

# Quilter plc (QLT:LN)



**London**  
Stock Exchange

Financials/Asset Managers and Custodians

Price: 109.80

Report Date: April 30, 2024

## Business Description and Key Statistics

Quilter plc is a United Kingdom-based wealth management company engaged in providing investment and wealth management services, multi-asset investment solutions, and financial advice through its subsidiaries and associates primarily in the United Kingdom. The Company operates through two segments: Affluent and High Net Worth. Its Affluent segment includes Quilter Investment Platform, Quilter Investors, and Quilter Financial Planning. Its High Net Worth segment includes Quilter Cheviot and Quilter Private Client Advisers. Quilter Cheviot provides discretionary investment management predominantly in the United Kingdom with bespoke investment portfolios tailored to the individual needs of high-net-worth clients, charities, companies, and institutions through a network of branches in London and the regions. Quilter Private Client Advisers provide financial advice for protection, mortgages, savings, investments, and pensions, predominantly to high-net-worth clients.

**Website:** <https://www.quilter.com/>

**ICB Industry:** Financials

**ICB Subsector:** Asset Managers and Custodians

**Address:** Senator House, 85 Queen Victoria Street  
LONDON EC4V 4AB  
GBR

**Employees:** 2,983

	Current	YTY % Chg
<b>Revenue LFY (M)</b>	1,041	
<b>EPS Diluted LFY</b>	0.03	-75.7
<b>Market Value (M)</b>	1,542	
<b>Shares Outstanding LFY (000)</b>	1,404,106	
<b>Book Value Per Share</b>	1.08	
<b>EBITDA Margin %</b>	86.80	
<b>Net Margin %</b>	0.9	
<b>Long-Term Debt / Capital %</b>	15.5	
<b>Dividends and Yield TTM</b>	0.05 - 4.37%	
<b>Payout Ratio TTM %</b>	100.0	
<b>60-Day Average Volume (000)</b>	2,081	
<b>52-Week High &amp; Low</b>	110.90 - 71.30	
<b>Price / 52-Week High &amp; Low</b>	0.99 - 1.54	

## Price, Moving Averages & Volume



Quilter plc is currently trading at 109.80 which is 6.9% above its 50 day moving average price of 102.76 and 17.4% above its 200 day moving average price of 93.53.

QLT:LN is currently 1.0% below its 52-week high price of 110.90 and is 54.0% above its 52-week low price of 71.30. Over the past 52-weeks, QLT:LN is up 27.7% while on a calendar year-to-date basis it is up 6.8%.

The Relative Strength Index (RSI) indicator for QLT:LN is currently 61.08. An RSI value of 70 and above is considered overbought and 30 and below oversold.

