

# Ashmore Group plc

## Preliminary Results

12 months to 30 June 2010



14 September 2010

**Ashmore**

## Presentation team

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- Mark Coombs, *Chief Executive Officer*
- Graeme Dell, *Group Finance Director*

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# Financial highlights

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- Final assets under management (“AuM”) of US\$35.3 billion at 30 June 2010, an increase of US\$10.4 billion (42%) from US\$24.9 billion at 30 June 2009
- Total net revenue of £286.2 million, an increase of 41% from FY2008/09 (£203.5 million)
  - Net management fees<sup>(1)</sup> up by 4% to £189.9 million
  - Performance fees up 58% to £82.9 million (FY2008/09: £52.5 million)
  - Foreign exchange gain £7.0 million (FY2008/09: £38.6 million loss)
- Operating margin of 73.0% (FY2008/09: 74.0%)
- Profit before tax of £217.2 million, an increase of 36% from FY2008/09 (£159.8 million)
- Basic earnings per share of 23.9p (FY2008/09: 17.1p)
- 9.34p final dividend, making a full year dividend of 13.0p

...good financial performance

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

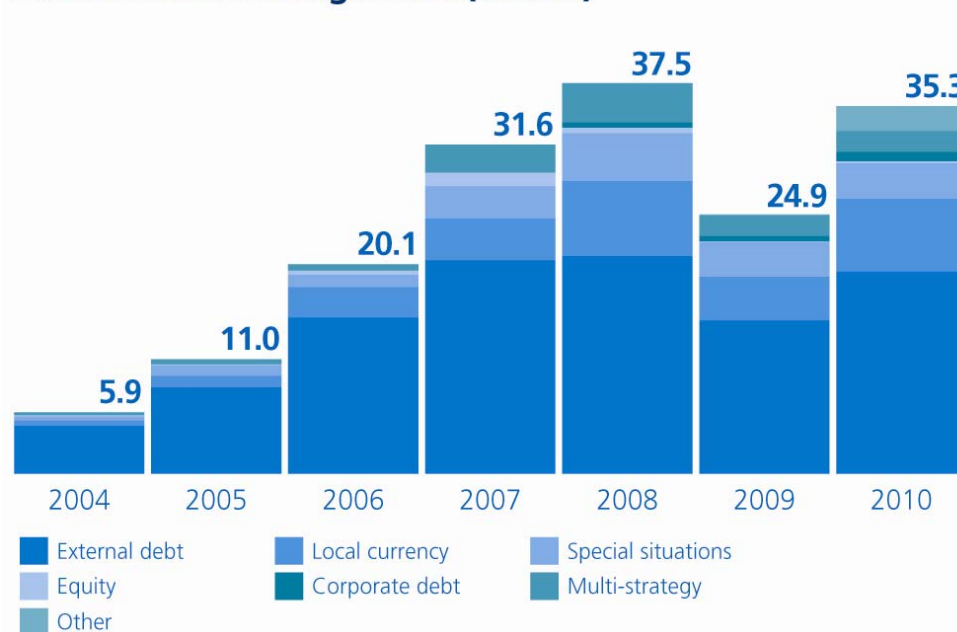
# Assets under management

## Overview

### Key highlights

- AuM increased by US\$10.4bn to US\$35.3bn, a 42% increase
- Significant increase in subscriptions and reduction of redemptions
- Investment outperformance from predicted sources

Assets under management (US\$bn)

