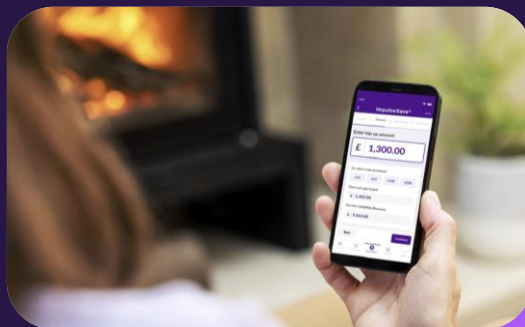




True Potential Half Year Results

for the six months ended 30 June 2026

9 September 2026





Gerry Mallon
Chief Executive Officer



Ben Thorpe
Chief Financial Officer



Agenda

Business Update **3**

Financial Performance **11**

Looking Ahead **18**

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Business Update

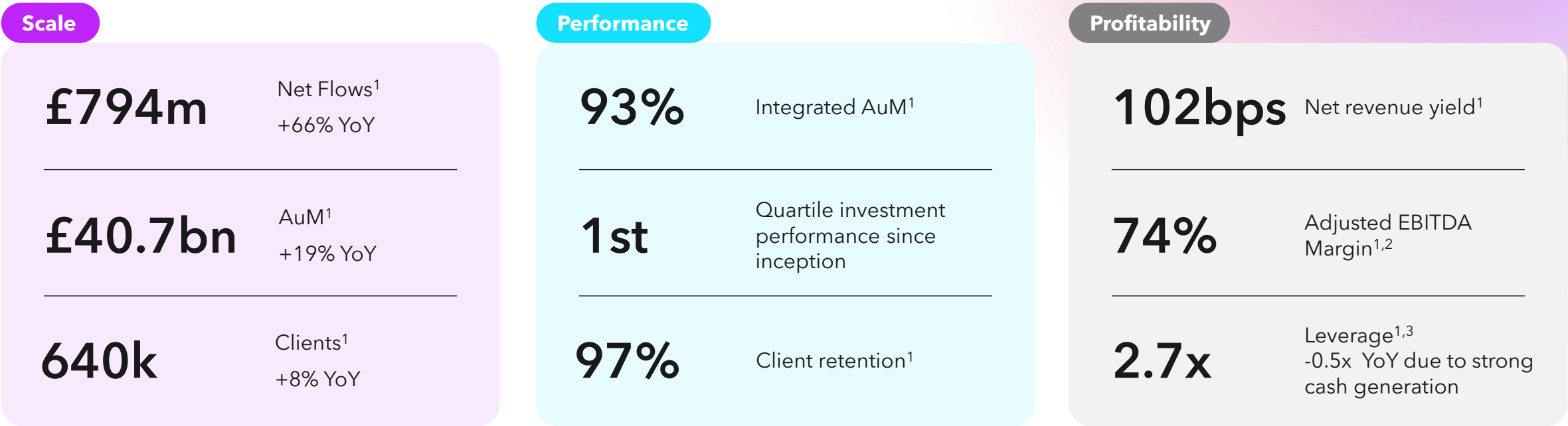


Gerry Mallon
Chief Executive
Officer



H1-26 - Investment in the business delivering strong results

A strong financial and operational performance reflecting the quality of our business model



Strong momentum in net flows from both recruitment and existing advisers & clients

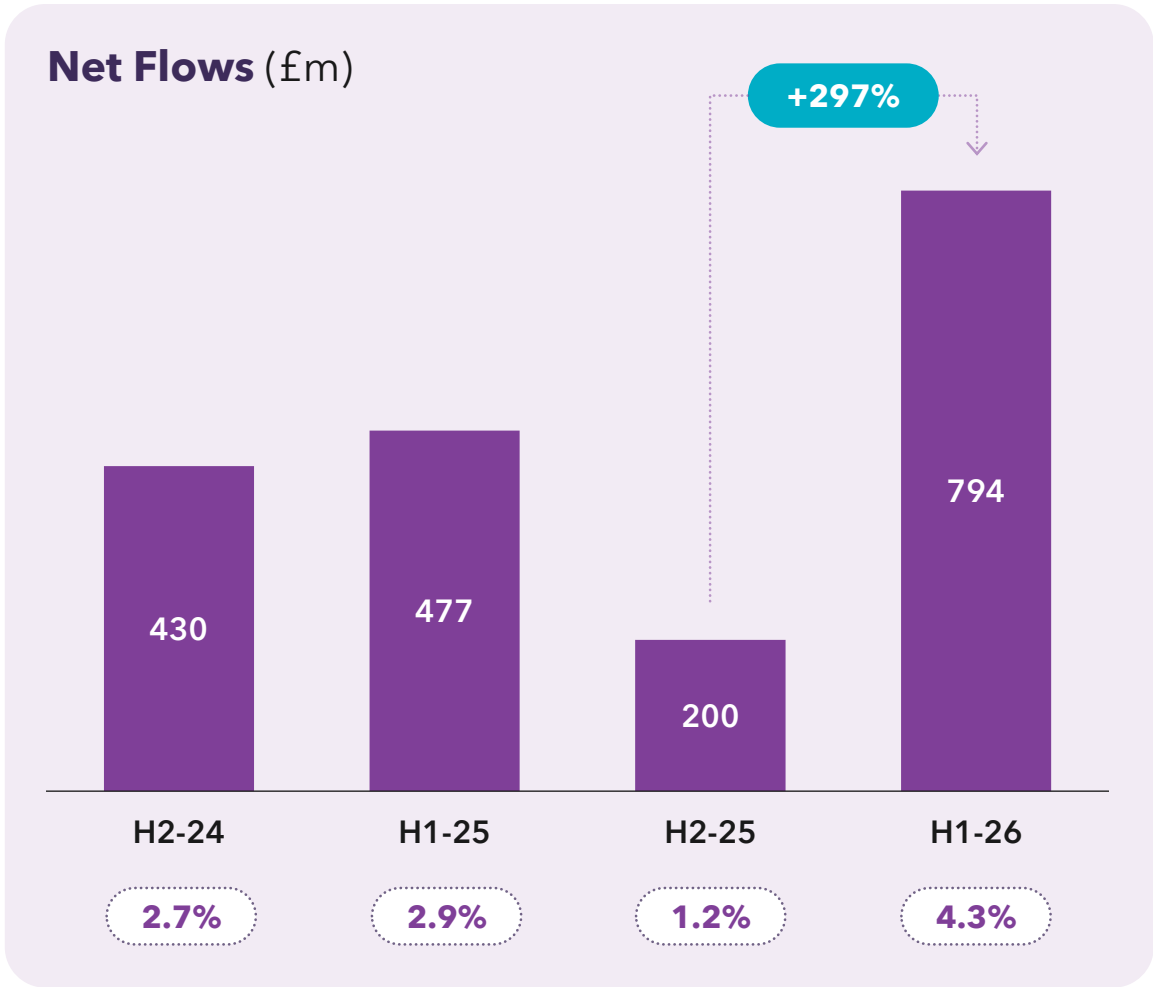
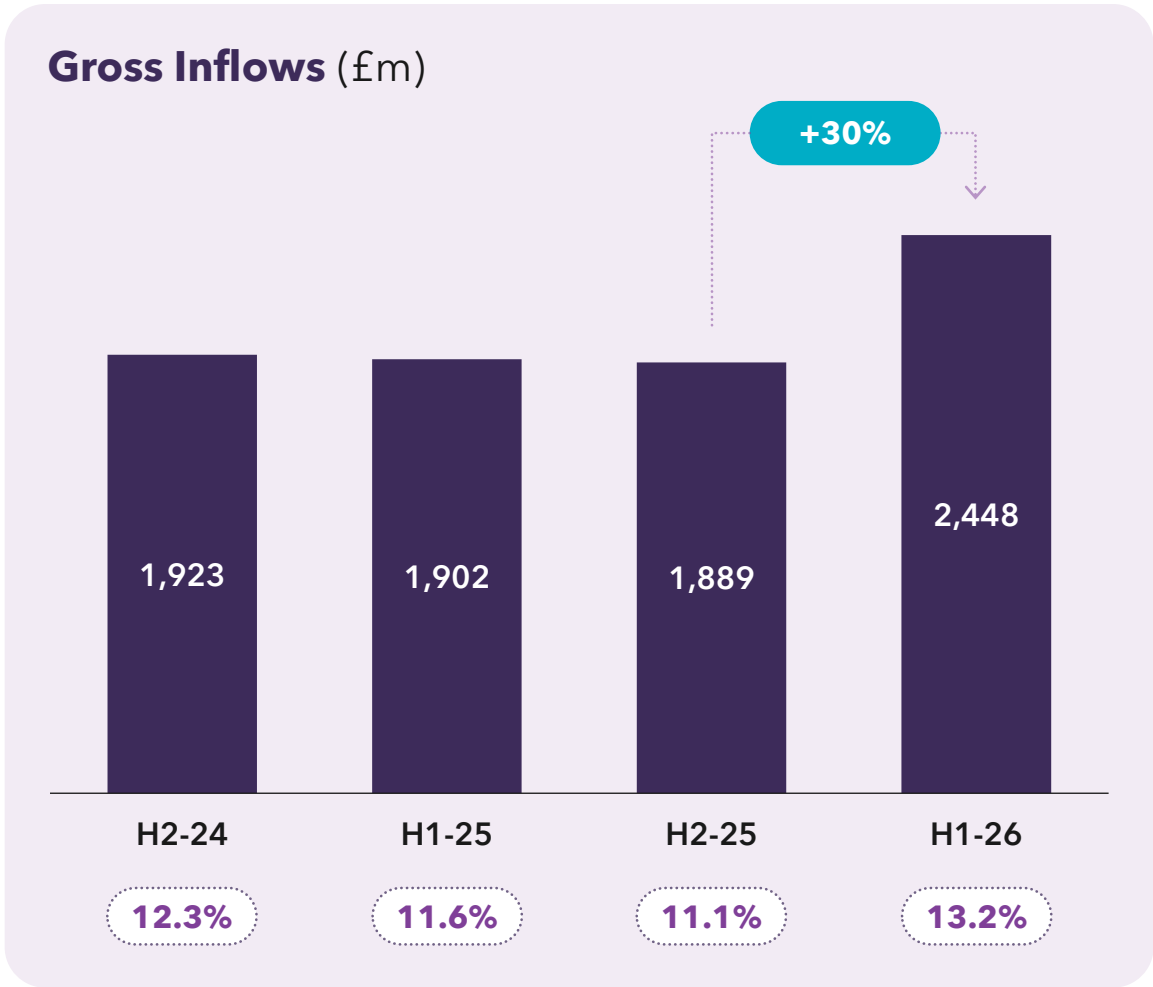
Continued investment in building capabilities, technology and AI tools