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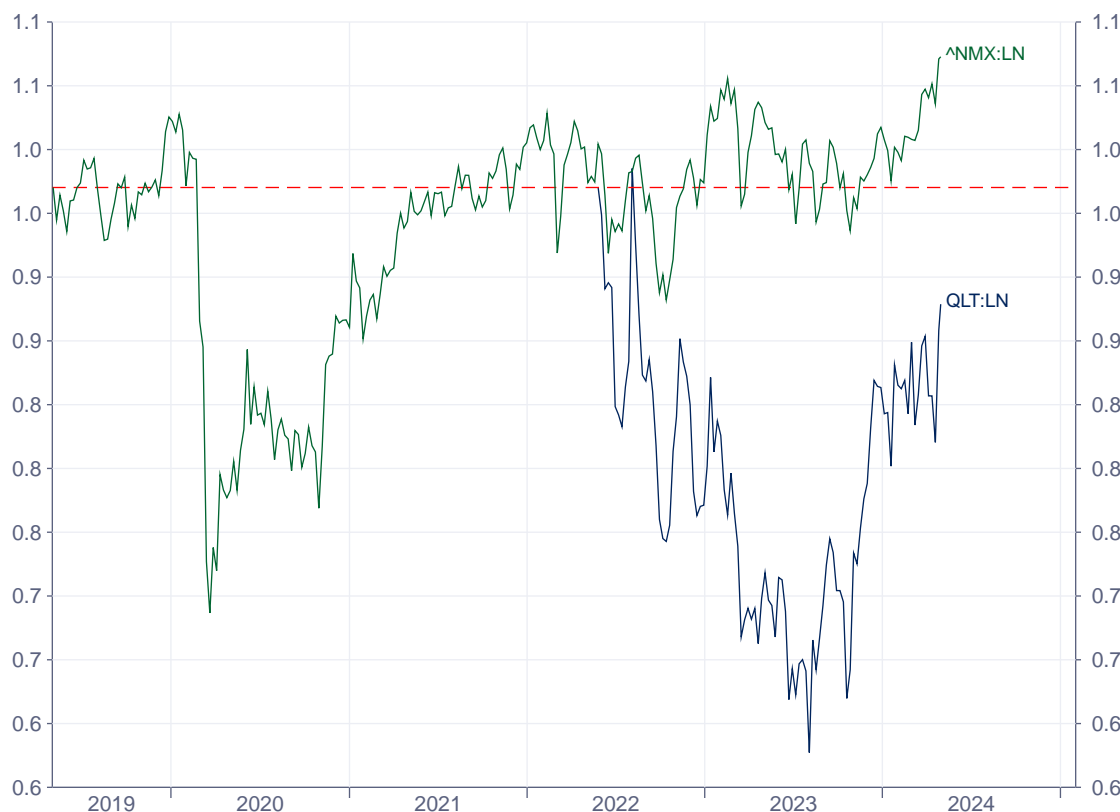
## Price Performance, Technical Indicators & Risk Metrics

Price Performance	% Change	Difference vs FTSE 350	Technical Indicators	
1-Day %	-0.99	-0.88	50-Day Average Price	102.76
1-Week %	7.12	5.94	Price / 50-Day Average	1.07
4-Week %	3.20	0.75	200-Day Average Price	93.53
52-Week %	27.67	23.09	Price / 200-Day Average	1.17
Quarter-to-Date %	2.52	0.39	RSI - Relative Strength Index	61.08
Year-to-Date %	6.81	2.05	<b>Risk Metrics</b>	
Last Month %	2.52	0.39	Price Volatility	3.28
Last Quarter %	4.18	1.61	Sharpe Ratio	
Last Calendar Year %	10.63	6.75	Sortino Ratio	

## 5-Year Price Performance vs. FTSE 350

Quilter plc  
FTSE 350 Index

Current: 0.92 CAGR: -4.3%  
Current: 1.09 CAGR: 1.8%



Over the past five years, Quilter plc's stock price is down 8.2% which is 17.4% below the FTSE 350 Index performance of 9.2% over the same period. Quilter plc's cumulative annualized growth rate (CAGR) over the five year period has been -4.3% while that of the FTSE 350 Index has been 1.8%.

Over the past year, Quilter plc's stock price performance of 27.7% has outperformed that of the FTSE 350 Index by 23.1%. On a year-to-date basis, Quilter plc's stock price performance of 6.8% has outperformed the FTSE 350 Index by 2.1%.

Over the past week, Quilter plc's stock price performance of 7.1% has outperformed that of the FTSE 350 Index by 5.9%.

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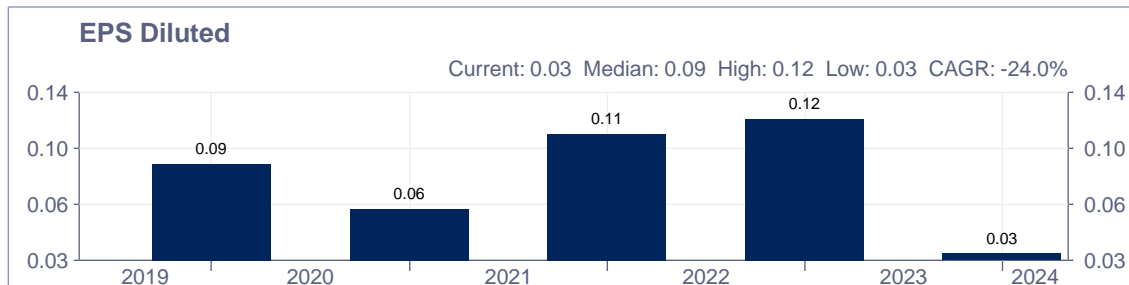
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## Growth and Profitability Metrics

