First quarter 2019 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.

Statements regarding OppenheimerFunds and Invesco that are forward-looking, including projections as to the closing date for the pending acquisition of OppenheimerFunds (the "transaction"), the extent of, and the time necessary to obtain, the regulatory approvals required for the transaction, the anticipated benefits of the transaction, the impact of the transaction on Invesco's business, the aggregate amount of indebtedness of Invesco following the closing of the transaction, Invesco's expectations regarding debt repayment and its debt to capital ratio following closing of the transaction, Invesco's share repurchase programs, the synergies from the transaction, and OppenheimerFunds's, Invesco's and/or the combined company's future operating results, are based on OppenheimerFunds's and Invesco's managements' estimates, assumptions and projections, and are subject to uncertainties and other factors, many of which are beyond their control. In particular, projected financial information for the combined businesses of OppenheimerFunds and Invesco is based on estimates, assumptions and projections and has not been prepared in conformance with the applicable accounting requirements of Regulation S-X relating to pro forma financial information, and the required pro forma adjustments have not been applied and are not reflected therein.

Forward-looking statements (cont.)

None of this information should be considered in isolation from, or as a substitute for, historical financial statements. Important risk factors related to the transaction could cause actual future results and other future events to differ materially from those currently estimated by management, including, but not limited to: the timing to consummate the proposed transaction; the risk that a regulatory approval that may be required for the proposed transaction is delayed, is not obtained or is obtained subject to conditions that are not anticipated; the risk that a condition to closing of the proposed transaction may not be satisfied; the ability to achieve the synergies and value creation contemplated; Invesco's ability to promptly and effectively integrate OppenheimerFunds's businesses; and the diversion of and attention of management of both OppenheimerFunds and Invesco on transaction-related issues.

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 2019 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 and financial results

Investment performance – Invesco and OppenheimerFunds

Progress on the combination with OppenheimerFunds

Questions

Appendix

Highlights for today's discussion

First quarter results

- 61% and 57% of assets in the top half of peer groups over 3 and 5 years
- Ending AUM $955 billion (up $66.6 billion over the prior quarter)
- Total quarterly net flows of $3.5 billion (a $21.6 billion improvement from prior quarter), driven by improved investment performance and market conditions
- Adjusted earnings per share[1] up 27% vs. the prior quarter driven by strong market dynamic
- Increased quarterly dividend 3.3% to $0.31 per share. Returned more than $170 million to shareholders through a combination of $120 million in dividends and $50 million in share buybacks during the quarter

Combination with OppenheimerFunds

- **Strong investment performance** – Significant quarter-over-quarter investment performance improvements for both Invesco (up 36 percentage points of AUM in top half of peers) and OppenheimerFunds (up 64 percentage points of AUM in top half of peers)[2]
- **Compelling financial returns for shareholders** – EPS accretive: ~$0.24 accretive in 2019 and ~$0.58 accretive in 2020[3]
- **Good progress achieving expense synergies** – Expect to recognize up to 85% of expense synergy target of $475 million by end of 2019; 100% of target to be recognized by Q1 '21. Expect to close transaction on May 24
- **Supportive client reactions and stable asset flow picture** – Q1 '19 net flows significantly improved over Q4 '18 for Invesco in the Americas and OppenheimerFunds overall

1 Non-GAAP financial measures - See Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure
2 See full data and sourcing on p. 14
3 See full data and sourcing on p. 19

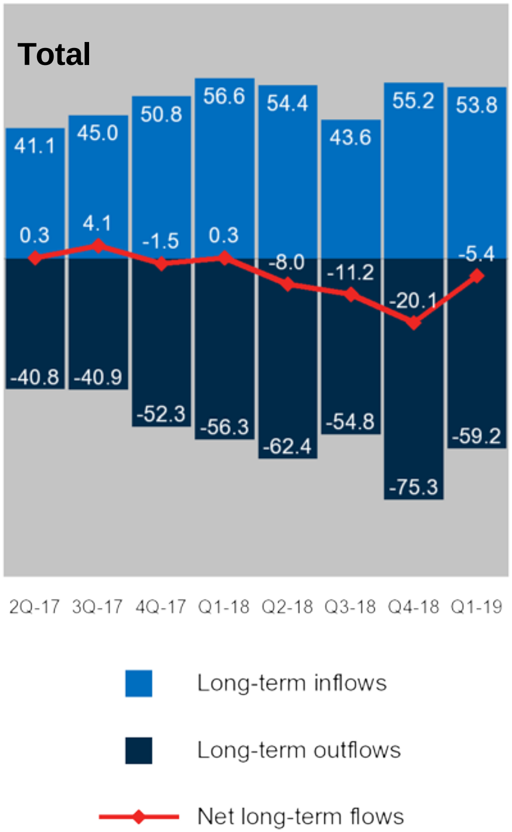
First quarter overview – highlights

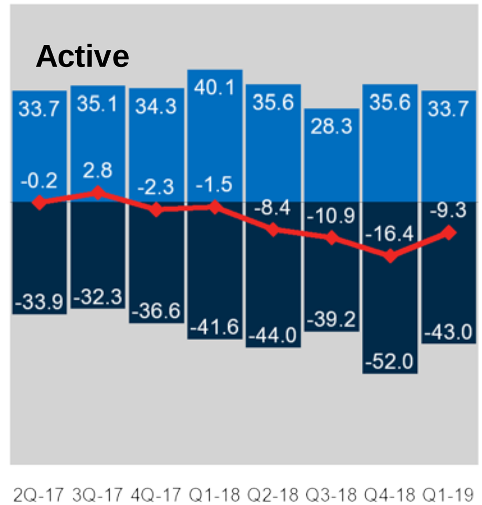
Investment performance	• 50%, 61% and 57% of actively managed assets in top half of peer group on a 1-, 3-, and 5-year basis
Assets under management	• March 31, 2019 AUM of $954.8 billion, up from $888.2 billion at December 31, 2018 • Average AUM was $932.8 billion, up from $924.4 billion for the fourth quarter of 2018
Flows	• Long-term net outflows of $5.4 billion, a reduction of nearly $15 billion vs. the prior quarter reflecting improved ETF flows and a one-time, low-fee institutional redemption in the prior quarter • Total net inflows of $3.5 billion
Overall adjusted operating results*	• Adjusted operating income was $284.3 million versus $300.0 million in the prior quarter • Adjusted operating margin was 32.0% in the quarter versus 32.6% in the prior quarter • Adjusted diluted EPS for the quarter was $0.56 versus $0.44 in the prior quarter
Capital management	• Returned more than $170 million to shareholders during the first quarter through a combination of $120 million in dividends and $50 million of share repurchases • Announced dividend increase of 3.3% to $0.31 per share

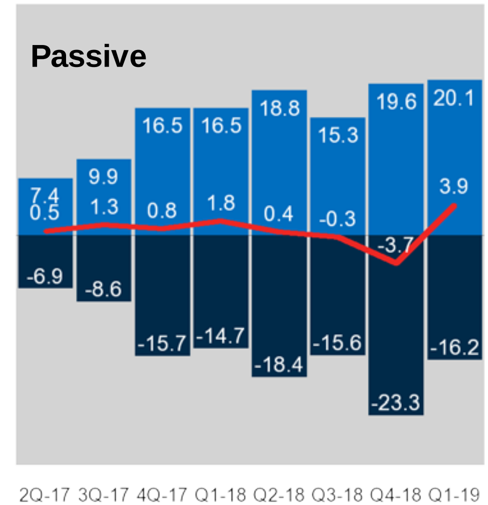
* Non-GAAP financial measures - See Appendix to this presentation for a reconciliation to the most directly comparable U.S. GAAP financial measure.

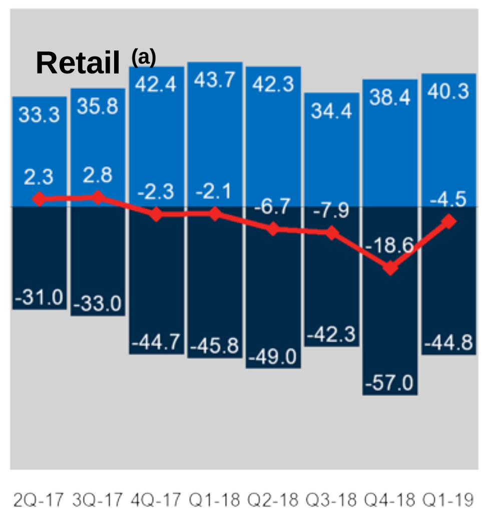
Quarterly long-term flows

Quarterly long-term flows ($billions)









(a) 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 Invesco QQQ product.
(b) 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.

Flow highlights from first quarter 2019

Americas

- Net flows improved by more than $14 billion in Q1 ’19 v. Q4 ’18, led by significant improvements in US Wealth Management Intermediary channel
- Redemption rates improved by more than 35% in Q1 ‘19 v. Q4 ’18, led by stronger investment performance and more normalized market conditions
- Strength in the institutional channel with more than $2 billion net flows into Direct Real Estate and a robust pipeline in terms of both AUM and revenues

Global ETFs

- Net flows of +$4.2B[1] (resulting in net flow market share gains in multiple channels). Quarterly flows led by our low volatility and BulletShares suites in the US and fixed income ETFs in EMEA

Europe

- Strong flows into a diverse number of our European Equity and Fixed Income ETF products with net ETF inflows in Europe of more than $2 billion.
- Moved to #3 in net new assets (from #12 in December 18), and to #8 in AUM (3.9% of market compared to 3.7% in December 18) for our EMEA ETF business[2]
- One-time redemptions in GTR impacted the net result

Asia-Pacific

- Flows in Asia-Pacific benefited from strength across US Investment Grade and Fixed Maturity Plan products with more than $1 billion in net flows
- Strong flows into our Invesco Great Wall JV money market product, with more than $3 billion in net flows for the quarter
- Redemptions in Bank Loans in Japan impacted the net result

1 Excludes non-management fee earning ETFs
2 Invesco (for Invesco funds), Bloomberg; as at March 29, 2019 ETF Product Strategy & Research

Total assets under management – Q1-19 vs. Q4-18

($ billions)	Q1-19	Q4-18	% Change
Beginning Assets	$888.2	$980.9	(9.5)%
Long-Term Inflows	53.8	55.2	(2.5)%
Long-Term Outflows	(59.2)	(75.3)	(21.4)%
Long-Term Net Flows	(5.4)	(20.1)	(73.1)%
Net flows in non-management fee earning AUM*	2.1	(1.2)	N/A
Net flows in Inst. Money Market Funds	6.8	3.2	112.5%
Total Net Flows	3.5	(18.1)	N/A
Reinvested distributions	0.7	8.4	(91.7)%
Market Gains and Losses	60.9	(79.4)	N/A
Foreign Currency Translation	1.5	(3.6)	N/A
Ending Assets	$954.8	$888.2	7.5%
Average Long-Term AUM	$735.9	$749.3	(1.8)%
Ending Long-Term AUM	$749.2	$717.0	4.5%
Average AUM	$932.8	$924.4	0.9%
Net Revenue Yield (annualized)***	38.0bps	39.8bps	
Net Revenue Yield Before Performance Fees (annualized)***	37.1bps	38.6bps	
Annualized long-term organic growth rate**	(3.1)%	(10.1)%	

* Non-management fee earning AUM includes non-management fee earning ETFs, 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 and non-management fee earning AUM.
*** 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 – Q1-19 vs. Q4-18