Firm foundations for sustainable future growth

1 As of 30 June 2026 or the half year period ended 30 June 2026.
2 Adjusted EBITDA Margin calculated as Adjusted EBITDA (i.e. excluding exceptional items) divided by net revenue.
3 Kane Bidco Limited ("KBL") Group net financial debt / KBL run-rate Adjusted EBITDA.

Accelerating growth in net flows

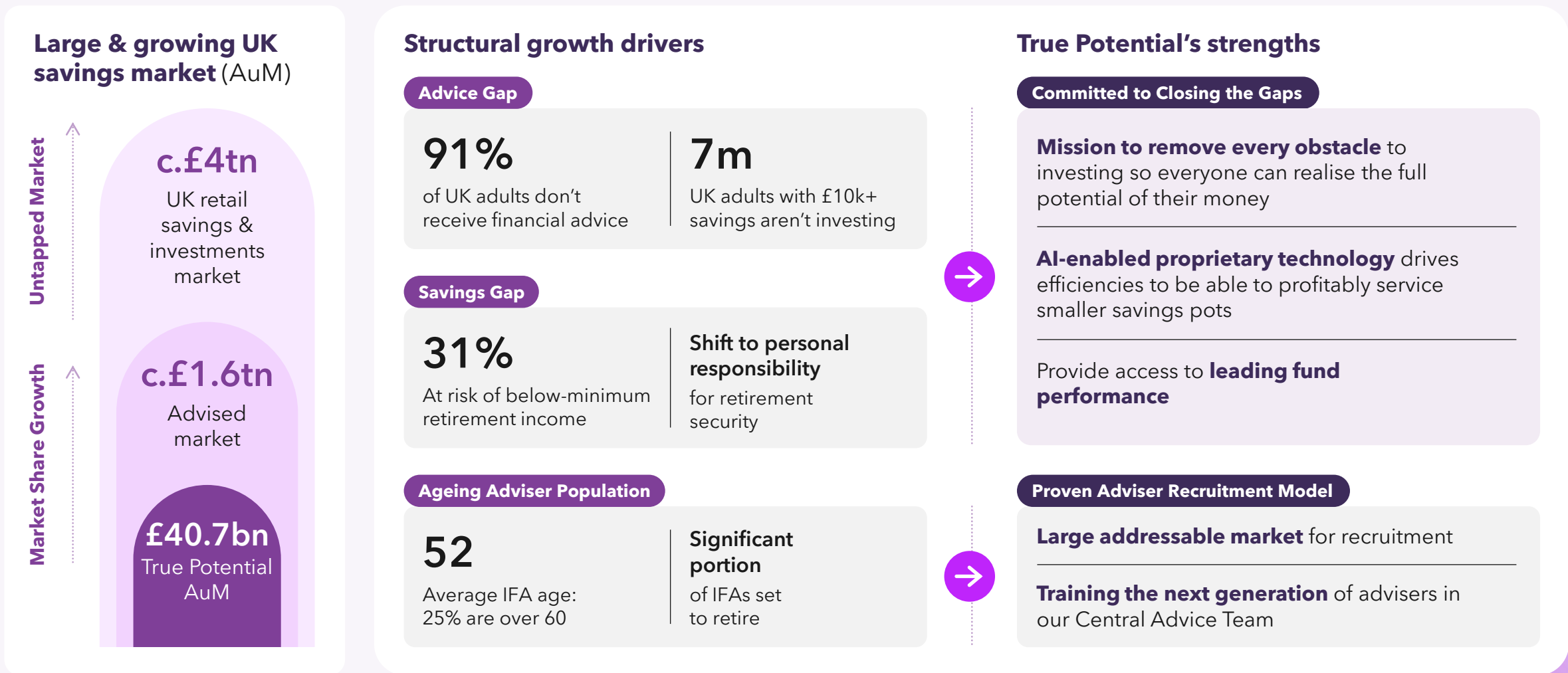
Strong momentum in net flows from both recruitment and existing advisers & clients



○ Annualised flows as % opening AuM

Growth supported by a structurally growing market

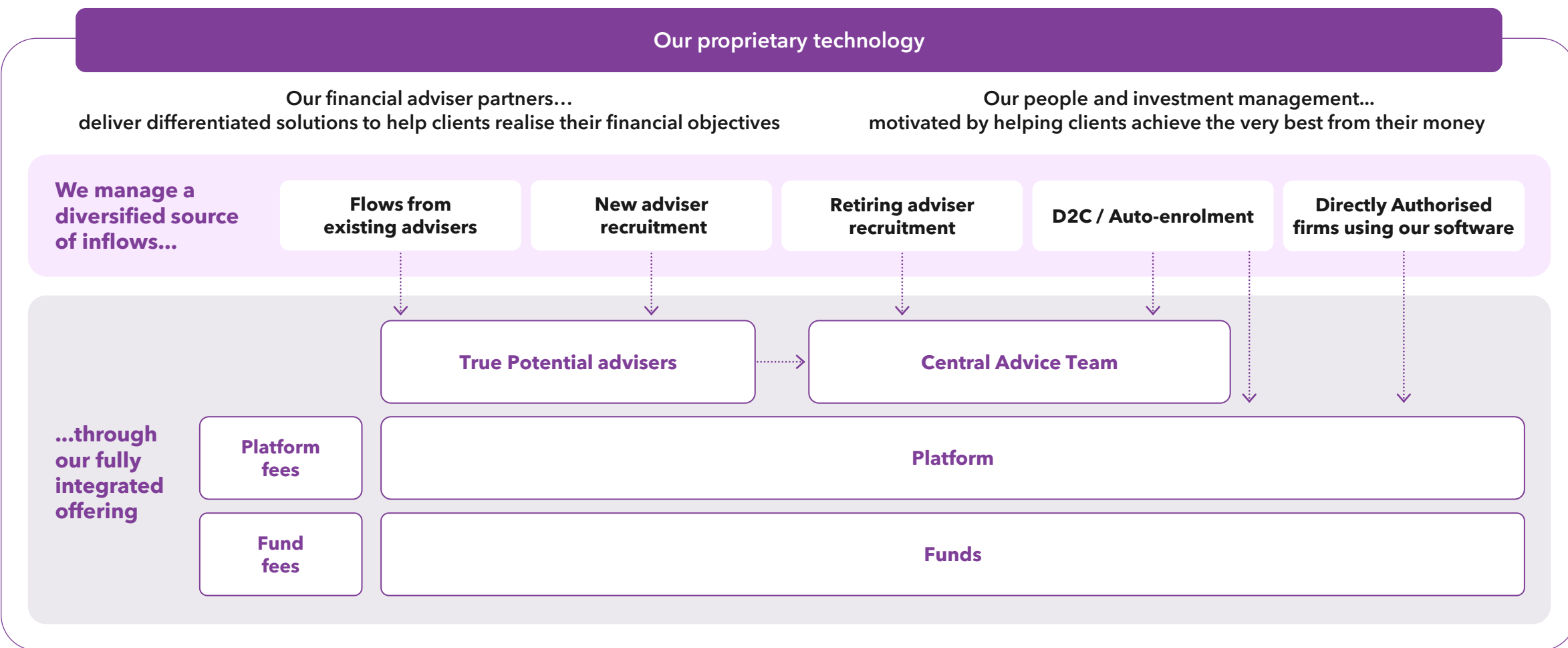
Significant opportunity to grow our share of the UK advised market and penetrate the broader savings market