Historical Growth	3-Year	5-Year	10-Year	Profitability	Current	5-Year Average	10-Year Average
Revenues %	-0.6			Gross Margin %	98.9	95.9	196.3
Revenues Per Share %	2.4			EBITDA Margin %	86.8	74.7	-98.3
EBITDA %	1.1	999.9		Pre-Tax Margin %	1.9	0.9	-2.3
EPS Diluted %	-19.2	-22.8		Net Margin %	0.9	0.4	7.1
Free Cash Flow %	17.9	78.2		Return on Equity %	2.9	4.3	
Cash from Operations %	13.5	71.1		Return on Capital %	2.4	3.7	
Book Value %	-4.1	-2.5		Return on Assets %	0.1	0.1	



Quilter plc's cumulative annualized revenue growth rate over the charted period is -2.5%. This compares to cumulative annualized growth of -0.6% over the past 3 years.



Quilter plc's cumulative annualized EPS growth rate over the charted period is -24.0%. This compares to cumulative annualized growth of -19.2% over the past 3 years.



Quilter plc's net profit margin of 0.9% is 0.5% above the period's mean net margin of 0.4%. During the charted period, the observed net profit margin high and low were 14.4% and -10.9% respectively.



Quilter plc's return on equity of 2.9% is 1.5% below the period's mean return on equity of 4.4%. During the charted period, the observed ROE high and low were 11.8% and -1.1% respectively.

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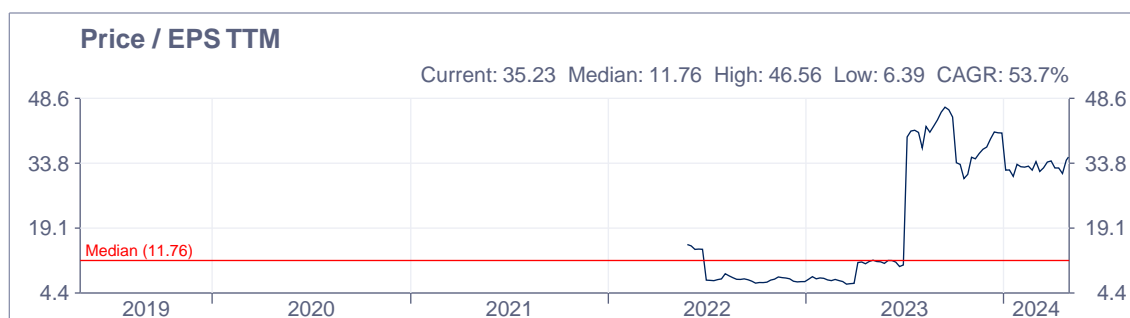
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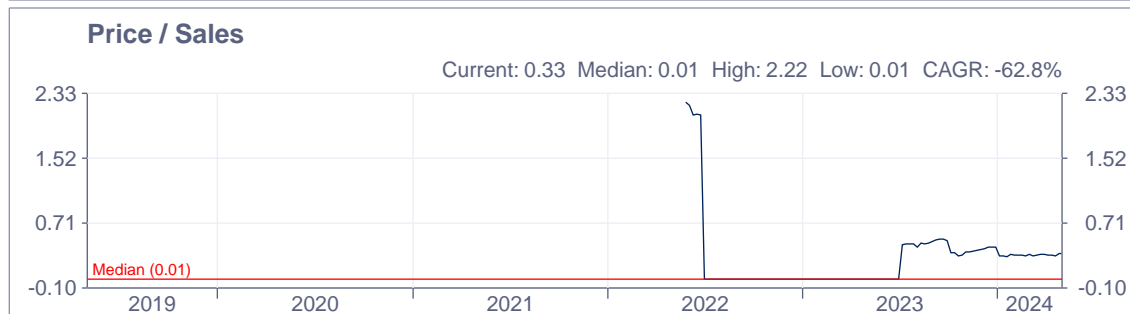
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## Valuation Metrics

