Invesco

Third Quarter 2023 Results

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President and Chief Executive Officer

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Chief Financial Officer

October 24, 2023

Forward-looking statements and Important Information

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, capital expenditures and AUM and could differ materially from events that actually occur in the future due to known and unknown risks and other important factors, including, but not limited to, industry or market conditions, geopolitical events and pandemics or health crises and their respective 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. None of this information should be considered in isolation from, or as a substitute for, historical financial statements.

Forward-looking statements are not guarantees, and they involve risks, uncertainties and assumptions. Although we make such statements based on assumptions that we believe to be reasonable, 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.

This presentation includes the following non-GAAP performance measures: net revenue (and by calculation, net revenue yield on AUM), adjusted operating expenses, 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. The most directly comparable U.S. GAAP measures are operating revenues (and by calculation, gross revenue yield on AUM), operating expenses, operating income, operating margin, net income attributable to Invesco Ltd., and diluted EPS.

A reconciliation of U.S. GAAP results to non-GAAP results may be found in the Appendix. 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.

Third quarter 2023 highlights

Key Metrics	Q3'22	Q2'23	Q3'23
Net LT Flows (billions)	($7.7)	($2.0)	$2.6
Ending AUM (billions)	$1,323.3	$1,538.2	$1,487.3
Average AUM (billions)	$1,416.2	$1,494.9	$1,528.7
Net Revenues* (millions)	$1,110.6	$1,090.7	$1,098.2
Adjusted Operating Income* (millions)	$369.4	$302.0	$309.2
Adjusted Operating Margin*	33.3%	27.7%	28.2%
Adjusted Diluted EPS*	$0.34	$0.31	$0.35

Key Capability Area	Q3'23 Ending AUM	Q3'23 Business Highlights
ETFs, Factors and Index	$552B[1]	**Net LT inflows of $11.8 billion from ETFs, one of our strongest quarters as we continue to gain market share. S&P Equal Weight Index had $3.6B of net inflows, and the lead product in our innovation suite, the QQQM, now has $14 billion of AUM, built in three years since launch.**
Private Markets	$112B[2]	**Over $6 billion of dry powder to capitalize on opportunities emerging from market dislocation. Net LT outflows moderated to $0.2 billion.**
Active Fixed Income	$424B[3]	**Growth in Investment Grade, SMAs and Global Debt was offset by outflows in Stable Value, resulting in marginal net outflows of $0.3 billion. Remain well positioned with a broad product suite as demand increases with clients capitalizing on higher yields.**
Active Global Equities	$86B[4]	**Net LT outflows moderated to $1.2 billion, including $1.0 billion of outflows in Developing Markets. Investment performance has improved in Developing Markets and Global Equities.**
Greater China Investment Capabilities	$86B[5]	**Continued weak market sentiment and interest rate tightening led to elevated fixed income redemptions industry-wide and drove $1.9 billion of net LT outflows almost entirely from fixed income strategies. Launched 3 new products.**
Solutions	$76B[6]	**Solutions enabled 35% of institutional pipeline.**

- Resilient net flows performance with $2.6 billion in LT net inflows led by ETFs
- Multi-quarter plan underway to simplify and streamline the organization to better position the firm for greater scale and improved profitability
  - Incurred $39 million of organizational change expenses in Q3'23; expect $50 million of cost savings from these efforts in 2024
  - Excluding the organizational change expenses would add 350 basis points to margin and $0.07 to adjusted diluted EPS
- Operating expenses well-managed
- Strong balance sheet with net debt[7] (ex. preferred) below $250 million; $0 drawn and $2 billion available on credit facility

* See Appendix for footnote disclosures and non-GAAP reconciliation.

We have performance, competitive strength, and scale with greater than $500 billion in AUM across a spectrum of Fixed Income asset classes, vehicles and geographies

- Organic growth across geographies, client types and capabilities—diversification will drive future growth opportunities
- Positioned to benefit from redeployment of assets into fixed income strategies as investors gain greater clarity on interest rates

Fixed Income Capabilities Span Duration and Credit Risk Appetites to Meet Client Demand Across a Full Spectrum of Strategies

Capability	AUM	3Y/5Y % AUM Top Half
Liquidity/Money Market	$190B	
Stable Value	$72B	
Municipals/Tax Exempt	$63B	
Investment Grade	$59B	
Global/Emerging Markets	$49B	

% in Top Half of Peer Group: >75% | 51-75% | 25-50% | <25%

- Nearly 150% AUM growth over past 5 years[1]
- Top 10 firm in the institutional money fund space[2]
- Top 5 non-bank owned investment manager[2]

- Over 30% AUM growth over past 5 years
- #2 in US institutional marketplace[3]

- Nearly 140% AUM growth over past 5 years
- Top 5 municipal fund manager in US with 5.7% market share of US municipal mutual fund AUM; #2 in high yield municipal funds[4]

- Over 90% AUM growth over past 5 years largely driven via global institutional investors across US, EMEA and APAC
- Improving performance as US IG Credit conditions move past banking crisis

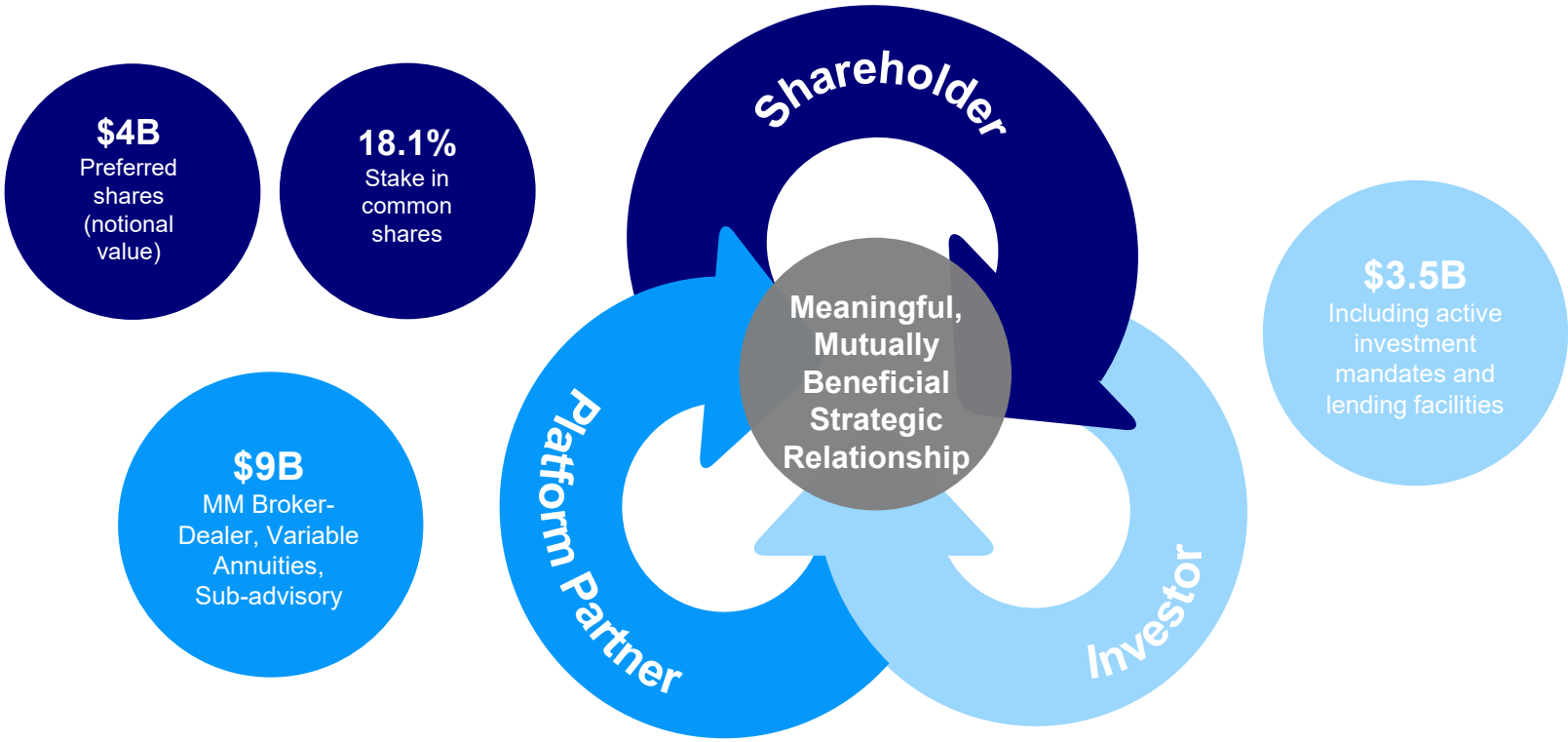
- Well positioned for growth in both UK Retail and broader EMEA institutional opportunities

One of the most extensive **Fixed Income ETF and Index** lineups in the industry with nearly $50 billion of AUM and over 50 ETFs in the U.S. including active and passive products

Robust **Senior Corporate Loans** capability with nearly $40 billion in AUM

See Appendix for footnote disclosures. Numbers may not add up due to rounding.