($ millions)	Q1-19	Q4-18	% Change
Operating Revenues			
Investment Management Fees	923.7	949.2	(2.7)%
Service and Distribution Fees	219.3	231.5	(5.3)%
Performance Fees	21.8	28.3	(23.0)%
Other	49.8	46.9	6.2%
Total Operating Revenues	**1,214.6**	**1,255.9**	**(3.3)%**
Operating Expenses			
Third-Party Distribution, Service and Advisory Expenses	368.0	372.2	(1.1)%
Employee Compensation	381.3	349.3	9.2%
Marketing	28.0	41.3	(32.2)%
Property, Office and Technology	107.2	108.0	(0.7)%
General and Administrative	83.8	92.9	(9.8)%
Transaction, Integration, and Restructuring*	46.1	61.8	(25.4)%
Total Operating Expenses	**1,014.4**	**1,025.5**	**(1.1)%**
Operating Income	**200.2**	**230.4**	**(13.1)%**
Other Income/(Expense)			
Equity in Earnings of Unconsolidated Affiliates	15.0	5.0	200.0%
Interest and Dividend Income	4.7	10.3	(54.4)%
Interest Expense	(33.1)	(29.2)	13.4%
Other Gains and Losses, net	31.1	(41.9)	N/A
Other income/(expense) of CIP, net	38.9	(26.6)	N/A
Income before income taxes	**256.8**	**148.0**	**73.5%**
Income Tax Provision	(66.2)	(53.2)	24.4%
Effective Tax Rate	25.8%	35.9%	
Net Income	190.6	94.8	101.1%
Net (Income)/Loss attributable to Noncontrolling Interests in Consolidated Entities	(12.9)	19.4	N/A
Net Income attributable to Invesco Ltd.	**177.7**	**114.2**	**55.6%**
Diluted EPS	$0.44	$0.28	57.1%
Operating Margin	16.5%	18.3%	
Average AUM ($ billions)	932.8	924.4	0.9%
Headcount	7,663	7,459	2.7%

Non-GAAP operating results – Q1-19 vs. Q4-18

($ millions)	Q1-19	Q4-18	% Change
Adjusted Revenues			
Investment Management Fees	974.2	993.4	(1.9)%
Service and Distribution Fees	219.3	231.5	(5.3)%
Performance Fees	21.8	28.0	(22.1)%
Other	53.5	49.2	8.7%
Third-Party Distribution, Service and Advisory Expenses	(381.7)	(382.9)	(0.3)%
Net Revenues	887.1	919.2	(3.5)%
Adjusted Operating Expenses			
Employee Compensation	381.8	372.3	2.6%
Marketing	29.4	43.3	(32.1)%
Property, Office and Technology	109.3	110.3	(0.9)%
General and Administrative	82.3	93.3	(11.8)%
Total Adjusted Operating Expenses	602.8	619.2	(2.6)%
Adjusted Operating Income	284.3	300.0	(5.2)%
Adjusted Other Income/(Expense)			
Equity in Earnings of Unconsolidated Affiliates	2.3	1.5	53.3%
Interest and Dividend Income	7.3	7.6	(3.9)%
Interest Expense	(33.1)	(29.2)	13.4%
Other Gains and Losses, net	42.6	(33.8)	N/A
Adjusted Income before income taxes	303.4	246.1	23.3%
Income Tax Provision	(72.3)	(61.5)	17.6%
Effective Tax Rate	23.8%	25.0%	
Net (Income)/Loss attributable to Noncontrolling Interests in Consolidated Entities	(6.3)	(3.4)	85.3%
Adjusted Net Income attributable to Invesco Ltd.	224.8	181.2	24.1%
Adjusted Diluted EPS	$0.56	$0.44	27.3%
Adjusted Operating Margin	32.0%	32.6%	
Average AUM ($ billions)	932.8	924.4	0.9%
Headcount	7,663	7,459	2.7%

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

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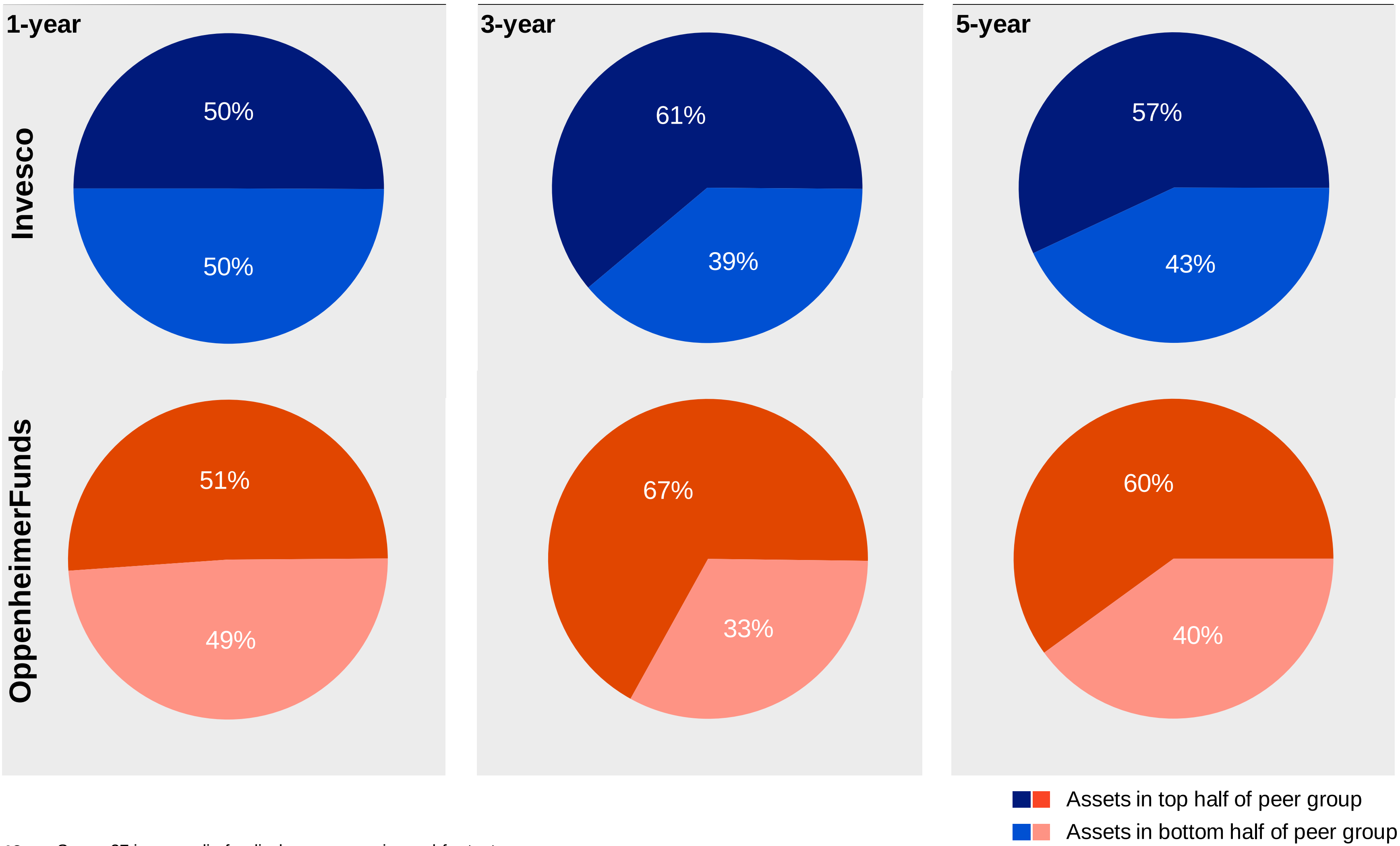
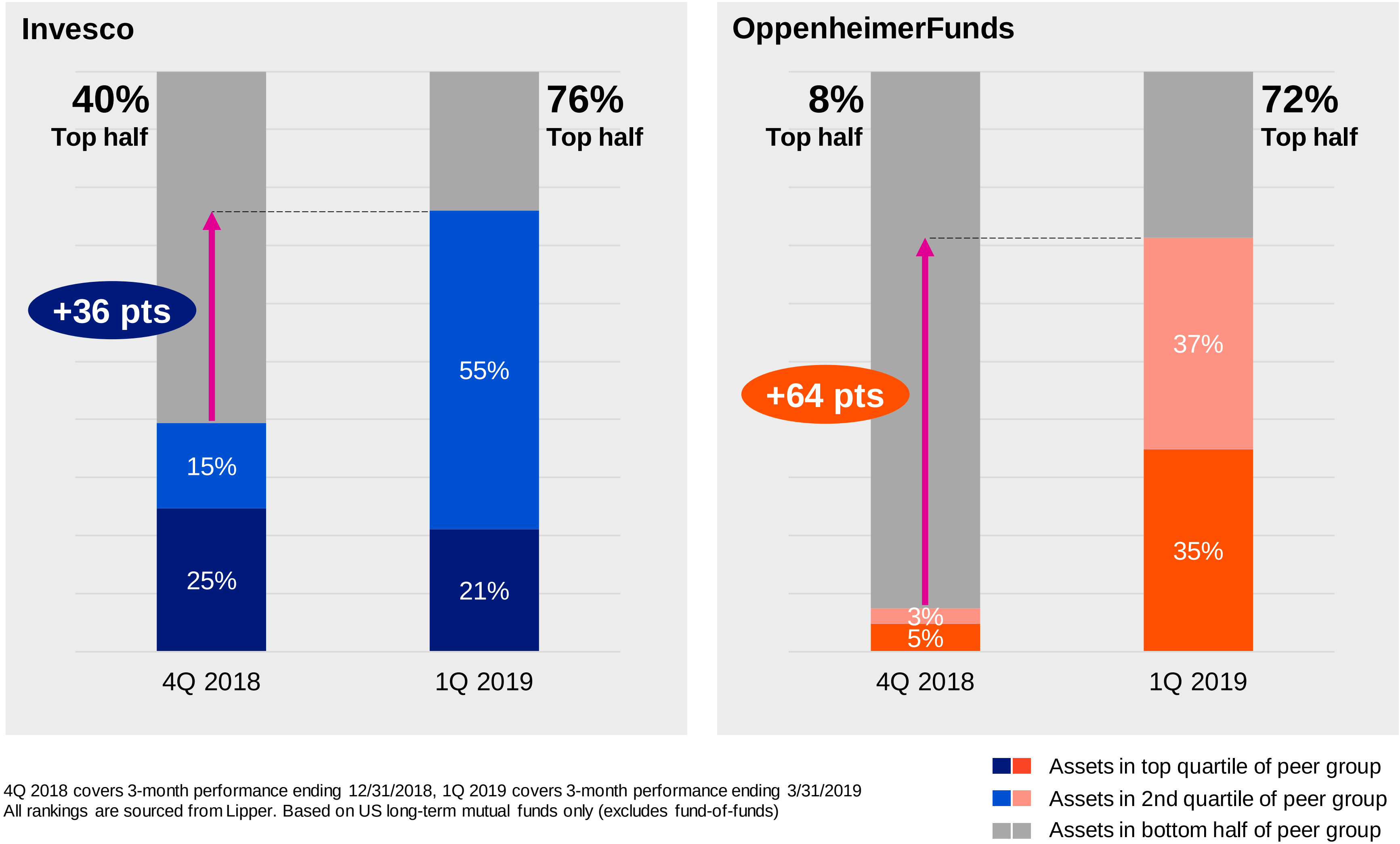
Aggregate asset-weighted performance analysis

Percent of actively managed assets in top half of peer group



 See p. 27 in appendix for disclosures, sourcing and footnotes.