Sources: Management estimates, FCA CP25/17, Scottish Widows Retirement Report 2026, Worldmetrics

Performance driven by our vertically integrated business model

Business model designed to capture the full value chain and drive diversified flows



Our AI-enabled proprietary technology advantage

Continued investment in our proprietary technology and AI development to future-proof the platform, enhance client experience and increase adviser productivity

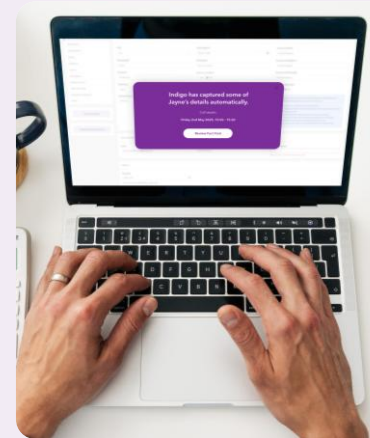
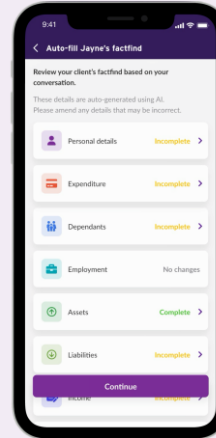
Proprietary Technology

- **Built as a single integrated platform** since inception, owned and controlled end-to-end
 - New data, automation and AI embedded into workflows and deployed at pace
- **"Human-in-the-loop"** approach to AI as a business enabler

Key AI Tools Driving Adviser Efficiency & Client Experience

AI maximising time advisers spend with clients and enhancing service levels

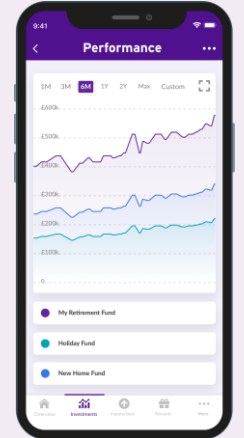
- **Indigo Smart Assistant** embedded in workflows with smart actions
- **Automated valuation data** in partnership with Origo
- **AI-driven document** checking, suitability insights & automated annual reviews
- **Roll-out of Next Best Action** for timely client conversations and churn prevention



Optimised client interface

AI-powered personal summaries

Bespoke dashboard of investments, performance, market context and outstanding actions



Advancing an established, scalable, future-proof platform

Enhanced experience for clients

Increased productivity for advisers

Architected for unrestricted scale

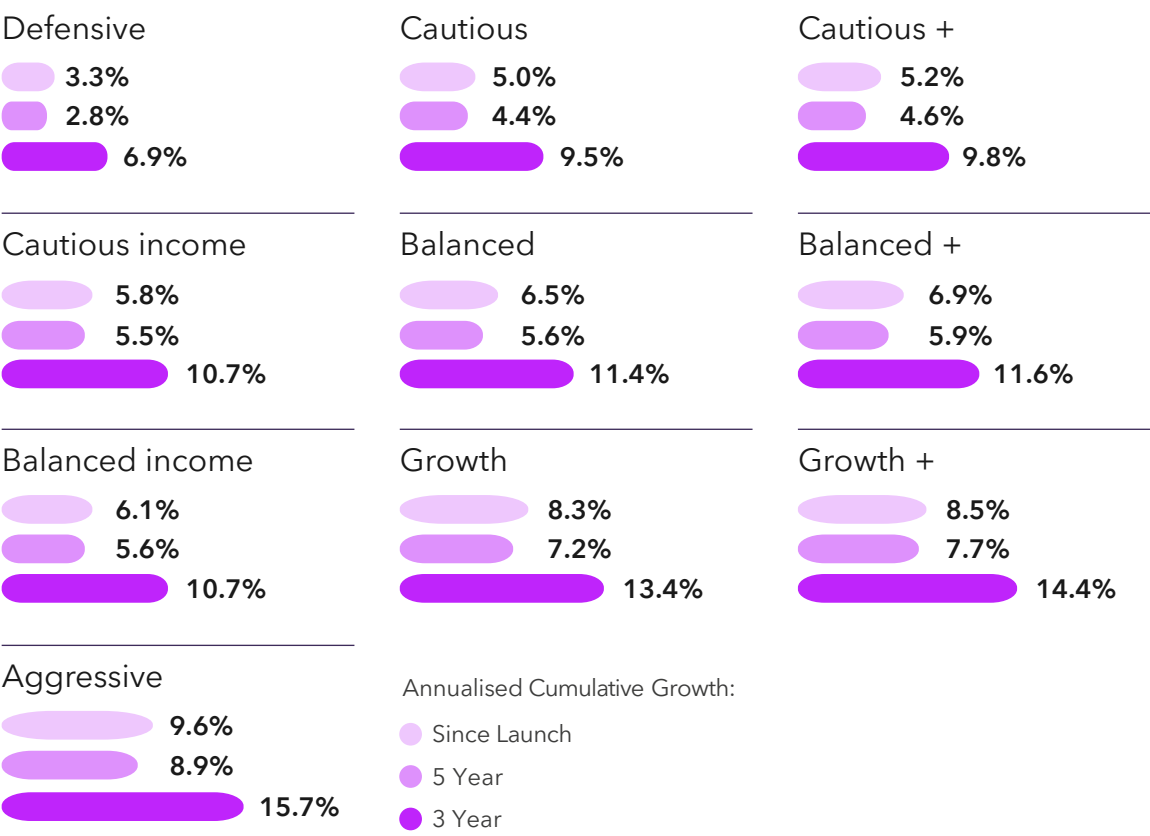
Consistently strong fund performance

Delivering 1st quartile returns for our clients



True Potential portfolio performance

Portfolios - True Potential funds launched on 1 October 2015



As of 30 June 2026



Quartile Rankings vs ARC Peers

	3 Year	5 Year	Since launch 2015
Cautious	1	1	1
Cautious +	1	1	1
Cautious Income	1	1	1
Balanced	1	1	1
Balanced +	1	1	1
Balanced Income	1	1	1
Growth	1	1	1
Growth +	1	1	1
Aggressive	1	1	1

Investment in 2025 converting into accelerating performance

Continual focus on improving our client offering and driving net flows

	2025	→	Today
Net Flow Growth	Roll-out of refreshed recruitment model resulted in period of depressed net flows		H1-26 net flows c.4x H2-25 - Driven by strong momentum from both recruitment and existing advisers & clients
Enhanced Proposition	- Focus on refinement of existing proposition - Identification and build of a number of complementary propositions		New propositions now live - Strong early response to new Cash Savings service
Business Investment	Peak cost growth to invest in strengthening critical functions to provide firm foundations for next phase of growth		Investment translating into strong results - Flattening cost growth, with operating leverage driving future margin expansion
Suitability Redress	- Design of redress scheme finalised in conjunction with Skilled Person - Prudent level of provision maintained		Scheme rolled out with high rate of acceptances - Process now materially complete

