Invesco first quarter 2018 results

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Forward-looking statements

This presentation, and comments made in the associated conference call today, may include "forward-looking statements." Forward-looking statements include information concerning future results of our operations, expenses, earnings, liquidity, cash flow and capital expenditures, industry or market conditions, AUM, geopolitical events and their potential impact on the company, acquisitions and divestitures, debt and our ability to obtain additional financing or make payments, regulatory developments, demand for and pricing of our products and other aspects of our business or general economic conditions. In addition, words such as "believes," "expects," "anticipates," "intends," "plans," "estimates," "projects," "forecasts," and future or conditional verbs such as "will," "may," "could," "should," and "would" as well as any other statement that necessarily depends on future events, are intended to identify forward-looking statements.

Forward-looking statements are not guarantees, and they involve risks, uncertainties and assumptions. There can be no assurance that actual results will not differ materially from our expectations. We caution investors not to rely unduly on any forward-looking statements and urge you to carefully consider the risks described in our most recent Form 10-K and subsequent Forms 10-Q, filed with the Securities and Exchange Commission.

You may obtain these reports from the SEC's website at www.sec.gov. We expressly disclaim any obligation to update the information in any public disclosure if any forward-looking statement later turns out to be inaccurate.

Presentation of first quarter 2018 results

This presentation includes the following non-GAAP performance measures: net revenue (and by calculation, net revenue yield on AUM), adjusted operating income, adjusted operating margin, adjusted net income attributable to Invesco Ltd., and adjusted diluted earnings per share (EPS). We believe the adjusted measures provide valuable insight into our ongoing operational performance and assist in comparisons to our competitors. These measures also assist management with the establishment of operational budgets and forecasts and assist the Board of Directors and management in determining incentive compensation decisions. The most directly comparable U.S. GAAP measures are operating revenues (and by calculation, gross revenue yield on AUM), operating income, operating margin, net income attributable to Invesco Ltd., and diluted EPS.

The information in this presentation is meant to supplement the information contained in the earnings release and includes a more detailed reconciliation format of the income statement from U.S. GAAP to a non-GAAP presentation. We believe that this presentation is useful, as it aggregates the various non-GAAP adjustments to illustrate adjusted revenue and expense categories and allows more transparency into the calculation of the non-GAAP financial measures.

Discussion topics

First quarter overview

Financial results

Strengthening competitive advantage for growth

Appendix

First quarter overview – highlights

Maintained strong investment performance and achieved solid operating results during the quarter

Investment Performance	▪ 68% and 70% of actively managed assets in top half of peer group on a 3- and 5-year basis
Assets under management	▪ March 31, 2018 AUM of \$934.2 billion, versus \$937.6 billion at December 31, 2017 ▪ Average AUM was \$951.3 billion, versus \$930.3 billion for the fourth quarter of 2017
Flows	▪ Long-term net inflows of \$0.3 billion ▪ Total net inflows of \$0.3 billion
Overall adjusted operating results*	▪ Adjusted operating income was \$357 million versus \$398 million in the prior quarter ▪ Adjusted operating margin was 37.3% in the quarter versus 39.6% in the prior quarter ▪ Adjusted diluted EPS for the quarter was \$0.67 versus \$0.73 in the prior quarter
Capital management	▪ Returned \$120 million to shareholders during the first quarter through dividends ▪ Quarterly dividend of \$0.30 per share, up 3.4% over the prior year

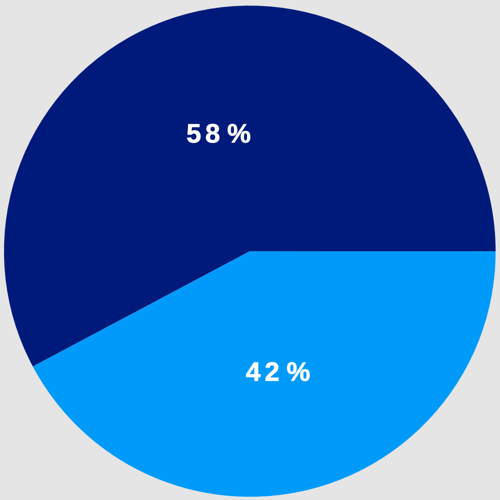
* Non-GAAP financial measures - See Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure.

Investment performance – overview

Aggregate performance analysis – asset weighted

Percent of actively managed assets in top half of peer group*

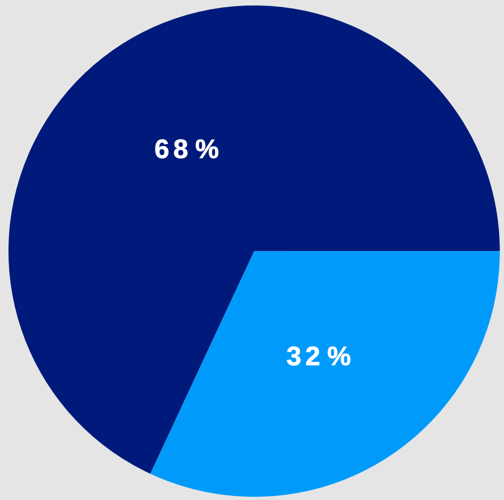
1-Year



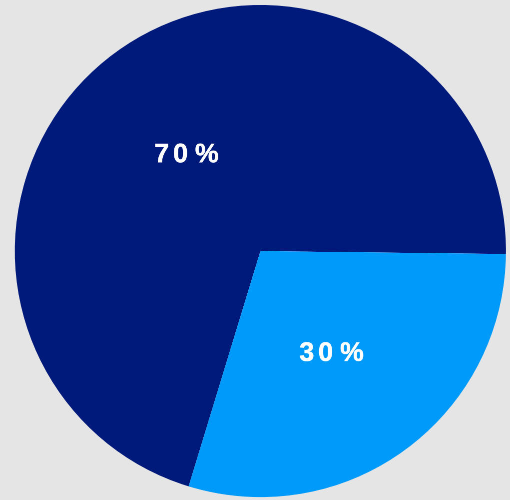
Assets top half of peer group

Assets bottom half of peer group

3-Year



5-Year



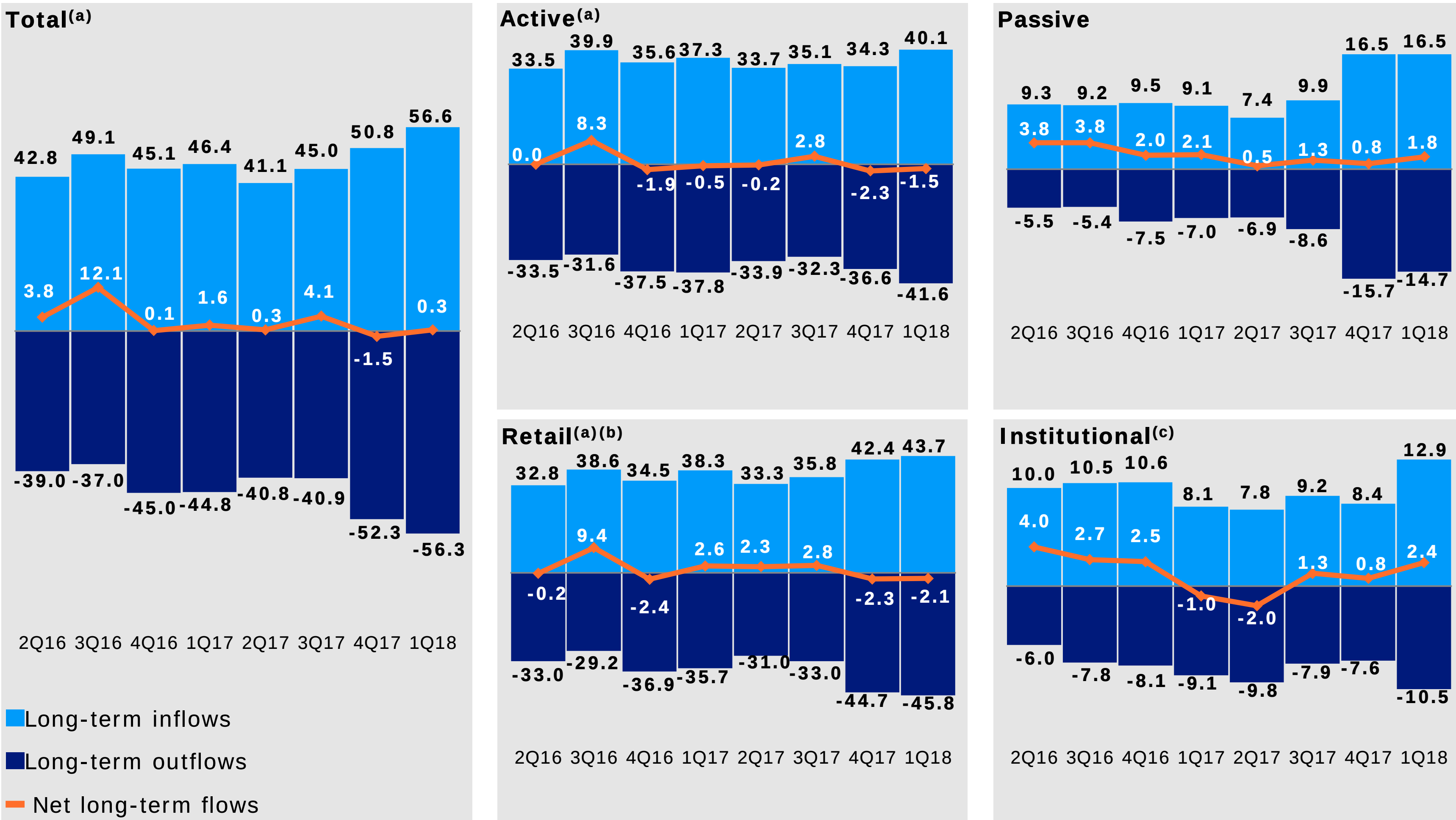
* Excludes passive products, closed-end funds, private equity limited partnerships, non-discretionary funds, unit investment trusts, fund of funds with component funds managed by Invesco, stable value building block funds and CDOs. Certain funds and products were excluded from the analysis because of limited benchmark or peer group data. Had these been available, results may have been different. These results are preliminary and subject to revision.

Data as of 3/31/2018. Includes AUM of $520.7 billion (56% of total IVZ) for 1 year, $517.0 billion (55% of total IVZ) for three year, and $483.7 billion (52% of total IVZ) for 5 year. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

Quarterly long-term flows

Strong demand for institutional and passive capabilities

Quarterly long-term flows ($ billions)



(a) In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 have been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.
(b) Retail AUM and flows are distributed by the company's retail sales team and generally includes retail products in the U.S., Canada, U.K., Continental Europe, Asia and our offshore product line. Retail AUM and flows excludes the PowerShares QQQ product.
(c) Institutional AUM and flows are distributed by the company's institutional sales team and generally includes our institutional investment capabilities in the U.S., Canada, U.K., Continental Europe and Asia. Institutional excludes money market.

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Total assets under management – 1Q18 vs. 4Q17

Invesco

($ billions)	1Q-18	4Q-17	% Change
Beginning Assets	**$937.6**	**$917.5**	**2.2%**
Long-Term Inflows*	56.6	50.8	11.4%
Long-Term Outflows	(56.3)	(52.3)	7.6%
Long-Term Net Flows	0.3	(1.5)	N/A
Net flows in non-management fee earning AUM**	(0.4)	1.6	N/A
Net flows in Inst. Money Market Funds	0.4	(3.3)	N/A
Total Net Flows	0.3	(3.2)	N/A
Reinvested distributions	0.6	5.9	(89.8)%
Market Gains and Losses	(12.2)	14.9	N/A
Acquisitions/Dispositions, net	-	-	N/A
Foreign Currency Translation	7.9	2.5	216.0%
Ending Assets	**$934.2**	**$937.6**	**(0.4)%**
Average Long-Term AUM	$783.1	$765.9	2.2%
Ending Long-Term AUM	$771.6	$775.8	(0.5)%
Average AUM	**$951.3**	**$930.3**	**2.3%**
Net Revenue Yield (annualized)****	40.3bps	43.2bps	
Net Revenue Yield Before Performance Fees (annualized)****	39.9bps	41.3bps	
Annualized long-term organic growth rate***	0.2%	(0.8)%	

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

*** Annualized long-term organic growth rate is calculated using long-term net flows (annualized) divided by opening long-term AUM for the period. Long-term AUM excludes institutional money market, Invesco PowerShares QQQ, UIT, and non-fee earning leverage.