Significant quarter-over-quarter performance improvement for mutual funds managed by Invesco and OppenheimerFunds

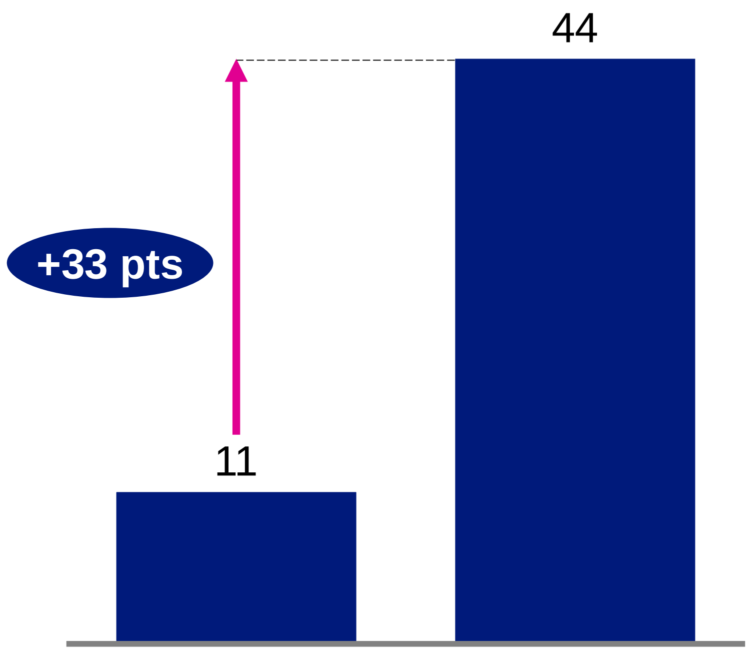


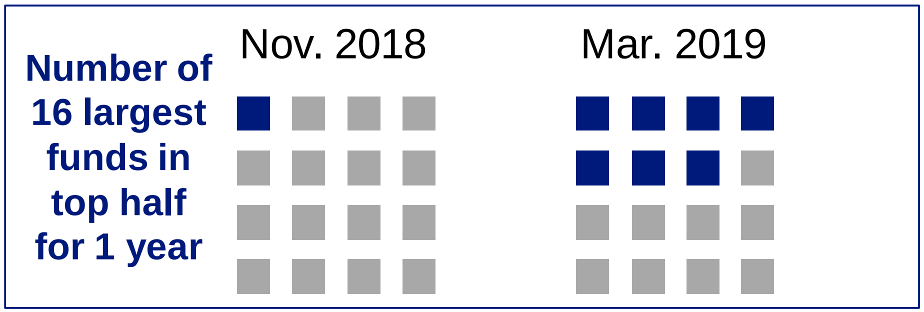
4Q 2018 covers 3-month performance ending 12/31/2018, 1Q 2019 covers 3-month performance ending 3/31/2019
All rankings are sourced from Lipper. Based on US long-term mutual funds only (excludes fund-of-funds)

Continued signs of improvement in performance for several of Invesco's key investment capabilities

US mutual funds

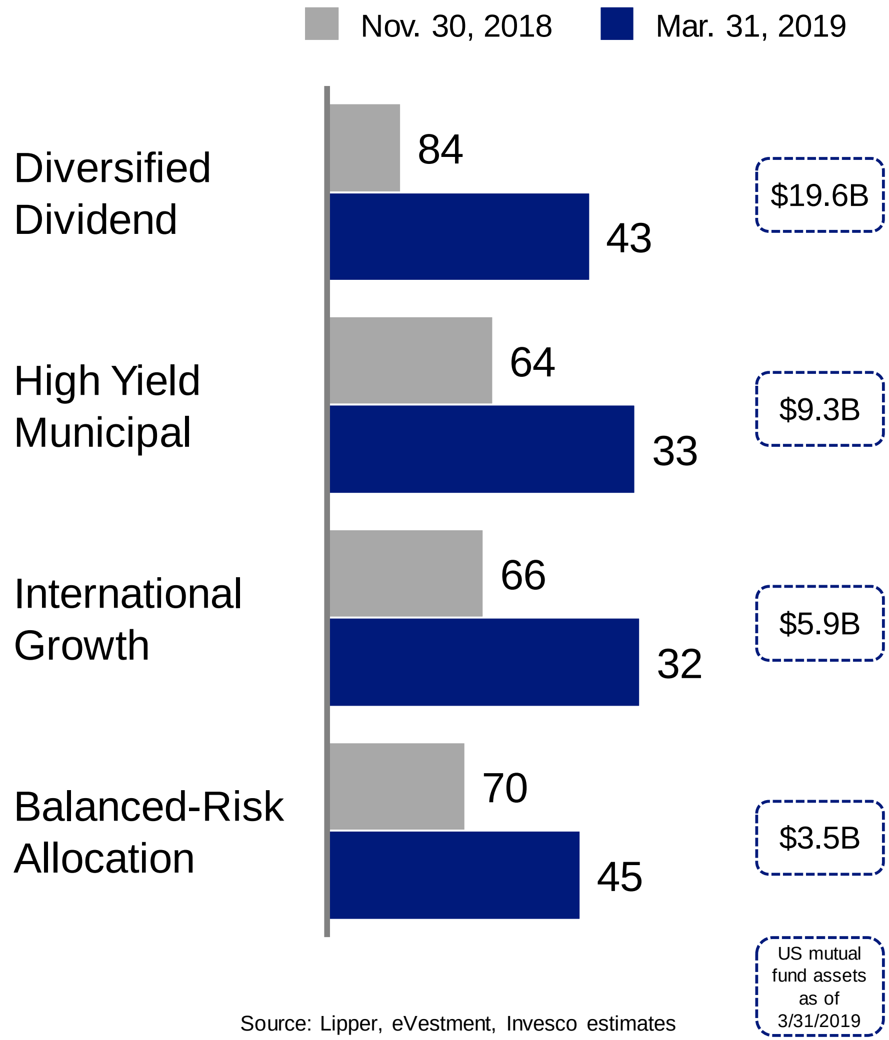
Percent of fund assets[1] in top half for 1 year





Recent improvement for notable funds

1 year rankings – percentile[2]



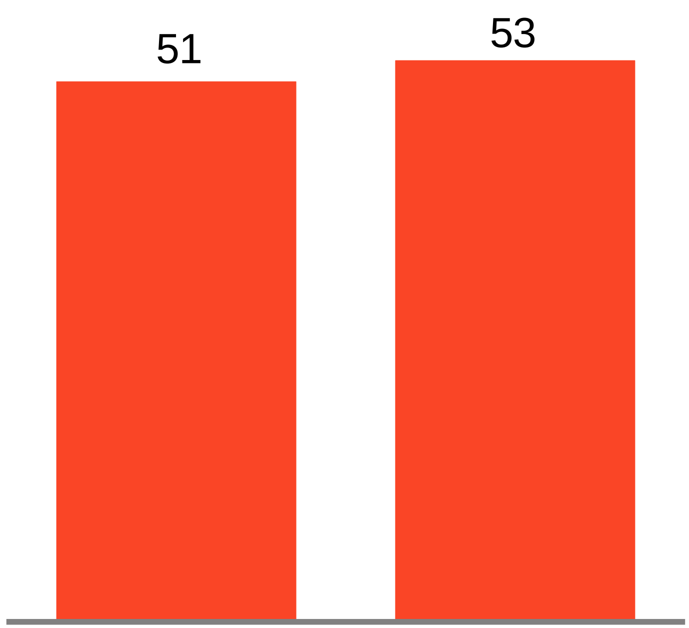
1 Based on US long-term mutual funds only (excludes fund-of-funds)
2 Percentile ranks range from 1 (best) to 100 (worst)

Source: Lipper, eVestment, Invesco estimates

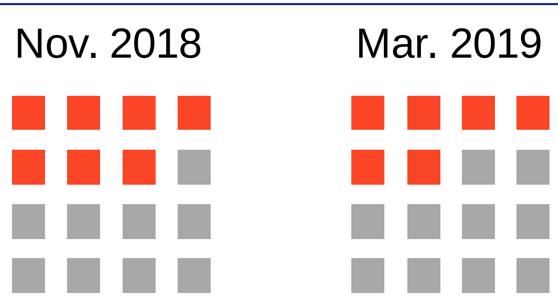
Stable performance across OppenheimerFunds' mutual fund complex overall

US mutual funds

Percent of fund assets[1] in top half for 1 year

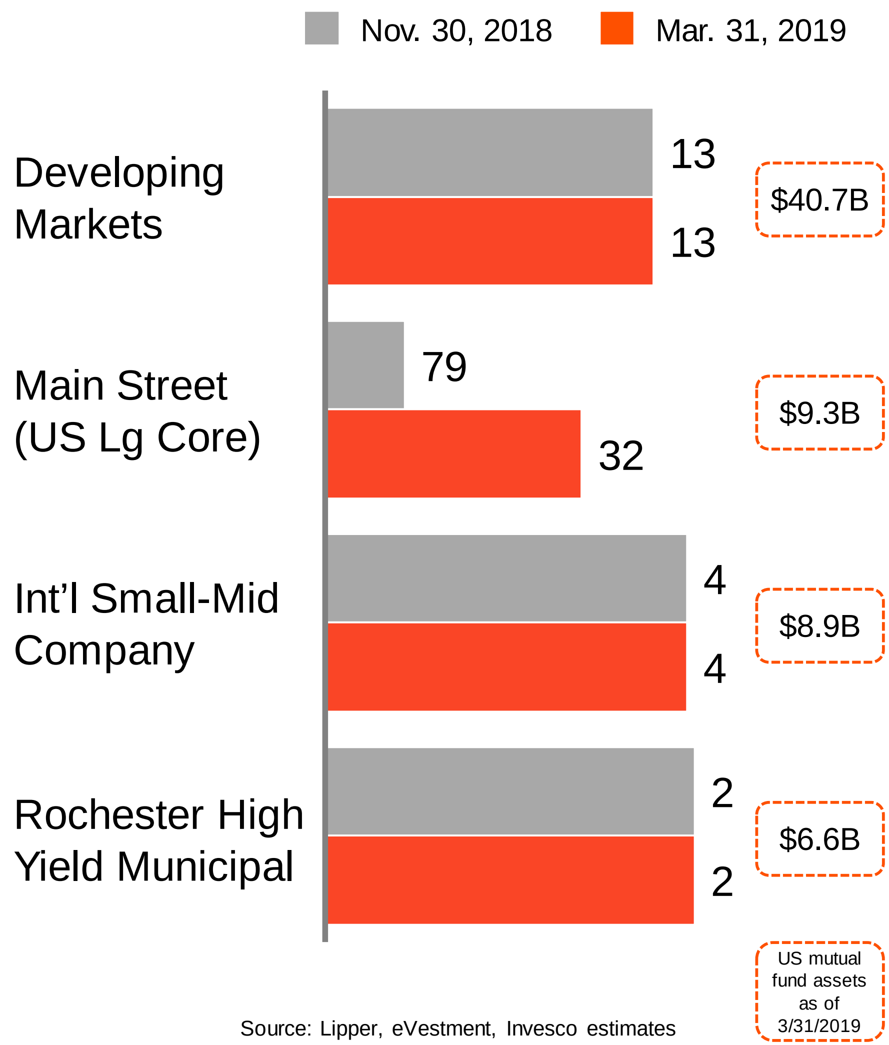


Number of 16 largest funds in top half for 1 year



Top performance among flagship funds

1 year rankings – percentile[2]



1 Based on US long-term mutual funds only (excludes fund-of-funds)
2 Percentile ranks range from 1 (best) to 100 (worst)

Source: Lipper, eVestment, Invesco estimates

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We've made significant progress toward integration and are focused on delivering a seamless client experience at close

Integration activities completed to date

- **Leadership teams and organization structure** were announced for the go-forward firm
- **Making solid progress toward meeting closing conditions**, including those related to required fund approvals
- **Plans to evolve our operating platform and technology are well in place**, and testing shows we're on track for Day 1 and beyond

Key integration areas of focus between now and close

- **Delivering a seamless client experience** for both our retail and institutional clients and OppenheimerFunds shareholders
- **Minimizing disruptions** as we transition operating environments and work to strengthen our global platform leveraging technology from the combined firm
- **Ensuring our go-forward sales team is ready to execute on Day 1** through effective training on the opportunities for our clients presented by the combined firm

Financial returns are improved with strong market returns through March 31

- Expect to recognize up to 85% of expense synergy target of $475 million by end of 2019 and 100% of target by Q1 ’21
- Financial returns are tracking ahead of deal economics announced in Dec. ’18:

Deal financial metric	Previous estimate (AUM at 12/31/18)	Current estimate (AUM at 3/31/19)
2019 EPS Accretion	~$0.10	~$0.24
2020 EPS Accretion	~$0.52	~$0.58
IRR	>16%	>17%
Operating Margin (combined)	>40%	>41%
Pro-Forma 2020 EBITDA (combined)	>$2.5 billion	>$2.6 billion

- Only change to transaction assumptions is revised expected closing date of May 24 – all other transaction assumptions remain consistent
- Final deal economics to be released in conjunction with second quarter 2019 earnings call

1 Transaction-related non-GAAP measures; see appendix. 2019 measures assume a closing date of May 24 and reflects impact of seven months post-close. EPS accretion, IRR, Operating Margin, and pro-forma estimates assume market returns of 4-5% and organic growth for both Oppenheimer and IVZ of 1-2%
2 Includes integration charges of $450 million

Oppenheimer/Invesco post-combination update – projected net revenues

Projected run-rate net revenues*

($ millions unless indicated)

	AUM (3/31/19)	Run-Rate Net Revenue Yield (Excluding Perf. Fees)	Run-Rate Net Revenues (Excluding Perf. Fees)
Invesco	$955B	37.6 bps	$3,590
Oppenheimer Funds	$230B	60.7 bps	$1,400
Adjustments:			
$10 billion estimated outflows post-close	($10B)	60.7 bps	($61)
$45m estimated revenue breakage	N/A	(2.2) bps	($45)
Oppenheimer Funds post-close	$220B	58.5 bps	$1,290
Combined Firm*	**$1.175T**	**41.5 bps**	**$4,880**

Management Fee Revenues	$5,370
Service and Distribution Revenues	$1,570
Other Revenues	$220
Less: Third Party Service, Distribution, and Advisory Expense	($2,280)
	$4,880

Transaction-related non-GAAP measures; see appendix.
*Amounts based on full-year projections using Assets Under Management as of March 31, 2019 and expected full-year net revenue yield excluding performance fees. Market levels are assumed flat from March 31, 2019 levels.