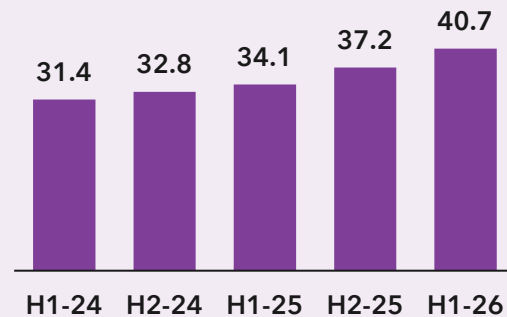
Financial Performance



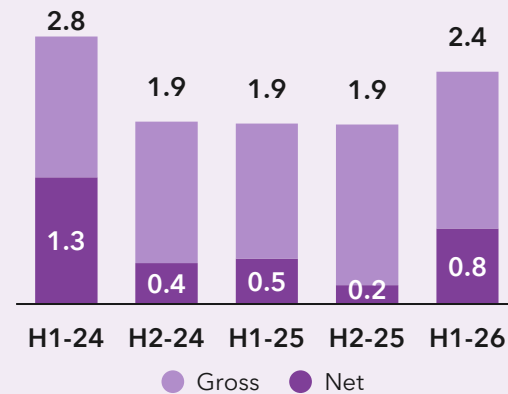
Ben Thorpe +
Chief Financial
Officer

Record AuM and stable yields drive continued revenue growth

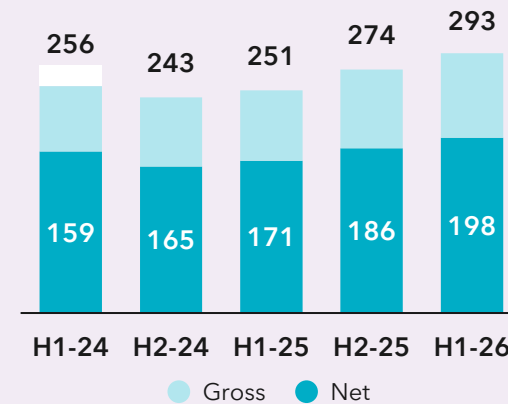
AuM (£bn)



Inflows (£bn)



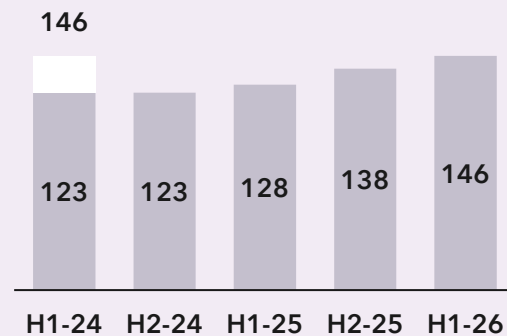
Net revenue¹ (£m)



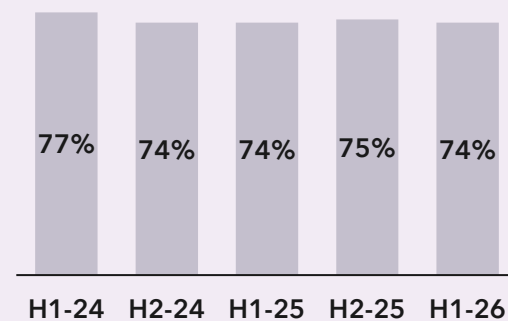
Net revenue yield (bps)



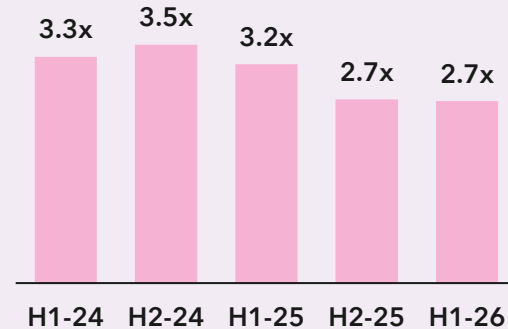
Adjusted EBITDA¹ (£m)



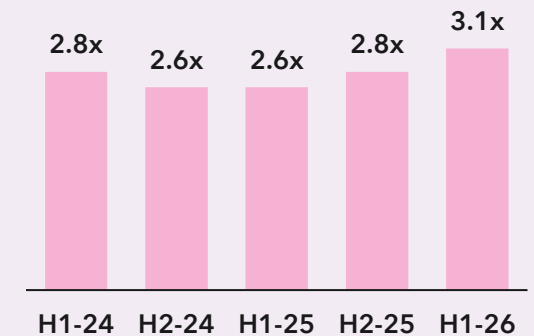
Adjusted EBITDA margin¹



Leverage multiple²



Interest cover³



Note: Figures relate to True Potential Group unless otherwise stated.

¹ Net revenue, Adjusted EBITDA and Adjusted EBITDA margin exclude performance fees of £23m in H1 2024.

² Calculated as Kane Bidco Limited ("KBL") Group net financial debt / KBL run-rate LTM Adjusted EBITDA.

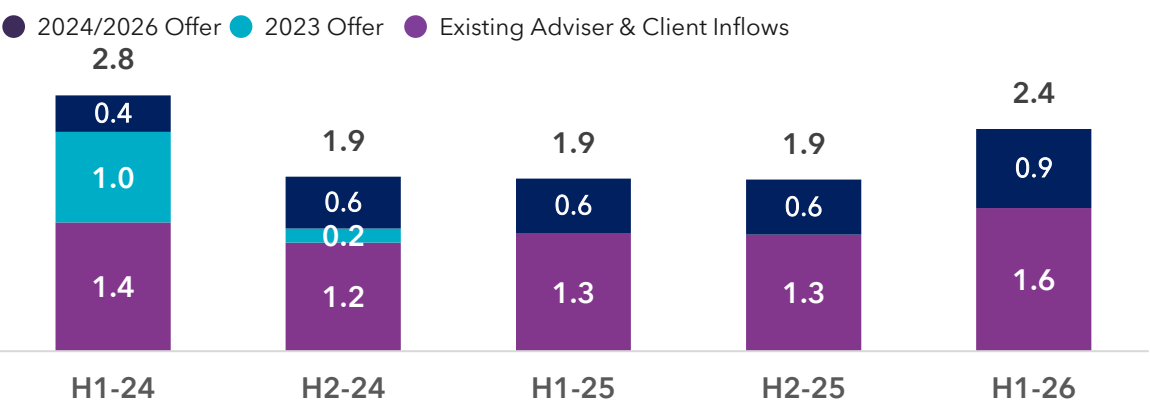
³ Calculated as half year KBL interest payable / KBL Adjusted EBITDA.

Strong momentum in net flows across the business

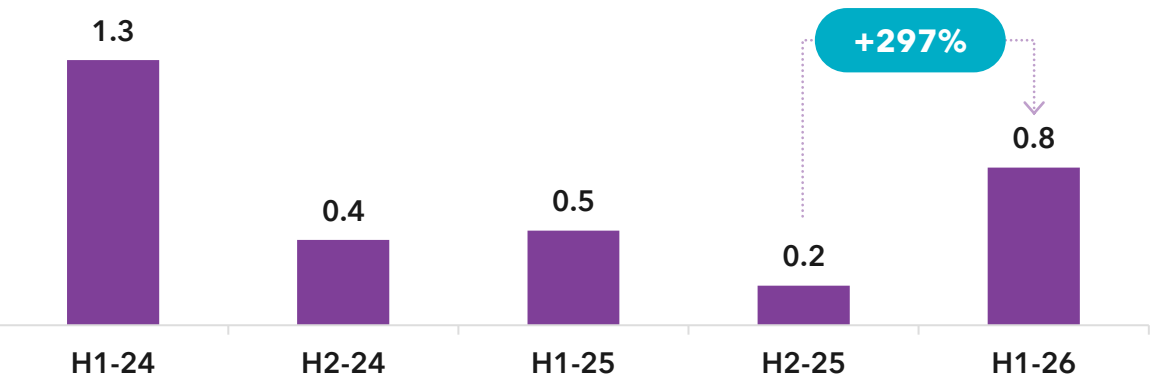
Return to net flows growth following impact from asset phasing under the current recruitment offer

Flows (£bn)	H1-24	H2-24	H1-25	H2-25	H1-26
Opening AuM	28.6	31.4	32.8	34.1	37.2
Gross Inflows	2.8	1.9	1.9	1.9	2.4
Existing Adviser & Client Inflows	1.4	1.2	1.3	1.3	1.6
Recruitment Inflows	1.4	0.7	0.6	0.6	0.9
Outflows	(1.5)	(1.4)	(1.4)	(1.7)	(1.7)
Net Flows	1.3	0.4	0.5	0.2	0.8
% Opening AuM (annualised)	9.3%	2.7%	2.9%	1.2%	4.3%
Market Movement	1.4	0.9	0.9	2.9	2.7
Closing AuM	31.4	32.8	34.1	37.2	40.7

Recruitment and existing adviser & client inflows (£bn)