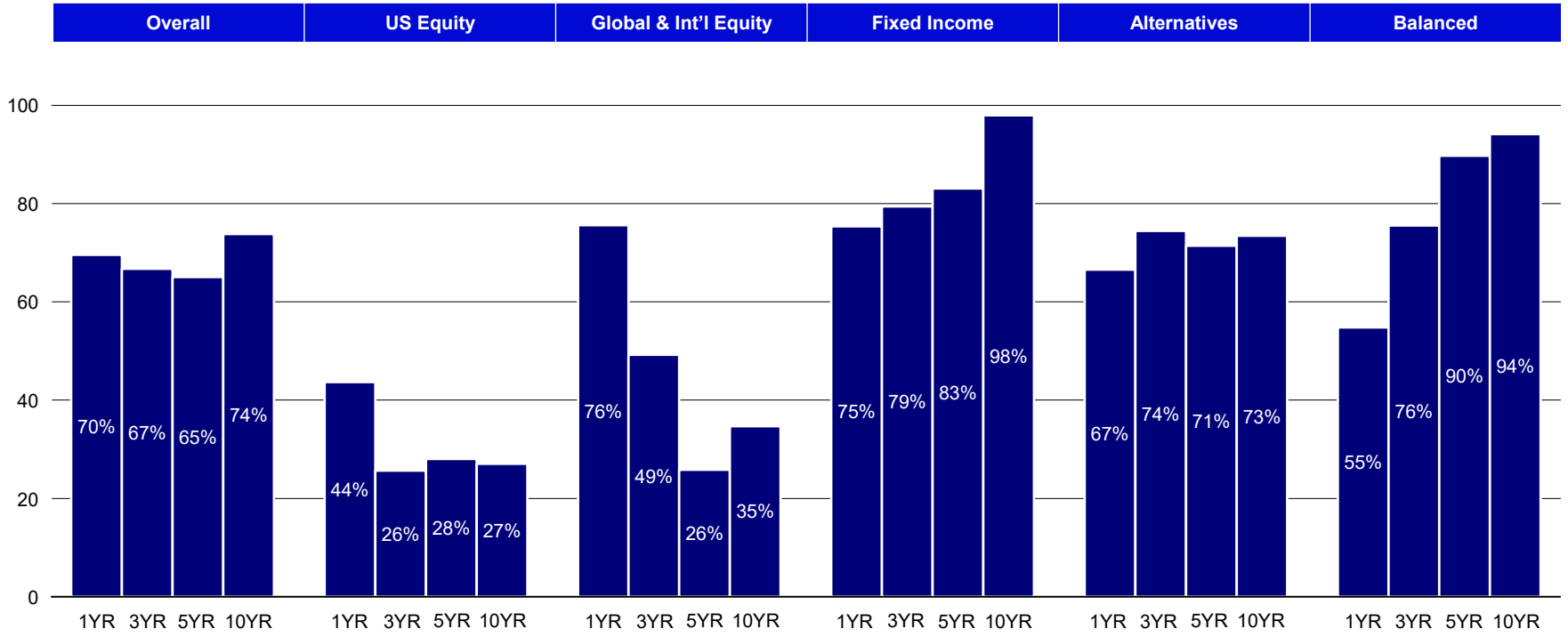
Strategic Relationship with MassMutual



- MassMutual is a significant stakeholder with common and preferred share ownership, **incentivized to help drive growth**
- **MassMutual is our lead investor in seeding new private markets and other strategies with $3.5B of commitments**—bolsters our ability to grow the private markets business where access to capital is paramount
- Invesco is the **largest sub-advised and Defined Contribution Investment Only (DCIO) manager on the MassMutual platform**
- **Meaningful opportunity**—exploring avenues to further build upon this important, mutually beneficial strategic relationship

Investment performance as of September 30, 2023

% of actively managed assets in top half of peer group or beating benchmark



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.

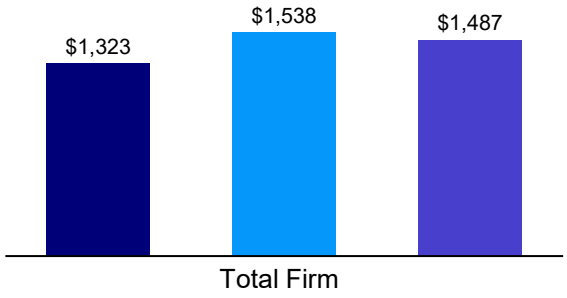
Data as of 9/30/2023. Includes AUM of $850.9 billion (57% of total IVZ) for 1 year, $844.3 billion (57% of total IVZ) for 3 year, $805.4 billion (54% of total IVZ) for 5 year, and $724.4 billion (49% of total IVZ) for 10 year. For composites where peer rankings are available, we compare performance against peer median. For composites where peer rankings are not available but benchmark-relative performance is available, we compare performance against benchmark. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Morningstar, IA, Lipper, eVestment, Mercer, Galaxy, 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.

Assets under management & long-term flows

Q3'22 Q2'23 Q3'23 % of Total Firm AUM Annualized LT Org. Growth[1]

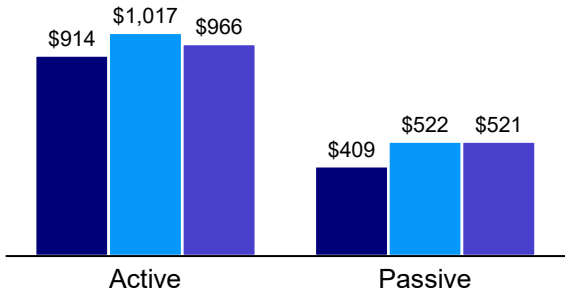
(in billions)

AUM Total Firm



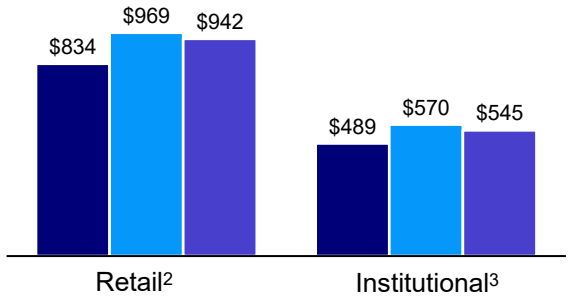
AUM by Investment Approach

69%	66%	65%	31%	34%	35%



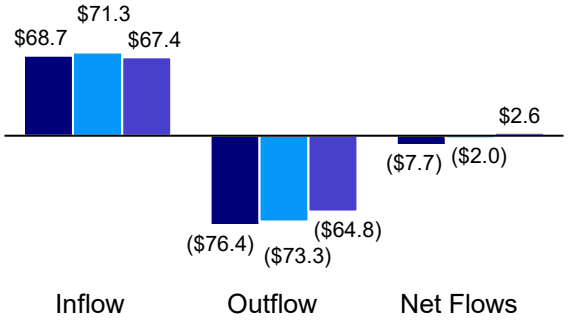
AUM by Channel

63%	63%	63%	37%	37%	37%



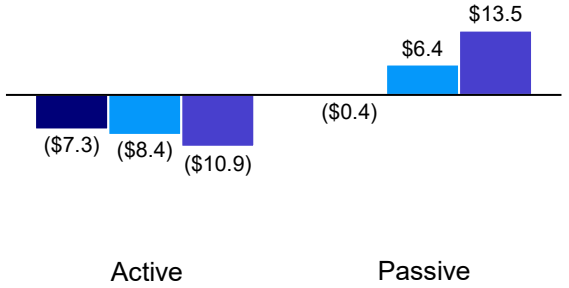
Long-Term Flows

-2.9%	-0.7%	0.9%



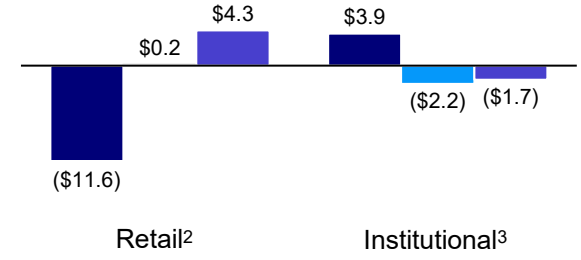
Net Long-Term Flows by Investment Approach

-3.7%	-4.3%	-5.6%	-0.6%	8.6%	16.8%



Net Long-Term Flows by Channel

-6.5%	0.1%	2.3%	4.4%	-2.4%	-1.9%



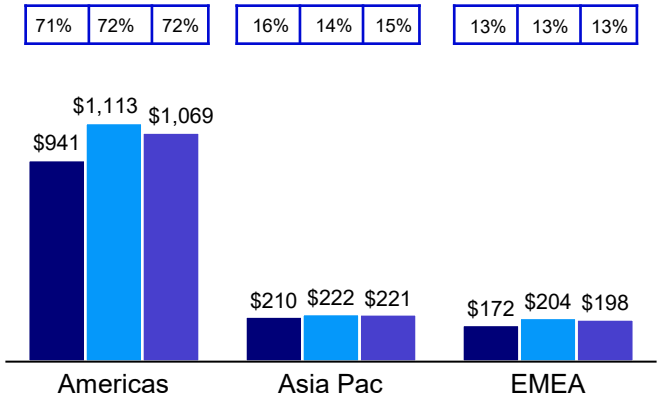
See Appendix for footnote disclosures. Numbers may not add up due to rounding.