Oppenheimer/Invesco post-combination update – projected run-rate expenses

Projected run-rate expenses*

($ millions unless indicated)

Adjusted Operating Expense Line Item	IVZ	OFI	Combined Firm *(Pre-Synergies)*	Cost Synergies	Combined Firm *(Post-Synergies)*
Employee Compensation	$1,535	$635	**$2,170**	($303)	**$1,867**
Marketing	$135	$52	**$187**	($48)	**$139**
Property, Office, & Technology	$457	$97	**$554**	($33)	**$521**
General & Administrative	$318	$177	**$495**	($91)	**$404**
Total Adjusted Operating Expenses	**$2,445**	**$961**	**$3,406**	**($475)**	**$2,931**

- **$475 million of cost synergies represents 14% of the combined expense base**

*Invesco results adjusted for seasonal compensation and marketing, impact of ending AUM, and compensation on performance fee (assumed at 25% of performance fee revenues). Market levels are assumed flat from March 31, 2019 levels. Oppenheimer results adjusted for impact of ending AUM.
Transaction-related non-GAAP measures; see appendix.

Oppenheimer/Invesco post-combination update – synergies

Pro-forma cumulative synergy realization schedule

($ millions unless indicated)

Adjusted Expense Line Item	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	$ of Synergies
Employee Compensation	55%	95%	95%	100%	100%	100%	100%	$303
Marketing	75%	90%	95%	100%	100%	100%	100%	$48
Property, Office, & Technology	10%	10%	10%	10%	15%	50%	100%	$33
General & Administrative	45%	80%	80%	85%	90%	95%	100%	$91
Total Adjusted Operating Expenses	52%	85%	86%	90%	92%	95%	100%	$475

	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21
Total $ Synergies Realized	$247	$404	$409	$428	$437	$451	$475

Data as of March 31, 2019. Transaction-related non-GAAP measures; see appendix.

The combination with OppenheimerFunds meaningfully accelerates our efforts to grow our global business

Invesco

Strengthen leadership in our core markets

+

Execute in high-growth areas

Deliver an elite set of capabilities for the benefit of our clients and shareholders

Together we're meaningfully stronger to meet client needs, compete and grow our business

The combination with OFI will:

Strengthen our scale and client relevance

- $1.2 trillion in AUM
- 6th largest US retail asset manager, 13th largest globally
- 5 client relationships with greater than $30 billion in AUM

Expand our comprehensive suite of differentiated investment capabilities

- Top 10 in AUM relative to US peers in 11 of the 15 largest AUM categories
- 85% of OppenheimerFunds AUM in high-demand, alpha-persistent asset classes

Provide compelling financial returns for shareholders

- Significant cost synergies ($475 million, 85% by end of 2019)
- Highly accretive to earnings and delivers significant cash flow
- Meaningful growth opportunities for net flow acceleration

Source: Invesco and OppenheimerFunds data from the announcement date in October 2018.

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Aggregate asset-weighted performance analysis

Data as of 3/31/2019. 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. Past performance is not indicative of future results and may not reflect an investor's experience

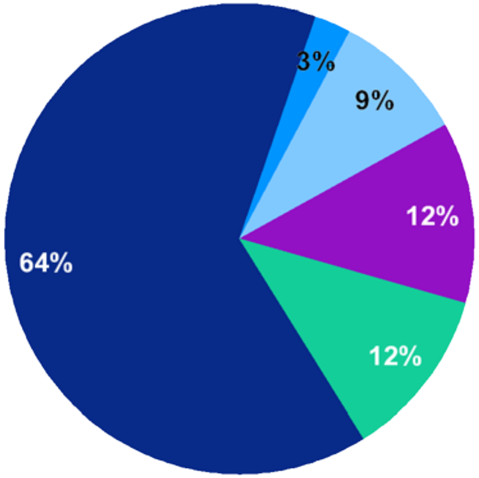
Invesco footnotes - Excludes passive products, closed-end funds, private equity limited partnerships, non-discretionary funds, unit investment trusts, fund of funds with component funds managed by Invesco, stable value building block funds and CDOs. Includes AUM of $490.1 billion (51% of total IVZ) for 1 year, $487.2 billion (51% of total IVZ) for three year, and $476.1 billion (50% 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, 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 are calculated against all funds in each peer group. Rankings for the primary share class of the most representative fund in each composite are applied to all products within each composite. Performance assumes the reinvestment of dividends.

OppenheimerFunds footnotes - Excludes passive products and fund of funds with component funds managed by OppenheimerFunds. Includes AUM of $216.9 billion (94% of total OFI) for 1 year, $216.7 billion (94% of total OFI) for three year, and $214.8 billion (93% of total OFI) for 5 year. Peer group rankings are sourced from Lipper and asset-weighted in USD. Strategy assets are sourced from Lipper and eVestment as of latest quarter-end.

We are diversified as a firm

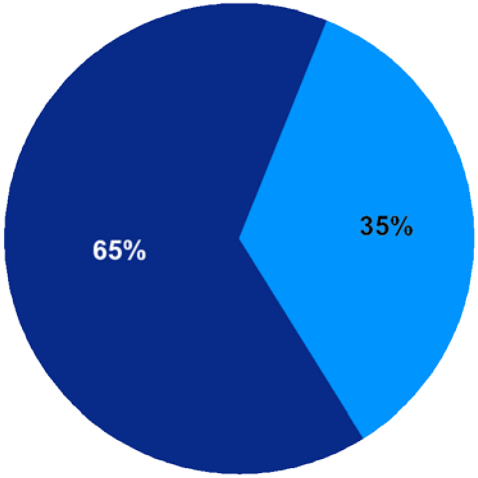
Delivering a diverse set of solutions to meet client needs

By client domicile



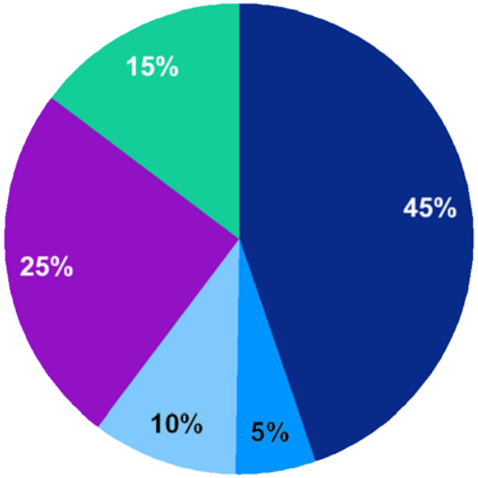
	($ billions)	1-Yr Change
U.S.	611.9	5.4%
Canada	24.5	(4.7)%
U.K.	86.5	(20.8)%
Europe	118.9	(8.3)%
Asia	113.0	27.1%
Total	954.8	2.2%

By channel



	($ billions)	1-Yr Change
Retail	619.5	3.4%
Institutional	335.3	0.1%
Total	954.8	2.2%

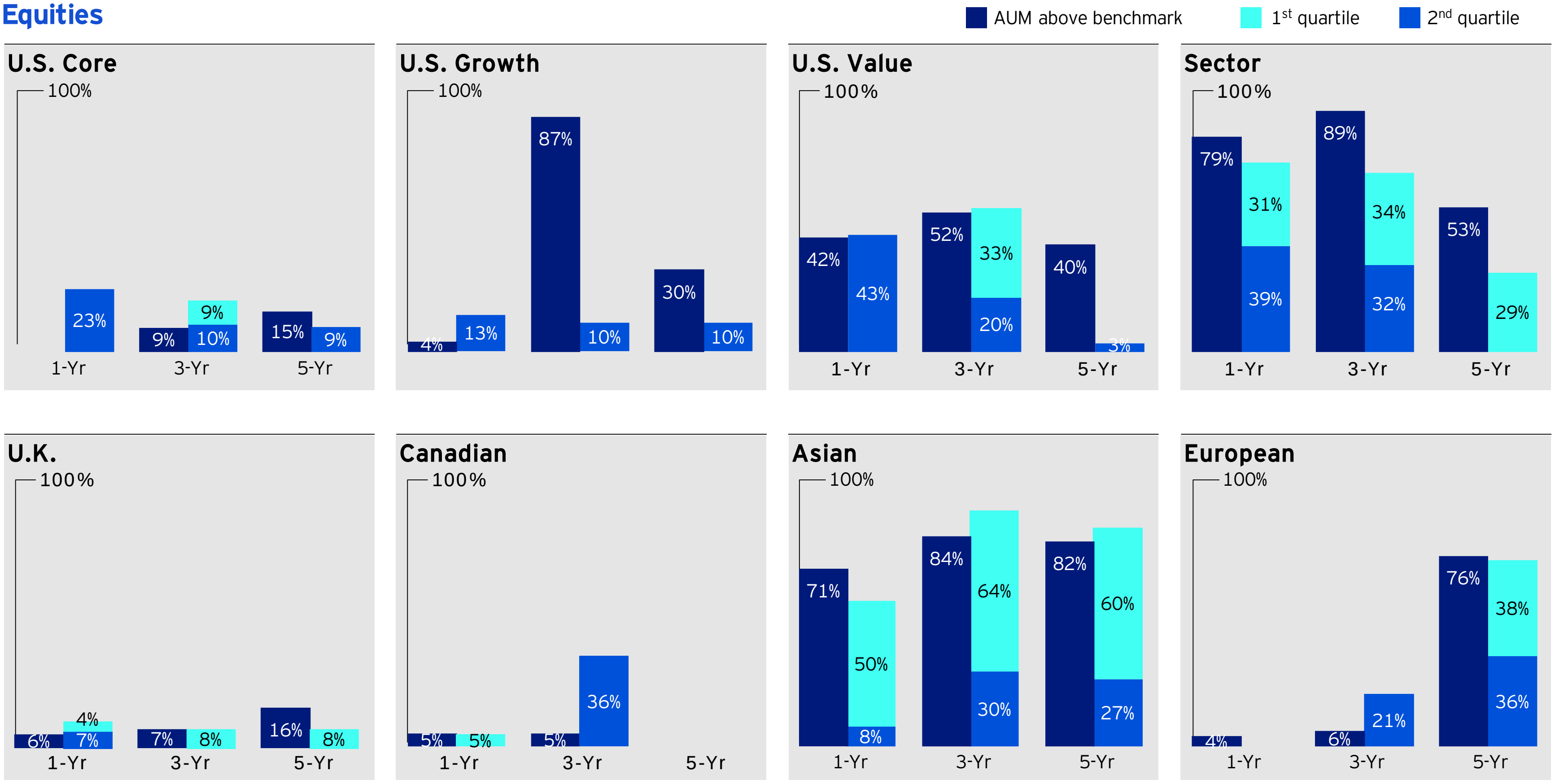
By asset class



	($ billions)	1-Yr Change
Equity	430.6	2.4%
Balanced	50.2	(15.9)%
Money Market	98.1	23.2%
Fixed Income	237.2	4.1%
Alternatives	138.7	(5.3)%
Total	954.8	2.2%