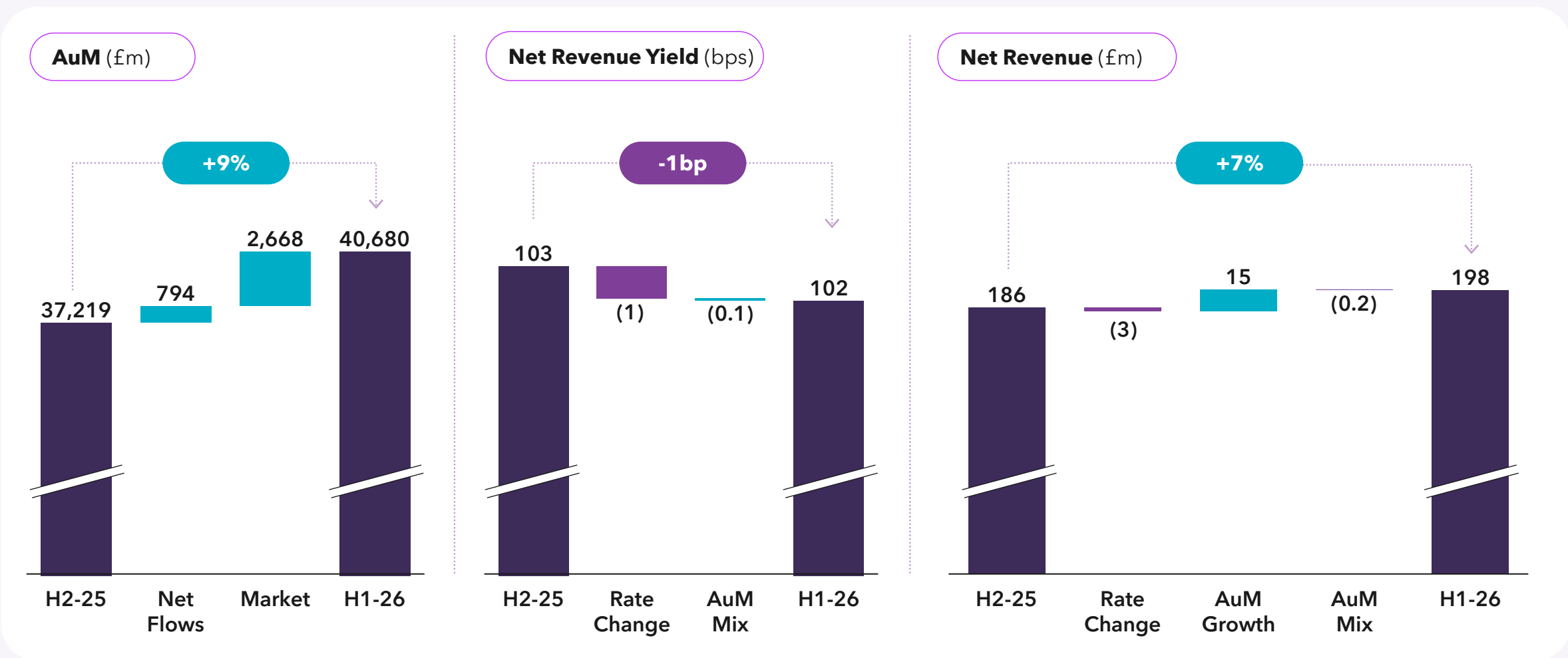
Net flows (£bn)



Certain figures have been rounded; accordingly, totals may not reconcile precisely to the sum of the rounded figures presented

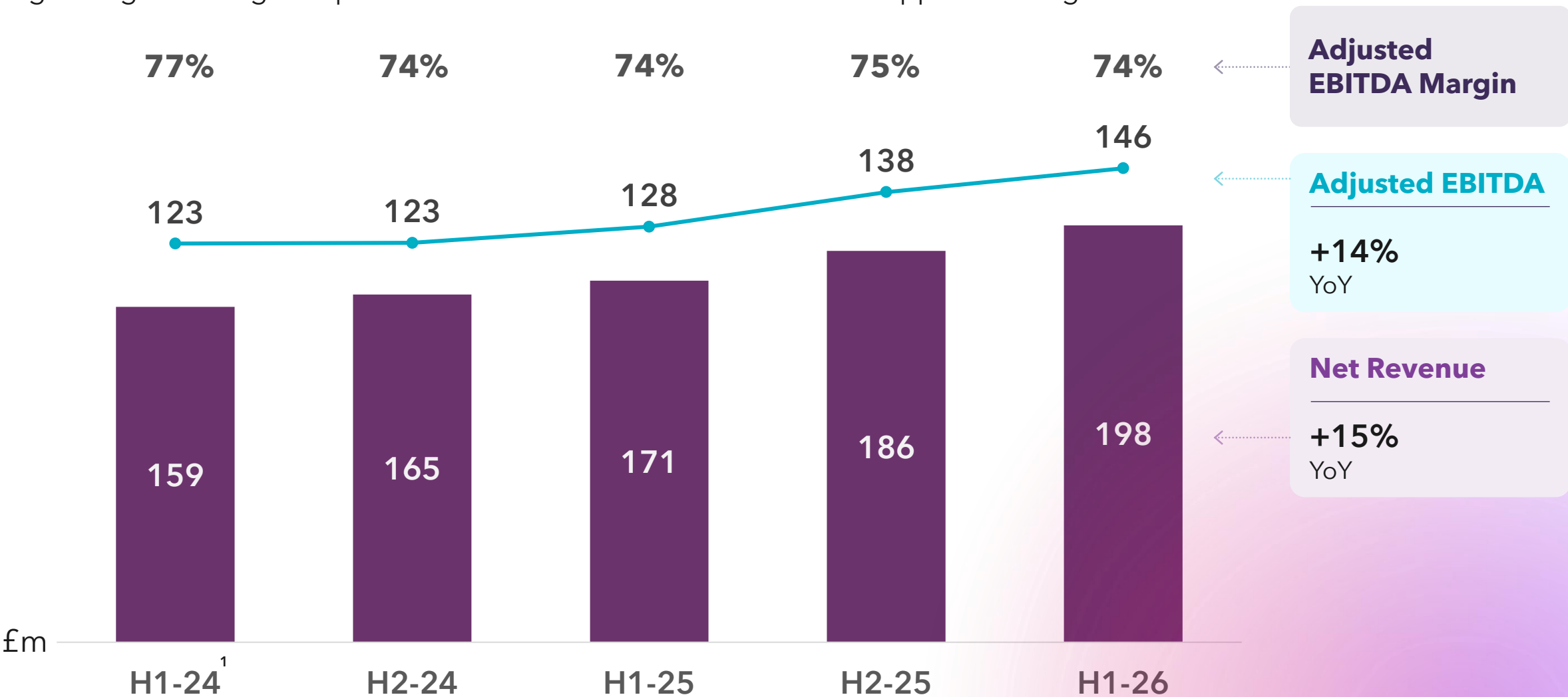
Net revenue growth reflects record levels of AuM

Growth in net flows and strong market performance drove AuM increase



Maintained industry-leading margins while continuing to invest

High margins throughout period of investment into the business to support future growth

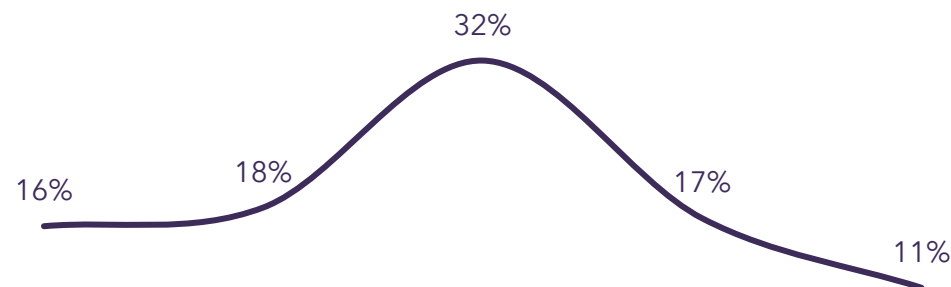


¹ Excluding performance fees.

Moderating rate of cost growth

Flattening cost growth trajectory as we have progressed through a period of investment

Overheads growth rate¹



	FY-22	FY-23	FY-24	FY-25	H1-26	
(£m)			H2-25	H1-26	Var	Var %
Staff costs			24.6	30.5	5.9	24%
Other ²			22.5	21.6	(0.9)	(4%)
Overheads (excl. D&A)			47.1	52.1	5.0	11%
% net revenue			25%	26%	1ppt	
FTE count			806	871	65	8%

¹ Overheads (excluding D&A) year-on-year comparisons for full years, half-on-half comparison for H1 2026.