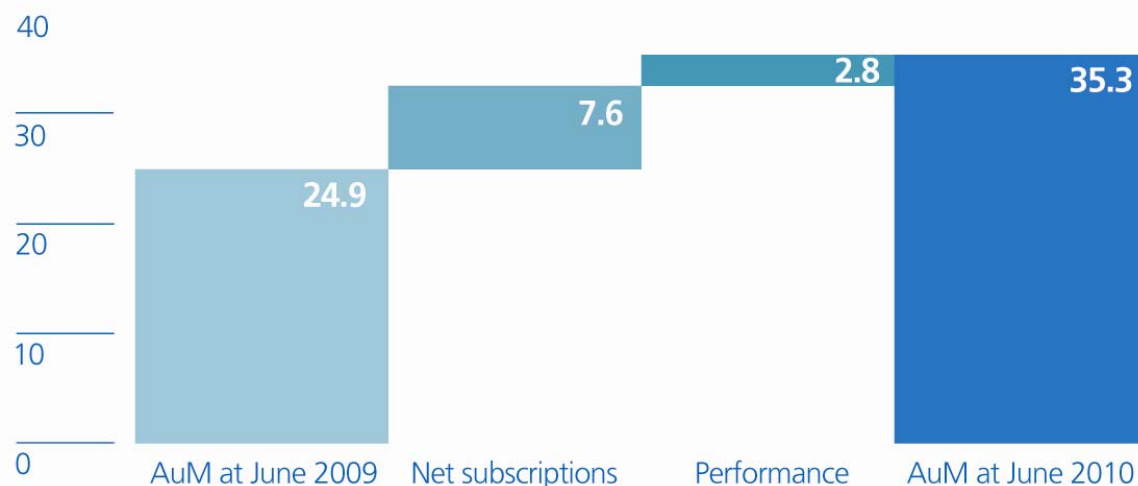


...strong growth in AuM, momentum regained

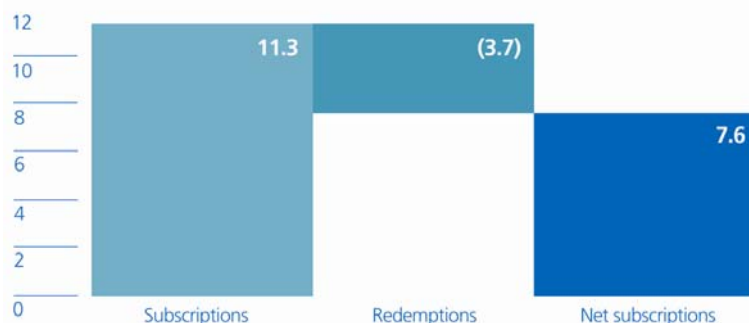
# Assets under management

## Subscriptions and redemptions

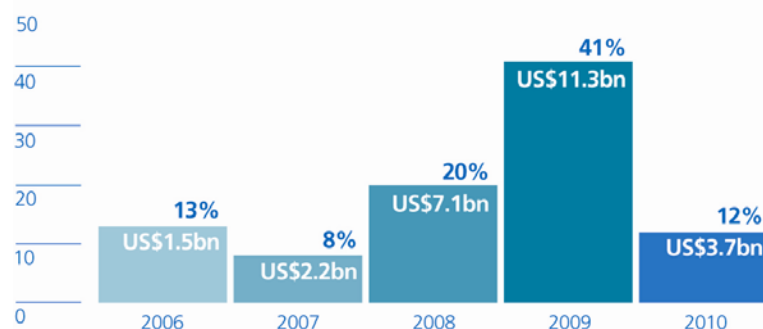
**FY2009/10 AuM development (US\$bn)**



**FY2009/10 subscriptions and redemptions (US\$bn)**



**Redemptions as a % of average AuM by year**

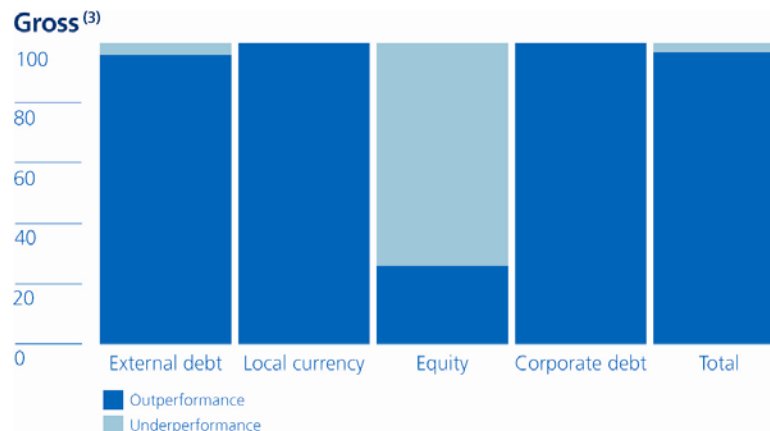
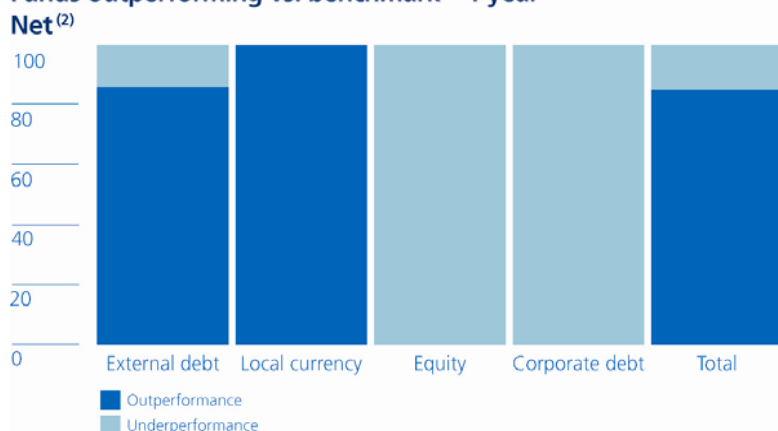


...significant increase in subscriptions and reduction of redemptions

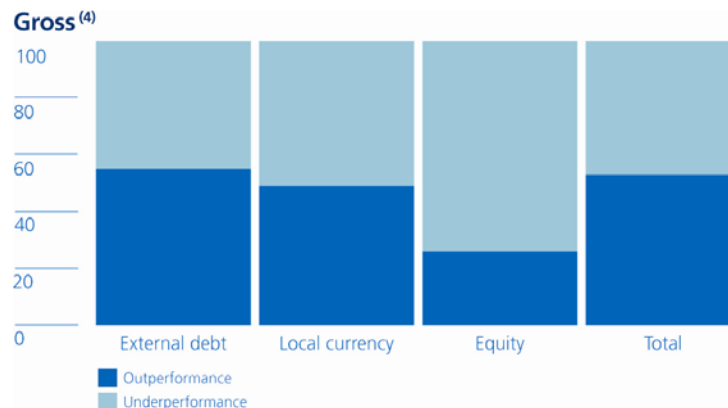
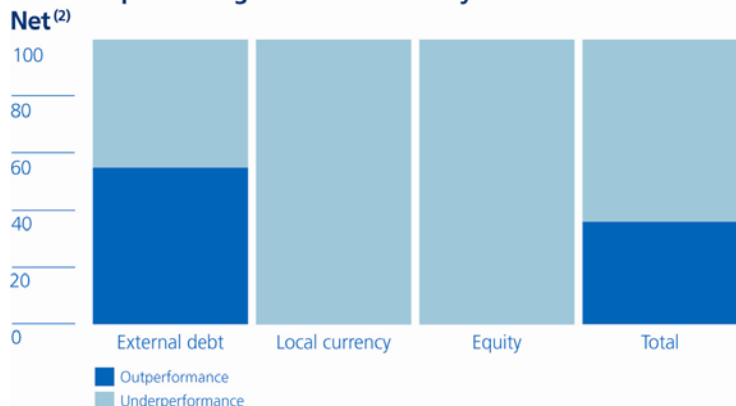
# Assets under management

## Investment performance

Funds outperforming vs. benchmark – 1 year <sup>(1) (5)</sup>



Funds outperforming vs. benchmark – 3 year <sup>(1) (5)</sup>



Source: Ashmore (un-audited). Source benchmarks: Bloomberg, HSBC, JP Morgan and Morgan Stanley

(1) All open-ended funds (public and other) centrally managed with a benchmark by AuM as at 30 June 2010 (1 year: 28 funds; 3 years 21 funds); (2) Public fund performance is net, Segregated and White label funds gross with the exception of one dual branded fund which is net; (3) All fund performance gross; (4) All fund performance gross with the exception of one dual branded fund which is net. (5) SICAV institutional USD share classes have been used as representative performance for the respective funds, although AUM includes all underlying share classes

**...97% of AuM outperformed benchmark over one year**

# Update on themes

## External debt

### Theme premise

- Ashmore's longest established and largest theme
- Principally US Dollar and other hard currency denominated instruments, which may include derivatives, investing principally in sovereign bonds

### Facts

- Launched 1992
- Management fees<sup>(1)</sup> £79.4m (FY2008/09: £74.5m)
- Avg mgmt fee margin: 71 bps (FY2008/09: 79 bps)
- Performance fees: £43.0m (FY2008/09: £17.5m)

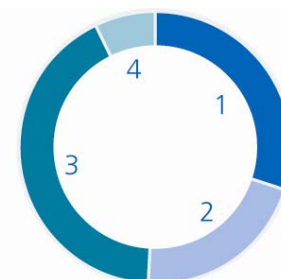
### Current markets / opportunities

- Widely accepted as an asset class in fixed income
- Sub themes developed; investment grade-sovereign, sovereign and blended (exposure to other themes)
- Strategic allocation benefits from improving fundamentals and global importance of emerging economies
- Significant issuance and strong investor demand look set to continue

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	14.7	20.9
Gross subscriptions	4.7	1.3
Gross redemptions	(2.3)	(5.8)
Net subscriptions/(redemptions)	2.4	(4.5)
Performance	2.3	(1.7)
<b>Closing AuM</b>	<b>19.4</b>	<b>14.7</b>

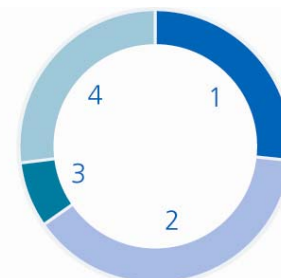
### AuM as invested by geography (%)

1 Eastern Europe	30
2 Asia Pacific	21
3 Latin America	42
4 Middle East and Africa	7



### Fund classification (No.)

1 Ashmore sponsored	7
2 Segregated	10
3 Structured product	2
4 White label/dual branded	7



**...developed world malaise increases attraction of EM external debt**

(1) Net of distribution costs and fee rebates.