Assets under management & long-term flows (continued)

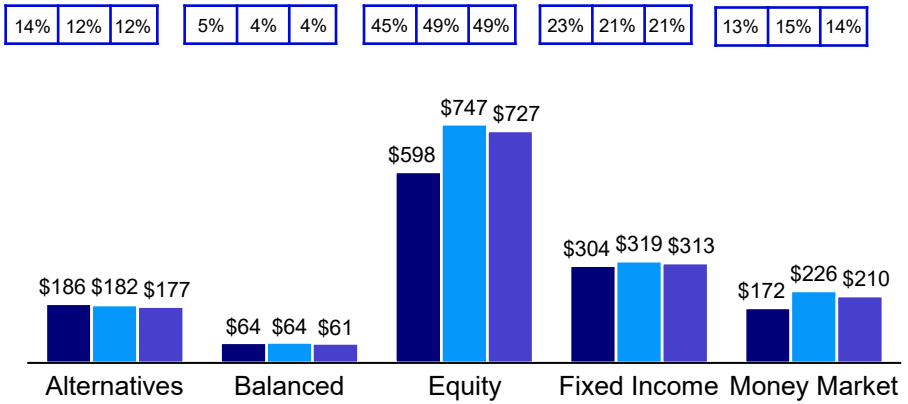
Q3'22 Q2'23 Q3'23 % of Total Firm AUM Annualized LT Org. Growth[1]

(in billions)

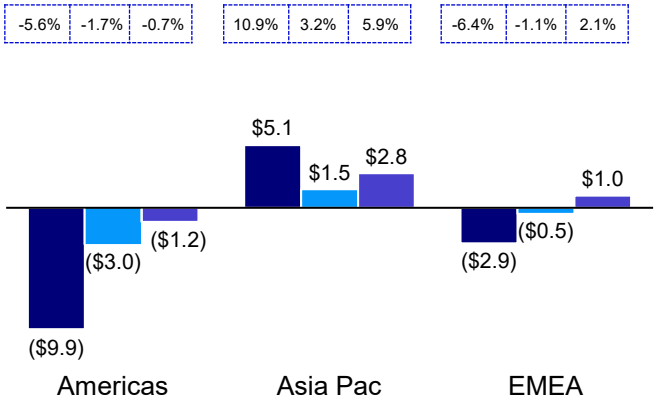
AUM by Geography



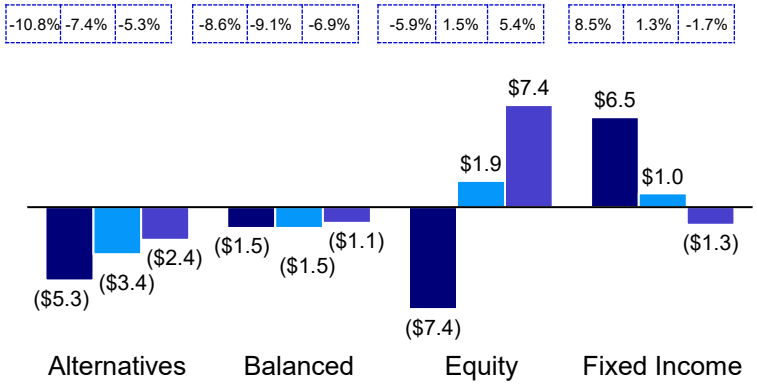
AUM by Asset Class



Net Long-Term Flows by Geography



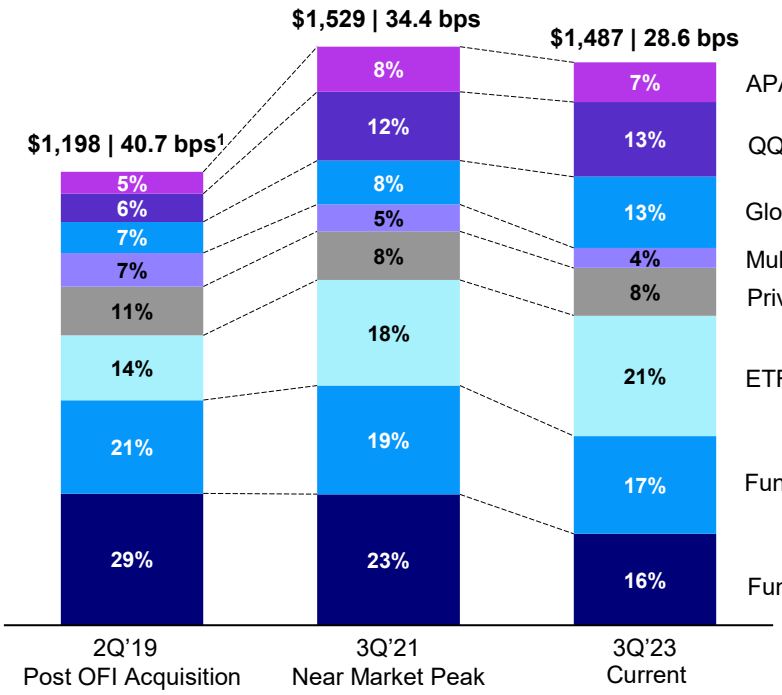
Net Long-Term Flows by Asset Class



See Appendix for footnote disclosures. Numbers may not add up due to rounding.

Market volatility and shifting asset mix have resulted in a lower concentration of active equity capabilities; average yield declines should moderate moving forward

AUM, $B | Net Revenue Yields*
Bars based on AUM $, labels indicate % of total AUM



	Net Revenue Yields
APAC Managed [2]	40 – 50 bps
QQQs	0 bps
Global Liquidity [3]	Low-Double Digit
Multi Asset / Other [4]	40 – 50 bps
Private Markets [5]	45 – 55 bps
ETFs and Index	15 – 20 bps
Fundamental Fixed Income	20 – 30 bps
Fundamental Equities	60 – 65 bps

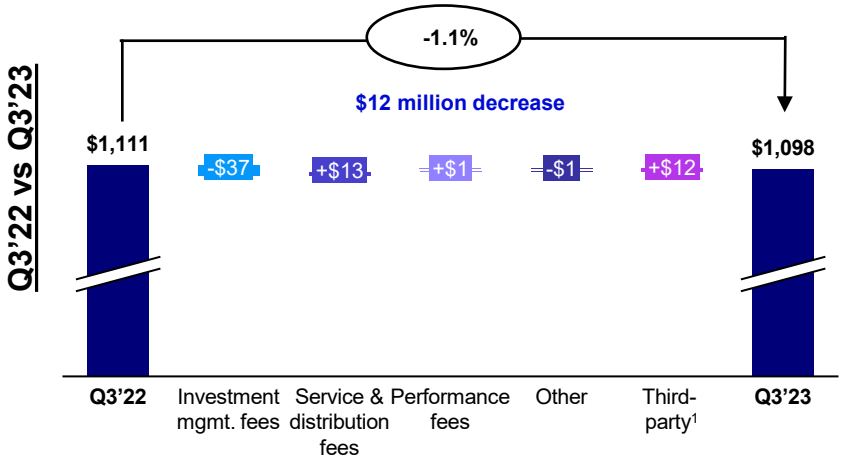
- Secular shifts in the asset management business coupled with more recent market dynamics have significantly altered our asset mix
- While the revenue headwind has weighed on results, accelerating flows into ETFs, China and Fixed Income combined with weaker demand for Fundamental Equities has reduced overall concentration risk of higher fee assets
- Net revenue yields by investment strategy have been relatively stable; the average net revenue yield decline has been driven by mix shift
- Average net revenue yields are beginning to stabilize as the multi-year secular shift in client preferences is increasingly captured in results
- A more diversified business mix better positions the firm to navigate various market cycles, events and shifting client demand

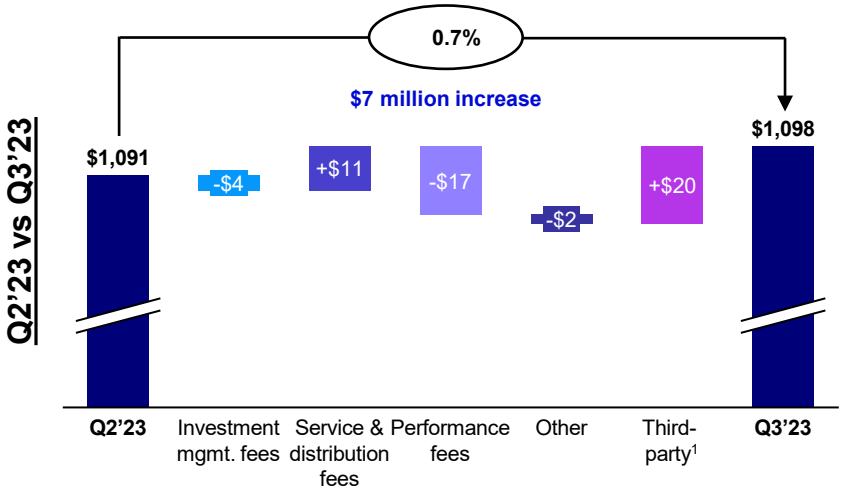
*See Appendix for footnote disclosures and non-GAAP reconciliation. Numbers may not add up due to rounding.