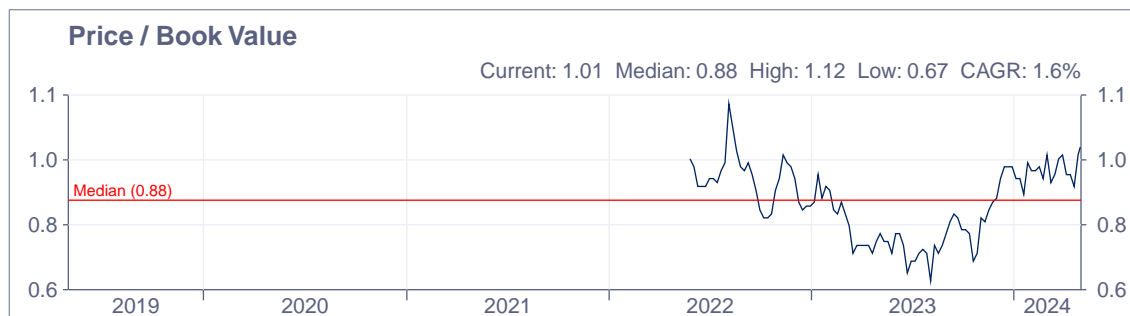
	Current	5-Year Median	10-Year Median		Current	5-Year Median	10-Year Median
Price / EPS TTM	35.2			Earnings Yield %	2.84		
Price / Sales	0.3			Free Cash Flow Yield %	67.80		
Price / Operating Cash Flow	27.1			Dividend Yield %	4.37		
Price / Book Value	1.0			Enterprise Value / EBITDA	0.1		



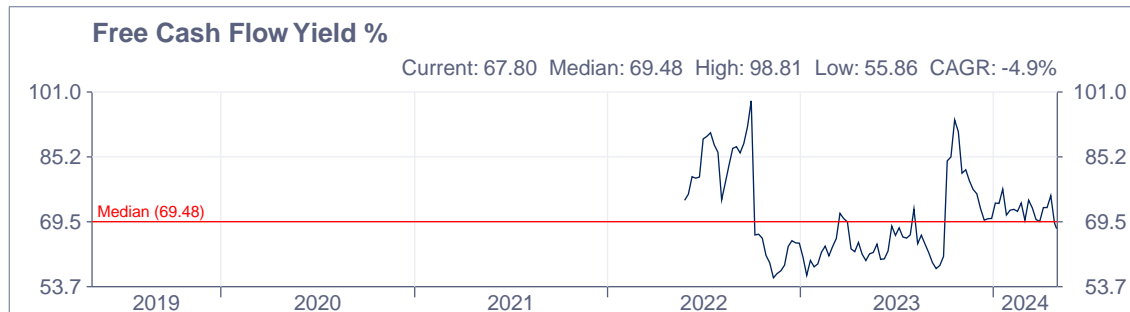
Quilter plc is trading at 35.23 times its EPS generated during the latest fiscal year. This multiple is above the historically observed median of 11.76, while high and low observations have been 46.56 and 6.39.



Quilter plc is trading at a Price to Sales ratio of 0.33 based on sales generated during the latest fiscal year. This ratio is above the historically observed median ratio of 0.01, while high and low observations have been 2.22 and 0.01.



Quilter plc is trading at a Price to Book ratio of 1.01 based on book value at the latest fiscal year end. This ratio is above the historically observed median of 0.88, while high and low observations have been 1.12 and 0.67.



Quilter plc has a Free Cash Flow Yield of 67.80% based on free cash flow generated during the latest fiscal year. This value is below the historically observed median yield of 69.48%, while high and low observations have been 98.81 and 55.86.