# Update on themes

## Local currency

### Theme premise

- Local currency and local currency denominated debt instruments, which may include derivatives, investing in FX and mainly sovereign bonds

### Facts

- Launched 1997
- Management fees<sup>(1)</sup> £35.9m (FY2008/09: £36.1m)
- Avg mgmt fee margin: 99 bps (FY2008/09: 106 bps)
- Performance fees: £13.6m (FY2008/09: £16.0m)

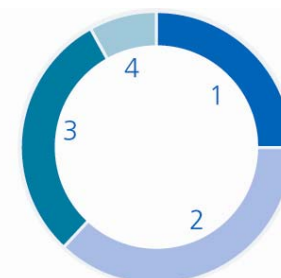
### Current markets / opportunities

- Rapidly growing asset class
- Sub themes developed; foreign exchange (short-term / money markets), local currency bonds (long-term / interest rate duration) and blended, optimising risk / return and liquidity
- Best hedge against the long term structural decline in the U.S. Dollar

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	4.2	7.2
Gross subscriptions	3.0	1.4
Gross redemptions	(0.6)	(3.1)
Net subscriptions/(redemptions)	2.4	(1.7)
Performance	0.4	(1.3)
<b>Closing AuM</b>	<b>7.0</b>	<b>4.2</b>

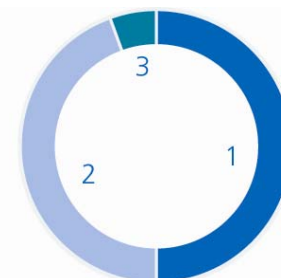
### AuM as invested by geography (%)

1 Eastern Europe	25
2 Asia Pacific	37
3 Latin America	30
4 Middle East and Africa	8



### Fund classification (No.)

1 Ashmore sponsored	9
2 Segregated	8
3 White label/dual branded	1



...allocations to local currency regaining momentum

(1) Net of distribution costs and fee rebates.

# Update on themes

## Special situations

### Theme premise

- Comprises both distressed debt (principally for control) and/or private equity

### Facts

- Launched 1998
- Management fees<sup>(1)</sup> £44.1m (FY2008/09: £44.3m)
- Avg mgmt fee margin: 217 bps (FY2008/09: 196 bps)
- Performance fees: £4.5m (FY2008/09: £16.4m)

### Current markets / opportunities

- Unique access to private investments in emerging markets which are often complex and difficult situations
- Aim to create value through events which transform the company, hence preference for “distressed for control”
- Provides investors with potentially high returns and low correlations to public markets
- Expect realisations from investments made in 2004 to 2006

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	3.3	4.6
Gross subscriptions	0.5	0.2
Gross redemptions	(0.2)	(0.5)
Net subscriptions/(redemptions)	0.3	(0.3)
Performance	(0.2)	(1.0)
<b>Closing AuM</b>	<b>3.4</b>	<b>3.3</b>

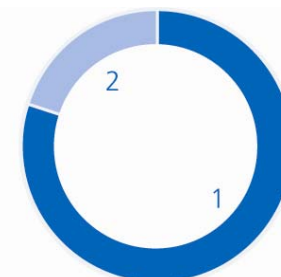
### AuM as invested by geography (%)

1 Eastern Europe	9
2 Asia Pacific	55
3 Latin America	29
4 Middle East and Africa	7



### Fund classification (No.)

1 Ashmore sponsored	8
2 Segregated	2



...increased realisations anticipated at attractive premia

(1) Net of distribution costs and fee rebates.

# Update on themes Equity

## Theme premise

- Public equity and equity-related securities
- Can include equities, convertibles, warrants and equity derivatives

## Facts

- Launched 2000
- Management fees<sup>(1)</sup> £1.8m (FY2008/09: £1.4m)
- Avg mgmt fee margin: 171 bps (FY2008/09: 124 bps)
- Performance fees: £3.4m (FY2008/09: £0.1m)

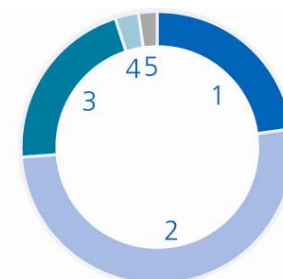
## Current markets / opportunities

- Attractive, potentially high, returns from growing and deepening emerging equity markets
- Ashmore investment approach incorporates active management of country risk

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	0.1	0.5
Gross subscriptions	0.0	0.0
Gross redemptions	0.0	(0.1)
Net subscriptions/(redemptions)	0.0	(0.1)
Performance	0.1	(0.3)
<b>Closing AuM</b>	<b>0.2</b>	<b>0.1</b>

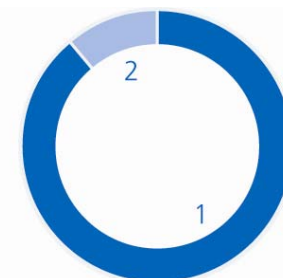
## AuM as invested by geography (%)

1 Eastern Europe	23
2 Asia Pacific	51
3 Latin America	21
4 Middle East and Africa	3
5 G7 & other	2



## Fund classification (No.)

1 Ashmore sponsored	8
2 White label/dual branded	1



...benefitting from strong fundamentals for many EM companies

(1) Net of distribution costs and fee rebates.

# Update on themes

## Corporate debt

### Theme premise

- Investments in corporate debt within emerging markets

### Facts

- Launched 2007
- Management fees<sup>(1)</sup> £8.2m (FY2008/09: £4.9m)
- Avg mgmt fee margin: 172 bps (FY2008/09: 183 bps)
- Performance fees: £9.8m (FY2008/09: £0.1m)

### Current markets / opportunities

- Offers historically attractive risk-adjusted returns, and a strong alternative to G7 corporates
- Sub themes developed; investment grade, high yield and blended (investment grade/high yield)
- A more favoured theme, strong near term performance expected

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	0.5	0.5
Gross subscriptions	0.3	0.1
Gross redemptions	0.0	0.0
Net subscriptions/(redemptions)	0.3	0.1
Performance	0.1	(0.1)
<b>Closing AuM</b>	<b>0.9</b>	<b>0.5</b>

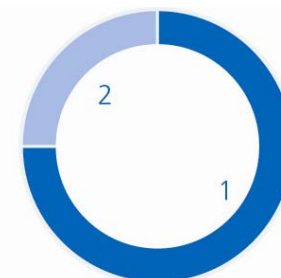
### AuM as invested by geography (%)

1 Eastern Europe	32
2 Asia Pacific	27
3 Latin America	23
4 Middle East and Africa	18



### Fund classification (No.)

1 Ashmore sponsored	3
2 Segregated	1



...expected to expand as issuance broadens and investor demand grows

(1) Net of distribution costs and fee rebates.

# Update on themes Multi-strategy

## Theme premise

- Supplements the core product range, investing into the 5 core themes and any new themes where appropriate
- Includes Ashmore Global Opportunities Limited, a permanent capital vehicle, listed on the LSE

## Facts

- Launched 2003
- Management fees<sup>(1)</sup> £18.0m (FY2008/09: £21.6m)
- Avg mgmt fee margin: 147 bps (FY2008/09: 135 bps)
- Performance fees: £8.6m (FY2008/09: £2.4m)

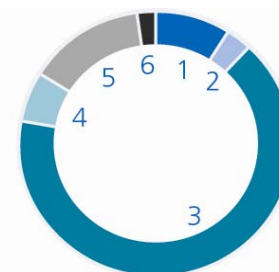
## Current markets / opportunities

- An ideal strategy for investors who prefer to let Ashmore make the dynamic asset allocation decisions across our investment themes
- Early access to new asset classes as the number of themes increases

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	2.0	3.8
Gross subscriptions	0.2	0.7
Gross redemptions	(0.3)	(1.8)
Net subscriptions/(redemptions)	(0.1)	(1.1)
Performance	0.1	(0.7)
<b>Closing AuM</b>	<b>2.0</b>	<b>2.0</b>

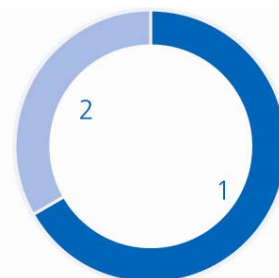
## Allocation by investment theme (%)

1 External debt	9
2 Local currency	3
3 Special situations	66
4 Equity	6
5 Corporate debt	14
6 Cash/other	2



## Fund classification (No.)

1 Ashmore sponsored	4
2 White label/dual branded	2



...dynamic asset allocations across Ashmore's themes

(1) Net of distribution costs and fee rebates.