Revenues and expenses

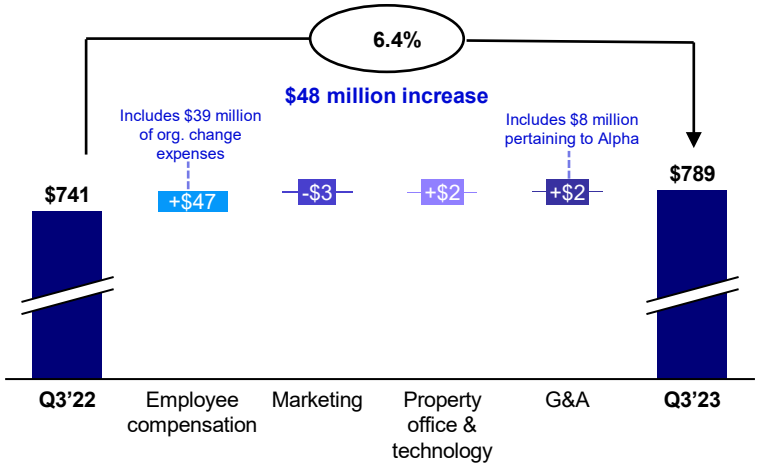
(in millions)

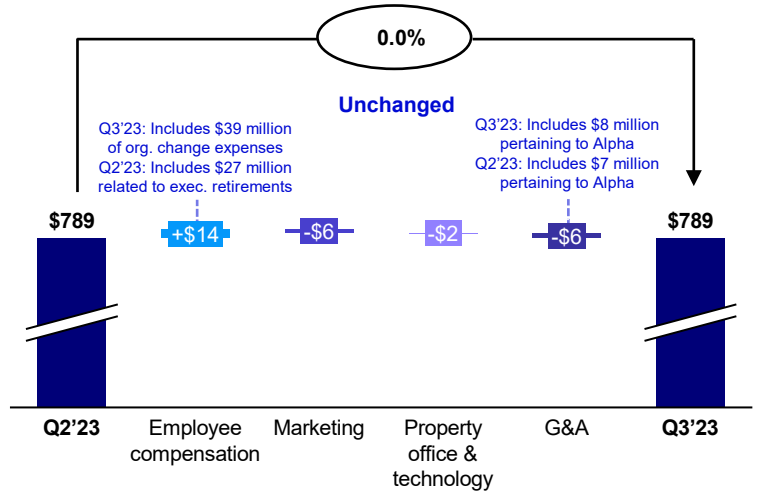
Net Revenues





Adjusted Operating Expenses



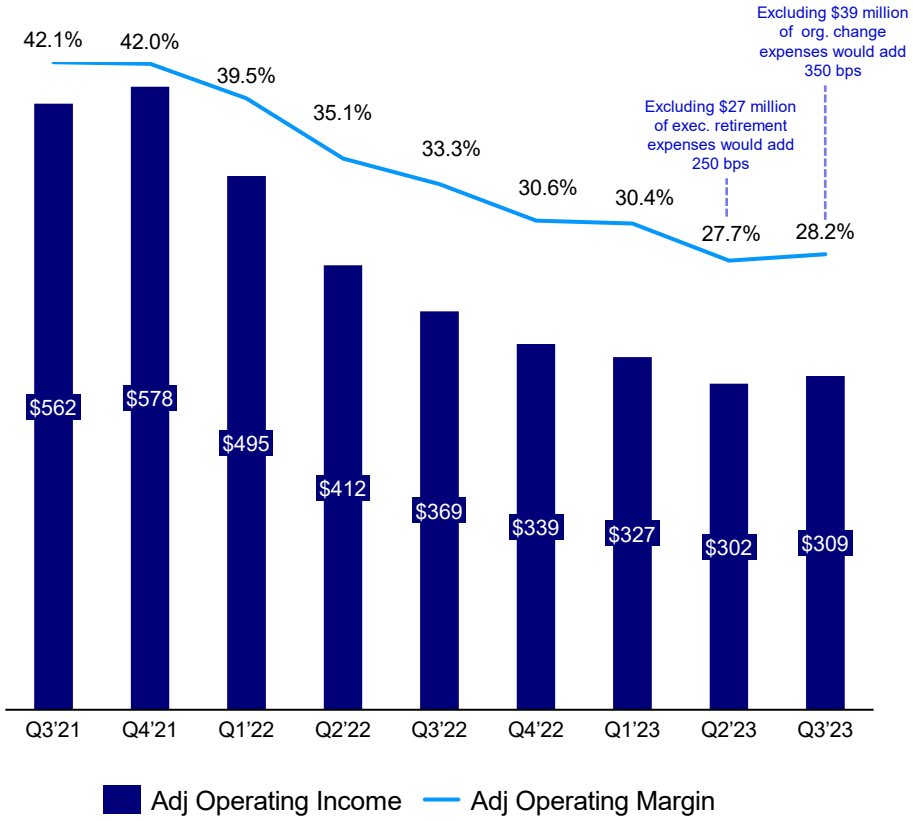


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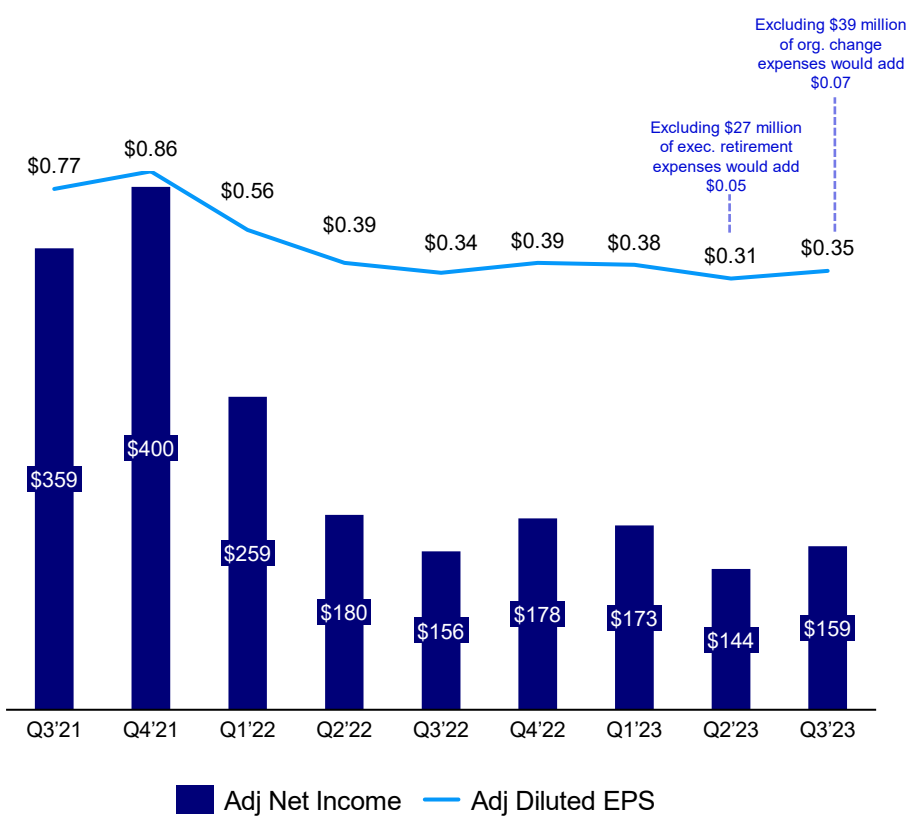
Adjusted operating income and profitability

(in millions, except margin and per share information)