**** Non-GAAP financial measure - See the Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure.

US GAAP operating results – 1Q18 vs. 4Q17

($ millions)	1Q-18	4Q-17	% Change
Operating Revenues			
Investment Management Fees	1,043.7	1,098.7	(5.0)%
Service and Distribution Fees	246.1	217.5	13.1%
Performance Fees	9.1	43.0	(78.8)%
Other	56.9	16.4	247.0%
Total Operating Revenues	1,355.8	1,375.6	(1.4)%
Operating Expenses			
Third-Party Distribution, Service and Advisory Expenses	419.1	390.9	7.2%
Employee Compensation	390.4	383.6	1.8%
Marketing	28.1	40.7	(31.0)%
Property, Office and Technology	102.2	102.8	(0.6)%
General and Administrative	94.9	115.0	(17.5)%
Total Operating Expenses	1,034.7	1,033.0	0.2%
Operating Income	321.1	342.6	(6.3)%
Other Income / (Expense)			
Equity in Earnings of Unconsolidated Affiliates	9.7	3.6	169.4%
Interest and Dividend Income	4.2	6.4	(34.4)%
Interest Expense	(23.2)	(23.6)	(1.7)%
Other Gains and Losses, net	(5.4)	25.6	N/A
Other income / (expense) of CIP, net	27.2	44.8	(39.3)%
Income before income taxes	333.6	399.4	(16.5)%
Income Tax Provision	(68.4)	23.2	N/A
Effective Tax Rate	20.5%	(5.8)%	
Net Income	265.2	422.6	(37.2)%
Net (Income) / Loss attributable to Noncontrolling Interests in Consolidated Entities	(11.3)	(14.4)	(21.5)%
Net Income attributable to Invesco Ltd.	253.9	408.2	(37.8)%
Diluted EPS	$0.62	$0.99	(37.4)%
Operating Margin	23.7%	24.9%	
Average AUM ($ billions)	951.3	930.3	2.3%
Headcount	7,134	7,030	1.5%

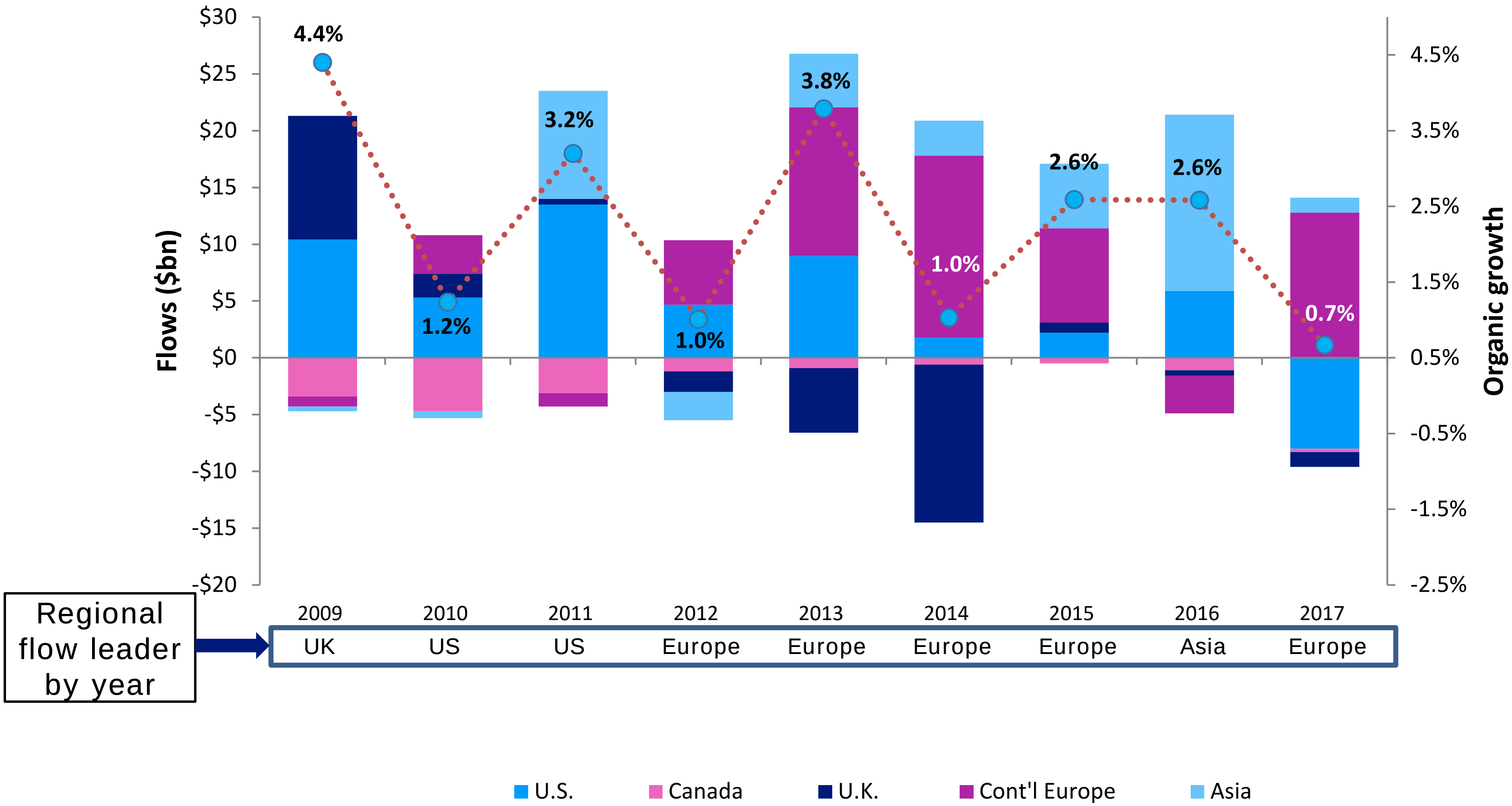
Non-GAAP operating results – 1Q18 vs. 4Q17

($ millions)	1Q-18	4Q-17	% Change
Adjusted Revenues			
Investment Management Fees	1,066.8	1,119.2	(4.7)%
Service and Distribution Fees	246.1	217.5	13.1%
Performance Fees	9.1	43.3	(79.0)%
Other	58.1	18.4	215.8%
Third-Party Distribution, Service and Advisory Expenses	(422.1)	(393.5)	7.3%
Net Revenues	958.0	1,004.9	(4.7)%
Adjusted Operating Expenses			
Employee Compensation	389.5	378.0	3.0%
Marketing	28.7	39.8	(27.9)%
Property, Office and Technology	101.3	100.8	0.5%
General and Administrative	81.2	88.8	(8.6)%
Total Adjusted Operating Expenses	600.7	607.4	(1.1)%
Adjusted Operating Income	357.3	397.5	(10.1)%
Adjusted Other Income/(Expense)			
Equity in Earnings of Unconsolidated Affiliates	7.6	9.3	(18.3)%
Interest and Dividend Income	5.4	5.1	5.9%
Interest Expense	(23.2)	(23.6)	(1.7)%
Other Gains and Losses, net	(2.1)	20.0	N/A
Adjusted Income before income taxes	345.0	408.3	(15.5)%
Income Tax Provision	(71.1)	(109.2)	(34.9)%
Effective Tax Rate	20.6%	26.8%	
Adjusted Net Income attributable to Invesco Ltd.	273.9	299.1	(8.4)%
Adjusted Diluted EPS	$0.67	$0.73	(8.2)%
Adjusted Operating Margin	37.3%	39.6%	
Average AUM ($ billions)	951.3	930.3	2.3%
Headcount	7,134	7,030	1.5%

Non-GAAP financial measures - See the Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure.

The advantages of diversification

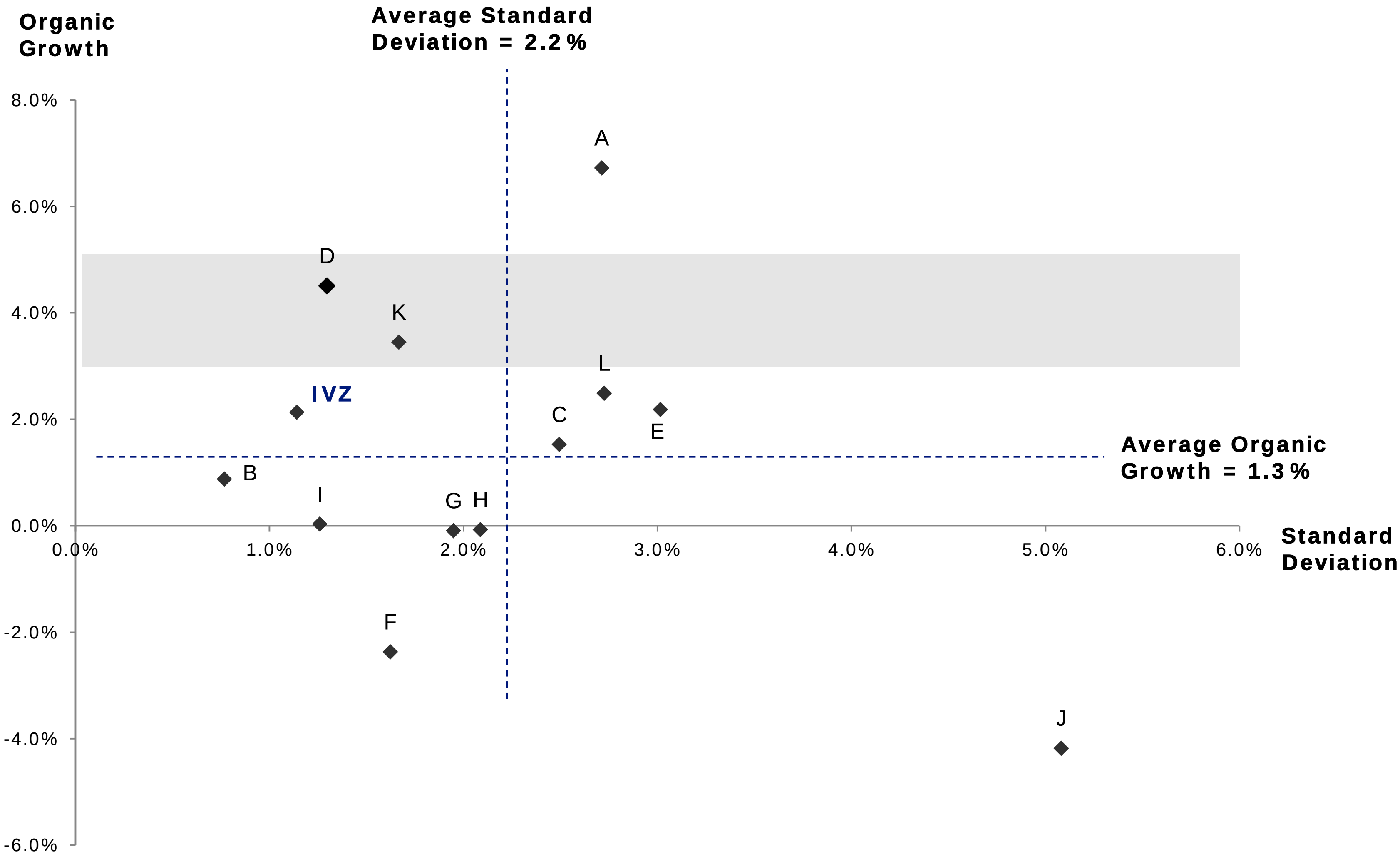
Invesco's global diversification has helped us achieve nine years of consistent growth across regions



Source: Invesco. Data as of Dec. 31, 2017.

The advantages of diversification

Invesco's global diversification has led to consistent growth and lower volatility compared to industry average



Note: Organic growth is based on average annual net long term flows divided by beginning period AUM from 2013-2017. Averages exclude IVZ. Companies represented include: Affiliated Managers, Group, AllianceBernstein, Ameriprise Financial, Bank of New York Mellon, BlackRock, Eaton Vance, Federated Investors, Franklin Resources, Lazard, Legg Mason, Principal Financial, and T. Rowe Price. Source: Invesco Ltd.