# Update on themes Other

## Theme premise

- New themes developed in line with strategy to diversify capabilities and investor base

## Facts

- Existing
  - Overlay/hedging strategies
  - Liquidity management
  - Real estate
  - Fund of third party funds
- In development
  - Infrastructure

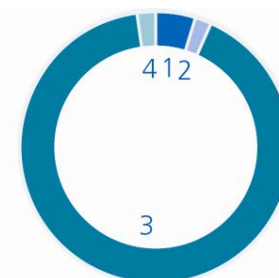
## Current markets / opportunities

- For every asset class in the developed world there is a potential asset class in the emerging world
- Strategic case for investing in the emerging world across a growing number of asset classes, particularly at their nascent stages

Year ended 30 June	2010 US\$bn	2009 US\$bn
Opening AuM	0.1	0.0
Gross subscriptions	2.6	0.1
Gross redemptions	(0.3)	0.0
Net subscriptions/(redemptions)	2.3	0.1
Performance	0.0	0.0
<b>Closing AuM</b>	<b>2.4</b>	<b>0.1</b>

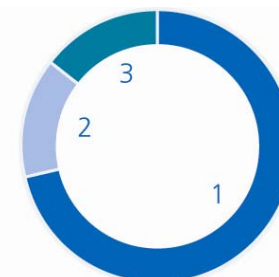
## Allocation by investment theme (%)

1 Fund of third party funds	5
2 Liquidity management	2
3 Overlay/hedging strategies	91
4 Real estate	2



## Fund classification (No.)

1 Ashmore sponsored	5
2 Segregated	1
3 White label/dual branded	1



...AuM growth, further diversification available

# Update on themes

## Theme positioning

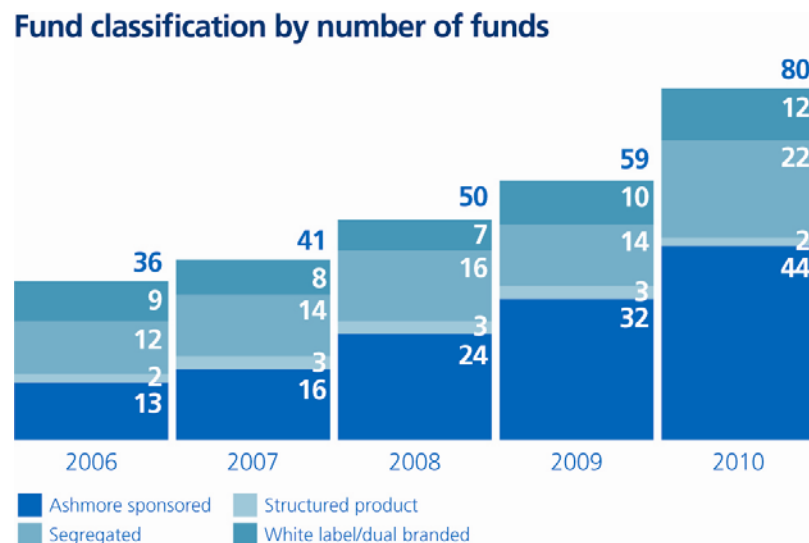
Theme	AuM at 30 June 2010 US\$bn	Positioning
External debt	19.4	Developed world malaise increases attraction of EM external debt
Local currency	7.0	Allocations to local currency regaining momentum
Special situations	3.4	Increased realisations anticipated at attractive premia
Equity	0.2	Benefitting from strong fundamentals for many EM companies
Corporate debt	0.9	Expected to expand as issuance broadens and investor demand grows
Multi-strategy	2.0	Dynamic asset allocations across Ashmore's themes
Other	2.4	AuM growth, further diversification available
<b>Total</b>	<b>35.3</b>	

...benefitting from inexorable shift in emerging markets allocations

# Fund diversification

## New funds and accounts

- 14 Ashmore sponsored funds launched:
  - 8 sub funds of the Ashmore SICAV within:
    - external debt (Sovereign Investment Grade Debt Fund, Sovereign Debt Fund)
    - local currency (Emerging Markets Local Markets Fund, Local Currency Bond Fund)
    - corporate debt (Investment Grade Corporate Debt Fund, Corporate Debt Fund)
    - equity (Equity Fund, Equity Select Fund)
  - Ashmore SICAV 3 and Ashmore Institutional Multi Strategy Fund were launched within multi-strategy
  - The Ashmore Russian Real Estate Recovery Fund and Everbright Ashmore China Real Estate Fund
  - The Ashmore Greater China Fund utilising the QFII quota
  - 1 Brazilian local currency fund
- 10 new segregated and dual branded mandates won in the period



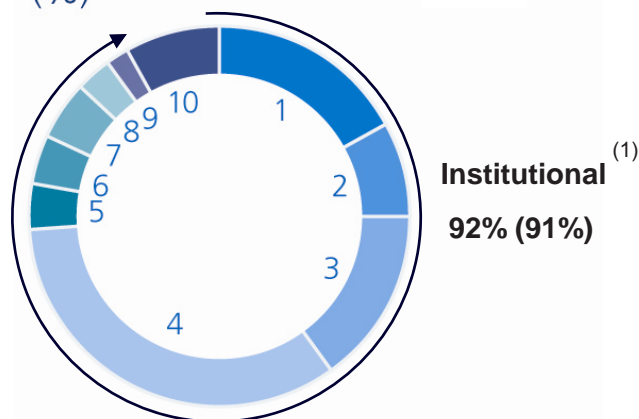
...new funds offer differing profiles of risk, return and liquidity



# Investor analysis

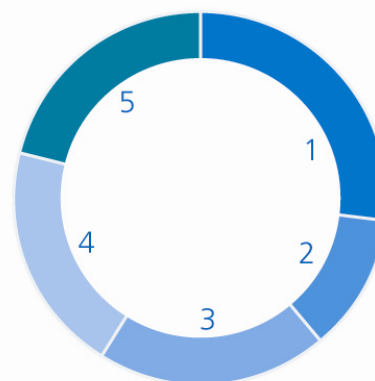
## Investor type and geography

**AuM by investor type**  
(%)



	2010	2009
1 Corporate pension plan	17	22
2 Banks	8	10
3 Public pension plans	15	18
4 Governments	34	21
5 Fund of funds	4	4
6 Insurance	4	6
7 Fund/sub advisor	5	4
8 Other	3	4
9 Permanent capital	2	2
10 HNWI / retail	8	9

**AuM by investor geography**  
(%)



	2010	2009
1 Europe	27	34
2 UK	12	13
3 Americas	20	24
4 Asia Pacific	21	11
5 Middle East	20	18

**...increase of AuM sourced from emerging markets themselves**

(1) Prior period parenthesised.