² Other costs include legal and regulatory fees, insurance, platform & technology running costs, marketing costs.

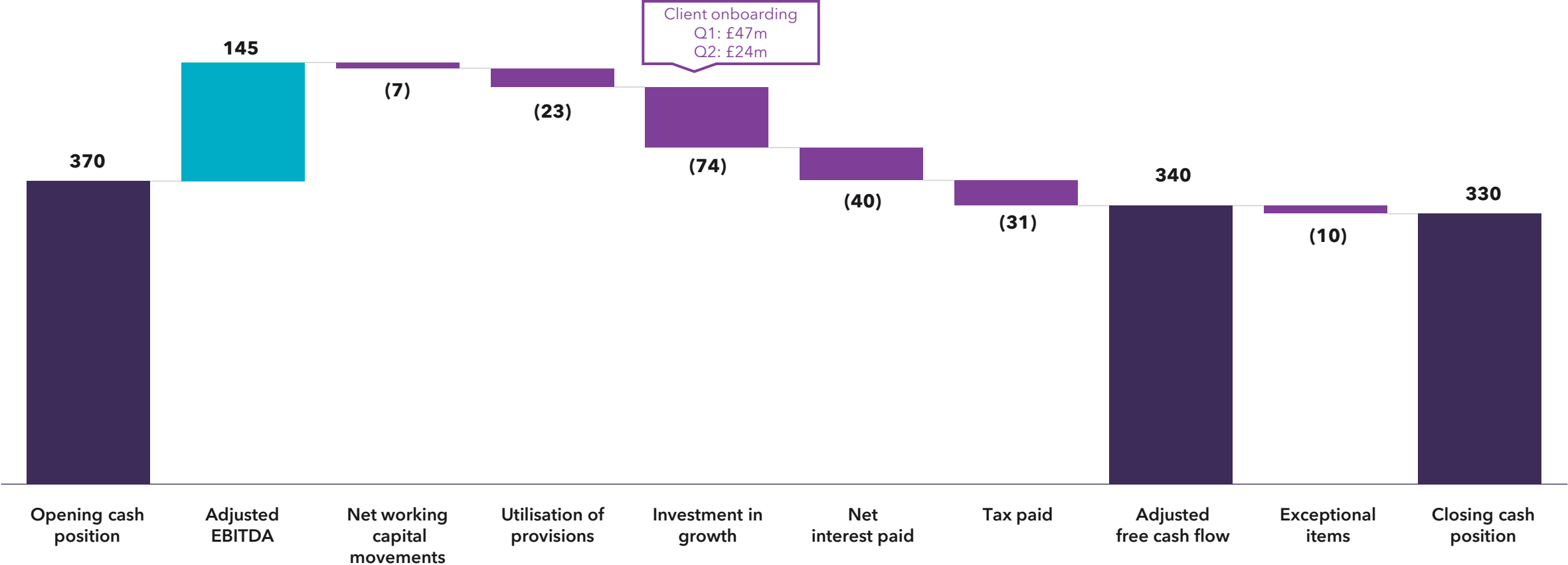
Investing in growth

- Lower cost growth following deliberate investment in 2025
 - Strengthening of critical functions to provide firm foundations for next phase of growth
- Cost growth H1-26 vs H2-25 driven by staff costs relating to:
 - Timing of hires made in H2-25 joining part way through the period or in H1-26
 - Fixed and discretionary pay increases to share the firm's success with employees
 - Standard salary inflation

Organically funding our growth

Increase in investment in growth driven by timing of recruitment capex under current offer

H1-26 Cash (£m)



Note: Figures relate to Kane Bidco Group.

Looking ahead



Gerry Mallon
Chief Executive
Officer



Delivering our next stage of growth

The business is well positioned to continue to accelerate flows, supported by our disruptor culture, launch of new initiatives and refreshed recruitment contract

Our Mission

To make high-quality financial advice and investment opportunities accessible to more people across the UK to close the advice gap

Strategic Focus Pillars



Compelling Client Offering

Continued focus on client outcomes and breadth of offering, driving high retention levels



Leading Adviser Proposition

Refined and reignited our adviser recruitment engine to drive inflows



Differentiated Proprietary Technology

Continue to invest in our AI-enabled technology to maintain our leading position



Delivering Strong Financial Performance

Maintain superior financial profile whilst remaining competitive on pricing



Maintaining a Strong Balance Sheet

Remain disciplined on capital allocation to further deleverage due to strong cash generation

Q&A



Appendix



P&L

True Potential Group

P&L (£m)	Q1-25	Q2-25	H1-25	Q3-25	Q4-25	H2-25	Q1-26	Q2-26	H1-26
Revenue	127.0	123.8	250.8	133.6	140.8	274.4	143.8	149.1	292.9
Fee expenses	(40.7)	(38.6)	(79.3)	(43.5)	(45.3)	(88.8)	(47.0)	(48.2)	(95.2)
Net revenue	86.3	85.2	171.5	90.1	95.5	185.6	96.8	100.9	197.7
Administrative expenses (excl. D&A)	(21.7)	(22.0)	(43.7)	(23.7)	(23.4)	(47.1)	(25.9)	(26.2)	(52.1)
Adjusted EBITDA	64.6	63.2	127.8	66.4	72.1	138.5	70.9	74.7	145.6
D&A	(14.1)	(14.2)	(28.3)	(14.3)	(15.9)	(30.2)	(14.6)	(15.2)	(29.8)
Redress provision	-	-	-	-	38.1	38.1	-	-	-
Other provisions	-	-	-	-	0.9	0.9	-	-	-
Other exceptional items	(3.9)	(7.1)	(11.0)	(6.2)	(12.2)	(18.4)	(4.9)	(5.1)	(10.0)
Exceptional items	(3.9)	(7.1)	(11.0)	(6.2)	26.8	20.6	(4.9)	(5.1)	(10.0)
Operating profit	46.6	41.9	88.5	45.9	83.0	128.9	51.4	54.4	105.8
Finance income	2.5	3.5	6.0	3.3	4.7	8.0	3.2	3.2	6.4
Finance costs	(0.1)	-	(0.1)	-	(0.1)	(0.1)	-	-	-
Profit before tax	49.0	45.4	94.4	49.2	87.6	136.8	54.6	57.6	112.2
Taxation	(6.7)	(14.3)	(21.0)	(2.1)	(18.4)	(20.5)	(10.0)	(12.8)	(22.8)
Profit for the period	42.3	31.1	73.4	47.1	69.2	116.3	44.6	44.8	89.4