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Appendix

Building on nine years of positive net long-term flows, we are focused on key growth drivers to meet client needs and strengthen our business

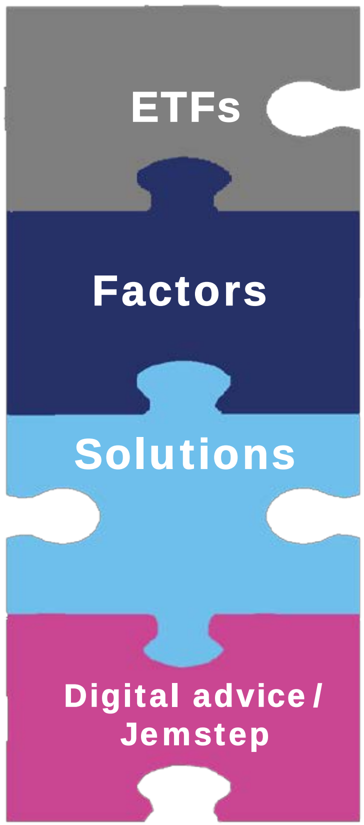
Foundational elements

- Global centers of **investment excellence** with proven and consistent track records
- **Comprehensive breadth of products** across all asset classes and vehicles
- **Global presence** with distribution expertise in key markets and across **retail / institutional channels**

Key Invesco strengths

- Long-established local presence and **deep client connectivity** in key markets around the world
- Diversity of **high-conviction investment perspectives** across global and local markets
- **Solutions capability** that transcends the notion of "product"
- **Digital solution** focused on advisors
- Fast mover on **industry innovations**

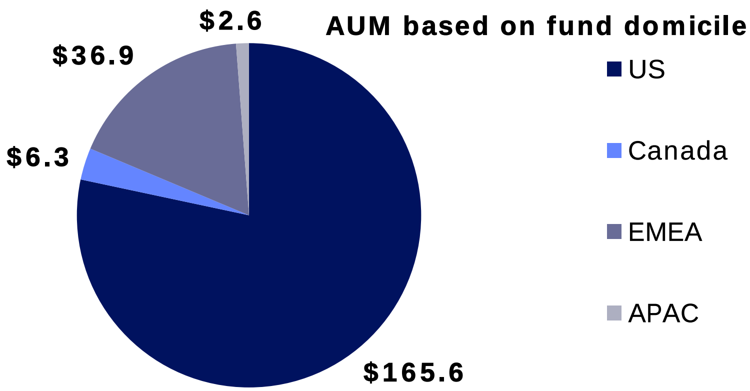
Growth driver

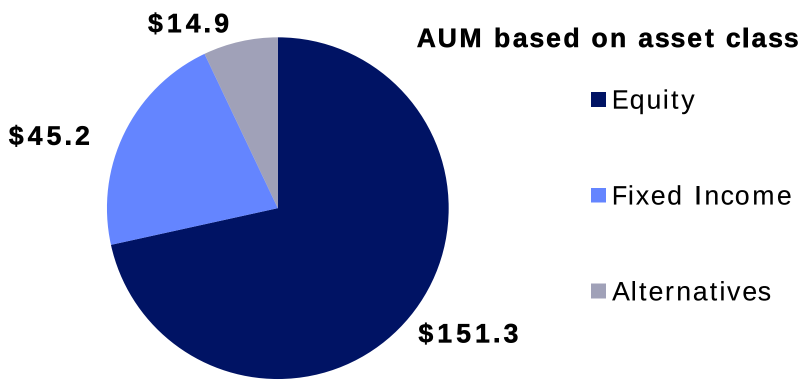


The combination of our comprehensive range of capabilities, our global presence and our focus on retail/institutional channels differentiates us in the market and positions us for growth and success over the long term

Invesco is one of the world's leading ETF providers, with a track record of innovation and growth

With $211 billion in global assets, Invesco ranks as the fourth-largest ETF provider*





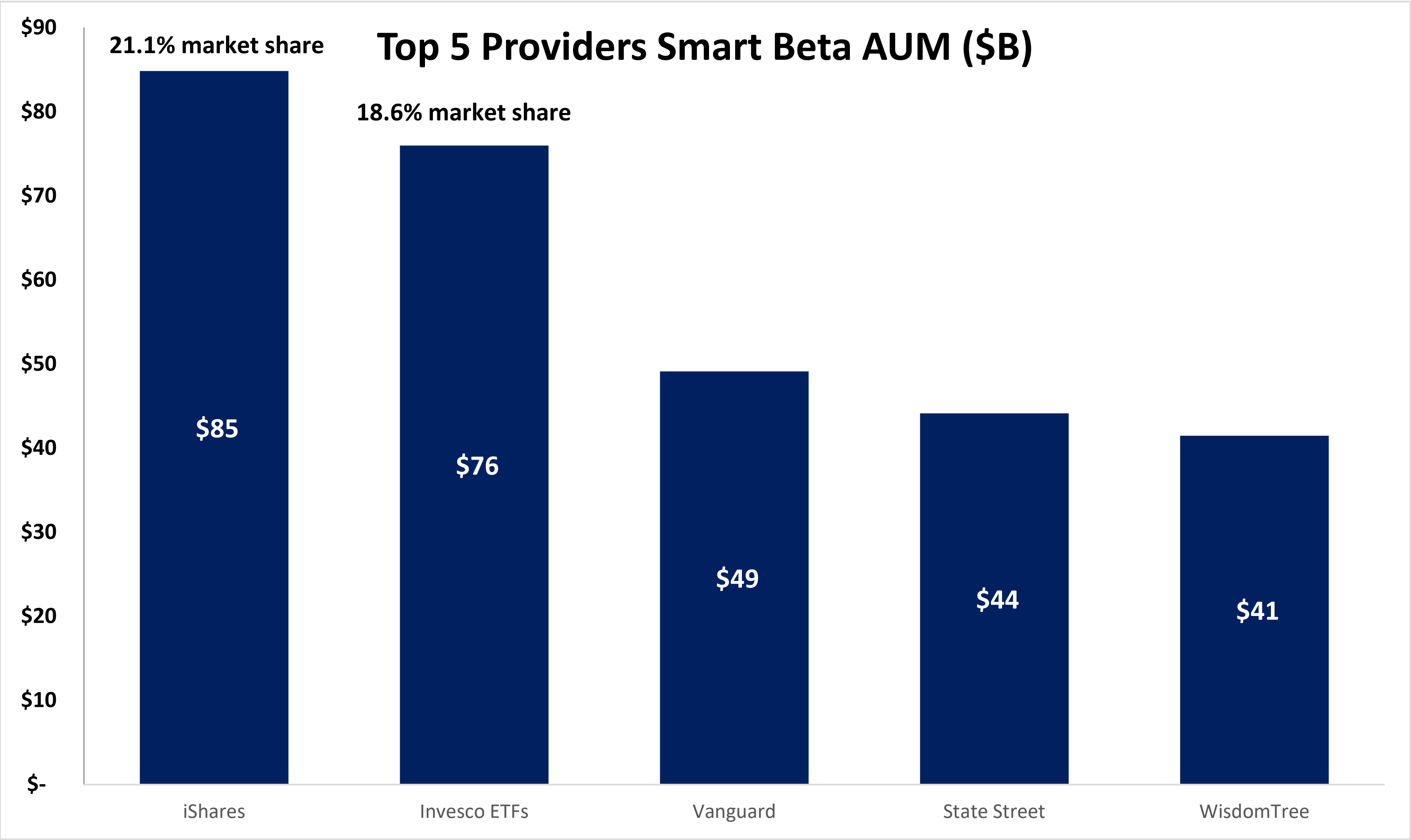
Invesco's ETF leadership profile

- Smart beta pioneer since 2003, now with the broadest smart beta lineup in the industry
- Industry leader in first-to-market ETF innovation
- #2 in smart beta AUM globally, trailing #1 provider by $9B*
- Invesco's ETF business has grown 60x since 2006
- Greatest number of smart beta ETFs with more than a 5-year track record
- More than 51 funds >$500 million in assets*
- Strong global brand – Invesco – further focuses marketing spend/efforts
- 400 domestic and international ETFs, representing equity, fixed income and alternative asset classes*

*All US and global assets data include Guggenheim assets/products based on acquisition that closed on April 6, 2018
Source: Invesco. Data as of March 31, 2018

Invesco's smart beta market share ranks #2

Less than 3 percentage points behind the market leader*



*All data includes Guggenheim assets/products based on acquisition that closed on April 6, 2018
Source: PowerShares Strategy & Research. Data as of March 31, 2018

Factor investing requires unique skills and expertise to deliver results

Research	Customization	Risk management
Ongoing research is essential to gain new insights to evolving markets	Implementation of factors into portfolios can be customized to meet client objectives	Integrated risk management aligns factor exposures with desired goals

Source: Invesco. For illustrative purposes only.

Invesco is an innovative leader in factor investing

40 years' experience across multiple investment teams

Invesco

Factor-based investment strategies

Factor-based ETFs	Custom factor indices	Active equity factors	Active fixed income/FX factors	Active commodity factors
Invesco ETFs	**Invesco Indexing**	**Invesco Quantitative Strategies**	**Invesco Fixed Income**	**Invesco Global Asset Allocation**
▪ 200+ factor-based ETFs, including single- and multi-factor ETFs across asset classes ▪ Factor-based smart beta pioneer since 2003	▪ Custom rules-based strategies ▪ ETF or separate account implementation ▪ Created in 2017	▪ 6 strategy styles ▪ 40+ individuals in portfolio management and research ▪ Factor investing manager since 1983	▪ Currently introducing innovative range of fixed income factor-based funds in 2018 ▪ Fixed income and FX factors managed since 2017	▪ Commodity factors used within Balanced-Risk Commodity Strategy since 2008 ▪ Equity factor rotation and options introduced within U.S. Defensive Growth in 2018

Customized single- or multi-factor portfolios, strategic partnerships, education

Invesco Global Solutions

Source: Invesco. All data as of March 31, 2018

Our solutions capability is both a growth driver and enabler for the firm

Growth driver

- **Design, implement and manage customized investment solutions for clients**
  - Target Date/Target Risk
  - College Savings Plans
  - Multi-Asset/Multi Investment Teams
  - Overlay (i.e. volatility, portable alpha)
  - Custom Asset Allocation Portfolios (i.e. Primerica)
- **Productize investment solutions when appropriate**

Growth enabler

- **Support distribution teams with investment and analytics expertise as needed**
- **Partner with clients to help them better understand investment needs by providing expertise in:**
  - Portfolio Construction
  - Asset Allocation
  - Risk Analytics
  - Asset/Liability Management
  - LDI/CDI
  - Customized Portfolio Analysis
- **Develop and disseminate solutions-related thought leadership to enhance Invesco's reputation as a leader in this space**

We've built one of the strongest, most experienced solutions teams in the industry

Dedicated to understanding and meeting retail/institutional client needs

Portfolio Management	Client Solutions	Research and Analytics
Multi-asset portfolio management team	**Lead advisory relationships and develop custom solutions based on client needs**	**Multi-dimensional approach to portfolio construction and asset allocation**

Solutions at a glance

- **20+** years of experience across team leadership
- **40+** PhDs/Masters degrees/designations

Global capabilities

- **Americas:** Houston, Chicago, New York, Atlanta, Boston, San Francisco, Toronto
- **Europe:** London, Paris
- **Asia:** Hong Kong

Substantial resources (150+ professionals) to support investment selection and ongoing monitoring

Product and market research	**Product management**	**Product development**	**Global performance measurement and risk**

Source: Invesco, data as of March 31, 2018.

We are in the process of developing the full potential of Jemstep, our digital advice platform

Differentiating attributes

- One of the first digital solutions on the market designed for advisors
- White-labeled online advice platform, customizable for advisors' brand, investment strategies and unique value propositions
- Open architecture platform supports a broad range of vehicles and asset classes
- Able to leverage Invesco's comprehensive range of active, passive and alternative capabilities
- Designed to integrate with a broad range of business models and investment services
- Certainty and comfort provided by Invesco ownership

Current

- Live with one major US bank and testing with two other banks for Q2 rollouts
- Live with 20+ additional clients

Onboarding

- 2H 2018 US rollout with two additional major banks
- 2018 rollout with leading insurer

Pipeline

- Strongly positioned to be a market-leading provider with banks and credit unions
- Seeing solid emerging demand from RIAs
- Primed for global extension

Integrated model allows Invesco to provide holistic solutions for advisors and investors

ETFs	Digital Advice
Solutions	US Wealth Management Intermediaries

Our ability to bring our capabilities together to meet client needs in key markets/channels is a powerful differentiator that will help us grow our business

Client success story

- Client firm provides services to 200+ banks and credit unions
- Seeking wealth management solution targeted to mass affluent segment +
- Selected **Jemstep** as digital advice partner to deploy across network
- **Invesco Solutions** team selected as "strategist" for portfolios tailored for lower balance investors
- **Invesco ETFs** launched to efficiently underpin small account portfolios
- **Invesco Sales & Consulting** supports advisor adoption of platform and solutions

Benefits of an integrated solution

- Reduces complexity for client firms
- Accelerates speed to market for client firms (e.g., switch on functionality versus a new integration)
- Aligns systems and workflows to provide better investor and advisor experiences
- Tightly integrated framework helps deliver superior investment outcomes
- Creates a comprehensive and fully usable dataset to drive advanced data analytics and insights

Bringing our capabilities together to meet client needs is a key differentiator and source of potential growth

Invesco

Competitive advantage

Increasing penetration in global markets

EMEA Institutional	Americas Institutional
APAC Institutional	Solutions

Provides greater access to the $30+ trillion of institutional assets globally on a truly cross-border basis

Deepening client relationships

Multi-Sector	APAC Institutional
Factors	Solutions

Further deepens institutional relationships in a key market by bringing together the "best of Invesco" in solutions, factor investing, and multi-sector capabilities to meet client needs

Expanding existing markets

Factor Capabilities	Digital Advice
ETFs	EMEA Retail

Strengthens our UK digital advice platform with a set of next-generation individualized products and solutions, extending our current market position

Building on nine years of positive net long-term flows, we are focused on key growth drivers to meet client needs and strengthen our business

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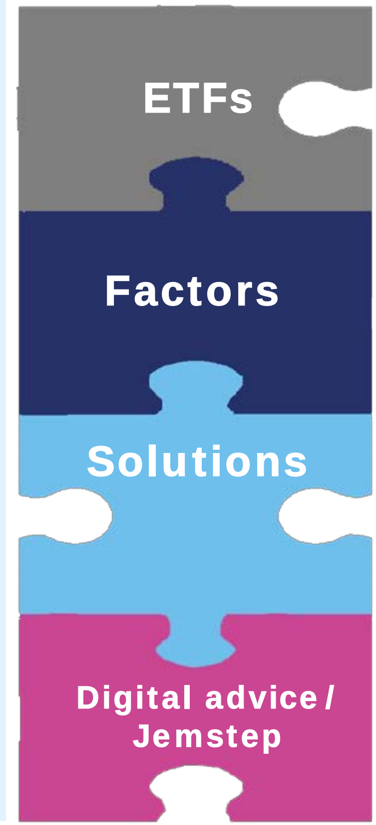
Growth driver