Investment performance
By investment objective (actively managed assets)*

Equities



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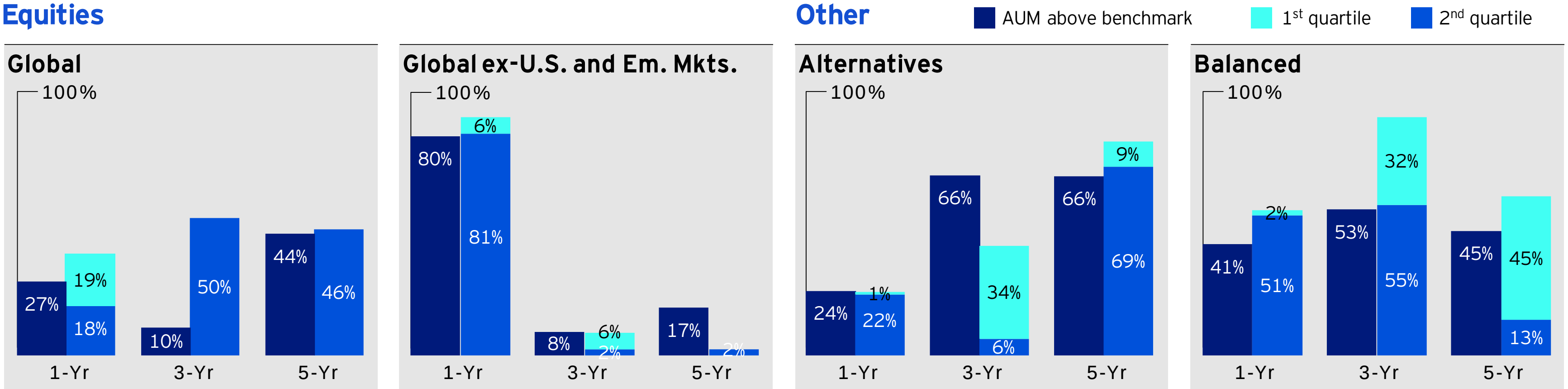
AUM measured in the one, three, and five year quartile rankings represents 51%, 51%, and 50% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, and five year basis represents 64%, 62%, and 59% of total Invesco AUM as of 3/31/19. Peer group rankings are sourced from 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 are calculated against all funds in each peer group. Rankings for the primary share class of the most representative fund in each composite are applied to all products within each 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

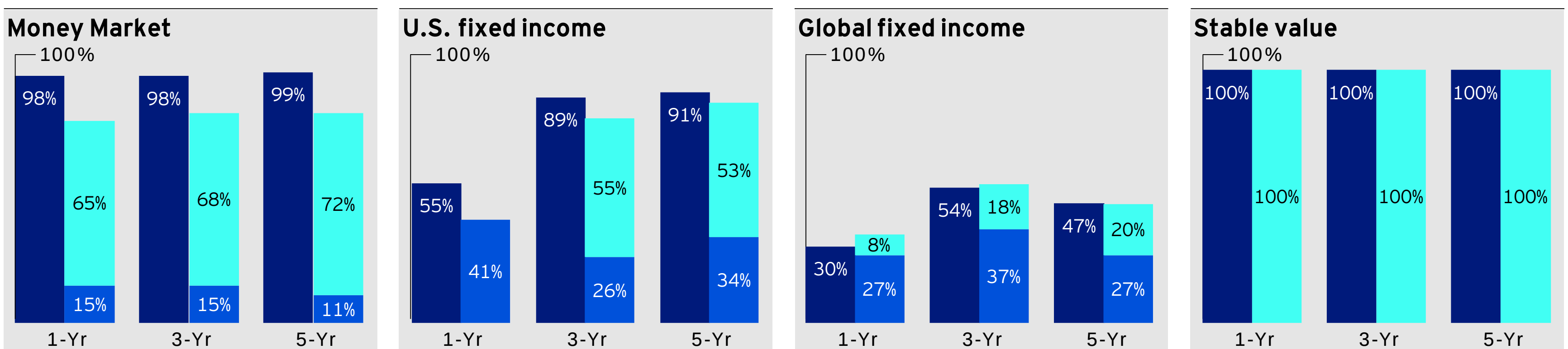
By investment objective (actively managed assets)* (CONTINUED)

Equities

Other



Fixed income



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Investment performance (5-year)

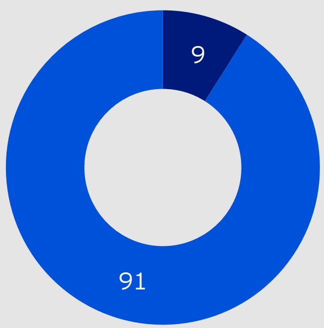
By investment objective (actively managed assets)*

Percentages in parentheses represent % AUM of each investment objective as a ratio of all objectives (Total ranked AUM of $476.1 billion)

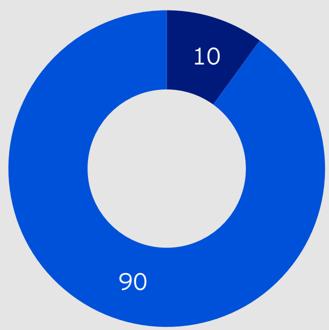
Equities

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

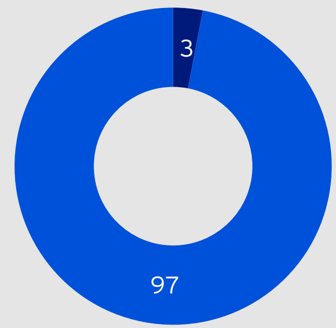
U.S. Core (2%)



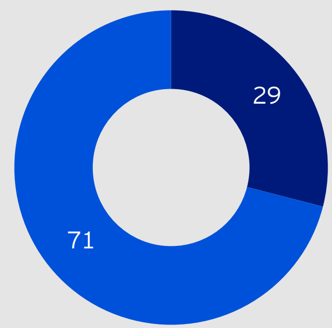
U.S. Growth (5%)



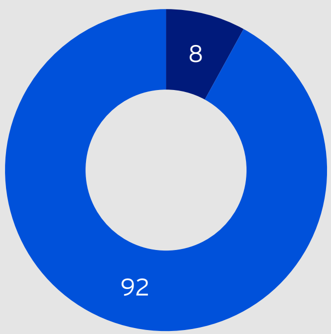
U.S. Value (11%)



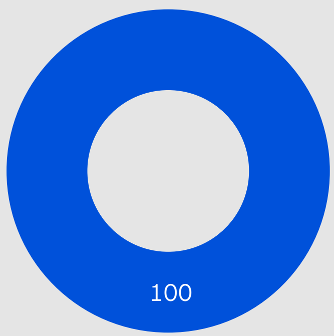
Sector (1%)



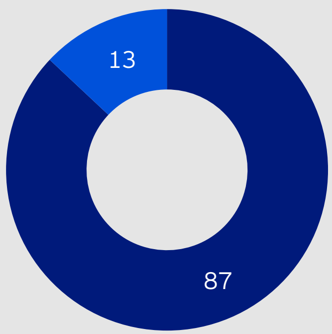
U.K. (4%)



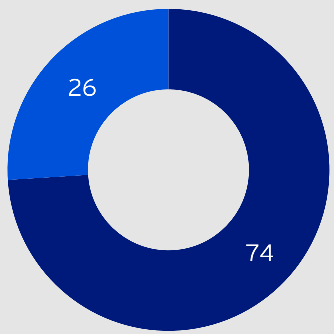
Canadian (0%)



Asian (5%)



European (4%)



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Includes AUM of $476.1 billion (50% of total IVZ) for five year as of 3/31/19. 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 are calculated against all funds in each peer group. Rankings for the primary share class of the most representative fund in each composite are applied to all products within each 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)

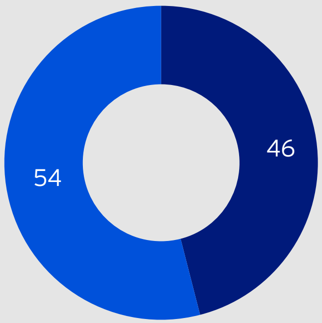
By investment objective (actively managed assets)* (CONTINUED)

Percentages in parentheses represent % AUM of each investment objective as a ratio of all objectives (Total ranked AUM of $476.1 billion)

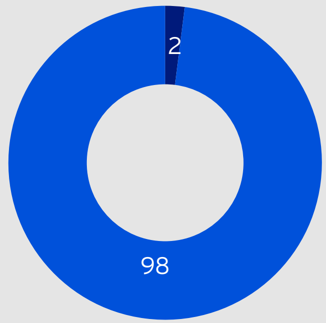
% of assets top half of peer group | % of assets bottom half of peer group

Equities

Global (4%)

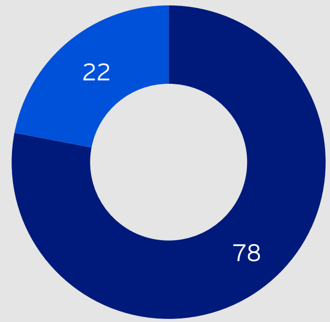


Global ex-US and Em. Mkts (3%)

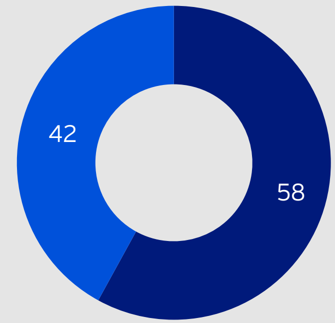


Other

Alternatives (10%)

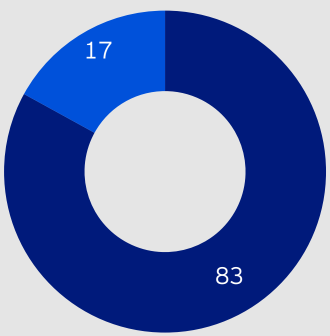


Balanced (10%)

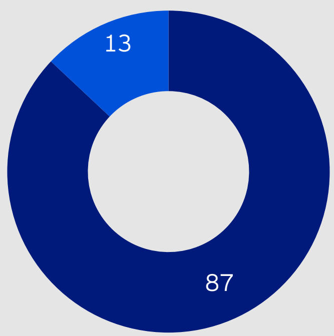


Fixed income

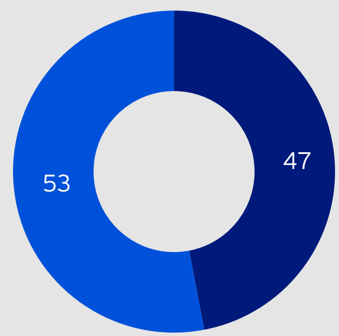
Money market (19%)



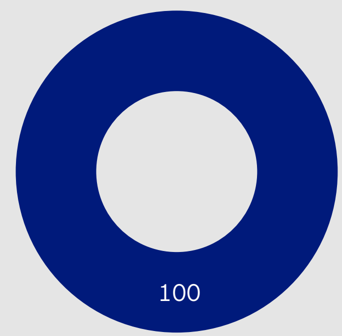
U.S. fixed income (8%)



Global fixed income (6%)



Stable value (7%)



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US GAAP operating results – quarterly