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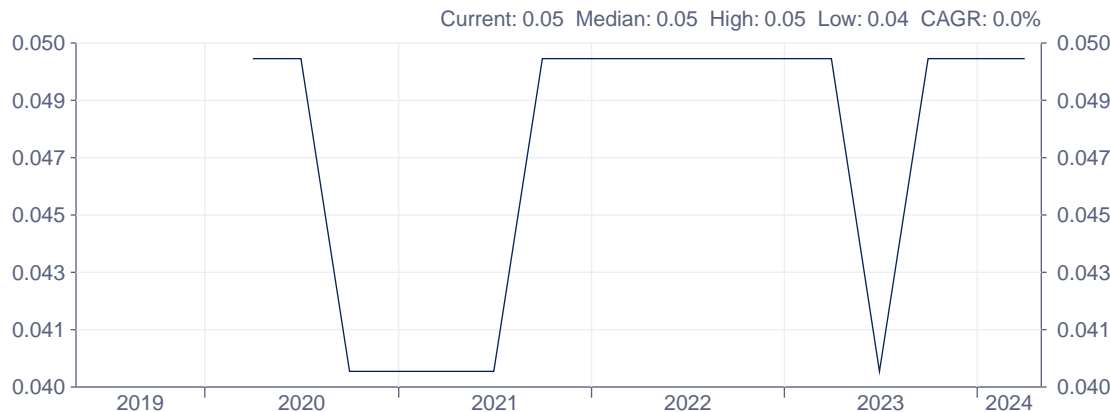
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## Dividends Data

Dividends Per Share TTM	0.05	Payout Ratio TTM %	100.00%	Dividend Yield TTM %	4.37%
Rate	Ex Date	Record Date	Payment Date	Currency	Note
0.037	18-04-2024	19-04-2024	28-05-2024	GBP	
0.015	31-08-2023	01-09-2023	18-09-2023	GBP	
0.033	20-04-2023	21-04-2023	22-05-2023	GBP	
0.012	01-09-2022	02-09-2022	20-09-2022	GBP	
0.038	07-04-2022	08-04-2022	16-05-2022	GBP	
0.017	02-09-2021	03-09-2021	20-09-2021	GBP	
0.035	08-04-2021	09-04-2021	17-05-2021	GBP	
0.010	03-09-2020	04-09-2020	21-09-2020	GBP	
0.034	02-04-2020	03-04-2020	18-05-2020	GBP	
0.017	29-08-2019	30-08-2019	20-09-2019	GBP	
0.032	25-04-2019	26-04-2019	20-05-2019	GBP	

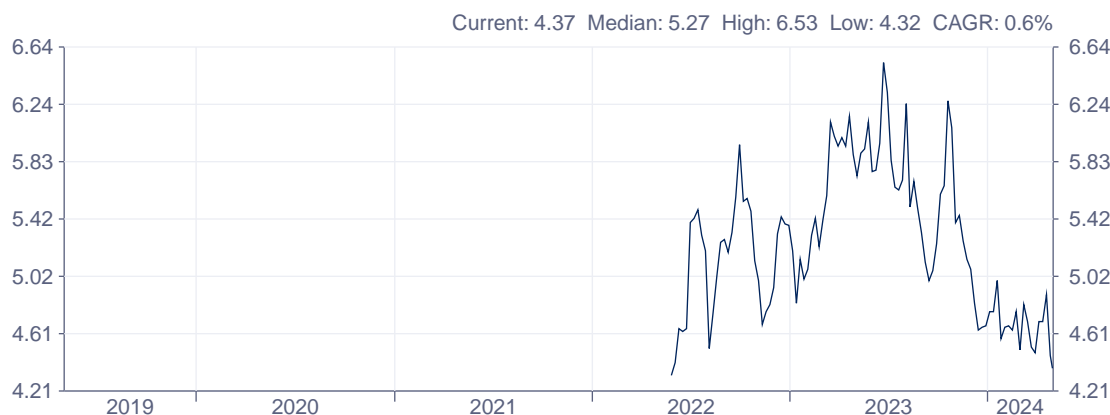
## Dividend Growth and Yield

### Dividends Per Share TTM



Quilter plc's trailing 12-month dividend per share is 0.05 and its dividend has grown at a cumulative annualized rate of 0.0% over the charted period. This compares to dividend growth of 15.60% over the past year and cumulative annualized growth of 5.00% over the past 3 years.