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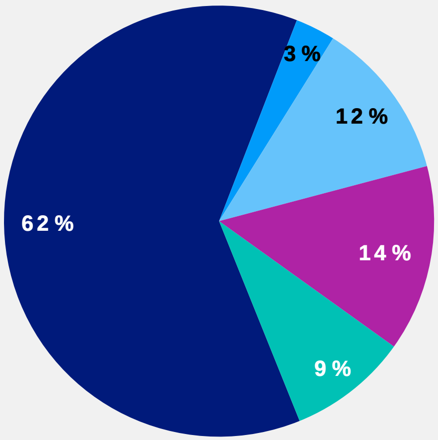
We are diversified as a firm

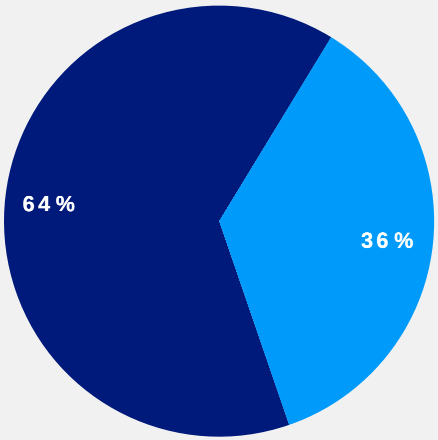
Delivering a diverse set of solutions to meet client needs

By client domicile



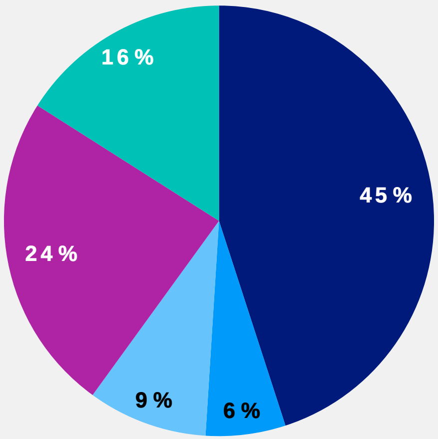
	($ billions)	1-Yr Change
U.S.	$580.7	5.6%
Canada	$25.7	7.5%
U.K.	$109.2	8.1%
Europe	$129.7	67.1%
Asia	$88.9	8.0%
Total	**$934.2**	**11.9%**

By channel



	($ billions)	1-Yr Change
Retail	$599.4	8.6%
Institutional	$334.8	18.4%
Total	**$934.2**	**11.9%**

By asset class



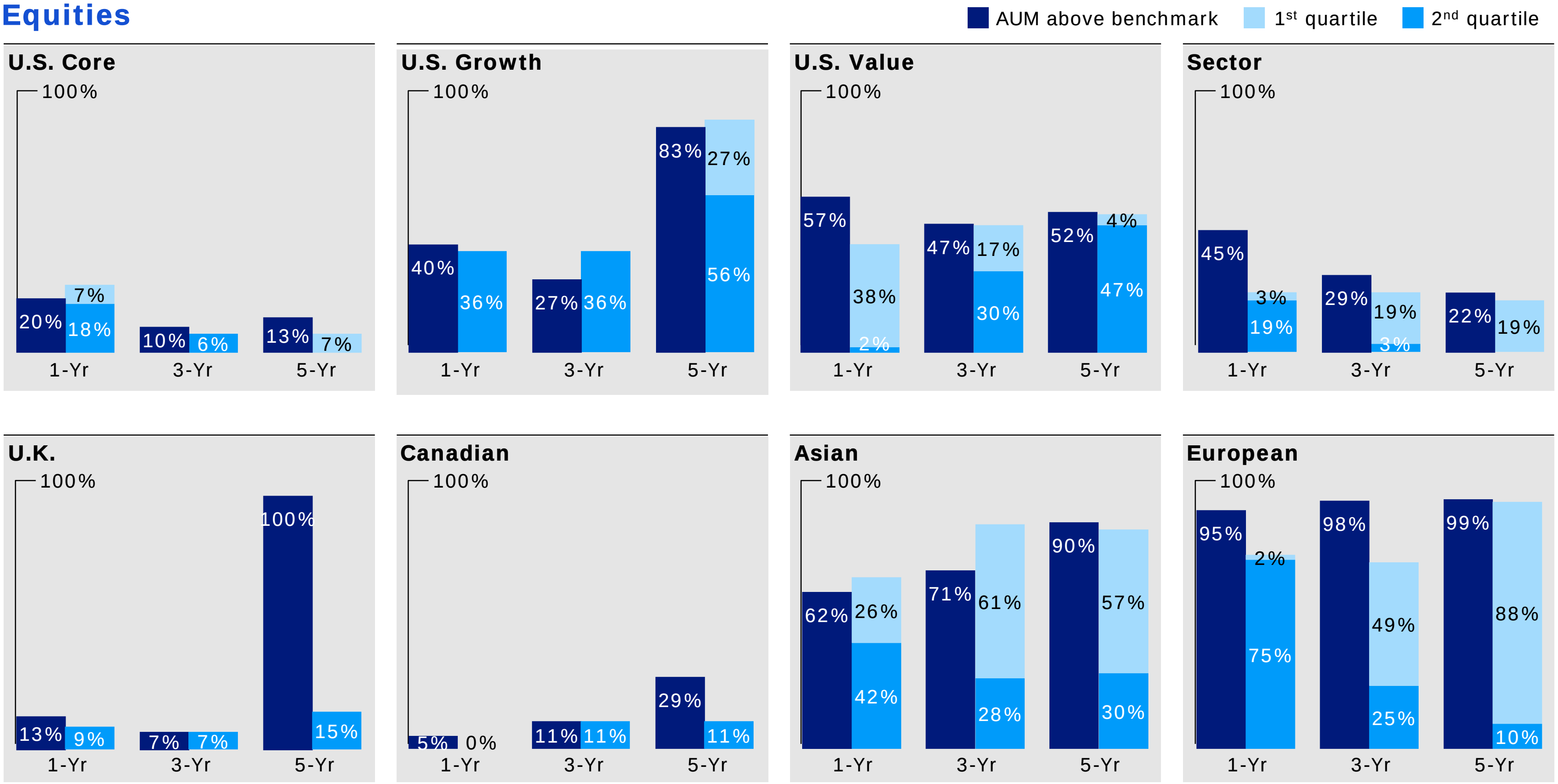
	($ billions)	1-Yr Change
Equity	$420.6	10.2%
Balanced	$59.7	22.1%
Money Market	$79.6	8.9%
Fixed Income	$227.9	11.8%
Alternatives	$146.4	15.1%
Total	**$934.2**	**11.9%**

As of March 31, 2018.

Investment performance

By investment objective (actively managed assets)*

Equities

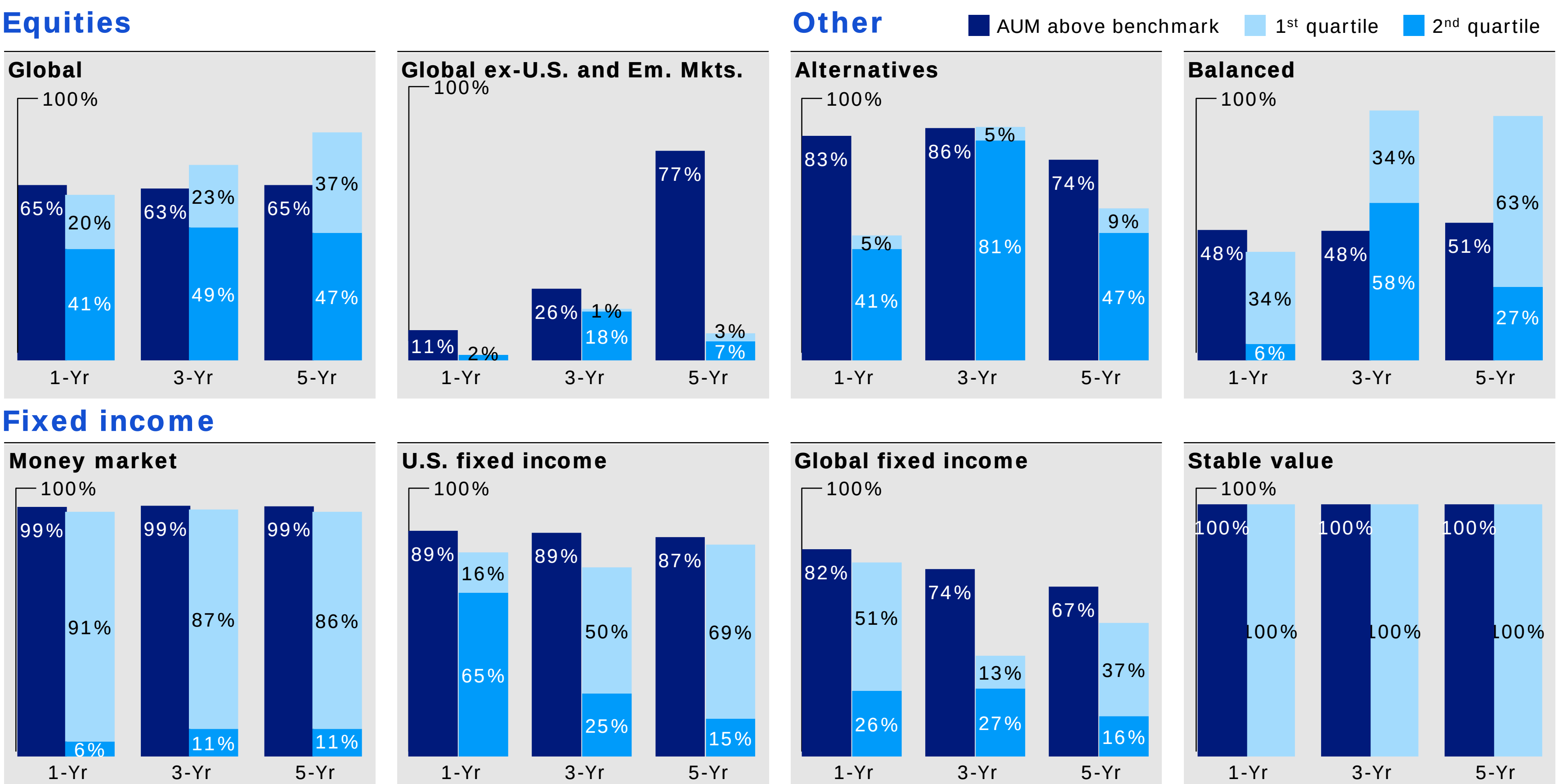


* Excludes passive products, closed-end funds, private equity limited partnerships, non-discretionary funds, unit investment trusts, fund of funds with component funds managed by Invesco, stable value building block funds and CDOs. Certain funds and products were excluded from the analysis because of limited benchmark or peer group data. Had these been available, results may have been different. These results are preliminary and subject to revision.

AUM measured in the one, three, and five year quartile rankings represents 56%, 55%, and 52% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, and five year basis represents 70%, 67%, and 62% of total Invesco AUM as of 3/31/18. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

Investment performance

By investment objective (actively managed assets)* (CONTINUED)



* Excludes passive products, closed-end funds, private equity limited partnerships, non-discretionary funds, unit investment trusts, fund of funds with component funds managed by Invesco, stable value building block funds and CDOs. Certain funds and products were excluded from the analysis because of limited benchmark or peer group data. Had these been available, results may have been different. These results are preliminary and subject to revision.