Adjusted Operating Income and Adjusted Operating Margin



Adjusted Net Income and Adjusted Diluted Earnings Per Share

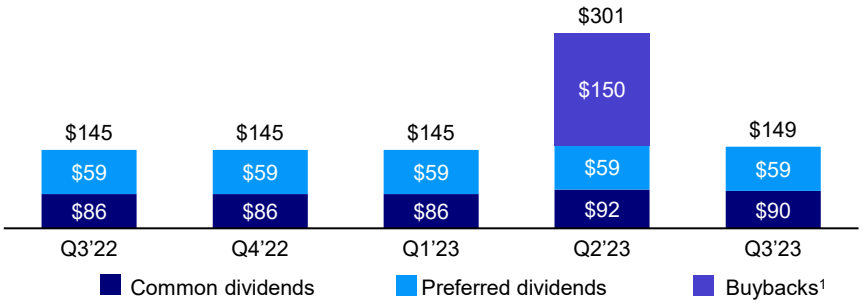


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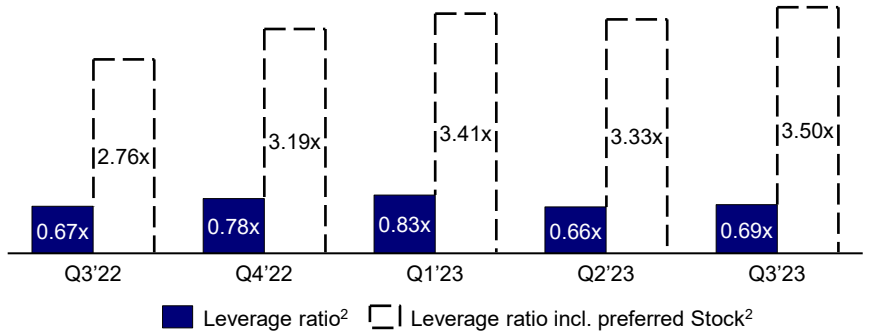
Capital management

(in millions, except ratio information)

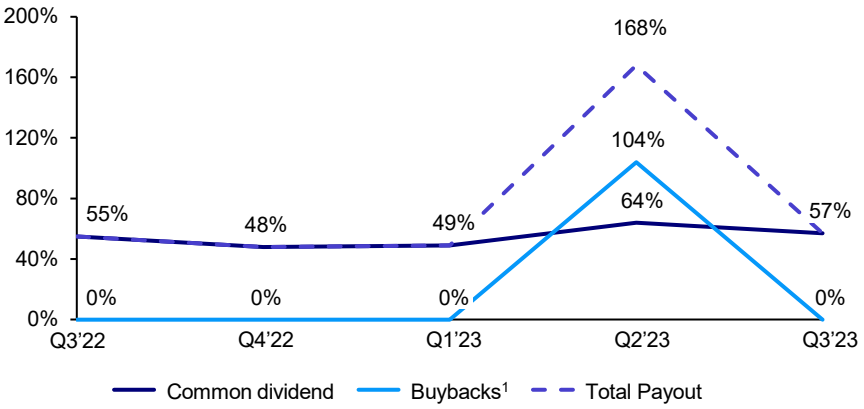
Capital Returned to Shareholders



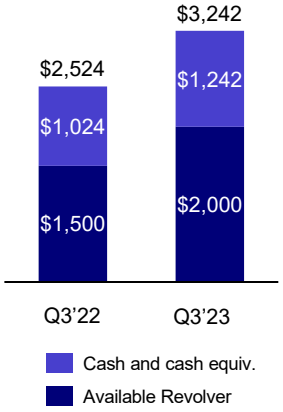
Leverage Ratio**



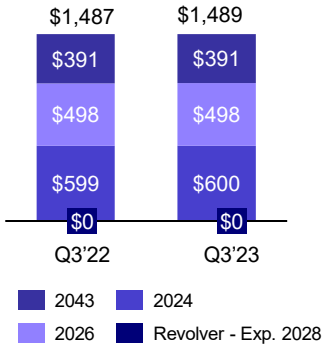
Common Shareholders Payout Ratio, as % of Adj. Net Income*



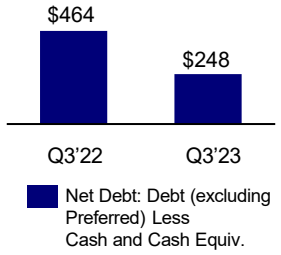
Sources of Liquidity by Type



Debt by Maturity



Net Debt



* Adjusted net income attributable to common shareholders. See Appendix for footnote disclosures and non-GAAP reconciliation. Numbers may not add up due to rounding

** Leverage ratio calculations utilize non-GAAP measures. See Appendix for footnote disclosures and reconciliations.

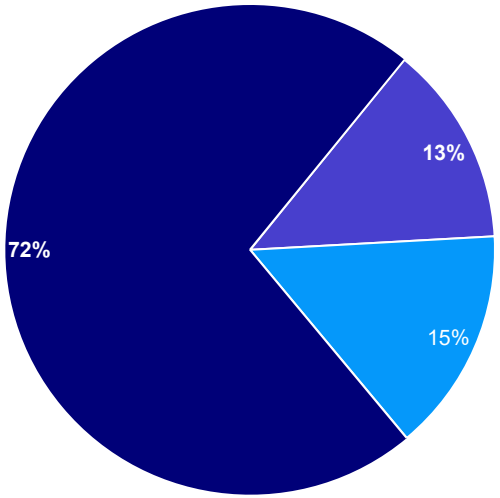
Conclusion

- Resilient net flows performance with $2.6 billion in LT net inflows led by ETFs
- Simplifying and streamlining the organization to achieve greater scale, consistent investment quality, and improved profitability
- Market volatility and shifting asset mix have resulted in a lower concentration of active equity capabilities; average yield declines should moderate moving forward
- Strongly positioned for flow recapture as cash comes off the sidelines — we have the scale, performance and competitive strength in capabilities that will drive the asset management industry forward including ETFs, Fixed Income, Private Markets and APAC
- MassMutual is a significant stakeholder with common and preferred share ownership and a strategic partner that bolsters our ability for growth
- Building balance sheet strength with goal of zero net debt by second half of 2024, and methodically growing capital returned to shareholders

Appendix

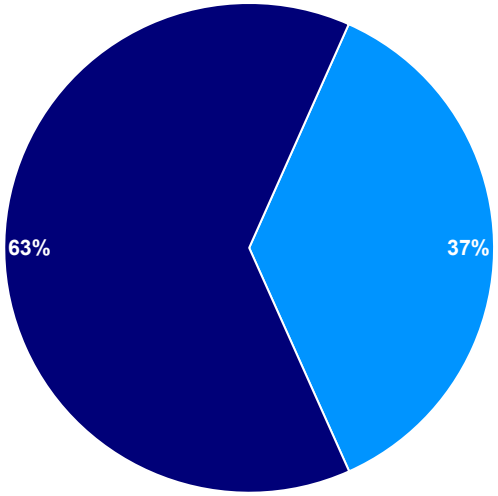
We are diversified as a firm

By Client Domicile



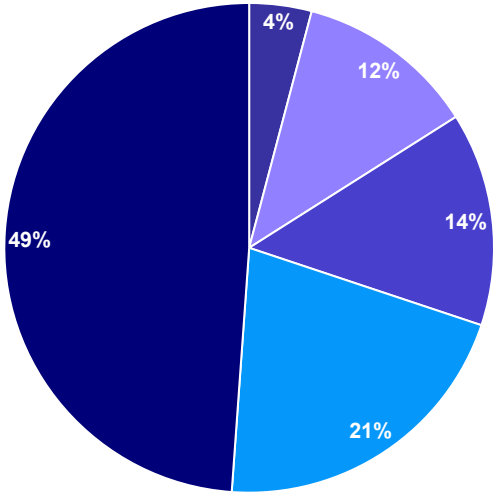
	(billions)	1-Yr Change
Americas	$1,069.2	13.6 %
Asia Pac	$220.5	4.9 %
EMEA	$197.6	14.8 %
Total	**$1,487.3**	**12.4 %**

By Channel



	(billions)	1-Yr Change
Retail	$942.4	13.0 %
Institutional	$544.9	11.4 %
Total	**$1,487.3**	**12.4 %**