# Financial results

## Income statement

	Year ended 30 June 2010 £m	Year ended 30 June 2009 £m	Variance As reported £m	%
Net revenue	286.2	203.5	82.7	41
Total operating expenses	(76.9)	(52.9)	(24.0)	(45)
<b>Operating profit</b>	<b>209.3</b>	150.6	58.7	39
Finance income	7.9	9.2	(1.3)	(14)
<b>Profit before tax</b>	<b>217.2</b>	<b>159.8</b>	<b>57.4</b>	<b>36</b>

...record profits

# Financial results

## Net revenue

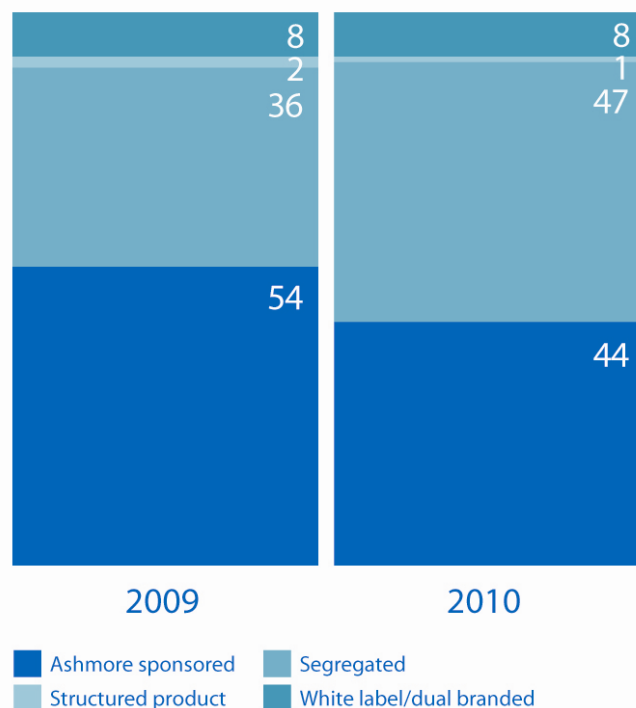
	Year ended 30 June 2010 £m	Year ended 30 June 2009 £m	Variance <i>As reported</i> £m	%
Management fees	192.1	186.8	5.3	3
Less: distribution costs	(2.2)	(3.6)	1.4	(40)
<b>Net management fees</b>	<b>189.9</b>	183.2	6.7	4
Performance fees	82.9	52.5	30.4	58
Other revenue	6.4	6.4	-	-
Foreign exchange	7.0	(38.6)	45.6	-
<b>Net revenue</b>	<b>286.2</b>	203.5	82.7	41

...good growth in net revenue

# Financial results

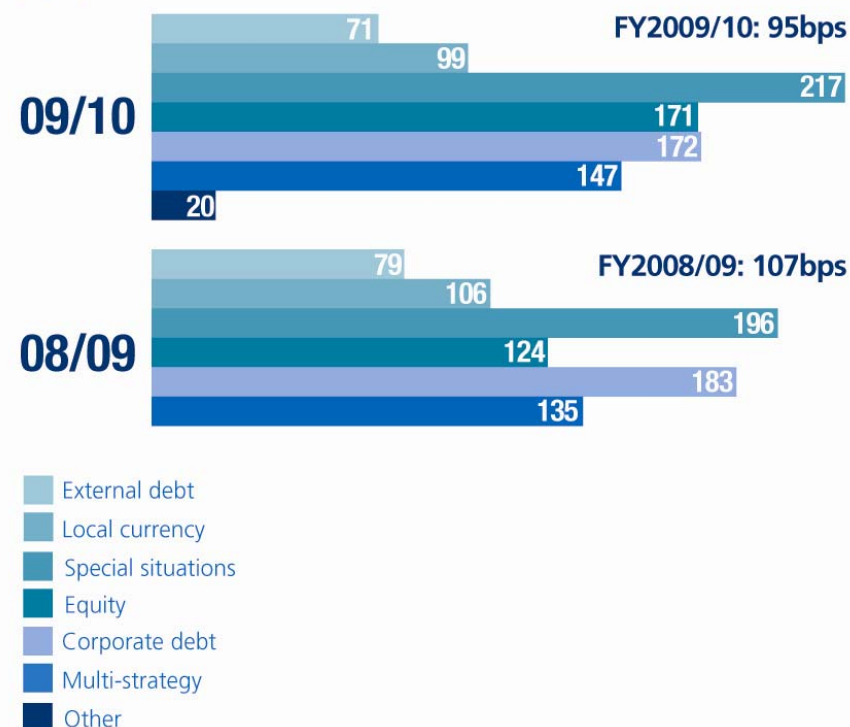
## Revenue margins

Fund classification by AuM at 30 June (%)



- Principal component of revenue remains management fees
- Maintenance of high average margin through product diversification remains our aim

Net management fee margins (bps)



...large segregated mandate inflows into lower margin liquid themes

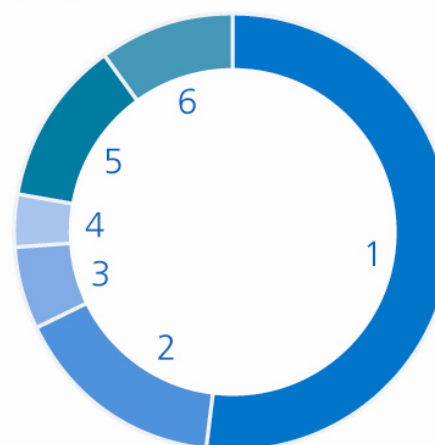
# Financial results

## Performance fees

	Year ended 30 June 2010	Year ended 30 June 2009
	£m	£m
External debt	43.0	17.5
Local currency	13.6	16.0
Special situations <sup>(1)</sup>	4.5	16.4
Equity	3.4	0.1
Corporate debt	9.8	0.1
Multi-strategy	8.6	2.4
Other	-	-
<b>Total performance fees</b>	<b>82.9</b>	<b>52.5</b>

- H1: £53.3m, H2: £29.6m (FY2008/09: H1: £48.9m, H2: £3.6m)
- Annual performance fees for funds year ended 31 August 2010 were £43.5m (August 2009: £5.1m)

### Performance fees by theme (%)



	2010	2009
1 External debt	52	33
2 Local Currency	16	30
3 Special Situations	6	31
4 Equity	4	1
5 Corporate debt	12	1
6 Multi-strategy	10	4

...strong performance fees from December and April fund year ends

(1) GSSF term performance fee of £15.7m (August 2008).