AUM measured in the one, three, and five year quartile rankings represents 56%, 55%, and 52% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, and five year basis represents 70%, 67%, and 62% of total Invesco AUM as of 3/31/18. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

Investment performance (5-year)

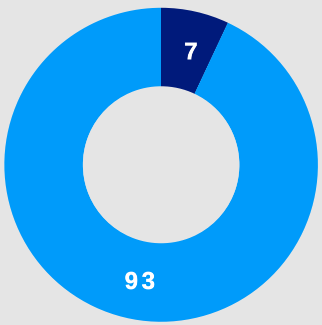
By investment objective (actively managed assets)*

Percentages in parentheses represent % AUM of each investment objective as a ratio of all objectives
(Total ranked AUM of $483.7 billion)

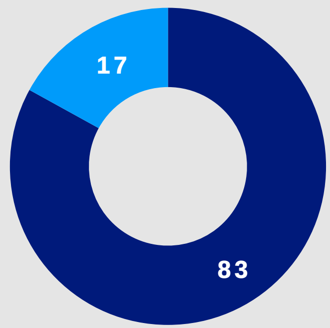
Equities

% of assets top half of peer group
% of assets bottom half of peer group

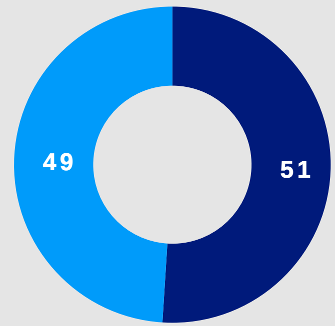
U.S. Core (2%)



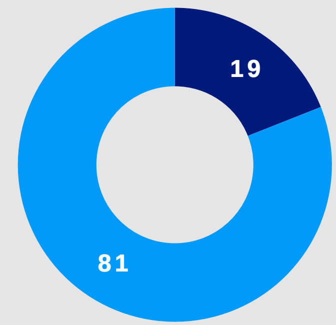
U.S. Growth (5%)



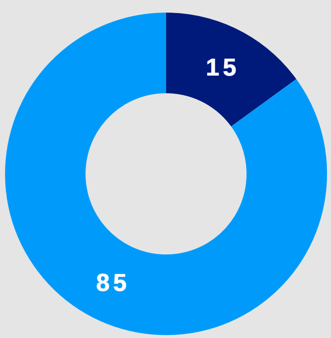
U.S. Value (13%)



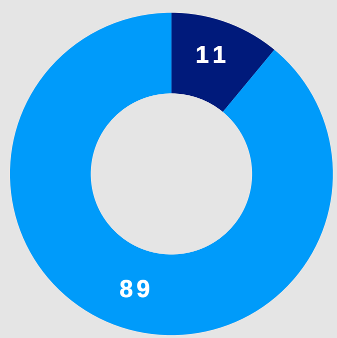
Sector (1%)



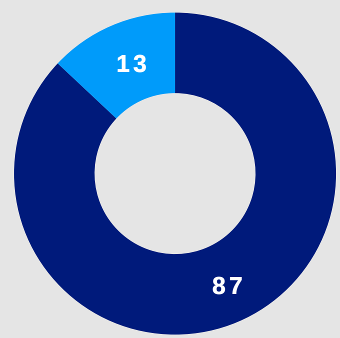
U.K. (5%)



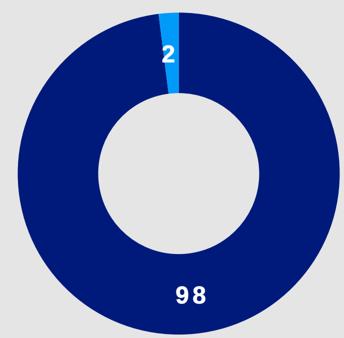
Canadian (1%)



Asian (4%)



European (5%)



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Includes AUM of $483.7 billion (52% of total IVZ) for five year as of 3/31/18. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

Investment performance (5-year)

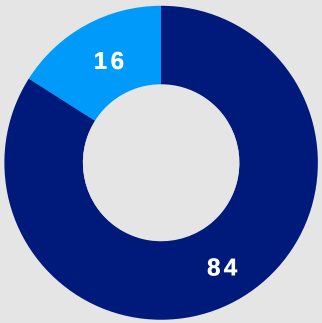
By investment objective (actively managed assets)* (CONTINUED)

Percentages in parentheses represent % AUM of each investment objective as a ratio of all objectives
(Total ranked AUM of $483.7 billion)

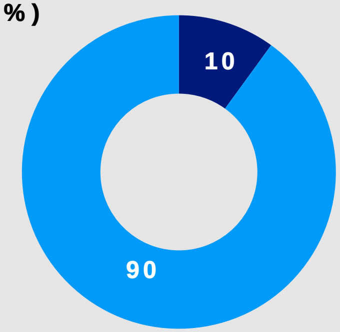
■ % of assets top half of peer group ■ % of assets bottom half of peer group

Equities

Global (4%)

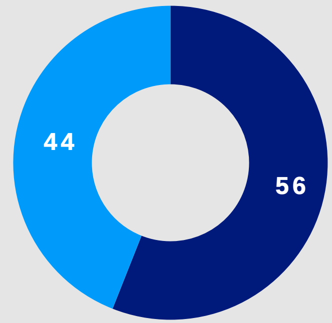


Global ex-US and Em. Mkts (5%)

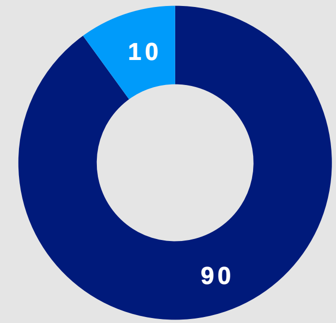


Other

Alternatives (7%)

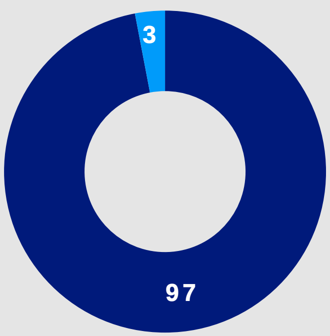


Balanced (12%)

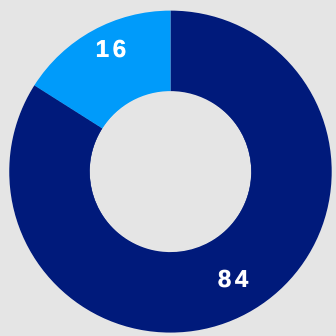


Fixed income

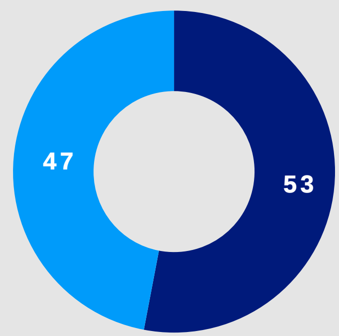
Money market (16%)



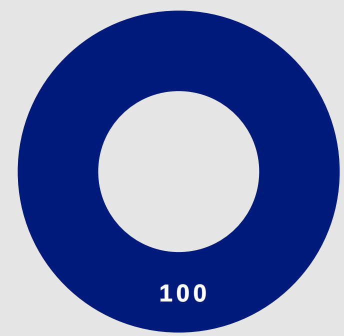
U.S. fixed income (7%)



Global fixed income (7%)



Stable value (7%)



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Includes AUM of $483.7 billion (52% of total IVZ) for five year as of 3/31/18. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

US GAAP operating results – quarterly

Invesco

($ millions)	1Q-18	4Q-17	% Change*	3Q-17	2Q-17	1Q-17	4Q-16	3Q-16	2Q-16
Investment Management Fees	1,044	1,099	(5.0)%	1,062	1,010	955	947	966	947
Service and Distribution Fees	246	218	13.1%	218	211	206	209	213	203
Performance Fees	9	43	(78.8)%	42	17	11	18	3	9
Other	57	16	247.0%	16	16	20	21	19	30
Total Operating Revenues	1,356	1,376	(1.4)%	1,338	1,254	1,193	1,195	1,202	1,189
Third-Party Distribution, Service and Advisory	419	391	7.2%	380	366	349	350	362	348
Employee Compensation	390	384	1.8%	388	366	398	353	349	354
Marketing	28	41	(31.0)%	30	29	24	35	26	28
Property, Office and Technology	102	103	(0.6)%	93	89	86	85	78	82
General and Administrative	95	115	(17.5)%	87	86	78	92	84	79
Total Operating Expenses	1,035	1,033	0.2%	977	936	935	914	899	892
Operating Income	321	343	(6.3)%	360	318	258	281	303	298
Equity in Earnings of Unconsolidated Affiliates	10	4	169.4%	13	11	18	11	6	5
Interest and Dividend Income	4	6	(34.4)%	3	2	3	4	3	3
Interest Expense	(23)	(24)	(1.7)%	(24)	(24)	(24)	(24)	(24)	(22)
Other Gains and Losses, net	(5)	26	N/A	14	3	7	29	20	(1)
Other income/(expense) of CIP, net	27	45	(39.3)%	32	32	29	10	39	38
Income before income taxes	334	399	(16.5)%	398	342	290	311	346	320
Effective Tax Rate**	20.5%	(5.8)%		31.0%	27.1%	26.1%	29.9%	26.0%	26.1%
Net Income	265	423	(37.2)%	275	250	214	218	256	237
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(11)	(14)	(21.5)%	(7)	(10)	(2)	8	(15)	(11)
Net Income Attributable to Invesco Ltd.	254	408	(37.8)%	268	240	212	227	241	226
Diluted EPS	$0.62	$0.99	(37.4)%	$0.65	$0.58	$0.52	$0.55	$0.58	$0.54

* % change based on unrounded figures
** Effective tax rate = Tax expense / Income before income taxes and minority interest

Non-GAAP operating results– quarterly

($ millions)	1Q-18	4Q-17	% Change*	3Q-17	2Q-17	1Q-17	4Q-16	3Q-16	2Q-16
Investment Management Fees	1,067	1,119	(4.7)%	1,082	1,028	974	965	983	963
Service and Distribution Fees	246	218	13.1%	218	211	206	209	213	203
Performance Fees	9	43	(79.0)%	43	18	18	18	4	9
Other	58	18	215.8%	17	17	21	23	19	32
Third-party distribution, service and advisory expense	(422)	(393)	7.3%	(383)	(368)	(351)	(352)	(365)	(351)
Net Revenues	958	1,005	(4.7)%	977	906	867	864	855	857
Employee Compensation	390	378	3.0%	379	361	362	343	343	352
Marketing	29	40	(27.9)%	30	30	25	35	27	29
Property, Office and Technology	101	101	0.5%	94	89	86	85	82	83
General and Administrative	81	89	(8.6)%	72	71	68	70	67	67
Adjusted Operating Expenses	601	607	(1.1)%	574	550	541	533	519	530
Adjusted Operating Income	357	398	(10.1)%	402	356	326	331	336	327
Equity in Earnings of Unconsolidated Affiliates	8	9	(18.3)%	14	10	15	9	8	6
Interest and Dividend Income	5	5	5.9%	3	2	3	4	3	3
Interest Expense	(23)	(24)	(1.7)%	(24)	(24)	(24)	(24)	(24)	(22)
Other Gains and Losses, net	(2)	20	N/A	8	17	21	12	12	3
Adjusted Income before income taxes	345	408	(15.5)%	403	361	342	332	335	317
Effective Tax Rate**	20.6%	26.8%		27.6%	26.7%	26.6%	27.7%	26.5%	26.5%
Adjusted Net Income Attributable to Invesco Ltd.	274	299	(8.4)%	292	265	251	240	246	233
Adjusted Diluted EPS	$0.67	$0.73	(8.2)%	$0.71	$0.64	$0.61	$0.59	$0.60	$0.56

* % change based on unrounded figures
** Effective tax rate = Adjusted tax expense / Adjusted income before taxes. See Reconciliation of US GAAP results to non-GAAP results in this appendix.

Impact of revenue recognition changes on 1Q18 results

Invesco

US GAAP operating results

($ millions)	Three months ended March 31, 2018	Three months ended December 31, 2017	Variance	Increase / (decrease) related to Revenue Recognition Changes	Variance (excluding impact of revenue recognition changes)
Operating Revenues					
Investment Management Fees	1,043.7	1,098.7	(55.0)	(53.8)	(1.2)
Service and Distribution Fees	246.1	217.5	28.6	32.4	(3.8)
Performance Fees	9.1	43.0	(33.9)	—	(33.9)
Other	56.9	16.4	40.5	41.0	(0.5)
Total Operating Revenues	**1,355.8**	**1,375.6**	**(19.8)**	**19.6**	**(39.4)**
Operating Expenses					
Third-Party Distribution, Service and Advisory Expenses	419.1	390.9	28.2	23.8	4.4
Employee Compensation	390.4	383.6	6.8	—	6.8
Marketing	28.1	40.7	(12.6)	—	(12.6)
Property, Office and Technology	102.2	102.8	(0.6)		(0.6)
General and Administrative	94.9	115.0	(20.1)	(4.2)	(15.9)
Total Operating Expenses	**1,034.7**	**1,033.0**	**1.7**	**19.6**	**(17.9)**
Operating Income	**321.1**	**342.6**	**(21.5)**	**-**	**(21.5)**
Gross revenue yield (annualized)	**57.6 bps**	**59.7 bps**	**(2.1 bps)**	**0.8 bps**	**(2.9 bps)**
Gross revenue yield before Performance Fees (annualized)	**57.2 bps**	**57.9 bps**	**(0.7 bps)**	**0.8 bps**	**(1.5 bps)**

Non-GAAP operating results*

($ millions)	Three months ended March 31, 2018	Three months ended December 31, 2017	Variance	Increase / (decrease) related to Revenue Recognition Changes	Variance (excluding impact of revenue recognition changes)
Adjusted Revenues					
Investment Management Fees	1,066.8	1,119.2	(52.4)	(53.8)	1.4
Service and Distribution Fees	246.1	217.5	28.6	32.4	(3.8)
Performance Fees	9.1	43.3	(34.2)	-	(34.2)
Other	58.1	18.4	39.7	41.0	(1.3)
Third-Party Distribution, Service and Advisory Expenses	(422.1)	(393.5)	(28.6)	(23.8)	(4.8)
Net Revenues	**958.0**	**1,004.9**	**(46.9)**	**(4.2)**	**(42.7)**
Adjusted Operating Expenses					
Employee Compensation	389.5	378.0	11.5	-	11.5
Marketing	28.7	39.8	(11.1)	-	(11.1)
Property, Office and Technology	101.3	100.8	0.5	-	0.5
General and Administrative	81.2	88.8	(7.6)	(4.2)	(3.4)
Total Adjusted Operating Expenses	**600.7**	**607.4**	**(6.7)**	**(4.2)**	**(2.5)**
Operating Income	**357.3**	**397.5**	**(40.2)**	**-**	**(40.2)**
Net Revenue Yield (annualized)	**40.3 bps**	**43.2 bps**	**(2.9 bps)**	**(0.2 bps)**	**(2.7 bps)**
Net Revenue Yield before Performance Fees (annualized)	**39.9 bps**	**41.3 bps**	**(1.4 bps)**	**(0.2 bps)**	**(1.2 bps)**

 *Non-GAAP financial measure - See the Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure.

