Analyst presentation 27 November 2003

## **Agenda**

9:05 - 9:30	Overview	Michael McLintock
9:30 - 10:00	Finance	Philip Johnson
10:00 - 10:30	UK Retail	Gary Shaughnessy
	Break	
10:45 - 11:00	<b>Equities and International</b>	Michael McLintock
11:00 - 11:15	Property	Martin Moore
11:15 - 11:45	Fixed Income	Simon Pilcher
11:45 - 12:00	Conclusion and Q&A	Michael McLintock



Analyst presentation 27 November 2003

## **Objectives**

**UK Retail** 

Enjoy the gearing of higher markets and net inflows

**Fixed Income** 

Continue to build new sources of external profit

**Property** 

Capitalise on our huge customer and asset base

**Equities** 

Deliver targeted performance in a cost-effective manner

International

**Build FUM towards profitability** 



Deliver profitable growth to our shareholder