### Dividend Yield TTM %



Quilter plc's current dividend yield is 4.37% based on trailing 12 month dividends. The current yield is below the historically observed median of 5.27% and, over the charted time period, the observed high yield has been 6.53% and the observed low yield has been 4.32%.

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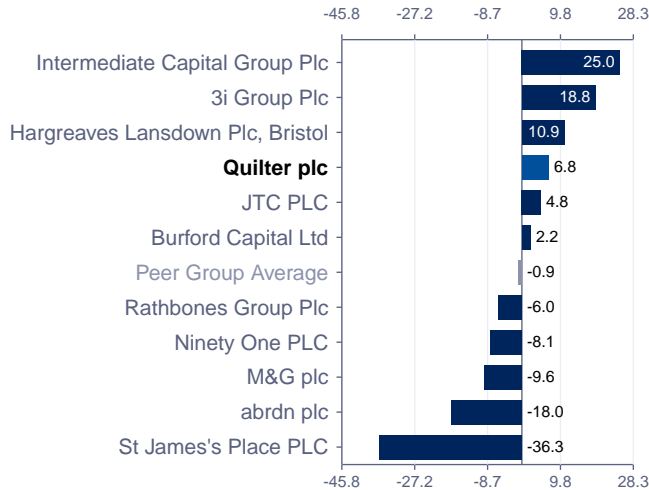
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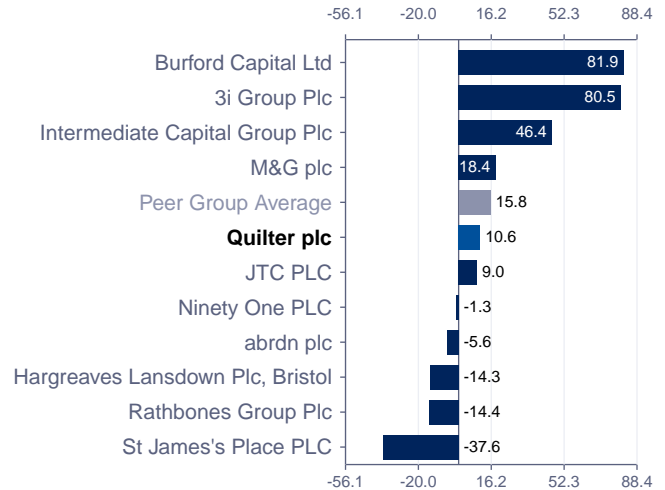
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## ICB Subsector Peer Comparisons