Total assets under management – quarterly

($ billions)	1Q-18	4Q-17	% Change	3Q-17	2Q-17	1Q-17	4Q-16	3Q-16	2Q-16
Beginning Assets	$937.6	$917.5	2.2%	$858.3	$834.8	$812.9	$820.2	$779.6	$771.5
Long-Term Inflows*	56.6	50.8	11.4%	45.0	41.1	46.4	45.1	49.1	42.8
Long-Term Outflows	(56.3)	(52.3)	7.6%	(40.9)	(40.8)	(44.8)	(45.0)	(37.0)	(39.0)
Long-Term Net flows	0.3	(1.5)	N/A	4.1	0.3	1.6	0.1	12.1	3.8
Net flows in non-management fee earning AUM**	(0.4)	1.6	N/A	0.9	(0.7)	1.2	(0.1)	1.2	(3.1)
Net flows in Inst. Money Market Funds	0.4	(3.3)	N/A	5.4	2.8	(8.1)	1.1	5.9	2.0
Total Net Flows	0.3	(3.2)	N/A	10.4	2.4	(5.3)	1.1	19.2	2.7
Reinvested dividends and distributions	0.6	5.9	(89.8)%	1.1	-	-	-	-	-
Market Gains and Losses	(12.2)	14.9	N/A	15.0	13.0	23.1	6.4	23.6	10.7
Acquisitions/Dispositions, net	-	-	N/A	26.0	-	-	-	-	2.4
Foreign Currency Translation	7.9	2.5	216.0%	6.7	8.1	4.1	(14.8)	(2.2)	(7.7)
Ending Assets	$934.2	$937.6	(0.4)%	$917.5	$858.3	$834.8	$812.9	$820.2	$779.6
Average Long-Term AUM	$783.1	$765.9	2.2%	$732.7	$701.6	$686.0	$668.2	$673.1	$649.6
Ending Long-Term AUM	$771.6	$775.8	(0.5)%	$757.6	$707.9	$692.0	$670.7	$679.8	$649.3
Average AUM	$951.3	$930.3	2.3%	$890.8	$849.2	$829.8	$809.0	$814.1	$784.5
Gross Revenue Yield (annualized)***	57.6bps	59.7bps		60.7bps	59.7bps	58.1bps	59.8bps	59.8bps	61.3bps
Gross Revenue Yield Less Performance Fees (annualized)***	57.2bps	57.9bps		58.7bps	58.9bps	57.5bps	58.9bps	59.6bps	60.9bps
Net Revenue Yield (annualized)****	40.3bps	43.2bps		43.9bps	42.7bps	41.8bps	42.7bps	42.0bps	43.7bps
Net Revenue Yield Less Performance Fees (annualized)****	39.9bps	41.3bps		41.9bps	41.8bps	40.9bps	41.8bps	41.8bps	43.2bps

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 have been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT and product leverage.

*** Gross revenue yield on AUM is equal to total operating revenues divided by average AUM, excluding JV AUM. Average AUM for 1Q18, for our joint ventures in China were $9.8bn (4Q17:$9.1bn; 3Q17:$8.6bn; 2Q17:$8.1bn; 1Q17:$8.4bn; 4Q16:$10.1bn)

**** Net Revenue Yield on AUM is equal to net revenues divided by average AUM including JV AUM. Average AUM for 1Q18, for our joint ventures in China were $9.8bn (4Q17:$9.1bn; 3Q17:$8.6bn; 2Q17:$8.1bn; 1Q17:$8.4bn; 4Q16:$10.1bn)

Total assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
September 30, 2017	**$917.5**	**$416.2**	**$224.5**	**$54.2**	**$81.9**	**$140.7**
Long-Term Inflows*	50.8	24.4	12.8	3.6	1.0	9.0
Long-Term Outflows	(52.3)	(29.2)	(12.4)	(2.5)	(1.0)	(7.2)
Long-Term Net flows	(1.5)	(4.8)	0.4	1.1	-	1.8
Net flows in non-management fee earning AUM**	1.6	1.7	(0.1)	-	-	-
Net flows in Inst. Money Market Fund	(3.3)	-	-	-	(3.3)	-
Reinvested distributions	5.9	5.3	0.2	0.3	-	0.1
Market Gains and Losses	14.9	11.8	0.4	1.6	-	1.1
Acquisitions / Dispositions, net	-	-	-	-	-	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	2.5	1.0	0.4	0.5	0.1	0.5
December 31, 2017	**$937.6**	**$431.2**	**$225.8**	**$57.7**	**$78.7**	**$144.2**
Long-Term Inflows*	56.6	25.6	14.9	5.4	1.7	9.0
Long-Term Outflows	(56.3)	(31.3)	(12.6)	(2.9)	(1.4)	(8.1)
Long-Term Net flows	0.3	(5.7)	2.3	2.5	0.3	0.9
Net flows in non-management fee earning AUM**	(0.4)	-	(0.4)	-	-	-
Net flows in Inst. Money Market Fund	0.4	-	-	-	0.4	-
Reinvested distributions	0.6	0.3	0.2	-	-	0.1
Market Gains and Losses	(12.2)	(8.3)	(1.6)	(1.3)	0.1	(1.1)
Acquisitions / Dispositions, net	-	-	-	-	-	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	7.9	3.1	1.6	0.8	0.1	2.3
March 31, 2018	**$934.2**	**$420.6**	**$227.9**	**$59.7**	**$79.6**	**$146.4**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Total assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
March 31, 2017	**$834.8**	**$381.8**	**$203.8**	**$48.9**	**$73.1**	**$127.2**
Long-Term Inflows	41.1	18.0	10.7	3.6	1.0	7.8
Long-Term Outflows	(40.8)	(22.9)	(8.4)	(2.1)	(0.9)	(6.5)
Long-Term Net flows	0.3	(4.9)	2.3	1.5	0.1	1.3
Net flows in non-management fee earning AUM**	(0.7)	(0.5)	(0.2)	-	-	-
Net flows in Inst. Money Market Fund	2.8	-	-	-	2.8	-
Reinvested distributions	-	-	-	-	-	-
Market Gains and Losses	13.0	10.9	2.0	0.2	-	(0.1)
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	8.1	3.9	1.0	1.6	0.1	1.5
June 30, 2017	**$858.3**	**$391.2**	**$208.9**	**$52.2**	**$76.1**	**$129.9**
Long-Term Inflows*	45.0	19.1	12.4	3.1	1.3	9.1
Long-Term Outflows	(40.9)	(22.5)	(8.5)	(3.0)	(1.1)	(5.8)
Long-Term Net flows	4.1	(3.4)	3.9	0.1	0.2	3.3
Net flows in non-management fee earning AUM**	0.9	(1.0)	1.9	-	-	-
Net flows in Inst. Money Market Fund	5.4	-	-	-	5.4	-
Reinvested distributions	1.1	0.8	0.2	0.1	-	-
Market Gains and Losses	15.0	13.1	0.9	0.6	0.1	0.3
Acquisitions/Dispositions, net	26.0	12.2	7.8	-	-	6.0
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	6.7	3.3	0.9	1.2	0.1	1.2
September 30, 2017	**$917.5**	**$416.2**	**$224.5**	**$54.2**	**$81.9**	**$140.7**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Total assets under management – by channel

($ billions)	Total	Retail	Institutional
September 30, 2017	**$917.5**	**$621.5**	**$296.0**
Long-Term Inflows*	50.8	42.4	8.4
Long-Term Outflows	(52.3)	(44.7)	(7.6)
Long-Term Net flows	(1.5)	(2.3)	0.8
Net flows in non-management fee earning AUM**	1.6	1.6	-
Net flows in Inst. Money Market Funds	(3.3)	(3.2)	(0.1)
Reinvested dividends and distributions	5.9	5.9	-
Market Gains and Losses	14.9	11.6	3.3
Acquisitions/Dispositions, net	-	-	-
Transfer/Reclassifications	-	-	-
Foreign Currency Translation	2.5	1.9	0.6
December 31, 2017	**$937.6**	**$637.0**	**$300.6**
Long-Term Inflows*	56.6	43.7	12.9
Long-Term Outflows	(56.3)	(45.8)	(10.5)
Long-Term Net flows	0.3	(2.1)	2.4
Net flows in non-management fee earning AUM**	(0.4)	(0.1)	(0.3)
Net flows in Inst. Money Market Funds	0.4	-	0.4
Reinvested dividends and distributions	0.6	0.6	-
Market Gains and Losses	(12.2)	(11.0)	(1.2)
Acquisitions/Dispositions, net	-	-	-
Transfer/Reclassifications***	-	(29.5)	29.5
Foreign Currency Translation	7.9	4.5	3.4
March 31, 2018	**$934.2**	**$599.4**	**$334.8**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

*** During the first quarter of 2018, $29.5 billion of AUM were transferred from retail into institutional to better reflect the activities of institutional sales teams and the clients they support.

Total assets under management – by channel

($ billions)	Total	Retail	Institutional
March 31, 2017	**$834.8**	**$552.1**	**$282.7**
Long-Term Inflows	41.1	33.3	7.8
Long-Term Outflows	(40.8)	(31.0)	(9.8)
Long-Term Net flows	0.3	2.3	(2.0)
Net flows in non-management fee earning AUM**	(0.7)	(0.7)	-
Net flows in Inst. Money Market Funds	2.8	-	2.8
Reinvested dividends and distributions	-	-	-
Market Gains and Losses	13.0	12.0	1.0
Acquisitions / Dispositions, net	-	-	-
Transfer / Reclassifications	-	-	-
Foreign Currency Translation	8.1	6.7	1.4
June 30, 2017	**$858.3**	**$572.4**	**$285.9**
Long-Term Inflows*	45.0	35.8	9.2
Long-Term Outflows	(40.9)	(33.0)	(7.9)
Long-Term Net flows	4.1	2.8	1.3
Net flows in non-management fee earning AUM**	0.9	(1.0)	1.9
Net flows in Inst. Money Market Funds	5.4	-	5.4
Reinvested dividends and distributions	1.1	1.1	-
Market Gains and Losses	15.0	14.5	0.5
Acquisitions / Dispositions, net	26.0	26.0	-
Transfer / Reclassifications	-	-	-
Foreign Currency Translation	6.7	5.7	1.0
September 30, 2017	**$917.5**	**$621.5**	**$296.0**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Total assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
September 30, 2017	**$917.5**	**$578.0**	**$25.8**	**$108.0**	**$120.7**	**$85.0**
Long-Term Inflows*	50.8	21.4	1.1	3.9	19.2	5.2
Long-Term Outflows	(52.3)	(27.9)	(1.2)	(3.4)	(15.4)	(4.4)
Long-Term Net flows	(1.5)	(6.5)	(0.1)	0.5	3.8	0.8
Net flows in non-management fee earning AUM**	1.6	1.6	-	-	-	-
Net flows in Inst. Money Market Funds	(3.3)	(2.2)	-	(0.2)	(0.4)	(0.5)
Reinvested dividends and distributions	5.9	5.9	-	-	-	-
Market Gains and Losses	14.9	8.6	1.1	1.7	1.8	1.7
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	2.5	-	-	0.9	1.2	0.4
December 31, 2017	**$937.6**	**$585.4**	**$26.8**	**$110.9**	**$127.1**	**$87.4**
Long-Term Inflows*	56.6	26.1	1.5	4.1	17.3	7.6
Long-Term Outflows	(56.3)	(28.6)	(1.6)	(5.2)	(15.2)	(5.7)
Long-Term Net flows	0.3	(2.5)	(0.1)	(1.1)	2.1	1.9
Net flows in non-management fee earning AUM**	(0.4)	(0.4)	-	-	-	-
Net flows in Inst. Money Market Funds	0.4	1.2	-	(0.3)	0.1	(0.6)
Reinvested dividends and distributions	0.6	0.5	-	0.1	-	-
Market Gains and Losses	(12.2)	(3.5)	(0.2)	(4.3)	(1.9)	(2.3)
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	7.9	-	(0.8)	3.9	2.3	2.5
March 31, 2018	**$934.2**	**$580.7**	**$25.7**	**$109.2**	**$129.7**	**$88.9**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Total assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
March 31, 2017	**$834.8**	**$550.0**	**$23.9**	**$101.0**	**$77.6**	**$82.3**
Long-Term Inflows	41.1	21.3	1.1	4.0	9.8	4.9
Long-Term Outflows	(40.8)	(23.2)	(1.0)	(5.1)	(5.8)	(5.7)
Long-Term Net flows	0.3	(1.9)	0.1	(1.1)	4.0	(0.8)
Net flows in non-management fee earning AUM**	(0.7)	(0.7)	-	-	-	-
Net flows in Inst. Money Market Funds	2.8	3.6	-	(1.8)	(0.1)	1.1
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	13.0	8.1	0.1	2.2	1.5	1.1
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	8.1	0.1	0.7	3.5	3.6	0.2
June 30, 2017	**$858.3**	**$559.2**	**$24.8**	**$103.8**	**$86.6**	**$83.9**
Long-Term Inflows*	45.0	20.6	1.0	4.3	13.8	5.3
Long-Term Outflows	(40.9)	(20.9)	(1.1)	(3.2)	(10.5)	(5.2)
Long-Term Net flows	4.1	0.3	(0.1)	1.1	3.3	0.1
Net flows in non-management fee earning AUM**	0.9	0.9	-	-	-	-
Net flows in Inst. Money Market Funds	5.4	4.9	-	0.3	0.2	-
Reinvested dividends and distributions	1.1	1.1	-	-	-	-
Market Gains and Losses	15.0	12.2	0.1	(0.2)	2.3	0.6
Acquisitions/Dispositions, net	26.0	-	-	-	26.0	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	6.7	-	1.0	3.0	2.3	0.4
September 30, 2017	**$917.5**	**$578.0**	**$25.8**	**$108.0**	**$120.7**	**$85.0**