P&L

Kane Bidco Group

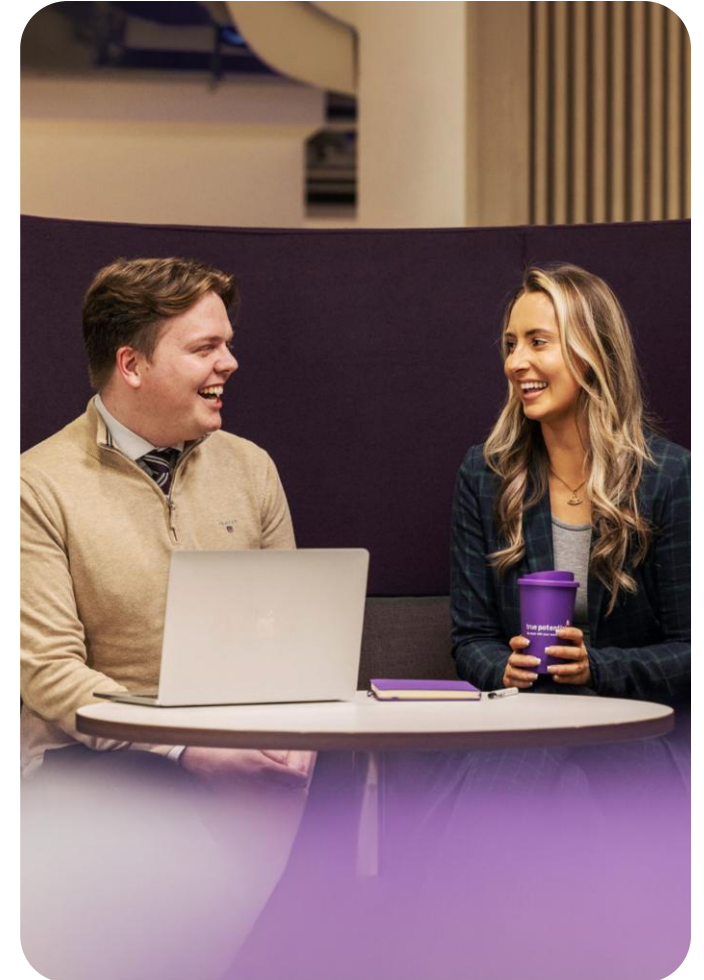
P&L (£m)	Q1-25	Q2-25	H1-25	Q3-25	Q4-25	H2-25	Q1-26	Q2-26	H1-26
Revenue	127.0	123.8	250.8	133.6	140.8	274.4	143.8	149.1	292.9
Fee expenses	(40.7)	(38.6)	(79.3)	(43.5)	(45.3)	(88.8)	(47.0)	(48.2)	(95.2)
Net revenue	86.3	85.2	171.5	90.1	95.5	185.6	96.8	100.9	197.7
Administrative expenses (excl. D&A)	(21.9)	(22.4)	(44.3)	(24.5)	(23.6)	(48.1)	(26.1)	(26.2)	(52.3)
Adjusted EBITDA	64.4	62.8	127.2	65.6	71.9	137.5	70.7	74.7	145.4
D&A	(20.9)	(21.0)	(41.9)	(21.1)	(22.8)	(43.9)	(21.5)	(22.1)	(43.6)
Redress provision	-	-	-	-	38.1	38.1	-	-	-
Other provisions	-	-	-	-	0.9	0.9	-	-	-
Other exceptional items	(3.9)	(6.7)	(10.6)	(24.7)	(12.4)	(37.1)	(4.9)	(5.1)	(10.0)
Exceptional items	(3.9)	(6.7)	(10.6)	(24.7)	26.6	1.9	(4.9)	(5.1)	(10.0)
Operating profit	39.6	35.1	74.7	19.8	75.7	95.5	44.3	47.5	91.8
Finance income	2.5	3.5	6.0	3.3	4.7	8.0	3.3	3.2	6.5
Finance costs	(23.4)	(25.0)	(48.4)	(25.6)	(23.7)	(49.3)	(23.8)	(23.8)	(47.6)
Profit before tax	18.7	13.6	32.3	(2.5)	56.7	54.2	23.8	26.9	50.7
Taxation	(6.7)	(14.3)	(21.0)	(2.1)	(11.4)	(13.5)	(10.0)	(12.7)	(22.7)
Profit for the period	12.0	(0.7)	11.3	(4.6)	45.3	40.7	13.8	14.2	28.0



Cashflow

Kane Bidco Group

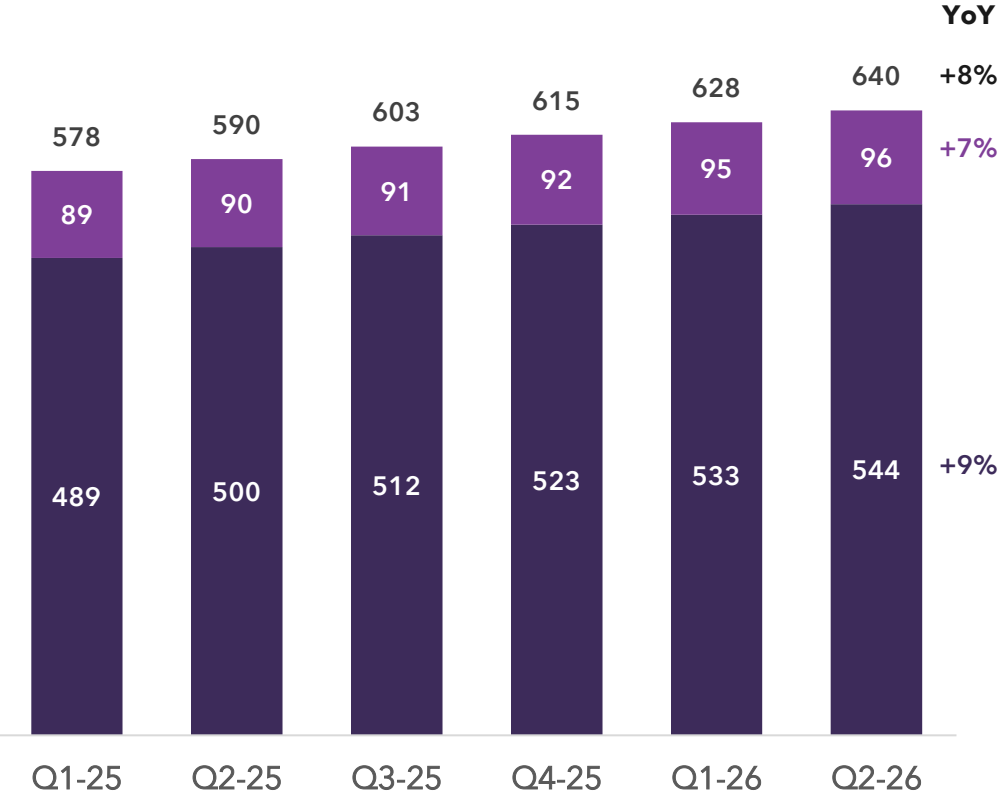
Cash Flow (£m)	Q1-25	Q2-25	H1-25	Q3-25	Q4-25	H2-25	Q1-26	Q2-26	H1-26
Adjusted EBITDA	64.4	62.8	127.2	65.6	71.9	137.5	70.7	74.7	145.4
Exceptional items	(3.9)	(6.7)	(10.6)	(24.7)	26.6	1.9	(4.9)	(5.1)	(10.0)
Adjusted EBITDA including exceptional items	60.5	56.1	116.6	40.9	98.5	139.4	65.8	69.6	135.4
Release of historic borrowing costs	-	-	-	6.4	3.3	9.7	-	-	-
Operating cashflows before movement in working capital	60.5	56.1	116.6	47.3	101.8	149.1	65.8	69.6	135.4
Net working capital movement	(4.0)	4.4	0.4	3.0	(40.5)	(37.5)	(10.1)	(19.3)	(29.4)
Total discretionary client onboarding	(12.4)	(8.6)	(21.0)	(6.6)	(7.7)	(14.3)	(46.6)	(23.8)	(70.4)
Corporation tax paid	-	-	-	-	(8.5)	(8.5)	(19.1)	(12.3)	(31.4)
Cashflow from operating activities	44.1	51.9	96.0	43.7	45.1	88.8	(10.0)	14.2	4.2
Cashflow from investing activities	2.3	3.4	5.7	2.5	3.1	5.6	1.2	1.7	2.9
Cashflow from financing activities	18.9	(11.6)	7.3	(35.4)	(14.8)	(50.2)	(34.2)	(12.7)	(46.9)
Interest paid	(33.3)	(11.4)	(44.7)	(26.6)	(13.6)	(40.2)	(34.0)	(12.5)	(46.5)
Net finance facility movement	(120.0)	-	(120.0)	-	-	-	-	-	-
Other financing activities	172.2	(0.2)	172.0	(8.8)	(1.2)	(10.0)	(0.2)	(0.2)	(0.4)
Net cash movement	65.3	43.7	109.0	10.8	33.4	44.2	(43.0)	3.2	(39.8)
Opening cash balance	216.9	282.2	216.9	325.9	336.7	325.9	370.1	327.1	370.1
Closing cash balance	282.2	325.9	325.9	336.7	370.1	370.1	327.1	330.3	330.3