($ millions)	Q1-19	Q4-18	% Change*	Q3-18	Q2-18	Q1-18
Investment Management Fees	924	949	(2.6)%	1,039	1,051	1,044
Service and Distribution Fees	219	232	(5.6)%	248	243	246
Performance Fees	22	28	(21.4)%	8	12	9
Other	50	47	6.4%	47	56	57
Total Operating Revenues	**1,215**	**1,256**	**(3.3)%**	**1,342**	**1,361**	**1,356**
Third-Party Distribution, Service and Advisory	368	372	(1.1)%	408	409	419
Employee Compensation	381	349	9.2%	381	379	385
Marketing	28	41	(31.7)%	33	32	28
Property, Office and Technology	107	108	(0.9)%	104	99	100
General and Administrative	84	93	(9.7)%	61	87	84
Transaction, Integration, and Restructuring	46	62	(25.8)%	33	24	19
Total Operating Expenses	**1,014**	**1,026**	**(1.2)%**	**1,020**	**1,029**	**1,035**
Operating Income	**200**	**230**	**(13.0)%**	**322**	**331**	**321**
Equity in Earnings of Unconsolidated Affiliates	15	5	200.0%	12	7	10
Interest and Dividend Income	5	10	(50.0)%	4	3	4
Interest Expense	(33)	(29)	13.8%	(30)	(30)	(23)
Other Gains and Losses, net	31	(42)	N/A	6	1	(5)
Other income/(expense) of CIP, net	39	(27)	N/A	28	1	27
Income before income taxes	**257**	**148**	**73.6%**	**342**	**314**	**334**
Effective Tax Rate**	25.8%	35.9%		17.8%	23.0%	20.5%
Net Income	191	95	101.1%	281	242	265
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(13)	19	N/A	(12)	3	(11)
Net Income Attributable to Invesco Ltd.	**178**	**114**	**56.1%**	**270**	**245**	**254**
Diluted EPS	$0.44	$0.28	57.1%	$0.65	$0.59	$0.62

* % change based on unrounded figures

** Effective tax rate = Tax expense / Income before income taxes and minority interest

**** In 4Q-18, the company added a new U.S. GAAP income statement line item, "Transaction, integration and restructuring." This line item includes transaction-related costs for acquisitions, as well as integration and restructuring-related costs. The presentation of prior period amounts has been reclassified to be consistent with the current period presentation.

Non-GAAP operating results– quarterly

($ millions)	Q1-19	Q4-18	% Change*	Q3-18	Q2-18	Q1-18
Investment Management Fees	974	993	(1.9)%	1,079	1,074	1,067
Service and Distribution Fees	219	232	(5.6)%	248	243	246
Performance Fees	22	28	(21.4)%	8	13	9
Other	54	49	10.2%	49	57	58
Third-party distribution, service and advisory expense	(382)	(383)	(0.3)%	(417)	(413)	(422)
Net Revenues	**887**	**919**	**(3.5)%**	**967**	**974**	**958**
Employee Compensation	382	372	2.7%	389	383	390
Marketing	29	43	(32.6)%	35	33	29
Property, Office and Technology	109	110	(0.9)%	106	100	101
General and Administrative	82	93	(11.8)%	80	82	81
Adjusted Operating Expenses	**603**	**619**	**(2.6)%**	**609**	**597**	**601**
Adjusted Operating Income	**284**	**300**	**(5.3)%**	**358**	**377**	**357**
Equity in Earnings of Unconsolidated Affiliates	2	2	N/A	10	5	8
Interest and Dividend Income	7	8	(12.5)%	5	3	5
Interest Expense	(33)	(29)	13.8%	(30)	(30)	(23)
Other Gains and Losses, net	43	(34)	N/A	(7)	(11)	(2)
Adjusted Income before income taxes	**303**	**246**	**23.2%**	**337**	**344**	**345**
Effective Tax Rate**	23.8%	25.0%		16.9%	20.6%	20.6%
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(6)	(3)	100.0%	(5)	0	0
Adjusted Net Income Attributable to Invesco Ltd.	**225**	**181**	**24.3%**	**274**	**273**	**274**
Adjusted Diluted EPS	$0.56	$0.44	27.3%	$0.66	$0.66	$0.67

* % 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.

Total assets under management – quarterly

($ billions)	Q1-19	Q4-18	% Change	Q3-18	Q2-18	Q1-18
Beginning Assets	**$888.2**	**$980.9**	**(9.5)%**	**$963.3**	**$934.2**	**$937.6**
Long-Term Inflows	53.8	55.2	(2.5)%	43.6	54.4	56.6
Long-Term Outflows	(59.2)	(75.3)	(21.4)%	(54.8)	(62.4)	(56.3)
Long-Term Net flows	(5.4)	(20.1)	(73.1)%	(11.2)	(8.0)	0.3
Net flows in non-management fee earning AUM*	2.1	(1.2)	N/A	3.2	0.9	(0.4)
Net flows in Inst. Money Market Funds	6.8	3.2	112.5%	3.1	0.9	0.4
Total Net Flows	3.5	(18.1)	N/A	(4.9)	(6.2)	0.3
Reinvested Distributions	0.7	8.4	(91.7)%	1.7	0.7	0.6
Market Gains and Losses	60.9	(79.4)	N/A	14.3	10.3	(12.2)
Acquisitions **	—	—	N/A	9.5	38.1	—
Foreign Currency Translation	1.5	(3.6)	N/A	(3.0)	(13.8)	7.9
Ending Assets	**$954.8**	**$888.2**	**7.5%**	**$980.9**	**$963.3**	**$934.2**
Average Long-Term AUM	735.9	749.3	(1.8)%	803.6	805.8	783.1
Ending Long-Term AUM	749.2	717.0	4.5%	798.8	795.4	771.6
Average AUM	**$932.8**	**$924.4**	**0.9%**	**$985.1**	**$973.9**	**$951.3**
Gross Revenue Yield (annualized)***	53.9bps	55.6bps		55.8bps	56.4bps	57.6bps
Gross Revenue Yield Less Performance Fees (annualized)***	52.9bps	54.4bps		55.4bps	55.9bps	57.2bps
Net Revenue Yield (annualized)****	38.0bps	39.8bps		39.3bps	40.0bps	40.3bps
Net Revenue Yield Less Performance Fees (annualized)****	37.1bps	38.6bps		38.9bps	39.5bps	39.9bps

* Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

** As of July 1, 2018, we began including 100% of Invesco Great Wall Fund Management Company, which added $9.5 billion in AUM during the third quarter.

*** Gross revenue yield on AUM is equal to total operating revenues divided by average AUM, excluding JV AUM. Average AUM for 1Q19 for our joint ventures in China were $31.5bn (4Q18:$24.0bn; 3Q18: $22.4bn; 2Q18:$8.8bn; 1Q18:$9.8n)

**** Net Revenue Yield on AUM is equal to net revenues divided by average AUM including JV AUM. Average AUM for 1Q19, for our joint ventures in China were $31.5bn (4Q18:$24.0bn; 3Q18: $22.4bn; 2Q18:$8.8bn; 1Q18:$9.8bn)

Total assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
September 30, 2018	**$980.9**	**$460.6**	**$234.3**	**$57.0**	**$86.3**	**$142.7**
Long-Term Inflows	55.2	25.9	16.2	1.6	2.8	8.7
Long-Term Outflows	(75.3)	(35.3)	(23.2)	(4.3)	(1.7)	(10.8)
Long-Term Net flows	(20.1)	(9.4)	(7.0)	(2.7)	1.1	(2.1)
Net flows in non-management fee earning AUM*	(1.2)	(0.9)	(0.3)	—	—	—
Net flows in Inst. Money Market Fund	3.2	—	—	—	3.2	—
Reinvested Distributions	8.4	7.8	0.3	0.1	—	0.2
Market Gains and Losses	(79.4)	(70.8)	(1.9)	(3.2)	0.4	(3.9)
Foreign Currency Translation	(3.6)	(2.1)	(0.3)	(0.8)	—	(0.4)
December 31, 2018	**$888.2**	**$385.2**	**$225.1**	**$50.4**	**$91.0**	**$136.5**
Long-Term Inflows	53.8	25.5	16.5	2.1	1.1	8.6
Long-Term Outflows	(59.2)	(28.9)	(13.6)	(5.3)	(0.4)	(11.0)
Long-Term Net flows	(5.4)	(3.4)	2.9	(3.2)	0.7	(2.4)
Net flows in non-management fee earning AUM*	2.1	(1.0)	3.1	—	—	—
Net flows in Inst. Money Market Fund	6.8	—	—	—	6.8	—
Reinvested Distributions	0.7	0.3	0.2	0.1	—	0.1
Market Gains and Losses	60.9	48.5	5.7	2.9	(0.7)	4.5
Foreign Currency Translation	1.5	1.0	0.2	—	0.3	—
March 31, 2019	**$954.8**	**$430.6**	**$237.2**	**$50.2**	**$98.1**	**$138.7**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Total assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
March 31, 2018	**$934.2**	**$420.6**	**$227.9**	**$59.7**	**$79.6**	**$146.4**
Long-Term Inflows	54.4	26.5	13.1	3.6	1.3	9.9
Long-Term Outflows	(62.4)	(34.5)	(14.0)	(4.3)	(1.2)	(8.4)
Long-Term Net flows	(8.0)	(8.0)	(0.9)	(0.7)	0.1	1.5
Net flows in non-management fee earning AUM*	0.9	1.7	(0.8)	—	—	—
Net flows in Inst. Money Market Fund	0.9	—	—	—	0.9	—
Reinvested Distributions	0.7	0.3	0.3	—	—	0.1
Market Gains and Losses	10.3	11.4	(1.2)	0.3	0.1	(0.3)
Acquisitions	38.1	26.9	9.9	—	—	1.3
Foreign Currency Translation	(13.8)	(6.0)	(2.5)	(1.9)	(0.3)	(3.1)
June 30, 2018	**$963.3**	**$446.9**	**$232.7**	**$57.4**	**$80.4**	**$145.9**
Long-Term Inflows	43.6	21.9	10.6	1.6	1.9	7.6
Long-Term Outflows	(54.8)	(29.4)	(10.9)	(2.7)	(1.3)	(10.5)
Long-Term Net flows	(11.2)	(7.5)	(0.3)	(1.1)	0.6	(2.9)
Net flows in non-management fee earning AUM*	3.2	2.3	0.9	—	—	—
Net flows in Inst. Money Market Fund	3.1	—	—	—	3.1	—
Reinvested Distributions	1.7	1.2	0.3	0.1	—	0.1
Market Gains and Losses	14.3	14.5	(0.2)	(0.2)	0.1	0.1
Acquisitions	9.5	4.3	1.6	1.0	2.4	0.2
Foreign Currency Translation	(3.0)	(1.1)	(0.7)	(0.2)	(0.3)	(0.7)
September 30, 2018	**$980.9**	**$460.6**	**$234.3**	**$57.0**	**$86.3**	**$142.7**

* Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Total assets under management – by channel

($ billions)	Total	Retail	Institutional
September 30, 2018	**$980.9**	**$652.1**	**$328.8**
Long-Term Inflows	55.2	38.4	16.8
Long-Term Outflows	(75.3)	(57.0)	(18.3)
Long-Term Net flows	(20.1)	(18.6)	(1.5)
Net flows in non-management fee earning AUM*	(1.2)	(1.0)	(0.2)
Net flows in Inst. Money Market Fund	3.2	2.8	0.4
Reinvested Distributions	8.4	8.4	—
Market Gains and Losses	(79.4)	(73.8)	(5.6)
Foreign Currency Translation	(3.6)	(3.2)	(0.4)
December 31, 2018	**$888.2**	**$566.7**	**$321.5**
Long-Term Inflows	53.8	40.3	13.5
Long-Term Outflows	(59.2)	(44.8)	(14.4)
Long-Term Net flows	(5.4)	(4.5)	(0.9)
Net flows in non-management fee earning AUM*	2.1	(0.7)	2.8
Net flows in Inst. Money Market Fund	6.8	3.3	3.5
Reinvested Distributions	0.7	0.6	0.1
Market Gains and Losses	60.9	53.0	7.9
Foreign Currency Translation	1.5	1.1	0.4
March 31, 2019	**$954.8**	**$619.5**	**$335.3**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Total assets under management – by channel

($ billions)	Total	Retail	Institutional
March 31, 2018	**$934.2**	**$599.4**	**$334.8**
Long-Term Inflows	54.4	42.3	12.1
Long-Term Outflows	(62.4)	(49.0)	(13.4)
Long-Term Net flows	(8.0)	(6.7)	(1.3)
Net flows in non-management fee earning AUM*	0.9	1.6	(0.7)
Net flows in Inst. Money Market Fund	0.9	1.7	(0.8)
Reinvested Distributions	0.7	0.7	—
Market Gains and Losses	10.3	9.5	0.8
Acquisitions	38.1	38.1	—
Foreign Currency Translation	(13.8)	(8.8)	(5.0)
June 30, 2018	**$963.3**	**$635.5**	**$327.8**
Long-Term Inflows	43.6	34.4	9.2
Long-Term Outflows	(54.8)	(42.3)	(12.5)
Long-Term Net flows	(11.2)	(7.9)	(3.3)
Net flows in non-management fee earning AUM*	3.2	2.2	1.0
Net flows in Inst. Money Market Fund	3.1	4.5	(1.4)
Reinvested Distributions	1.7	1.7	—
Market Gains and Losses	14.3	13.0	1.3
Acquisitions **	9.5	4.5	5.0
Foreign Currency Translation	(3.0)	(1.4)	(1.6)
September 30, 2018	**$980.9**	**$652.1**	**$328.8**

* Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.
** As of July 1, 2018, we began including 100% of Invesco Great Wall Fund Management Company, which added $9.5 billion in AUM during the third quarter.