* In 2018, in response to investor feedback, the company reverted to its historical presentation of long-term net flows, which excludes reinvested distributions. To enhance transparency, reinvested distributions will be shown in a separate line in the AUM tables. 3rd and 4th quarter 2017 has been reclassified to conform with the current presentation. For periods prior to the third quarter of 2017, reinvested dividends and capital gains were included in market gains and losses.

** Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
September 30, 2017	**$190.5**	**$119.8**	**$57.4**	**-**	**-**	**$13.3**
Long-Term Inflows	16.5	10.1	4.7	-	-	1.7
Long-Term Outflows	(15.7)	(9.5)	(4.3)	-	-	(1.9)
Long-Term Net flows	0.8	0.6	0.4	-	-	(0.2)
Net flows in non-management fee earning AUM*	1.6	1.7	(0.1)	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	5.9	6.2	(0.5)	-	-	0.2
Acquisitions / Dispositions, net	-	-	-	-	-	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	0.2	0.1	0.1	-	-	-
December 31, 2017	**$199.0**	**$128.4**	**$57.3**	**-**	**-**	**$13.3**
Long-Term Inflows	16.5	10.3	3.3	-	-	2.9
Long-Term Outflows	(14.7)	(10.6)	(2.8)	-	-	(1.3)
Long-Term Net flows	1.8	(0.3)	0.5	-	-	1.6
Net flows in non-management fee earning AUM*	(0.4)	-	(0.4)	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	(0.4)	0.1	(0.7)	-	-	0.2
Acquisitions / Dispositions, net	-	-	-	-	-	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	0.3	0.1	0.1	-	-	0.1
March 31, 2018	**$200.3**	**$128.3**	**$56.8**	**-**	**-**	**$15.2**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
March 31, 2017	**$154.3**	**$101.2**	**$45.1**	**-**	**-**	**$8.0**
Long-Term Inflows	7.4	4.7	2.3	-	-	0.4
Long-Term Outflows	(6.9)	(4.7)	(0.7)	-	-	(1.5)
Long-Term Net flows	0.5	-	1.6	-	-	(1.1)
Net flows in non-management fee earning AUM*	(0.7)	(0.5)	(0.2)	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	2.5	2.8	-	-	-	(0.3)
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	-	-	-	-	-	-
June 30, 2017	**$156.6**	**$103.5**	**$46.5**	**-**	**-**	**$6.6**
Long-Term Inflows	9.9	5.9	2.8	-	-	1.2
Long-Term Outflows	(8.6)	(6.3)	(1.7)	-	-	(0.6)
Long-Term Net flows	1.3	(0.4)	1.1	-	-	0.6
Net flows in non-management fee earning AUM*	0.9	(1.0)	1.9	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	5.7	5.5	0.1	-	-	0.1
Acquisitions/Dispositions, net	26.0	12.2	7.8	-	-	6.0
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	-	-	-	-	-	-
September 30, 2017	**$190.5**	**$119.8**	**$57.4**	**-**	**-**	**$13.3**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by channel

($ billions)	Total	Retail	Institutional
September 30, 2017	**$190.5**	**$173.4**	**$17.1**
Long-Term Inflows	16.5	16.5	-
Long-Term Outflows	(15.7)	(15.7)	-
Long-Term Net flows	0.8	0.8	-
Net flows in non-management fee earning AUM*	1.6	1.6	-
Net flows in Inst. Money Market Funds	-	-	-
Reinvested dividends and distributions	-	-	-
Market Gains and Losses	5.9	6.0	(0.1)
Acquisitions / Dispositions, net	-	-	-
Transfer / Reclassifications	-	-	-
Foreign Currency Translation	0.2	0.2	-
December 31, 2017	**$199.0**	**$182.0**	**$17.0**
Long-Term Inflows	16.5	16.5	-
Long-Term Outflows	(14.7)	(14.7)	-
Long-Term Net flows	1.8	1.8	-
Net flows in non-management fee earning AUM*	(0.4)	(0.1)	(0.3)
Net flows in Inst. Money Market Funds	-	-	-
Reinvested dividends and distributions	-	-	-
Market Gains and Losses	(0.4)	(0.4)	-
Acquisitions / Dispositions, net	-	-	-
Transfer / Reclassifications	-	-	-
Foreign Currency Translation	0.3	0.2	0.1
March 31, 2018	**$200.3**	**$183.5**	**$16.8**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by channel

($ billions)	Total	Retail	Institutional
March 31, 2017	**$154.3**	**$138.5**	**$15.8**
Long-Term Inflows	7.4	7.4	-
Long-Term Outflows	(6.9)	(6.4)	(0.5)
Long-Term Net flows	0.5	1.0	(0.5)
Net flows in non-management fee earning AUM	(0.7)	(0.7)	-
Net flows in Inst. Money Market Funds	-	-	-
Reinvested dividends and distributions	-	-	-
Market Gains and Losses	2.5	2.7	(0.2)
Acquisitions/Dispositions, net	-	-	-
Transfer/Reclassifications	-	-	-
Foreign Currency Translation	-	-	-
June 30, 2017	**$156.6**	**$141.5**	**$15.1**
Long-Term Inflows	9.9	9.9	-
Long-Term Outflows	(8.6)	(8.6)	-
Long-Term Net flows	1.3	1.3	-
Net flows in non-management fee earning AUM	0.9	(1.0)	1.9
Net flows in Inst. Money Market Funds	-	-	-
Reinvested dividends and distributions	-	-	-
Market Gains and Losses	5.7	5.6	0.1
Acquisitions/Dispositions, net	26.0	26.0	-
Transfer/Reclassifications	-	-	-
Foreign Currency Translation	-	-	-
September 30, 2017	**$190.5**	**$173.4**	**$17.1**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
September 30, 2017	**$190.5**	**$159.8**	**$0.6**	**-**	**$29.0**	**$1.1**
Long-Term Inflows	16.5	8.1	0.1	-	8.3	-
Long-Term Outflows	(15.7)	(7.6)	-	-	(8.1)	-
Long-Term Net flows	0.8	0.5	0.1	-	0.2	-
Net flows in non-management fee earning AUM*	1.6	1.6	-	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	5.9	5.4	(0.1)	-	0.6	-
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	0.2	-	-	-	0.2	-
December 31, 2017	**$199.0**	**$167.3**	**$0.6**	**-**	**$30.0**	**$1.1**
Long-Term Inflows	16.5	9.4	-	-	7.1	-
Long-Term Outflows	(14.7)	(8.4)	(0.1)	-	(6.2)	-
Long-Term Net flows	1.8	1.0	(0.1)	-	0.9	-
Net flows in non-management fee earning AUM*	(0.4)	(0.4)	-	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	(0.4)	(0.2)	-	-	(0.2)	-
Acquisitions/Dispositions, net	-	-	-	-	-	-
Transfer/Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	0.3	-	-	-	0.3	-
March 31, 2018	**$200.3**	**$167.7**	**$0.5**	**-**	**$31.0**	**$1.1**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Passive assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
March 31, 2017	**$154.3**	**$150.2**	**$0.5**	**-**	**$2.0**	**$1.6**
Long-Term Inflows	7.4	7.0	0.1	-	0.3	-
Long-Term Outflows	(6.9)	(6.1)	-	-	(0.3)	(0.5)
Long-Term Net flows	0.5	0.9	0.1	-	-	(0.5)
Net flows in non-management fee earning AUM*	(0.7)	(0.7)	-	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	2.5	2.4	-	-	0.1	-
Acquisitions / Dispositions, net	-	-	-	-	-	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	-	-	-	-	-	-
June 30, 2017	**$156.6**	**$152.8**	**$0.6**	**-**	**$2.1**	**$1.1**
Long-Term Inflows	9.9	6.1	0.1	-	3.7	-
Long-Term Outflows	(8.6)	(5.1)	(0.1)	-	(3.4)	-
Long-Term Net flows	1.3	1.0	-	-	0.3	-
Net flows in non-management fee earning AUM*	0.9	0.9	-	-	-	-
Net flows in Inst. Money Market Funds	-	-	-	-	-	-
Reinvested dividends and distributions	-	-	-	-	-	-
Market Gains and Losses	5.7	5.1	-	-	0.6	-
Acquisitions / Dispositions, net	26.0	-	-	-	26.0	-
Transfer / Reclassifications	-	-	-	-	-	-
Foreign Currency Translation	-	-	-	-	-	-
September 30, 2017	**$190.5**	**$159.8**	**$0.6**	**-**	**$29.0**	**$1.1**

*Non-management fee earning AUM includes Invesco PowerShares QQQ, UIT, and product leverage.

Reconciliation of US GAAP results to non-GAAP results – three months ended March 31, 2018

Please refer to pages 8-10 in the 1Q 2018 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,044	16	-	-	-	7	-	1,067
Service and Distribution Fees	246	-	-	-	-	-	-	246
Performance Fees	9	-	-	-	-	0	-	9
Other	57	1	-	-	-	-	-	58
Third-Party Distribution, Service and Advisory	-	(3)	(419)	-	-	-	-	(422)
Total Operating Revenues reconciled to net revenues	1,356	14	(419)	-	-	7	-	958
Operating Expenses								
Third-Party Distribution, Service and Advisory	419	-	(419)	-	-	-	-	-
Employee Compensation	390	6	-	(1)	(2)	-	(4)	390
Marketing	28	1	-	-	-	-	-	29
Property, Office and Technology	102	1	-	(2)	-	-	-	101
General and Administrative	95	1	-	(7)	-	(3)	(4)	81
Total Operating Expenses	1,035	8	(419)	(10)	(2)	(3)	(8)	601
Operating Income reconciled to adjusted operating income	321	6	-	10	2	10	8	357
Equity in Earnings of Unconsolidated Affiliates	10	(6)	-	-	-	4	-	8
Interest and Dividend Income	4	1	-	-	-	-	-	5
Interest Expense	(23)	-	-	-	-	-	-	(23)
Other Gains and Losses, net	(5)	-	-	-	4	1	(2)	(2)
Other income/(expense) of CIP, net	27	-	-	-	-	(27)	-	-
Income before income taxes	334	1	-	10	5	(12)	7	345
Income Tax Provision	(68)	(1)	-	2	(1)	-	(2)	(71)
Net income	265	-	-	11	4	(12)	5	274
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(11)	-	-	-	-	11	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	254	-	-	11	4	(1)	5	274
Diluted EPS	$0.62					Adjusted diluted EPS		$0.67
Diluted Shares Outstanding	411.8					Diluted Shares Outstanding		411.8
Operating margin	23.7%					Adjusted Operating Margin		37.3%

Reconciliation of US GAAP results to non-GAAP results – three months ended December 31, 2017

