889.6	19.0%	6.2%	41.7%	14.2%	15.9%	33.6%
		-	-	17.8%	-3.7%	25.2%	11.9%	16.5%	35.3%
	AshmoreEMM Quantitative EM Composite <i>Benchmark: MSCI EM (net)</i>	Mar-2008	27.3	6.9%	1.9%	33.5%	7.2%	-	30.8%
		-	-	3.6%	0.9%	27.8%	4.2%	-	31.1%
Alternatives <sup>(5)</sup>	Global Special Situations Fund 3 <sup>(6)</sup>	Sep-2006	757.4	-2.1%	5.0%	8.2%	-9.0%	-	-
	Global Special Situations Fund 4 <sup>(6)</sup>	Oct-2007	1,031.7	-0.6%	-2.6%	7.0%	-0.6%	-	-
	Global Special Situations Fund 5 <sup>(6)</sup>	Apr-2009	149.9	21.7%	6.5%	10.3%	-	-	-
	Asian Recovery Fund	May-1998	778.3	15.0%	-4.8%	11.5%	-2.1%	6.3%	11.5%
	Asian Special Opportunities Fund	Nov-2010	63.2	22.1%	-4.7%	-	-	-	-
Multi-Strategy <sup>(5)</sup>	EM Multi-Strategy Composite	Jan-2001	1,815.8	17.6%	3.5%	15.5%	2.2%	8.6%	9.8%

Source: Ashmore (un-audited), JP Morgan, Morgan Stanley. Data as at 30th June 2011. Returns gross of fees, dividends reinvested.

- (1) Annualised performance shown for periods greater than one year;
- (2) Composite benchmark: 50% JPM EMBI GD; 25% JPM ELM+; 25% JPM GBI-EM GD;
- (3) Benchmark is MSCI EM IMI (net of withholding taxes); prior to 1/08, MSCI Emerging Markets Total Return Index Net of Withholding Taxes; prior to 1/04, MSCI Emerging Markets; prior to 7/97, IFCG;
- (4) Benchmark is MSCI EM Small Cap; prior to 2/08, FTSE Emerging Small Cap Index; prior to 4/06, MSCI Emerging Markets Custom Index;
- (5) Special Situations and Multi-Strategy portfolios do not have a relevant benchmark;
- (6) GSSF 3, GSSF 4 and GSSF 5 performance calculation methodology is IRR.

## Disclaimer

---

### IMPORTANT INFORMATION

This document does not constitute an offer to sell or an invitation to buy shares in Ashmore Group plc or any other invitation or inducement to engage in investment activities. Certain statements, beliefs and opinions in this document are forward-looking, which reflect the Company's current expectations and projections about future events. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements.

Forward-looking statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The value of investments, and the income from them, may go down as well as up, and is not guaranteed. Past performance cannot be relied on as a guide to future performance. Exchange rate changes may cause the value of overseas investments or investments denominated in different currencies to rise and fall. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on any forward-looking statements, which speak only as of the date of this document.

# Ashmore