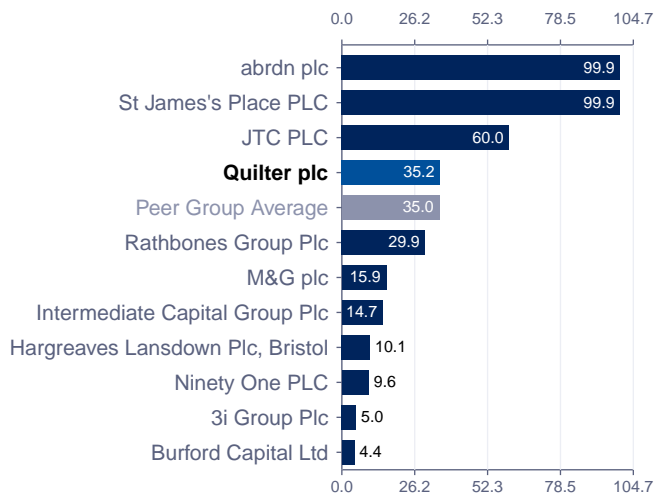
### Price Change Year to Date %



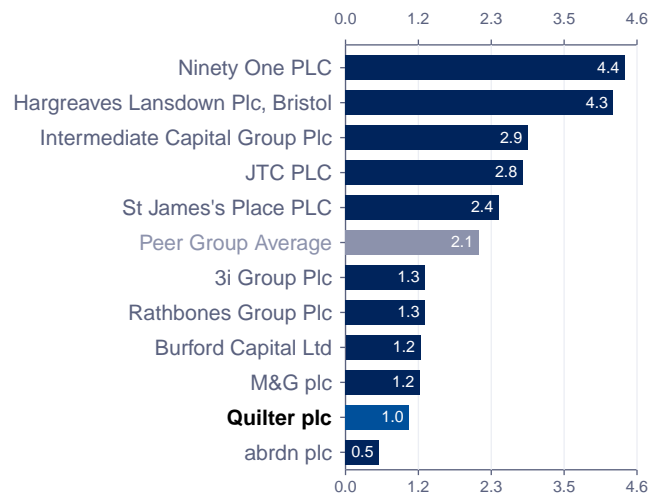
### Price Change Last Calendar Year %



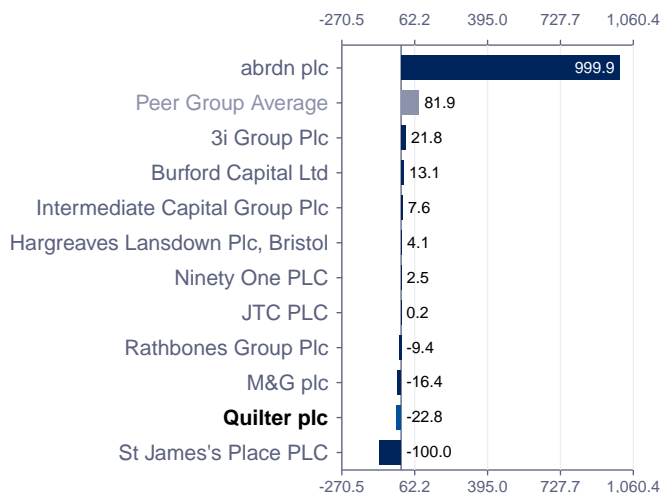
### Price / EPS TTM



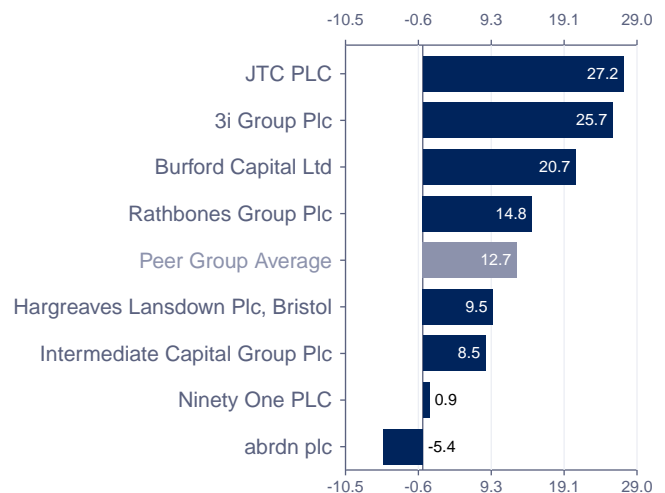
### Price / Book Value



### EPS 5-Year Growth Rate %



### Revenue 5-Year Growth Rate %



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## Abbreviations:

<b>CAGR</b>	- Cumulative annual growth rate.
<b>EBIT</b>	- Earnings before interest and taxes.
<b>EBITDA</b>	- Earnings before interest, taxes, depreciation & amortization.
<b>LFY</b>	- Last fiscal year
<b>M</b>	- Million
<b>LON</b>	- London Stock Exchange

## Definitions:

**Market Value** - Weekly Price times latest Shares Outstanding times any applicable ADR factor.

**Revenue** - Sum of the last four quarters of Revenues.

**Revenue Per Share** - Sum of the last four quarters of Total Revenue divided by Weighted Average Shares Outstanding.

**Operating EPS LFY** - EPS excluding non-recurring, non-operating items, fiscal year aligned TTM value.

**60-Day Average Volume (000)** - The average of the last 60 daily volume values in thousands of shares.

**Price 52-Week High** - The high closing price from the last 52 weeks of daily closing prices.

**Price 52-Week Low** - The low closing price from the last 52 weeks of daily closing prices.

**Price / 52-Week High** - Latest price divided by the high price from the past 52 weeks of daily closing prices.

**Price / 52-Week Low** - Latest price divided by the low price from the past 52 weeks of daily closing prices.

**50-Day Average Price** - Mean of last 50 daily closing prices.

**200-Day Average Price** - Mean of last 200 daily closing prices.

**Price / 50-Day Average Price** - Latest closing price divided by mean of last 50 daily closing prices, as a percentage.