# Financial results

## Expenses

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	Year ended 30 June 2010 £m	Year ended 30 June 2009 £m	Variance £m	%
Personnel expenses	12.8	11.5	1.3	11
Variable compensation	46.0	24.5	21.5	88
Other operating expenses	18.1	16.9	1.2	7
<b>Total operating expenses</b>	<b>76.9</b>	52.9	24.0	45
<b>Operating profit margin</b>	<b>73.0%</b>	74.0%		

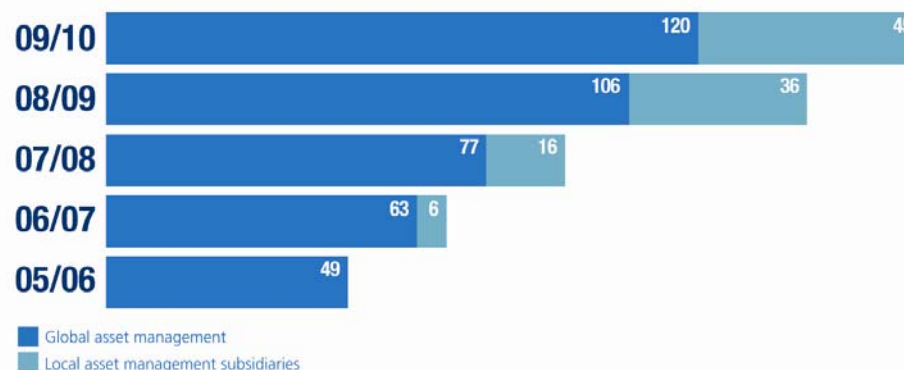
...leading operating margin maintained

# Financial results

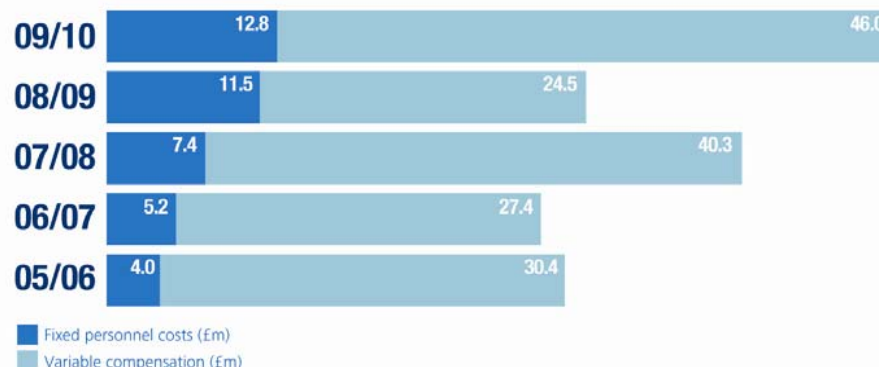
## Expenses

- Headcount grown as planned, reflecting:
  - success in increasing scale and geographical reach of distribution team
  - further development of local asset management businesses
- Employee cost increases for year to 30 June 2010:
  - fixed personnel costs increased by £1.3 million to £12.8 million (FY2008/09: £11.5 million)
  - variable compensation increased to £46.0 million, 18.0% of EBVCIT<sup>(1)</sup> (FY2008/09: £24.5 million, 14.0%)
- Increased variable component in recognition of the growth in AuM, good investment performance and financial results
- Other costs:
  - All other cost categories under control
  - New offices will see some additional costs FY2010/11

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 2010	Year ended 30 June 2009
	£m	£m
Profit before tax	217.2	159.8
Tax	(56.6)	(44.3)
Profit after tax	160.6	115.5
Net other comprehensive income	1.2	2.8
Total comprehensive income	161.8	118.3
Attributable: Equity holders of the parent	161.2	117.8
Minority interest	0.6	0.5
Earnings per share - basic	23.9p	17.1p
Earnings per share - diluted	22.5p	16.0p
Interim dividend per share	3.66p	3.66p
Final dividend per share	9.34p	8.34p

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



# Financial results

## Cash flow & balance sheet

	Year ended 30 June 2010	Year ended 30 June 2009		Year ended 30 June 2010	Year ended 30 June 2009
	£m	£m		£m	£m
Cash from operations	250.9	150.9	<b>Total assets</b>	505.1	399.4
Deferred acquisition costs	-	-	<b>Net liabilities</b>	132.4	88.9
Acquisition of subsidiary	-	(3.7)	<b>Net assets/total equity</b>	372.7	310.5
Investment in associate	(2.3)	-	<i>Including:</i>		
Treasury / own shares	(34.0)	(7.8)	Non-current assets	11.2	12.2
Purchase of seed capital investments <sup>(1)</sup>	(26.9)	(11.6)	Deferred tax asset	14.4	14.0
Dividends	(82.6)	(81.9)	Deferred acquisition costs	9.3	11.3
Taxation	(52.9)	(47.7)	Investment in associate	2.3	-
Interest	1.5	9.3	Cash and cash equivalents	344.4	288.4
FX and other	2.3	1.7	Trade receivables	45.7	33.1
<b>Increase in cash</b>	<b>56.0</b>	<b>9.2</b>	Trade payables	(89.8)	(51.0)
			Seed capital investments <sup>(1)</sup>	68.6	32.2

...significant cash generated, planned seed capital invested, balance sheet strength retained

# Financial summary

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- Strong growth in AuM, momentum regained
  - AuM up by 42% to US\$35.3bn
  - Increased AuM sourced from emerging markets
  - Good investment performance from predicted sources leading to fund outperformance versus benchmark
- Inexorable shift in emerging markets allocations with all themes benefitting and new funds structured to capture
- Financial strength
  - Record profits
  - Robust balance sheet, no debt
  - Dividend increase underlines future confidence

# Strategy and outlook

## Our strategy

<b>Phase 1:</b> Establish emerging market asset class	<b>Phase 2:</b> Diversify developed world capital sources and themes	<b>Phase 3:</b> Mobilise emerging markets capital
1	2	3
<b>Status:</b> Largely completed	<b>Status:</b> Underway – significant growth available	<b>Status:</b> Commenced – enormous future growth opportunities
<b>Description</b> → Establish Ashmore emerging markets investment processes → Enhance understanding of emerging markets debt in the developed world → Provide access to emerging markets, and their rapid development opportunities → Develop strong performance track record → Increase developed world investor allocations into emerging markets	<b>Description</b> → Establish new investment themes to diversify emerging market product offerings → Develop new product structures and capabilities → Establish Ashmore as trusted allocator → Broaden and deepen developed world investor base → Deliver strong performance consistently	<b>Description</b> → Mobilise emerging markets capital managed offshore: – Capital sourced initially from largest pools, i.e. central banks, governments, reserve managers and sovereign wealth funds → Develop network of domestic asset management businesses: – Manage domestic capital locally – Create strong local performance track record
<b>Key recent achievements</b> → Continued leading provider of Emerging Markets views and insights through Ashmore research and references within a wide range of financial publications such as the Financial Times → Regular discussion forums with Central Banks and influential investor groups → Growing recognition of Emerging Markets as an integral part of asset allocation	<b>Key recent achievements</b> → Development of new investment sub-themes including investment grade sovereign/sovereign (external debt), short-term/money markets, long-term/interest rate duration (local currency) and investment grade/high yield (corporate debt) → Launch of 8 new SICAV funds in February 2010 bringing total onshore retail friendly funds to 12 → Gained Qualified Foreign Institutional Investor (QFII) status in China leading to the launch of Greater China equity and fixed income funds in April 2010 → 97% of Ashmore's open-ended funds have outperformed their relevant benchmarks over a 1 year period	<b>Key recent achievements</b> → Global office network enhanced through establishment of offices in China, Colombia and Russia during the period. Approximately 25% of Ashmore's total employees are now based in local offices → Establishment of dedicated Chinese and Russian real estate platforms through local partnerships → Onshore capital raised through existing and new fund launches from Ashmore's Brazil, Colombia and Turkey local subsidiaries

...capitalising on increasing investor allocations into, and between, emerging markets