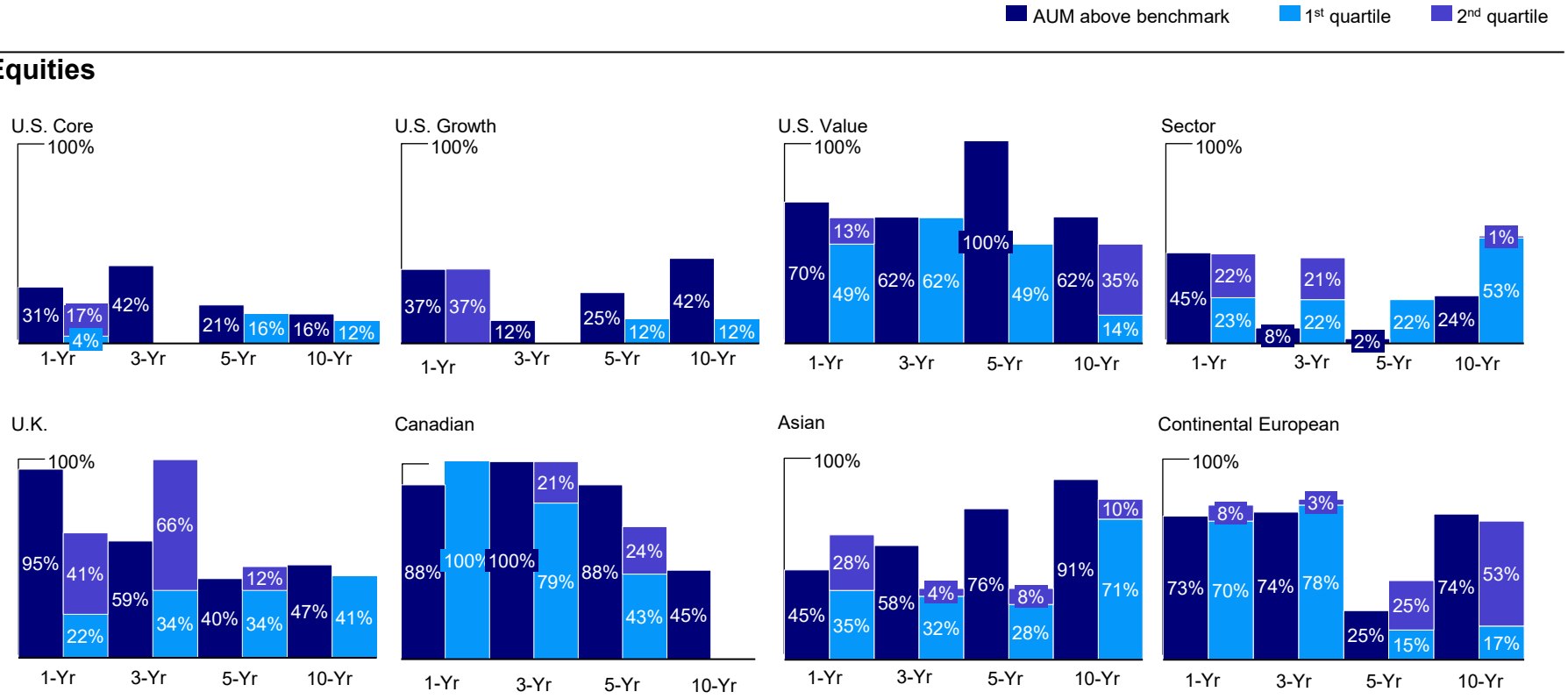
By Asset Class



	(billions)	1-Yr Change
Equity	$726.7	21.6 %
Fixed Income	$312.6	2.7 %
Money Market	$209.8	21.9 %
Alternatives	$177.0	(4.7)%
Balanced	$61.2	(3.8)%
Total	**$1,487.3**	**12.4 %**

Numbers may not add up due to rounding.

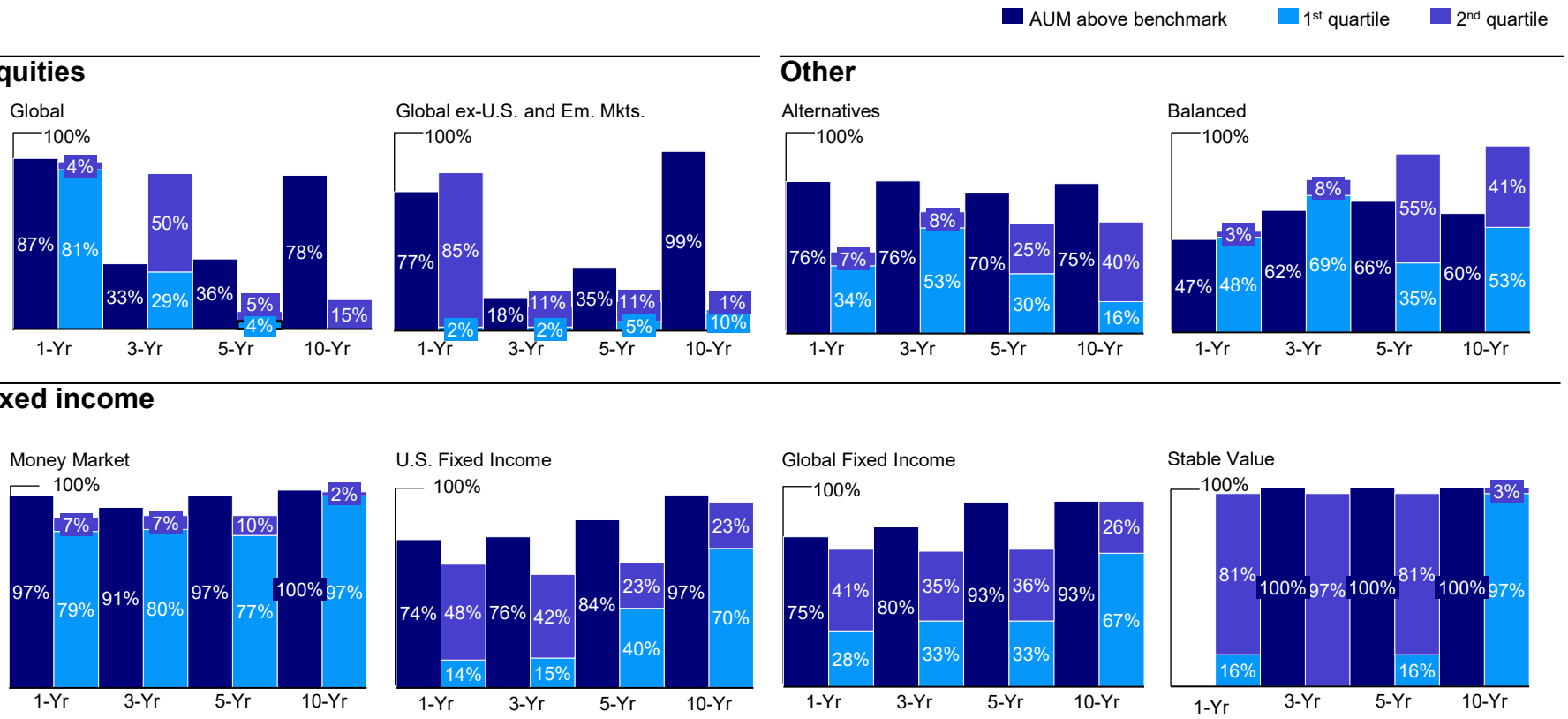
Investment performance
By investment objective (actively managed assets)*



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, five and ten year quartile rankings represents 44%, 44%, 44%, and 40% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, five and ten year basis represents 57%, 57%, 54%, and 49% of total Invesco AUM as of 9/30/2023. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Morningstar, IA, Lipper, eVestment, Mercer, Galaxy, 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)*



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, five and ten year quartile rankings represents 44%, 44%, 44%, and 40% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, five and ten year basis represents 57%, 57%, 54%, and 49% of total Invesco AUM as of 9/30/2023. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Morningstar, IA, Lipper, eVestment, Mercer, Galaxy, 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.

US GAAP and Non-GAAP operating results
Q3-23 vs. Q2-23

	US GAAP Basis				Non-GAAP Basis		
(in millions)	Q3-23	Q2-23	% Change [1]	(in millions)	Q3-23	Q2-23	% Change [1]
Investment management fees	$1,041.3	$1,033.5	0.8%	Investment management fees	$1,179.8	$1,183.8	(0.3)%
Service and distribution fees	353.5	342.3	3.3%	Service and distribution fees	353.5	342.3	3.3%
Performance fees	2.0	19.6	(89.8)%	Performance fees	5.0	22.2	(77.5)%
Other	45.2	47.4	(4.6)%	Other	46.7	48.9	(4.5)%
Revenue adjustments*	—	—	N/A	Revenue adjustments*	(486.8)	(506.5)	(3.9)%
Total operating revenues	**$1,442.0**	**$1,442.8**	**(0.1)%**	**Net revenues**	**$1,098.2**	**$1,090.7**	**0.7%**
Third-party distribution, service and advisory*	448.2	462.5	(3.1)%	Third-party distribution, service and advisory*	—	—	N/A
Employee compensation	478.5	475.7	0.6%	Employee compensation	513.9	500.1	2.8%
Marketing	23.7	29.0	(18.3)%	Marketing	26.5	32.0	(17.2)%
Property, office and technology	135.4	137.1	(1.2)%	Property, office and technology	140.4	142.2	(1.3)%
General and administrative	117.2	121.6	(3.6)%	General and administrative	108.2	114.4	(5.4)%
Transaction, integration and restructuring	—	—	N/A	Transaction, integration and restructuring	—	—	N/A
Amortization of intangibles	11.3	13.1	(13.7)%	Amortization of intangibles	—	—	N/A
Total operating expenses	**$1,214.3**	**$1,239.0**	**(2.0)%**	**Adjusted operating expenses**	**$789.0**	**$788.7**	**—%**
Operating income	**$227.7**	**$203.8**	**11.7%**	**Adjusted operating income**	**$309.2**	**$302.0**	**2.4%**
Equity in earnings of unconsolidated affiliates	16.9	19.2	(12.0)%	Equity in earnings of unconsolidated affiliates	9.1	(0.1)	N/A
Interest and dividend income	10.8	7.1	52.1%	Interest and dividend income	15.9	9.7	63.9%
Interest expense	(17.3)	(18.4)	(6.0)%	Interest expense	(17.3)	(18.4)	(6.0)%
Other gains and losses, net	(23.3)	20.9	N/A	Other gains and losses, net	(3.6)	6.7	N/A
Other income/(expense) of CIP, net	15.2	(2.7)	N/A	Other income/(expense) of CIP, net	—	—	N/A
Income before income taxes	**$230.0**	**$229.9**	**—%**	**Adjusted income before taxes**	**$313.3**	**$299.9**	**4.5%**
Income tax provision	(61.3)	(65.5)	(6.4)%	Income tax provision	(73.9)	(74.1)	(0.3)%
Effective tax rate [2]	26.7%	28.5%		Effective tax rate [2]	23.6%	24.7%	
Net income	168.7	164.4	2.6%	Adjusted net income	239.4	225.8	6.0%
Net (income)/loss attributable to noncontrolling interests in consolidated entities	21.9	27.0	(18.9)%	Adjusted net (income)/loss attributable to noncontrolling interests in consolidated entities	(21.0)	(22.2)	(5.4)%
Less: Dividends declared on preferred shares	(59.2)	(59.2)	—%	Less: Dividends declared on preferred shares	(59.2)	(59.2)	—%
Net Income attributable to Invesco Ltd.	**$131.4**	**$132.2**	**(0.6)%**	**Adjusted net income attributable to Invesco Ltd.**	**$159.2**	**$144.4**	**10.2%**
Diluted EPS	**$0.29**	**$0.29**	—%	Adjusted diluted EPS	**$0.35**	**$0.31**	12.9%