Total assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
September 30, 2018	**$980.9**	**$633.0**	**$25.6**	**$96.1**	**$124.8**	**$101.4**
Long-Term Inflows	55.2	31.5	1.2	2.6	13.1	6.8
Long-Term Outflows	(75.3)	(46.1)	(1.6)	(5.9)	(16.2)	(5.5)
Long-Term Net flows	(20.1)	(14.6)	(0.4)	(3.3)	(3.1)	1.3
Net flows in non-management fee earning AUM*	(1.2)	(1.2)	—	—	—	—
Net flows in Inst. Money Market Fund	3.2	0.4	—	0.1	—	2.7
Reinvested Distributions	8.4	8.2	—	0.2	—	—
Market Gains and Losses	(79.4)	(59.5)	(2.2)	(6.2)	(8.0)	(3.5)
Foreign Currency Translation	(3.6)	—	(1.3)	(1.8)	(1.2)	0.7
December 31, 2018	**$888.2**	**$566.3**	**$21.7**	**$85.1**	**$112.5**	**$102.6**
Long-Term Inflows	53.8	28.4	1.2	3.2	12.4	8.6
Long-Term Outflows	(59.2)	(29.2)	(1.4)	(7.1)	(12.8)	(8.7)
Long-Term Net flows	(5.4)	(0.8)	(0.2)	(3.9)	(0.4)	(0.1)
Net flows in non-management fee earning AUM*	2.1	1.4	0.1	(0.1)	0.6	0.1
Net flows in Inst. Money Market Fund	6.8	3.4	—	—	(0.1)	3.5
Reinvested Distributions	0.7	0.6	—	0.1	—	—
Market Gains and Losses	60.9	41.0	2.6	3.5	7.5	6.3
Foreign Currency Translation	1.5	—	0.3	1.8	(1.2)	0.6
March 31, 2019	**$954.8**	**$611.9**	**$24.5**	**$86.5**	**$118.9**	**$113.0**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Total assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
March 31, 2018	**$934.2**	**$580.7**	**$25.7**	**$109.2**	**$129.7**	**$88.9**
Long-Term Inflows	54.4	23.9	1.1	3.3	17.9	8.2
Long-Term Outflows	(62.4)	(30.5)	(1.2)	(6.4)	(16.8)	(7.5)
Long-Term Net flows	(8.0)	(6.6)	(0.1)	(3.1)	1.1	0.7
Net flows in non-management fee earning AUM*	0.9	0.9	—	—	—	—
Net flows in Inst. Money Market Fund	0.9	1.7	—	(2.0)	(0.4)	1.6
Reinvested Distributions	0.7	0.5	—	0.2	—	—
Market Gains and Losses	10.3	6.8	0.3	2.5	0.5	0.2
Acquisitions	38.1	38.1	—	—	—	—
Foreign Currency Translation	(13.8)	—	(0.5)	(5.9)	(4.6)	(2.8)
June 30, 2018	**$963.3**	**$622.1**	**$25.4**	**$100.9**	**$126.3**	**$88.6**
Long-Term Inflows	43.6	22.9	0.9	2.7	10.9	6.2
Long-Term Outflows	(54.8)	(28.8)	(1.2)	(6.4)	(12.6)	(5.8)
Long-Term Net flows	(11.2)	(5.9)	(0.3)	(3.7)	(1.7)	0.4
Net flows in non-management fee earning AUM*	3.2	3.2	—	—	—	—
Net flows in Inst. Money Market Fund	3.1	(2.1)	—	—	—	5.2
Reinvested Distributions	1.7	1.6	—	0.1	—	—
Market Gains and Losses	14.3	14.1	—	(0.2)	0.8	(0.4)
Acquisitions	9.5	—	—	—	—	9.5
Foreign Currency Translation	(3.0)	—	0.5	(1.0)	(0.6)	(1.9)
September 30, 2018	**$980.9**	**$633.0**	**$25.6**	**$96.1**	**$124.8**	**$101.4**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
September 30, 2018	**$253.9**	**$177.1**	**$63.9**	**$—**	**$—**	**$12.9**
Long-Term Inflows	19.6	14.6	3.3	—	—	1.7
Long-Term Outflows	(23.3)	(14.0)	(7.7)	—	—	(1.6)
Long-Term Net flows	(3.7)	0.6	(4.4)	—	—	0.1
Net flows in non-management fee earning AUM*	(1.2)	(0.9)	(0.3)	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	(28.8)	(26.8)	(1.3)	—	—	(0.7)
Transfers	1.0	0.6	0.5	—	—	(0.1)
Foreign Currency Translation	(0.2)	(0.1)	(0.1)	—	—	—
December 31, 2018	**$221.0**	**$150.5**	**$58.3**	**$—**	**$—**	**$12.2**
Long-Term Inflows	20.1	14.0	4.5	—	—	1.6
Long-Term Outflows	(16.2)	(11.3)	(2.9)	—	—	(2.0)
Long-Term Net flows	3.9	2.7	1.6	—	—	(0.4)
Net flows in non-management fee earning AUM*	2.1	(1.1)	3.2	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	23.6	21.9	1.2	—	—	0.5
Foreign Currency Translation	(0.1)	(0.1)	—	—	—	—
March 31, 2019	**$250.5**	**$173.9**	**$64.3**	**$—**	**$—**	**$12.3**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by asset class

($ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
March 31, 2018	$200.3	$128.3	$56.8	$—	$—	$15.2
Long-Term Inflows	18.8	12.5	3.9	—	—	2.4
Long-Term Outflows	(18.4)	(11.8)	(4.3)	—	—	(2.3)
Long-Term Net flows	0.4	0.7	(0.4)	—	—	0.1
Net flows in non-management fee earning AUM*	0.9	1.7	(0.8)	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	4.8	6.0	(0.6)	—	—	(0.6)
Acquisitions	36.9	26.9	8.7	—	—	1.3
Transfers	(1.5)	—	(0.3)	—	—	(1.2)
Foreign Currency Translation	(0.6)	(0.3)	(0.3)	—	—	—
June 30, 2018	$241.2	$163.3	$63.1	$—	$—	$14.8
Long-Term Inflows	15.3	11.1	3.0	—	—	1.2
Long-Term Outflows	(15.6)	(9.8)	(2.9)	—	—	(2.9)
Long-Term Net flows	(0.3)	1.3	0.1	—	—	(1.7)
Net flows in non-management fee earning AUM*	3.2	2.3	0.9	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	9.6	10.0	(0.2)	—	—	(0.2)
Acquisitions	0.2	0.2	—	—	—	—
Foreign Currency Translation	—	—	—	—	—	—
September 30, 2018	$253.9	$177.1	$63.9	$—	$—	$12.9

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by channel

($ billions)	Total	Retail	Institutional
September 30, 2018	$253.9	$237.3	$16.6
Long-Term Inflows	19.6	19.6	—
Long-Term Outflows	(23.3)	(23.3)	—
Long-Term Net flows	(3.7)	(3.7)	—
Net flows in non-management fee earning AUM*	(1.2)	(1.0)	(0.2)
Net flows in Inst. Money Market Fund	—	—	—
Market Gains and Losses	(28.8)	(28.8)	—
Transfers	1.0	1.0	—
Foreign Currency Translation	(0.2)	(0.2)	—
December 31, 2018	$221.0	$204.6	$16.4
Long-Term Inflows	20.1	20.1	—
Long-Term Outflows	(16.2)	(16.2)	—
Long-Term Net flows	3.9	3.9	—
Net flows in non-management fee earning AUM*	2.1	(0.6)	2.7
Net flows in Inst. Money Market Fund	—	—	—
Market Gains and Losses	23.6	23.5	0.1
Foreign Currency Translation	(0.1)	(0.1)	—
March 31, 2019	$250.5	$231.3	$19.2

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by channel

($ billions)	Total	Retail	Institutional
March 31, 2018	$200.3	$183.5	$16.8
Long-Term Inflows	18.8	18.8	—
Long-Term Outflows	(18.4)	(18.4)	—
Long-Term Net flows	0.4	0.4	—
Net flows in non-management fee earning AUM*	0.9	1.6	(0.7)
Net flows in Inst. Money Market Fund	—	—	—
Market Gains and Losses	4.8	5.3	(0.5)
Acquisitions	36.9	36.9	—
Transfers	(1.5)	(1.5)	—
Foreign Currency Translation	(0.6)	(0.6)	—
June 30, 2018	$241.2	$225.6	$15.6
Long-Term Inflows	15.3	15.3	—
Long-Term Outflows	(15.6)	(15.6)	—
Long-Term Net flows	(0.3)	(0.3)	—
Net flows in non-management fee earning AUM*	3.2	2.2	1.0
Net flows in Inst. Money Market Fund	—	—	—
Market Gains and Losses	9.6	9.6	—
Acquisitions	0.2	0.2	—
Foreign Currency Translation	—	—	—
September 30, 2018	$253.9	$237.3	$16.6

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
September 30, 2018	**$253.9**	**$221.5**	**$0.6**	**$—**	**$30.4**	**$1.4**
Long-Term Inflows	19.6	12.3	0.1	—	7.1	0.1
Long-Term Outflows	(23.3)	(15.9)	(0.1)	—	(7.2)	(0.1)
Long-Term Net flows	(3.7)	(3.6)	—	—	(0.1)	—
Net flows in non-management fee earning AUM*	(1.2)	(1.2)	—	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	(28.8)	(26.4)	—	—	(2.3)	(0.1)
Transfers	1.0	—	—	—	1.0	—
Foreign Currency Translation	(0.2)	—	—	—	(0.2)	—
December 31, 2018	**$221.0**	**$190.3**	**$0.6**	**$—**	**$28.8**	**$1.3**
Long-Term Inflows	20.1	13.4	0.1	—	6.4	0.2
Long-Term Outflows	(16.2)	(11.8)	(0.1)	—	(4.1)	(0.2)
Long-Term Net flows	3.9	1.6	—	—	2.3	—
Net flows in non-management fee earning AUM*	2.1	1.7	—	—	0.4	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	23.6	21.2	0.1	—	2.2	0.1
Foreign Currency Translation	(0.1)	—	—	—	(0.1)	—
March 31, 2019	**$250.5**	**$214.8**	**$0.7**	**$—**	**$33.6**	**$1.4**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Passive assets under management – by client domicile

($ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
March 31, 2018	**$200.3**	**$167.7**	**$0.5**	**$—**	**$31.0**	**$1.1**
Long-Term Inflows	18.8	11.3	—	—	7.3	0.2
Long-Term Outflows	(18.4)	(11.3)	—	—	(7.0)	(0.1)
Long-Term Net flows	0.4	—	—	—	0.3	0.1
Net flows in non-management fee earning AUM*	0.9	0.9	—	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	4.8	5.4	—	—	(0.1)	(0.5)
Acquisitions	36.9	36.9	—	—	—	—
Transfers	(1.5)	(1.5)	—	—	—	—
Foreign Currency Translation	(0.6)	—	—	—	(0.6)	—
June 30, 2018	**$241.2**	**$209.4**	**$0.5**	**$—**	**$30.6**	**$0.7**
Long-Term Inflows	15.3	9.5	0.1	—	5.6	0.1
Long-Term Outflows	(15.6)	(9.2)	—	—	(6.3)	(0.1)
Long-Term Net flows	(0.3)	0.3	0.1	—	(0.7)	—
Net flows in non-management fee earning AUM*	3.2	3.2	—	—	—	—
Net flows in Inst. Money Market Fund	—	—	—	—	—	—
Market Gains and Losses	9.6	9.1	—	—	0.5	—
Acquisitions	0.2	—	—	—	—	0.2
Transfers	—	(0.5)	—	—	—	0.5
Foreign Currency Translation	—	—	—	—	—	—
September 30, 2018	**$253.9**	**$221.5**	**$0.6**	**$—**	**$30.4**	**$1.4**

*Non-management fee earning AUM includes non-management fee earning ETFs, UIT and product leverage.