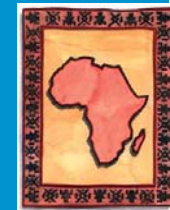
# Strategy and outlook

## Outlook

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- Good investment opportunities across themes in a lower absolute return world
  - Recognising attractiveness of EM sovereign over developed world counterparts
  - Euro weakness and dollar decline emphasises EM currency opportunity
  - Strong fundamentals of emerging market companies, with further debt and equity issuance expected
  - Home country investment bias remains a feature
- Increase in AuM sourced from emerging markets themselves expected to continue
- Enhancing the range of funds, deepening and broadening distribution geographically and into retail channels
- Local market access for our global funds and increased local asset management presence remain priorities
- Steadily better positioned in emerging markets investing

# Appendices



# Appendix 1a – GBP / USD revenues

## Management and performance fees by theme (GBP)

£ millions	Year ended 30 Jun 2006	Year ended 30 Jun 2007	Year ended 30 Jun 2008	Year ended 30 Jun 2009	Year ended 30 Jun 2010
<b>Net management fees less distribution costs</b>					
External debt	52.2	71.9	85.1	74.5	79.4
Local currency	11.3	21.4	28.3	36.1	35.9
Special situations	11.9	25.9	37.3	44.3	44.1
Equity	3.1	7.2	3.5	1.4	1.8
Corporate debt	-	-	4.1	4.9	8.2
Multi-strategy	-	-	23.7	21.6	18.0
Other	-	-	-	0.4	2.5
<b>Total net management fee income</b>	<b>78.5</b>	<b>126.4</b>	<b>182.0</b>	<b>183.2</b>	<b>189.9</b>
Average AuM US\$ millions <sup>(1)</sup>	16,774	26,375	35,324	27,730	31,308
Average AuM GBP millions <sup>(1)</sup>	9,431	13,608	17,661	17,284	19,810
Net mgmt fees as bps of average AuM	83.2	92.9	103.0	107.0	95.0
<b>Performance fees</b>					
External debt	33.9	5.8	17.0	17.5	43.0
Local currency	2.5	3.1	16.2	16.0	13.6
Special situations	11.1	7.5	7.2	16.4	4.5
Equity	6.7	4.0	3.2	0.1	3.4
Corporate debt	-	-	-	0.1	9.8
Multi-strategy	-	-	1.1	2.4	8.6
Other	-	-	-	-	-
<b>Total performance fee income</b>	<b>54.2</b>	<b>20.4</b>	<b>44.7</b>	<b>52.5</b>	<b>82.9</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 2006	Year ended 30 Jun 2007	Year ended 30 Jun 2008	Year ended 30 Jun 2009	Year ended 30 Jun 2010
<b>Net management fees less distribution costs</b>					
External debt	92.9	140.2	171.1	120.9	124.3
Local currency	20.1	41.8	56.9	58.4	56.2
Special situations	21.2	50.5	75.0	72.0	68.4
Equity	5.5	14.0	7.0	2.2	2.8
Corporate debt	-	-	8.2	7.9	12.5
Multi-strategy	-	-	47.6	35.1	30.0
Other	-	-	-	0.6	3.9
<b>Total net management fee income</b>	<b>139.7</b>	<b>246.5</b>	<b>365.8</b>	<b>297.1</b>	<b>298.1</b>
Average AuM US\$ millions <sup>(1)</sup>	16,774	26,375	35,324	27,730	31,308
Average AuM GBP millions <sup>(1)</sup>	9,431	13,608	17,661	17,284	19,810
Net mgmt fees as bps of average AuM	83.2	92.9	103.0	107.0	95.0
<b>Performance fees</b>					
External debt	60.3	11.3	34.4	31.9	68.6
Local currency	4.5	6.1	32.3	28.7	21.9
Special situations	19.8	14.6	14.4	32.3	7.6
Equity	11.9	7.8	6.4	0.1	5.5
Corporate debt	-	-	-	0.1	14.7
Multi-strategy	-	-	2.2	3.4	13.2
Other	-	-	-	-	-
<b>Total performance fee income</b>	<b>96.5</b>	<b>39.8</b>	<b>89.7</b>	<b>96.5</b>	<b>131.5</b>
Average GBP:USD exchange rate for the year	1.78	1.95	2.01	1.60	1.58

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

# Appendix 1c – GBP / USD revenues FY10 / FY09 half-on-half

US\$ millions	H1 10	H2 10	FY10	H109	H209	FY09
<b>Net management fees less distribution costs</b>						
External debt	61.2	63.1	<b>124.3</b>	72.0	48.9	<b>120.9</b>
Local currency	24.9	31.3	<b>56.2</b>	37.7	20.7	<b>58.4</b>
Special situations	34.7	33.7	<b>68.4</b>	37.6	34.4	<b>72.0</b>
Equity	1.2	1.6	<b>2.8</b>	1.5	0.7	<b>2.2</b>
Corporate debt	5.5	7.0	<b>12.5</b>	4.5	3.4	<b>7.9</b>
Multi-strategy	15.2	14.8	<b>30.0</b>	20.1	15.0	<b>35.1</b>
Other	1.7	2.2	<b>3.9</b>	0.2	0.4	<b>0.6</b>
<b>Total net management fee income</b>	<b>144.4</b>	<b>153.7</b>	<b>298.1</b>	<b>173.6</b>	<b>123.5</b>	<b>297.1</b>
<b>Performance fees</b>						
External debt	54.1	14.5	<b>68.6</b>	31.6	0.3	<b>31.9</b>
Local currency	20.8	1.1	<b>21.9</b>	27.1	1.6	<b>28.7</b>
Special situations	7.5	0.1	<b>7.6</b>	31.9	0.4	<b>32.3</b>
Equity	3.9	1.6	<b>5.5</b>	0.1	-	<b>0.1</b>
Corporate debt	0.1	14.6	<b>14.7</b>	-	0.1	<b>0.1</b>
Multi-strategy	-	13.2	<b>13.2</b>	0.5	2.9	<b>3.4</b>
Other	-	-	<b>-</b>	-	-	<b>-</b>
<b>Total performance fee income</b>	<b>86.4</b>	<b>45.1</b>	<b>131.5</b>	<b>91.2</b>	<b>5.3</b>	<b>96.5</b>



## Appendix 2 – AuM / product information

### AuM by theme and fund account/classification

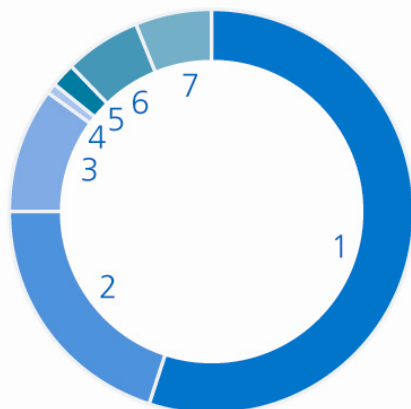
US\$bn	30-Jun-2006	30-Jun-2007	30-Jun-2008	30-Jun-2009	30-Jun-2010
<b>Investment theme<sup>(1)</sup></b>					
External debt	15.0	20.5	20.9	14.7	19.4
Local currency	2.9	4.0	7.2	4.2	7.0
Special situations	1.2	3.1	4.6	3.3	3.4
Equity	0.4	1.3	0.5	0.1	0.2
Corporate debt	-	-	0.5	0.5	0.9
Multi-strategy	0.6	2.7	3.8	2.0	2.0
Other	-	-	-	0.1	2.4
<b>Total AuM at period end</b>	<b>20.1</b>	<b>31.6</b>	<b>37.5</b>	<b>24.9</b>	<b>35.3</b>
<b>Fund/account classification</b>					
Ashmore sponsored funds <sup>(2)</sup>	10.1	16.7	21.5	13.4	15.5
Structured products <sup>(3)</sup>	1.2	1.6	1.1	0.4	0.3
Segregated accounts <sup>(4)</sup>	6.9	10.0	11.7	9.1	16.7
White label/dual branded <sup>(5)</sup>	1.9	3.3	3.2	2.0	2.8
<b>Total AuM at period end</b>	<b>20.1</b>	<b>31.6</b>	<b>37.5</b>	<b>24.9</b>	<b>35.3</b>