(1) Change based on rounded figures
(2) Effective tax rate = Tax expense / Income before income taxes
For further information and reconciliation between US GAAP and non-GAAP, see the Non-GAAP Information and Reconciliations sections of the current earnings release and prior period Forms 10-K, 10-Q, and 8-K.
* Revenue adjustments include passed through investment management, service and distribution, and other revenues and sum to the same amount as the third party distribution, service and advisory expenses.

Reconciliation of US GAAP results to Non-GAAP results
Three months ended September 30, 2023

Please refer to pages 7-10 in the 3Q 2023 earnings press release for a description of the adjustments

(in millions)	US GAAP basis	Consolidation of joint ventures	3rd party distribution, service and advisory expenses	Transaction, integration and restructuring	Amortization of intangibles	Market appreciation / depreciation of deferred compensation awards	Consolidated investment products	General and administrative	Non-GAAP basis
Operating revenues									
Investment management fees	$1,041.3	$124.8	$—	$—	$—	$—	$13.7	$—	$1,179.8
Service and distribution fees	353.5	—	—	—	—	—	—	—	353.5
Performance fees	2.0	3.0	—	—	—	—	—	—	5.0
Other	45.2	1.5	—	—	—	—	—	—	46.7
Revenue adjustments*	—	(38.6)	(448.2)	—	—	—	—	—	(486.8)
Total operating revenues reconciled to net revenues	**$1,442.0**	**$90.7**	**($448.2)**	**$—**	**$—**	**$—**	**$13.7**	**$—**	**$1,098.2**
Operating expenses									
Third-party distribution, service and advisory*	448.2	—	(448.2)	—	—	—	—	—	—
Employee compensation	478.5	28.8	—	—	—	6.6	—	—	513.9
Marketing	23.7	2.8	—	—	—	—	—	—	26.5
Property, office and technology	135.4	5.0	—	—	—	—	—	—	140.4
General and administrative	117.2	2.0	—	—	—	—	(11.0)	—	108.2
Transaction, integration and restructuring	—	—	—	—	—	—	—	—	—
Amortization of intangibles	11.3	—	—	—	(11.3)	—	—	—	—
Total operating expenses	**$1,214.3**	**$38.6**	**($448.2)**	**$—**	**($11.3)**	**$6.6**	**($11.0)**	**$—**	**$789.0**
Operating income reconciled to adjusted operating income	**$227.7**	**$52.1**	**$—**	**$—**	**$11.3**	**($6.6)**	**$24.7**	**$—**	**$309.2**
Equity in earnings of unconsolidated affiliates	16.9	(20.4)	—	—	—	—	12.6	—	9.1
Interest and dividend income	10.8	2.5	—	—	—	(0.7)	3.3	—	15.9
Interest expense	(17.3)	—	—	—	—	—	—	—	(17.3)
Other gains and losses, net	(23.3)	(0.1)	—	—	—	23.2	(3.4)	—	(3.6)
Other income/(expense) of CIP, net	15.2	—	—	—	—	—	(15.2)	—	—
Income before income taxes	**$230.0**	**$34.1**	**$—**	**$—**	**$11.3**	**$15.9**	**$22.0**	**$—**	**$313.3**
Income tax provision	(61.3)	(13.2)	—	—	4.4	(3.8)	—	—	(73.9)
Net income	168.7	20.9	—	—	15.7	12.1	22.0	—	239.4
Net (income)/loss attributable to noncontrolling interests in consolidated entities	21.9	(20.9)	—	—	—	—	(22.0)	—	(21.0)
Dividends declared on preferred shares	(59.2)	—	—	—	—	—	—	—	(59.2)
Net income attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	**$131.4**	**$—**	**$—**	**$—**	**$15.7**	**$12.1**	**$—**	**$—**	**$159.2**
Diluted EPS	$0.29						Adjusted diluted EPS		$0.35
Diluted shares outstanding	453.1						Diluted shares outstanding		453.1
Operating margin	15.8%						Adjusted operating margin		28.2%

See also the Non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures regarding the reconciliation from US GAAP to non-GAAP measures may be found in prior period Forms 10-K, 10-Q, and 8-K.
* Third party revenue adjustments include passed through investment management, service and distribution, and other revenues and sum to the same amount as the third party distribution, service and advisory expenses.

Reconciliation of US GAAP results to Non-GAAP results
Three months ended June 30, 2023

Please refer to pages 7-10 in the 2Q 2023 earnings press release for a description of the adjustments

(in millions)	US GAAP basis	Consolidation of joint ventures	3rd party distribution, service and advisory expenses	Transaction, integration and restructuring	Amortization of intangibles	Market appreciation / depreciation of deferred compensation awards	Consolidated investment products	General and administrative	Non-GAAP basis
Operating revenues									
Investment management fees	$1,033.5	$137.5	$—	$—	$—	$—	$12.8	$—	$1,183.8
Service and distribution fees	342.3	—	—	—	—	—	—	—	342.3
Performance fees	19.6	2.6	—	—	—	—	—	—	22.2
Other	47.4	1.5	—	—	—	—	—	—	48.9
Revenue adjustments*	—	(44.0)	(462.5)	—	—	—	—	—	(506.5)
Total operating revenues reconciled to net revenues	**$1,442.8**	**$97.6**	**($462.5)**	**$—**	**$—**	**$—**	**$12.8**	**$—**	**$1,090.7**
Operating expenses									
Third-party distribution, service and advisory*	462.5	—	(462.5)	—	—	—	—	—	—
Employee compensation	475.7	34.2	—	—	—	(9.8)	—	—	500.1
Marketing	29.0	3.0	—	—	—	—	—	—	32.0
Property, office and technology	137.1	5.1	—	—	—	—	—	—	142.2
General and administrative	121.6	1.7	—	—	—	—	(8.9)	—	114.4
Transaction, integration and restructuring	—	—	—	—	—	—	—	—	—
Amortization of intangibles	13.1	—	—	—	(13.1)	—	—	—	—
Total operating expenses	**$1,239.0**	**$44.0**	**($462.5)**	**$—**	**($13.1)**	**($9.8)**	**($8.9)**	**$—**	**$788.7**
Operating income reconciled to adjusted operating income	**$203.8**	**$53.6**	**$—**	**$—**	**$13.1**	**$9.8**	**$21.7**	**$—**	**$302.0**
Equity in earnings of unconsolidated affiliates	19.2	(21.3)	—	—	—	—	2.0	—	(0.1)
Interest and dividend income	7.1	2.5	—	—	—	(1.0)	1.1	—	9.7
Interest expense	(18.4)	—	—	—	—	—	—	—	(18.4)
Other gains and losses, net	20.9	1.1	—	—	—	(14.9)	(0.4)	—	6.7
Other income/(expense) of CIP, net	(2.7)	—	—	—	—	—	2.7	—	—
Income before income taxes	**$229.9**	**$35.9**	**$—**	**$—**	**$13.1**	**($6.1)**	**$27.1**	**$—**	**$299.9**
Income tax provision	(65.5)	(13.8)	—	—	3.6	1.6	—	—	(74.1)
Net income	164.4	22.1	—	—	16.7	(4.5)	27.1	—	225.8
Net (income)/loss attributable to noncontrolling interests in consolidated entities	27.0	(22.1)	—	—	—	—	(27.1)	—	(22.2)
Dividends declared on preferred shares	(59.2)	—	—	—	—	—	—	—	(59.2)
Net income attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.	**$132.2**	**$—**	**$—**	**$—**	**$16.7**	**($4.5)**	**$—**	**$—**	**$144.4**
Diluted EPS	$0.29						Adjusted diluted EPS		$0.31
Diluted shares outstanding	458.8						Diluted shares outstanding		458.8
Operating margin	14.1%						Adjusted operating margin		27.7%

See also the Non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures regarding the reconciliation from US GAAP to non-GAAP measures may be found in prior period Forms 10-K, 10-Q, and 8-K.
* Third party revenue adjustments include passed through investment management, service and distribution, and other revenues and sum to the same amount as the third party distribution, service and advisory expenses.