8% growth in client numbers with AuM up 19% YoY

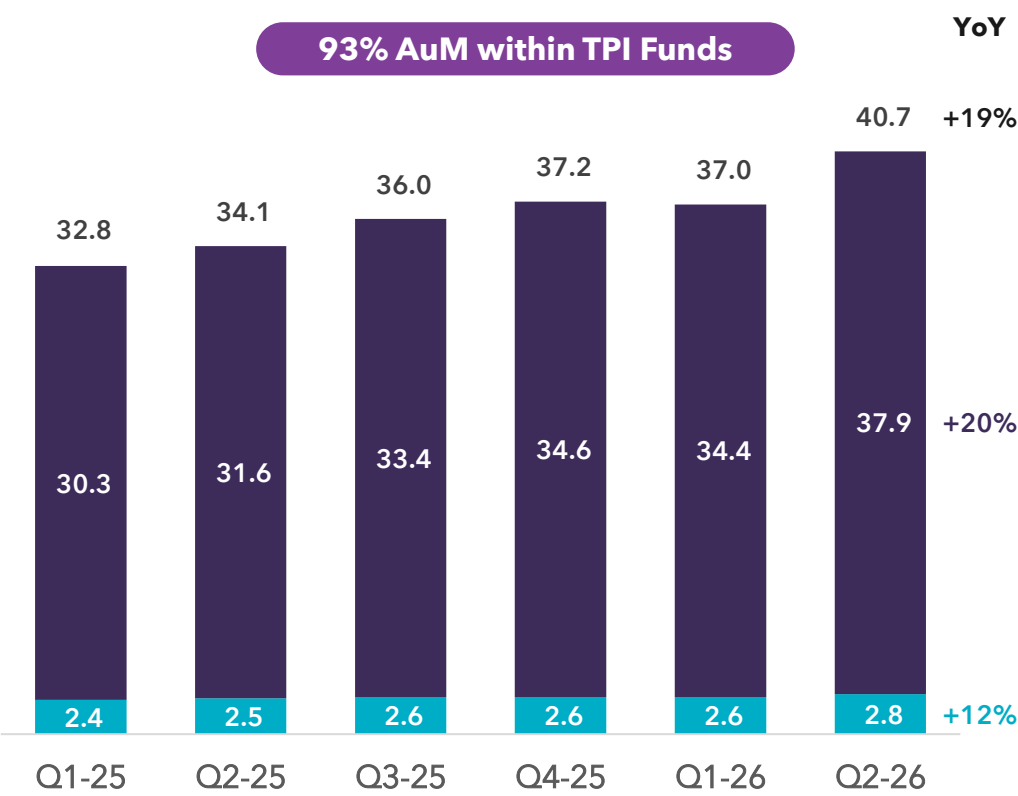
Number of clients (k)

● F2F and D2C Clients ● Hybrid Advice Clients



Assets under Management (£bn)

● Non-TPI Funds ● TPI Funds



Run-rate LTM Adjusted EBITDA reconciliation

Run-rate Adjusted EBITDA (£m)	Q1-26	Q2-26
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True Potential Group

LTM Adjusted EBITDA	272	284
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Run-rate adjustment ¹	21	26
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Run-rate Adjusted EBITDA	293	310
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Kane Bidco Group

LTM Adjusted EBITDA adjustment	(1)	(1)
--------------------------------	-----	-----

Run-rate Adjusted EBITDA	292	309
---------------------------------	------------	------------



Run-rate adjustment (£m)	Q1-26	Q2-26
--------------------------	-------	-------

Run rates	357	377
------------------	------------	------------

Platform Fees	138	148
---------------	-----	-----

TPI Fund Fees	154	160
---------------	-----	-----

Advice Fees	65	69
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Last 12 Months	(336)	(351)
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Platform Fees	(131)	(137)
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TPI Fund Fees	(143)	(150)
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Advice Fees	(62)	(64)
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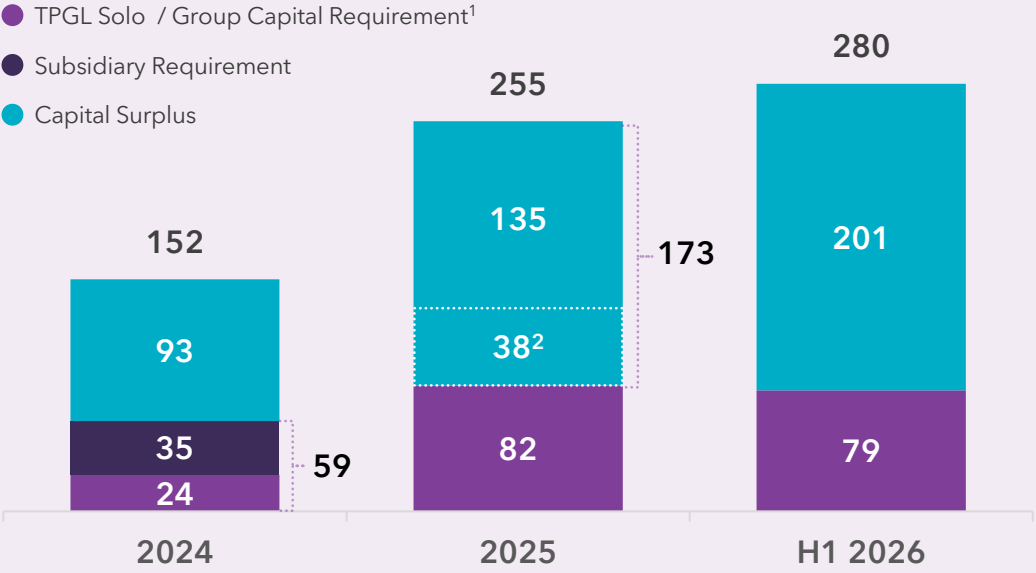
Run-rate adjustment	21	26
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¹ Run-rate adjustment reflects the application of the effective fee rates at the period end to the AuM at the end of the period.

Strong capital surplus and deleveraging profile

Regulatory capital surplus increased to £201m

Regulatory Capital (£m)



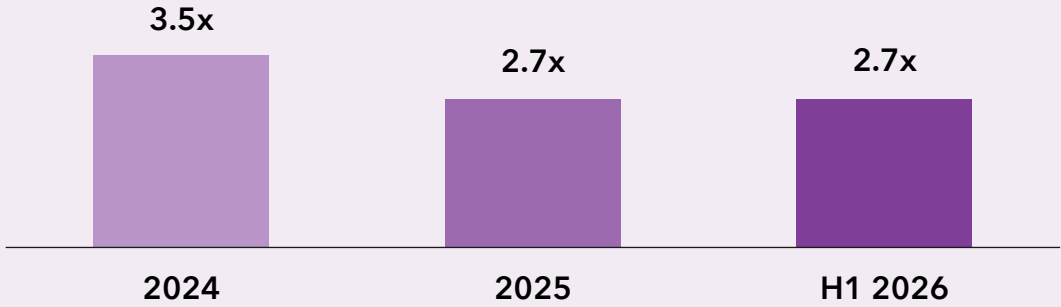
Cash (£m)

217

370

330

Leverage multiple²



Debt breakdown (£m)	2024	2025	H1-26
Total Gross Financial Debt	1,095	1,150	1,150
Less: Cash	(217)	(370)	(330)
Total Net Financial Debt	877	780	820
LTM run-rate Adjusted EBITDA	251	288	309
Leverage Multiple²	3.5x	2.7x	2.7x

¹ For 2025 and H1 2026, the regulatory capital requirement was determined through the consolidated Group ICARA process following its implementation on 30 September 2025.

² For prudent capital liquidity management, provision release temporarily held as additional management buffer.

³ Calculated as KBL net financial debt / KBL run-rate LTM Adjusted EBITDA.

Debt and Leverage Overview

(£m)	As of 30 June 2026		
	Amount	Leverage Multiple	Maturity
Undrawn Super Senior Revolving Credit Facility (£120m)	-		Oct-2029
£405m 7.75% Senior Secured Notes	405		Jul-2031
£112.5m 7.75% Senior Secured Notes Extension	113		Jul-2031
€400m EURIBOR + 3.750% Senior Secured Notes ¹	345		Jul-2032
€128m EURIBOR + 3.750% Senior Secured Notes Extension ¹	113		Jul-2032
£175m March 2025 Private Placement Notes	175		Mar-2030
Total Gross Financial Debt	1,150	3.7x	
Cash and Cash Equivalents²	(330)		
Total Net Financial Debt	820	2.7x	
Shareholder loan ³	32		
Total Gross Debt	1,182	3.8x	
Total Net Debt	852	2.8x	
KBL June 2026 Run-rate Adjusted EBITDA	309		

¹ Euro-denominated debt is fully hedged for interest rate and FX risk.

² Cash on balance sheet includes amounts held to cover redress disbursements.

³ £31.9m shareholder loan from True Potential LLP Discretionary Trust 2009 payable upon demand.

Our adviser recruitment model

Providing flexible options for advisers maximises our addressable market for recruitment



True Potential Executive Committee



Gerry Mallon

Chief Executive Officer
True Potential Group



Ben Thorpe

Chief Financial Officer



Earl Glasgow

Chief Recruitment Officer



Iain Wallace

Chief Risk Officer



Henrietta Jowitt

Chief Executive Officer
True Potential Administration



Jeff Casson

Chief Executive Officer
True Potential Investments



Jamie Sexton

Chief Client Officer



Gregg Lang

Chief Executive Officer
True Potential Adviser Services



David Reid

Chief Technology Officer



Stuart Dodson

Chief Executive Officer
True Potential Wealth
Management



Laura McCall

Chief People Officer

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