Reconciliation of US GAAP results to non-GAAP results – three months ended March 31, 2019

Please refer to pages 7-9 in the 1Q 2019 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	Transaction, Integration, and restructuring	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	924	42	—	—	—	9	—	974
Service and Distribution Fees	219	—	—	—	—	—	—	219
Performance Fees	22	—	—	—	—	—	—	22
Other	50	4	—	—	—	—	—	54
Third-Party Distribution, Service and Advisory	—	(14)	(368)	—	—	—	—	(382)
Total Operating Revenues reconciled to net revenues	1,215	32	(368)	—	—	9	—	887
Operating Expenses								
Third-Party Distribution, Service and Advisory	368	—	(368)	—	—	—	—	—
Employee Compensation	381	12	—	—	(12)	—	—	382
Marketing	28	1	—	—	—	—	—	29
Property, Office and Technology	107	2	—	—	—	—	—	109
General and Administrative	84	1	—	—	—	(3)	—	82
Transaction, integration and restructuring	46	—	—	(46)	—	—	—	—
Total Operating Expenses	1,014	17	(368)	(46)	(12)	(3)	—	603
Operating Income reconciled to adjusted operating income	200	15	—	46	12	12	—	284
Equity in Earnings of Unconsolidated Affiliates	15	(6)	—	—	—	(7)	—	2
Interest and Dividend Income	5	2	—	—	—	1	—	7
Interest Expense	(33)	—	—	—	—	—	—	(33)
Other Gains and Losses, net	31	—	—	—	(18)	21	8	43
Other income/(expense) of CIP, net	39	—	—	—	—	(39)	—	—
Income before income taxes	257	11	—	46	(6)	(12)	8	303
Income Tax Provision	(66)	(4)	—	(1)	1	—	(2)	(72)
Net income	191	6	—	45	(5)	(12)	6	231
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(13)	(6)	—	—	—	13	—	(6)
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	178	—	—	45	(5)	1	6	225
Diluted EPS	$0.44					Adjusted diluted EPS		$0.56
Diluted Shares Outstanding	401.9					Diluted Shares Outstanding		401.9
Operating Margin	16.5%					Adjusted Operating Margin		32.0%

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

Please refer to pages 11-14 in the 4Q 2018 earnings press release for a description of the adjustments

($ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3rd party distribution, service and advisory expenses	Transaction, Integration, and restructuring	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Operating Revenues								
Investment Management Fees	949	34	—	—	—	10	—	993
Service and Distribution Fees	232	—	—	—	—	—	—	232
Performance Fees	28	—	—	—	—	—	—	28
Other	47	2	—	—	—	—	—	49
Third-Party Distribution, Service and Advisory	—	(11)	(372)	—	—	—	—	(383)
Total Operating Revenues reconciled to net revenues	1,256	26	(372)	—	—	10	—	919
Operating Expenses								
Third-Party Distribution, Service and Advisory	372	—	(372)	—	—	—	—	—
Employee Compensation	349	12	—	—	11	—	—	372
Marketing	41	2	—	—	—	—	—	43
Property, Office and Technology	108	2	—	—	—	—	—	110
General and Administrative	93	2	—	—	—	(2)	—	93
Transaction, integration and restructuring	62	—	—	(62)	—	—	—	—
Total Operating Expenses	1,026	18	(372)	(62)	11	(2)	—	619
Operating Income reconciled to adjusted operating income	230	8	—	62	(11)	12	—	300
Equity in Earnings of Unconsolidated Affiliates	5	(4)	—	—	—	1	—	2
Interest and Dividend Income	10	1	—	—	(4)	—	—	8
Interest Expense	(29)	—	—	—	—	—	—	(29)
Other Gains and Losses, net	(42)	1	—	—	28	(18)	(3)	(34)
Other income/(expense) of CIP, net	(27)	—	—	—	—	27	—	—
Income before income taxes	148	6	—	62	13	20	(3)	246
Income Tax Provision	(53)	(3)	—	(4)	(3)	—	1	(62)
Net income	95	3	—	58	10	20	(2)	185
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	19	(3)	—	—	—	(19)	—	(3)
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	114	—	—	58	10	1	(2)	181
Diluted EPS	$0.28					Adjusted diluted EPS		$0.44
Diluted Shares Outstanding	410.1					Diluted Shares Outstanding		410.1
Operating Margin	18.3%					Adjusted Operating Margin		32.6%

Reconciliation of US GAAP results to non-GAAP results – three months ended September 30, 2018

Please refer to pages 8-11 in the 3Q 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	Transaction, Integration, and restructuring	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,039	36	—	—	—	5	—	1,079
Service and Distribution Fees	248	—	—	—	—	—	—	248
Performance Fees	8	—	—	—	—	—	—	8
Other	47	2	—	—	—	—	—	49
Third-Party Distribution, Service and Advisory	—	(9)	(408)	—	—	—	—	(417)
Total Operating Revenues reconciled to net revenues	1,342	28	(408)	—	—	5	—	967
Operating Expenses								
Third-Party Distribution, Service and Advisory	408	—	(408)	—	—	—	—	—
Employee Compensation	381	12	—	—	(4)	—	—	389
Marketing	33	1	—	—	—	—	—	35
Property, Office and Technology	104	2	—	—	—	—	—	106
General and Administrative	61	1	—	—	—	(5)	23	80
Transaction, integration and restructuring	33	—	—	(33)	—	—	—	—
Total Operating Expenses	1,020	17	(408)	(33)	(4)	(5)	23	609
Operating Income reconciled to adjusted operating income	322	12	—	33	4	10	(23)	358
Equity in Earnings of Unconsolidated Affiliates	12	(5)	—	—	—	3	—	10
Interest and Dividend Income	4	2	—	—	—	—	—	5
Interest Expense	(30)	—	—	—	—	—	—	(30)
Other Gains and Losses, net	6	1	—	—	(3)	(8)	(3)	(7)
Other income/(expense) of CIP, net	28	—	—	—	—	(28)	—	—
Income before income taxes	342	9	—	33	1	(23)	(26)	337
Income Tax Provision	(61)	(3)	—	3	—	—	5	(57)
Net income	281	5	—	36	1	(23)	(20)	280
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(12)	(5)	—	—	—	12	—	(5)
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	270	—	—	36	1	(11)	(20)	274
Diluted EPS	$0.65					Adjusted diluted EPS		$0.66
Diluted Shares Outstanding	414.4					Diluted Shares Outstanding		414.4
Operating Margin	24.0%					Adjusted Operating Margin		37.0%

In 4Q-18, the company added a new U.S. GAAP income statement line item, "Transaction, integration and restructuring." This line item includes transaction-related costs for acquisitions, as well as integration and restructuring-related costs. The presentation of prior period amounts has been reclassified to be consistent with the current period presentation.

Reconciliation of US GAAP results to non-GAAP results – three months ended June 30, 2018

Please refer to pages 8-10 in the 2Q 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	Transaction, Integration, and restructuring	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
Investment Management Fees	1,051	16	—	—	—	7	—	1,074
Service and Distribution Fees	243	—	—	—	—	—	—	243
Performance Fees	12	1	—	—	—	—	—	13
Other	56	1	—	—	—	—	—	57
Third-Party Distribution, Service and Advisory	—	(4)	(409)	—	—	—	—	(413)
Total Operating Revenues reconciled to net revenues	1,361	—	(409)	—	—	—	—	974
Operating Expenses								
Third-Party Distribution, Service and Advisory	409	—	(409)	—	—	—	—	—
Employee Compensation	379	7	—	—	(3)	—	—	383
Marketing	32	1	—	—	—	—	—	33
Property, Office and Technology	99	1	—	—	—	—	—	100
General and Administrative	87	1	—	—	—	(6)	—	82
Transaction, integration and restructuring	24	—	—	(24)	—	—	—	—
Total Operating Expenses	1,029	9	(409)	(24)	(3)	(6)	—	597
Operating Income reconciled to adjusted operating income	331	6	—	24	3	13	—	377
Equity in Earnings of Unconsolidated Affiliates	7	(5)	—	—	—	2	—	5
Interest and Dividend Income	3	—	—	—	—	—	—	3
Interest Expense	(30)	—	—	—	—	—	—	(30)
Other Gains and Losses, net	1	—	—	—	(1)	(9)	(2)	(11)
Other income/(expense) of CIP, net	1	—	—	—	—	(1)	—	—
Income before income taxes	314	2	—	24	1	5	(2)	344
Income Tax Provision	(72)	(2)	—	3	—	—	1	(71)
Net income	242	—	—	26	1	5	(2)	273
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	3	—	—	—	—	(3)	—	—
Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	245	—	—	26	1	2	(2)	273
Diluted EPS	$0.59					Adjusted diluted EPS		$0.66
Diluted Shares Outstanding	414.1					Diluted Shares Outstanding		414.1
Operating Margin	24.3%					Adjusted Operating Margin		38.7%

In 4Q-18, the company added a new U.S. GAAP income statement line item, "Transaction, integration and restructuring." This line item includes transaction-related costs for acquisitions, as well as integration and restructuring-related costs. The presentation of prior period amounts has been reclassified to be consistent with the current period presentation.

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	Transaction, Integration, and restructuring	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	—	—	—	—	—	—	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	385	6	—	—	(2)	—	—	390
Marketing	28	1	—	—	—	—	—	29
Property, Office and Technology	100	1	—	—	—	—	—	101
General and Administrative	84	1	—	—	—	(3)	—	81
Transaction, integration and restructuring	19	—	—	(19)	—	—	—	—
Total Operating Expenses	1,035	8	(419)	(19)	(2)	(3)	—	601
Operating Income reconciled to adjusted operating income	321	6	—	19	2	10	—	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	—	19	5	(12)	(2)	345
Income Tax Provision	(68)	(1)	—	(1)	(1)	-	—	(71)
Net income	265	—	—	18	4	(12)	(2)	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	—	—	18	4	(1)	(2)	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%

In 4Q-18, the company added a new U.S. GAAP income statement line item, "Transaction, integration and restructuring." This line item includes transaction-related costs for acquisitions, as well as integration and restructuring-related costs. The presentation of prior period amounts has been reclassified to be consistent with the current period presentation.

Transaction-related non-GAAP measures

This presentation includes transaction-related non-GAAP measures.

The operating metrics are presented for projection purposes only and are presented consistently with Invesco's non-GAAP management reporting approach.

- Projected adjusted operating income, adjusted operating expenses, net operating margin and pro-forma EBITDA reflect the benefit of the expected year one synergies and exclude the expected integration costs.
- Net revenues, adjusted operating expenses and adjusted operating margin reflect distribution, service and advisory expenses net of total gross revenues.

The US GAAP impact of this transaction cannot be quantified at this time, as such calculations are dependent on the nature of the purchase price accounting adjustments and their impact going forward.