**Price / 200-Day Average Price** - Latest closing price divided by mean of last 200 daily closing prices, as a percentage.

**Relative Strength Index** - Relative Strength Index or RSI measures the magnitude of gains over a given time period against the magnitude of losses over that period. The equation is  $RSI = 100 - 100 / (1 + RS)$  where  $RS = (\text{total gains} / n) / (\text{total losses} / n)$  and  $n$  = number of RSI periods. In this item, 14 days is used and one year of daily prices are considered. A value of 30 or below may imply oversold and 70 or above may imply overbought.

**Price Volatility** - The standard deviation of the last 20 days of daily closing prices.

**Sharpe Ratio** - The 5 year average of the excess monthly return over the risk - free rate(1 - month T - bill) over the 5 year standard deviation of the same series.

**Sortino Ratio** - The same calculation as the Sharpe Ratio but with positive excess returns set to zero for the standard deviation denominator, so only negative volatility weighs in.

**Dividends Per Share TTM** - Sum of the last four quarters of Dividends Per Share.

**Payout Ratio** - Dividends Per Share TTM divided by Operating EPS TTM.

**Dividend Yield TTM %** - Sum of the last four quarter of Dividends Per Share divided by Weekly Price.

**EBITDA** - Sum of the last four quarters of EBITDA (Operating Income + Depreciation & Amortization).

**Free Cash Flow** - Sum of the last four quarters Net Cash from Operations minus Capital Expenditures (Purchase of Property, Plant & Equipment), from the Cash Flow Statement.

**Book Value Per Share** - Total Common Equity last quarter divided by Shares Outstanding last quarter.

**Gross Margin %** - Sum of the last four quarters Gross Profit divided by the sum of the last four quarters Revenues.

**EBITDA Margin %** - Sum of the last four quarters EBITDA divided by the sum of the last four quarters Revenues.

**Pre-Tax Margin %** - Sum of the last four quarters of Earnings Before Taxes divided by sum of the last four quarters Revenues.

**Net Profit Margin %** - Sum of the last four quarters of Operating EPS divided by sum of the last four quarters Revenues Per Share.

**Return on Equity %** - Sum of the last four quarters of Operating EPS divided by the average of the last four quarters Book Value.

**Return on Capital %** - Sum of the last four quarters of Operating EPS divided by the average of the last four quarters Total Capital Per Share.

**Return on Assets %** - Sum of the last four quarters of Operating EPS divided by the average of the last four quarters Total Assets Per Share.

**Price / EPS TTM** - Weekly Price divided by the sum of the last four quarters of Operating EPS (capped at 99.9).

**Price / Sales** - Weekly Price divided by Revenues Per Share TTM.

**Price / Book Value** - Weekly Price divided by Book Value Per Share last quarter. Book Value Per Share is Total Common Equity last quarter divided by Shares Outstanding last quarter (capped at 49.9).

**Free Cash Flow Yield %** - Free Cash Flow Per Share TTM divided by Weekly Price.

**Enterprise Value** - Market Value plus Total Debt last year plus Preferred Equity last year minus Cash & Cash Equivalents last year.

**Enterprise Value / Sales** - Enterprise Value divided by the sum of the last four quarters of Revenue.

**Enterprise Value / EBITDA** - Enterprise Value divided by EBITDA TTM.

**Enterprise Value / EBIT** - Enterprise Value divided by trailing four quarters of Operating Income.

**Enterprise Value / Free Cash Flow** - Enterprise Value divided by the sum of the last four quarters of Free Cash Flow.

**Russell 1000 Index** - The largest 1,000 stocks by market cap, the index comprehensively covers the US large cap universe.

EPS 5-Year Growth Rate % is capped at 999.9%.

Revenue 5-Year Growth Rate % is capped at 999.9%.



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