Please refer to pages 9-12 in the 4Q 2017 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,099	14	-	-	-	7	-	1,119
Service and Distribution Fees	218	-	-	-	-	-	-	218
Performance Fees	43	-	-	-	-	0	-	43
Other	16	2	-	-	-	-	-	18
Third-Party Distribution, Service and Advisory	-	(3)	(391)	-	-	-	-	(394)
Total Operating Revenues reconciled to net revenues	1,376	14	(391)	-	-	7	-	1,005
Operating Expenses								
Third-Party Distribution, Service and Advisory	391	-	(391)	-	-	-	-	-
Employee Compensation	384	5	-	(1)	(6)	-	(3)	378
Marketing	41	1	-	(2)	-	-	-	40
Property, Office and Technology	103	1	-	(3)	-	-	(1)	101
General and Administrative	115	-	-	(16)	-	(5)	(6)	89
Total Operating Expenses	1,033	8	(391)	(22)	(6)	(5)	(9)	607
Operating Income reconciled to adjusted operating income	343	6	-	22	6	12	9	398
Equity in Earnings of Unconsolidated Affiliates	4	(6)	-	-	-	12	-	9
Interest and Dividend Income	6	1	-	-	(2)	-	-	5
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	26	1	-	(8)	(4)	6	(1)	20
Other income/(expense) of CIP, net	45	-	-	-	-	(45)	-	-
Income before income taxes	399	2	-	(14)	-	(15)	8	408
Income Tax Provision	23	(2)	-	3	-	-	(134)	(109)
Net income	423	-	-	17	-	(15)	(125)	299
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(14)	-	-	-	-	14	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	408	-	-	17	-	(1)	(125)	299
Diluted EPS	$0.99					Adjusted diluted EPS		$0.73
Diluted Shares Outstanding	410.6					Diluted Shares Outstanding		410.6
Operating margin	24.9%					Adjusted Operating Margin		39.6%

Reconciliation of US GAAP results to non-GAAP results – three months ended September 30, 2017

Invesco

Please refer to pages 8-10 in the 3Q 2017 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,062	13	-	-	-	6	-	1,082
Service and Distribution Fees	218	-	-	-	-	-	-	218
Performance Fees	42	1	-	-	-	0	-	43
Other	16	1	-	-	-	-	-	17
Third-Party Distribution, Service and Advisory	-	(3)	(380)	-	-	-	-	(383)
Total Operating Revenues reconciled to net revenues	1,338	13	(380)	-	-	6	-	977
Operating Expenses								
Third-Party Distribution, Service and Advisory	380	-	(380)	-	-	-	-	-
Employee Compensation	388	5	-	(2)	(5)	-	(8)	379
Marketing	30	1	-	-	-	-	-	30
Property, Office and Technology	93	1	-	-	-	-	(0)	94
General and Administrative	87	1	-	(7)	-	(4)	(5)	72
Total Operating Expenses	977	7	(380)	(9)	(5)	(4)	(12)	574
Operating Income reconciled to adjusted operating income	360	6	-	9	5	10	12	402
Equity in Earnings of Unconsolidated Affiliates	13	(5)	-	-	-	6	-	14
Interest and Dividend Income	3	1	-	-	(0)	-	-	3
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	14	0	-	(11)	(6)	10	1	8
Other income / (expense) of CIP, net	32	-	-	-	-	(32)	-	-
Income before income taxes	398	2	-	(2)	(1)	(6)	13	403
Income Tax Provision	(123)	(2)	-	5	1	-	8	(112)
Net income	275	-	-	3	(1)	(5)	21	292
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(7)	-	-	-	-	7	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	268	-	-	3	(1)	1	21	292
Diluted EPS	$0.65					Adjusted diluted EPS		$0.71
Diluted Shares Outstanding	410.5					Diluted Shares Outstanding		410.5
Operating margin	26.9%					Adjusted Operating Margin		41.2%

Reconciliation of US GAAP results to non-GAAP results – three months ended June 30, 2017

Please refer to pages 8-10 in the 2Q 2017 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,010	12	-	-	-	6	-	1,028
Service and Distribution Fees	211	-	-	-	-	-	-	211
Performance Fees	17	1	-	-	-	1	-	18
Other	16	1	-	-	-	-	-	17
Third-Party Distribution, Service and Advisory	-	(2)	(366)	-	-	-	-	(368)
Total Operating Revenues reconciled to net revenues	1,254	12	(366)	-	-	6	-	906
Operating Expenses								
Third-Party Distribution, Service and Advisory	366	-	(366)	-	-	-	-	-
Employee Compensation	366	4	-	(2)	(3)	-	(4)	361
Marketing	29	1	-	-	-	-	-	30
Property, Office and Technology	89	1	-	-	-	-	(1)	89
General and Administrative	86	1	-	(7)	-	(2)	(7)	71
Total Operating Expenses	936	6	(366)	(8)	(3)	(2)	(12)	550
Operating Income reconciled to adjusted operating income	318	5	-	8	3	9	12	356
Equity in Earnings of Unconsolidated Affiliates	11	(5)	-	-	-	4	-	10
Interest and Dividend Income	2	1	-	-	(0)	-	-	2
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	3	0	-	(1)	(5)	13	7	17
Other income / (expense) of CIP, net	32	-	-	-	-	(32)	-	-
Income before income taxes	342	1	-	7	(2)	(7)	19	361
Income Tax Provision	(93)	(1)	-	4	1	-	(7)	(96)
Net income	250	-	-	11	(1)	(7)	12	265
Net (Income) / Loss Attributable to Noncontrolling Interests in Consolidated Entities	(10)	-	-	-	-	10	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	240	-	-	11	(1)	3	12	265
Diluted EPS	$0.58					Adjusted diluted EPS		$0.64
Diluted Shares Outstanding	410.3					Diluted Shares Outstanding		410.3
Operating margin	25.4%					Adjusted Operating Margin		39.3%

Reconciliation of US GAAP results to non-GAAP results – three months ended March 31, 2017

Please refer to pages 7-9 in the 1Q 2017 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	955	11	-	-	-	7	-	974
Service and Distribution Fees	206	-	-	-	-	-	-	206
Performance Fees	11	0	-	-	-	6	-	18
Other	20	1	-	-	-	-	-	21
Third-Party Distribution, Service and Advisory	-	(2)	(349)	-	-	-	-	(351)
Total Operating Revenues reconciled to net revenues	1,193	11	(349)	-	-	13	-	867
Operating Expenses								
Third-Party Distribution, Service and Advisory	349	-	(349)	-	-	-	-	-
Employee Compensation	398	5	-	(1)	(6)	-	(34)	362
Marketing	24	1	-	-	-	-	-	25
Property, Office and Technology	86	1	-	-	-	-	(1)	86
General and Administrative	78	3	-	(4)	-	1	(10)	68
Total Operating Expenses	935	9	(349)	(5)	(6)	1	44	541
Operating Income reconciled to adjusted operating income	258	1	-	5	6	12	44	326
Equity in Earnings of Unconsolidated Affiliates	18	(1)	-	-	-	(2)	-	15
Interest and Dividend Income	3	1	-	-	(0)	-	-	3
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	7	0	-	(1)	(10)	10	14	21
Other income / (expense) of CIP, net	29	-	-	-	-	(29)	-	-
Income before income taxes	290	1	-	(4)	(5)	(8)	59	342
Income Tax Provision	(76)	(1)	-	4	2	-	(20)	(91)
Net income	214	-	-	8	(3)	(8)	39	251
Net (Income) / Loss Attributable to Noncontrolling Interests in Consolidated Entities	(2)	-	-	-	-	2	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	212	-	-	8	(3)	(6)	38	251
Diluted EPS	$0.52					Adjusted diluted EPS		$0.61
Diluted Shares Outstanding	408.0					Diluted Shares Outstanding		408.0
Operating margin	21.6%					Adjusted Operating Margin		37.6%

Reconciliation of US GAAP results to non-GAAP results – three months ended December 31, 2016

Please refer to pages 9-11 in the 4Q 2016 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	947	12	-	-	-	6	-	965
Service and Distribution Fees	209	-	-	-	-	-	-	209
Performance Fees	18	0	-	-	-	0	-	18
Other	21	2	-	-	-	-	-	23
Third-Party Distribution, Service and Advisory	-	(2)	(350)	-	-	-	-	(352)
Total Operating Revenues reconciled to net revenues	1,195	13	(350)	-	-	6	-	864
Operating Expenses								
Third-Party Distribution, Service and Advisory	350	-	(350)	-	-	-	-	-
Employee Compensation	353	5	-	(1)	(2)	-	(12)	343
Marketing	35	0	-	-	-	-	-	35
Property, Office and Technology	85	1	-	-	-	-	(1)	85
General and Administrative	92	1	-	(3)	-	(12)	(8)	70
Total Operating Expenses	914	7	(350)	(4)	(2)	(12)	(21)	533
Operating Income reconciled to adjusted operating income	281	5	-	4	2	18	21	331
Equity in Earnings of Unconsolidated Affiliates	11	(4)	-	-	-	2	-	9
Interest and Dividend Income	4	1	-	-	(0)	0	-	4
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	29	0	-	1	(2)	(2)	(15)	12
Other income / (expense) of CIP, net	10	-	-	-	-	(10)	-	-
Income before income taxes	311	2	-	5	0	8	6	332
Income Tax Provision	(93)	(2)	-	4	-	-	(1)	(92)
Net income	218	-	-	9	0	8	5	240
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	8	-	-	-	-	(8)	-	(0)
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	227	-	-	9	0	(0)	5	240
Diluted EPS	$0.55					Adjusted diluted EPS		$0.59
Diluted Shares Outstanding	409.0					Diluted Shares Outstanding		409.0
Operating margin	23.5%					Adjusted Operating Margin		38.3%

Reconciliation of US GAAP results to non-GAAP results – three months ended September 30, 2016

Please refer to pages 8-10 in the 3Q 2016 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	966	12	-	-	-	5	-	983
Service and Distribution Fees	213	-	-	-	-	-	-	213
Performance Fees	3	-	-	-	-	1	-	4
Other	19	1	-	-	-	-	-	19
Third-Party Distribution, Service and Advisory	-	(2)	(362)	-	-	-	-	(365)
Total Operating Revenues reconciled to net revenues	1,202	10	(362)	-	-	6	-	855
Operating Expenses								
Third-Party Distribution, Service and Advisory	362	-	(362)	-	-	-	-	-
Employee Compensation	349	5	-	(0)	(4)	-	(6)	343
Marketing	26	0	-	-	-	-	-	27
Property, Office and Technology	78	1	-	-	-	-	3	82
General and Administrative	84	0	-	(4)	-	(7)	(5)	67
Total Operating Expenses	899	7	(362)	(5)	(4)	(7)	(8)	519
Operating Income reconciled to adjusted operating income	303	3	-	5	4	13	8	336
Equity in Earnings of Unconsolidated Affiliates	6	(3)	-	-	-	5	-	8
Interest and Dividend Income	3	-	-	-	-	-	-	3
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	20	-	-	(5)	(7)	3	2	12
Other income/(expense) of CIP, net	39	-	-	-	-	(39)	-	-
Income before income taxes	346	0	-	(0)	(4)	(18)	11	335
Income Tax Provision	(90)	(0)	-	6	1	-	(5)	(89)
Net income	256	-	-	5	(2)	(18)	5	246
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(15)	-	-	-	-	15	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	241	-	-	5	(2)	(3)	5	246
Diluted EPS	$0.58					Adjusted diluted EPS		$0.60
Diluted Shares Outstanding	412.9					Diluted Shares Outstanding		412.9
Operating margin	25.2%					Adjusted Operating Margin		39.3%

Reconciliation of US GAAP results to non-GAAP results – three months ended June 30, 2016

Please refer to pages 8-10 in the 2Q 2016 earnings press release for a description of the adjustments

($ millions) Operating Revenues	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	947	12	-	-	-	5	-	963
Service and Distribution Fees	203	-	-	-	-	-	-	203
Performance Fees	9	-	-	-	-	-	-	9
Other	30	1	-	-	-	-	-	32
Third-Party Distribution, Service and Advisory	-	(2)	(348)	-	-	-	-	(351)
Total Operating Revenues reconciled to net revenues	1,189	11	(348)	-	-	5	-	857
Operating Expenses								
Third-Party Distribution, Service and Advisory	348	-	(348)	-	-	-	-	-
Employee Compensation	354	4	-	(0)	(2)	-	(4)	352
Marketing	28	1	-	-	-	-	-	29
Property, Office and Technology	82	1	-	-	-	-	(0)	83
General and Administrative	79	1	-	(4)	-	(8)	(1)	67
Total Operating Expenses	892	6	(348)	(5)	(2)	(8)	(5)	530
Operating Income reconciled to adjusted operating income	298	4	-	5	2	13	5	327
Equity in Earnings of Unconsolidated Affiliates	5	(4)	-	-	-	5	-	6
Interest and Dividend Income	3	1	-	-	-	-	-	3
Interest Expense	(22)	-	-	-	-	-	-	(22)
Other Gains and Losses, net	(1)	-	-	15	(4)	1	(8)	3
Other income / (expense) of CIP, net	38	-	-	-	-	(38)	-	-
Income before income taxes	320	1	-	20	(2)	(32)	(3)	317
Income Tax Provision	(84)	(1)	-	(2)	1	-	2	(84)
Net income	237	-	-	18	(1)	(19)	(1)	233
Net (Income) / Loss Attributable to Noncontrolling Interests in Consolidated Entities	(11)	-	-	-	-	11	-	-
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	226	-	-	18	(1)	(8)	(1)	233
Diluted EPS	$0.54					Adjusted diluted EPS		$0.56
Diluted Shares Outstanding	419.1					Diluted Shares Outstanding		419.1
Operating margin	25.0%					Adjusted Operating Margin		38.1%