Reconciliation of US GAAP results to Non-GAAP results

(in millions)	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
Operating revenues	$1,750.0	$1,763.4	$1,629.4	$1,530.4	$1,445.7	$1,443.4	$1,418.2	$1,442.8	$1,442.0
Non-GAAP adjustments	(416.5)	(389.7)	(377.0)	(356.5)	(335.1)	(335.3)	(342.3)	(352.1)	(343.8)
Total operating revenues reconciled to net revenues	$1,333.5	$1,373.7	$1,252.4	$1,173.9	$1,110.6	$1,108.1	$1,075.9	$1,090.7	$1,098.2
Operating income	$463.8	$509.2	$377.7	$344.7	$350.2	$245.1	$209.5	$203.8	$227.7
Non-GAAP adjustments	97.8	68.3	116.9	67.2	19.2	93.8	117.4	98.2	81.5
Adjusted operating income	$561.6	$577.5	$494.6	$411.9	$369.4	$338.9	$326.9	$302.0	$309.2
Net income attributable to Invesco Ltd.	$330.1	$426.8	$197.7	$121.0	$177.4	$187.8	$145.0	$132.2	$131.4
Non-GAAP adjustments	28.5	(27.1)	61.6	59.3	(21.6)	(10.0)	28.4	12.2	27.8
Adjusted net income attributable to Invesco Ltd.	$358.6	$399.7	$259.3	$180.3	$155.8	$177.8	$173.4	$144.4	$159.2
Operating margin	26.5%	28.9%	23.2%	22.5%	24.2%	17.0%	14.8%	14.1%	15.8%
Adjusted operating margin	42.1%	42.0%	39.5%	35.1%	33.3%	30.6%	30.4%	27.7%	28.2%
Diluted EPS	$0.71	$0.92	$0.43	$0.26	$0.39	$0.41	$0.32	$0.29	$0.29
Adjusted diluted EPS	$0.77	$0.86	$0.56	$0.39	$0.34	$0.39	$0.38	$0.31	$0.35

Non-GAAP adjustments include amounts related to the consolidation of our China joint venture, the reclassification of third-party distribution, service and advisory expenses to net revenues, the removal of transaction, integration and restructuring expenses, amortization of intangible assets and market appreciation/depreciation of deferred compensation awards, the deconsolidation of consolidated investment products and other reconciling items. See also the Non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures regarding the reconciliation from US GAAP to non-GAAP measures may be found in prior period Forms 10-K, 10-Q, and 8-K.

Footnote disclosures

Footnotes for Slide 3, Third quarter 2023 highlights

Non-GAAP financial measures - For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K

(1) Includes all ETFs, traditional passive and factor-based funds and accounts; there is overlap of assets with other areas

(2) Includes Direct Real Estate, Private Equity, Private Credit, MLPs and Bank Loans. Excludes certain ETFs, Real Estate Securities, Listed Infrastructure, multi-asset and asset allocation capabilities that comprise the broader Alternatives AUM asset class

(3) Includes actively managed fixed income, certain money market and stable value. Excludes certain fixed income capabilities reported under Greater China.

(4) Includes fundamentally managed global, global-ex domestic and global EM equity strategies. Excludes regional, sector, single country equity strategies and quantitative strategies.

(5) Includes all mandates managed from Hong Kong and Shenzhen

(6) Reflects all managed and advisory assets from Invesco Solutions; there is overlap of assets with other areas

(7) Net Debt equals total debt outstanding less cash and cash equivalents

Footnotes for Slide 4, Fixed Income

(1) AUM figures exclude China digital money market

(2) As of 9/30/23. Source: iMoneyNet, Inc.

(3) As of 12/31/22. Source: 2023 Pension & Investments Annual Rankings

(4) As of 6/30/23. Source: Strategic Insight Simfund/MF Desktop

Footnotes for Slide 7, Assets under management & long-term flows

(1) Annualized long-term organic growth rate is calculated using net long-term flows (annualized) divided by average long-term AUM for the period. Average long-term AUM is disclosed in the supplemental schedules to the earnings release

(2) Retail AUM are distributed by the company's retail sales team and generally include retail products in the U.S., Canada, U.K., Continental Europe, Asia and our offshore product line. Retail AUM and flows exclude money market and non-management fee earning AUM

(3) Institutional AUM 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 AUM and flows exclude money market and non-management fee earning AUM

Footnotes for Slide 8, Assets under management & long-term flows (continued)

(1) Annualized long-term organic growth rate is calculated using net long-term flows (annualized) divided by average long-term AUM for the period. Average long-term AUM is disclosed in the supplemental schedules to the earnings release

Footnotes for Slide 9, Asset mix

Non-GAAP financial measures - For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K, as well as in the supplemental information section on net revenue yields below

Net Revenue Yields exclude performance fees

(1) Net Revenue Yield is based on Q3 2019 to be consistent with asset mix given May 2019 close of OFI acquisition

(2) APAC managed includes only products managed in the APAC region including Invesco Great Wall, Japan, and greater China

(3) Global Liquidity comprised mainly of institutional and retail money market

(4) Includes GAA, IQS, GTR, Solutions, Intelliflo, and UITs

(5) Comprised primarily of Real Estate, CLOs, and Private Credit

Footnotes for Slide 10, Revenues and expenses

Non-GAAP financial measures - For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K

(1) Third-party includes passed through investment management, service and distribution, and other revenues and sum to the same amount as the third-party distribution, service and advisory expenses

Footnotes for Slide 11, Adjusted operating income and profitability

Non-GAAP financial measures - For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K

Footnote disclosures (continued)

Footnotes for Slide 12, Capital management

Non-GAAP financial measures – For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K

(1) Excludes amounts related to vesting of employee share awards

(2) Leverage ratio calculations and reconciliation of US GAAP measures to Non-GAAP measures

The leverage ratio is defined by our credit facility agreement and equals adjusted debt divided by covenant adjusted EBITDA. Adjusted debt and covenant adjusted EBITDA are non-GAAP financial measures that are used by management in connection with certain debt covenant calculations under our credit agreement. The calculation of covenant adjusted EBITDA below (a reconciliation from net income attributable to Invesco Ltd.) is defined by our credit agreement, and therefore net income attributable to Invesco Ltd. is the most appropriate GAAP measure from which to reconcile covenant adjusted EBITDA

Leverage ratio including preferred stock is adjusted debt, as defined in the credit agreement, plus the preferred stock balance of $4,010.5 million (for all periods presented), divided by covenant adjusted EBITDA

The calculation of adjusted debt is defined in our credit facility and equals debt plus letters of credit less excess unrestricted cash (cash and cash equivalents less the minimum regulatory capital requirement), not to exceed $500 million. For Q3 2023, adjusted debt of $991.7 million is calculated as debt of $1,489.1 million plus $2.7 million in letters of credit less $500.0 million of excess unrestricted cash.

Covenant adjusted EBITDA is calculated on a rolling four quarters basis. For the rolling four quarters ended Q3 2023, the calculation and reconciliation from Net income attributable to Invesco Ltd. to covenant adjusted EBITDA is presented below:

$ millions	Total
Net income attributable to Invesco Ltd.	$596.4
Dividends on preferred shares	$236.8
Tax expense	$286.3
Amortization/depreciation	$185.0
Interest expense	$71.3
Common share-based compensation expense	$116.9
Unrealized gains and losses from investments, net	($39.5)
Oppenheimer Funds acquisition-related matter	($25.0)
Covenant adjusted EBITDA	**$1,428.2**

Management believes these measures are useful to investors to provide context on the Company's liquidity position. Additional detailed information and disclosures regarding the reconciliation from US GAAP to non-GAAP measures may be found in prior period Forms 10-K and 10-Q

Footnotes for Slide 13, Conclusion

Non-GAAP financial measures – For the reconciliations from US GAAP to non-GAAP measures, see the Appendix to this presentation and the non-GAAP Information and Reconciliations section of the current earnings release. Additional detailed information and disclosures may be found in prior period Forms 10-K, 10-Q, and 8-K

Supplemental Information: Net Revenue Yields

(in bps)	Q3'22	Q2'23	Q3'23
US GAAP Gross Revenue Yield	43.7	41.1	40.0
Net Revenue Yield ex performance fees ex QQQ	35.3	32.5	32.9
Active NRY ex performance fees	40.6	37.6	38.5
Passive NRY ex QQQ	17.8	15.9	16.3