- (1) Ashmore currently offers products in six principal investment themes – external debt, local currency, special situations, incorporating distressed debt and private equity, public equity, corporate high yield and multi-strategy. Some products provide exposure to more than one theme but have been classified in the table above according to the theme.
- (2) As at 30 June 2010, Ashmore sponsored funds comprise entities incorporated in Guernsey, the Cayman Islands and Luxembourg which are available for subscriptions and redemptions on a daily or monthly basis with varying notice periods. Funds classified within the special situations theme have varying terms and liquidity provisions to reflect their strategy and investment cycle. The most recently launched funds are GSSF 4, GSSF 5, and GCRF – these have expected minimum terms of 7 yrs, 7 yrs, and 5 yrs respectively.
- (3) Structured products include CDO/CBO structures and a debt product with full principal protection known as Variable Proportion Portfolio Insurance (VPPI) and an Alpha product.
- (4) Segregated accounts are those under separate investment management agreements for a single client and include public and private pension funds, government agencies and other institutional accounts.
- (5) White label/dual branded refers to investment management agreements where Ashmore is publicly disclosed and acts as investment manager and/or advisor or sub-advisor on a public fund branded in the name of a third party or co-branded where the third party provides some or all of local infrastructure, marketing, compliance and regulatory framework.

# Appendix 3 - Update on themes

## Crossover and multi-strategy investments

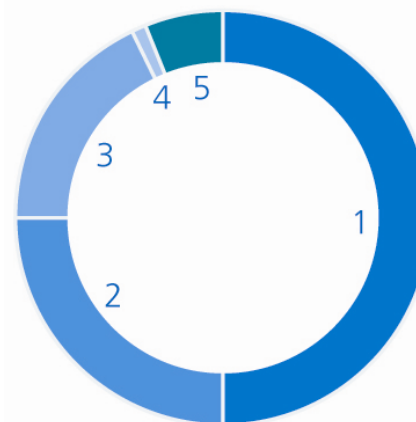
**AuM as classified by mandate (%)**



1	External debt	55
2	Local currency	20
3	Special situations	10
4	Equity	1
5	Corporate debt	2
6	Multi-strategy	6
7	Other	6

Crossover investment

**AuM as invested in underlying asset class (%)**



1	External debt	50
2	Local currency	25
3	Special situations	18
4	Equity	1
5	Corporate debt	6

# Appendix 4 - Assets under management

## Investment performance - public funds

Theme	Fund	Launch Date	AuM US\$M <sup>(1)</sup>	Annualised Performance						
				Since Launch <sup>(2)</sup>	1 m <sup>(2)</sup>	3 m <sup>(2)</sup>	6 m <sup>(2)</sup>	1 Year <sup>(2)</sup>	3 Year <sup>(2)</sup>	5 Year <sup>(2)</sup>
External Debt	EMLIP	Oct-1992	3,456.3	21.7%	3.0%	2.8%	9.2%	29.6%	7.20 %	10.58 %
	Benchmark	(EMBI GD)		12.0%	1.9%	1.2%	5.6%	18.4%	8.25 %	8.13 %
	AEMDF	May-2003	2,123.5	13.9%	2.5%	1.9%	8.0%	25.7%	9.13 %	11.77 %
	Benchmark	(EMBI GD)		9.0%	1.9%	1.2%	5.6%	18.4%	8.25 %	8.13 %
	SICAV EMDF <sup>(3)</sup>	Jan-2003	1,628.5	13.8%	1.8%	0.0%	5.0%	22.3%	7.24 %	9.37 %
	Benchmark	(EMBI GD)		10.4%	1.9%	1.2%	5.6%	18.4%	8.25 %	8.13 %
Local Currency	LCD	Mar-1997	919.0	14.5%	-0.4%	-5.5%	-2.2%	7.9%	4.62 %	8.99 %
	Benchmark	(ELMI +)		7.6%	-0.2%	-4.4%	-3.1%	2.3%	4.40 %	7.12 %
	ALCF	Mar-2006	793.1	7.6%	-0.4%	-5.6%	-2.3%	8.0%	5.25 %	NA
	Benchmark	(ELMI +)		6.8%	-0.2%	-4.4%	-3.1%	2.3%	4.40 %	NA
	SICAV LCF <sup>(3)</sup>	Aug-2006	559.8	6.5%	-0.4%	-5.4%	-2.2%	7.3%	3.03 %	NA
	Benchmark	(ELMI +)		6.8%	-0.2%	-4.4%	-3.1%	2.3%	4.40 %	NA
Special Situations <sup>(4)</sup>	GSSF2	Feb-2005	305.7	11.8%	0.8%	0.6%	0.7%	1.7%	4.71 %	12.37 %
	GSSF3 <sup>(6)</sup>	Aug-2006	1,052.1	-4.6%	1.6%	-0.1%	-2.2%	-8.5%	-6.44 %	NA
	GSSF4 <sup>(6)</sup>	Oct-2007	1,050.3	-3.3%	-0.3%	1.0%	-0.5%	2.2%	NA	NA
	GSSF5 <sup>(6)</sup>	Apr-2009	156.5	33.3%	1.3%	9.9%	17.0%	34.6%	NA	NA
	ARF	May-1998	814.9	15.3%	0.3%	2.7%	0.4%	1.6%	-1.12 %	7.88 %
Corporate Debt	EMCHY	Aug-2007	709.4	12.7%	2.1%	-0.1%	12.6%	43.5%	NA	NA
	Benchmark	(CEMBI BD Non IG)		9.9%	2.2%	-0.9%	7.6%	32.1%	NA	NA
Equity	AEEP	Jun-2000	128.6	11.9%	-2.1%	-12.9%	-10.1%	20.4%	-9.63 %	5.10 %
	Benchmark	(MSCI EM)		7.5%	-0.9%	-9.1%	-7.2%	20.6%	-4.67 %	10.18 %
Multi-Strategy <sup>(4)</sup>	AMSF <sup>(5)</sup>	Mar-2003	350.5	17.8%	0.6%	-1.6%	1.5%	12.1%	1.62 %	8.89 %

Source: Ashmore (un-audited). Source benchmarks: JP Morgan and Morgan Stanley

(1) As at 30 June 2010; (2) Gross returns with dividends reinvested, as at 30 June 2010; (3) Performance shown for institutional dollar tranche;

(4) Special Situations and Multi-Strategy do not have a relevant benchmark; (5) AMSF 5 year and since inception performance from December 2000 to March 2003 from single account managed in same style, AMSF pooled fund launched in December 2003; (6) GSSF 3, GSSF 4 and GSSF 5 performance calculation methodology is IRR.

# Disclaimer

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## 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.

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# Ashmore

