



# Invesco third quarter 2016 results

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Chief Financial Officer

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# Forward-looking statements



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

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

You may obtain these reports from the SEC’s website at [www.sec.gov](http://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 Q3 2016 results



This presentation includes the following non-GAAP financial 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 these non-GAAP measures provide greater transparency into our business on an ongoing operations basis and allow more appropriate comparisons with industry peers. Management uses these performance measures to evaluate the business and for internal management reporting. 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.

## Third quarter overview

Investment performance and flows

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# Third quarter overview



## Continued strong investment performance and our focus on providing meaningful solutions to clients contributed to robust long-term net inflows and solid operating results

- Maintained strong, long-term investment performance – 68% and 79% of actively managed assets in top half of peer group on a 3- and 5-year basis
- Achieved robust long-term net inflows of \$12.2 billion, reflecting solid retail and institutional demand across active and passive capabilities
- Adjusted operating margin\* of 39.7% (up from 38.6% in second quarter)
- Quarterly dividend of \$0.28 per share, up 3.7% over the prior year. Returned \$176 million to shareholders during the third quarter through dividends and buybacks

Past performance is not a guarantee of future results. Please see page 7 of this presentation for more information on investment performance.

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

# Summary of Third quarter 2016 results



## Assets under management

- September 30, 2016, AUM of \$820.2 billion, versus \$779.6 billion at June 30, 2016
- Average AUM was \$814.1 billion, versus \$784.5 billion for the second quarter of 2016

## Flows

- Long-term net inflows of \$12.2 billion
- Total net inflows of \$19.2 billion

## Overall adjusted operating results\*

- Adjusted operating income was \$339 million versus \$330 million in the prior quarter
- Adjusted operating margin was 39.7% in the quarter versus 38.6% in the prior quarter
- Adjusted diluted EPS for the quarter was \$0.60 versus \$0.56 in the prior quarter

## Capital management

- Quarterly dividend of \$0.28 per share, an increase of 3.7% versus the prior year
- Repurchased \$60 million of shares including \$30 million for completion of \$150 million ASR

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

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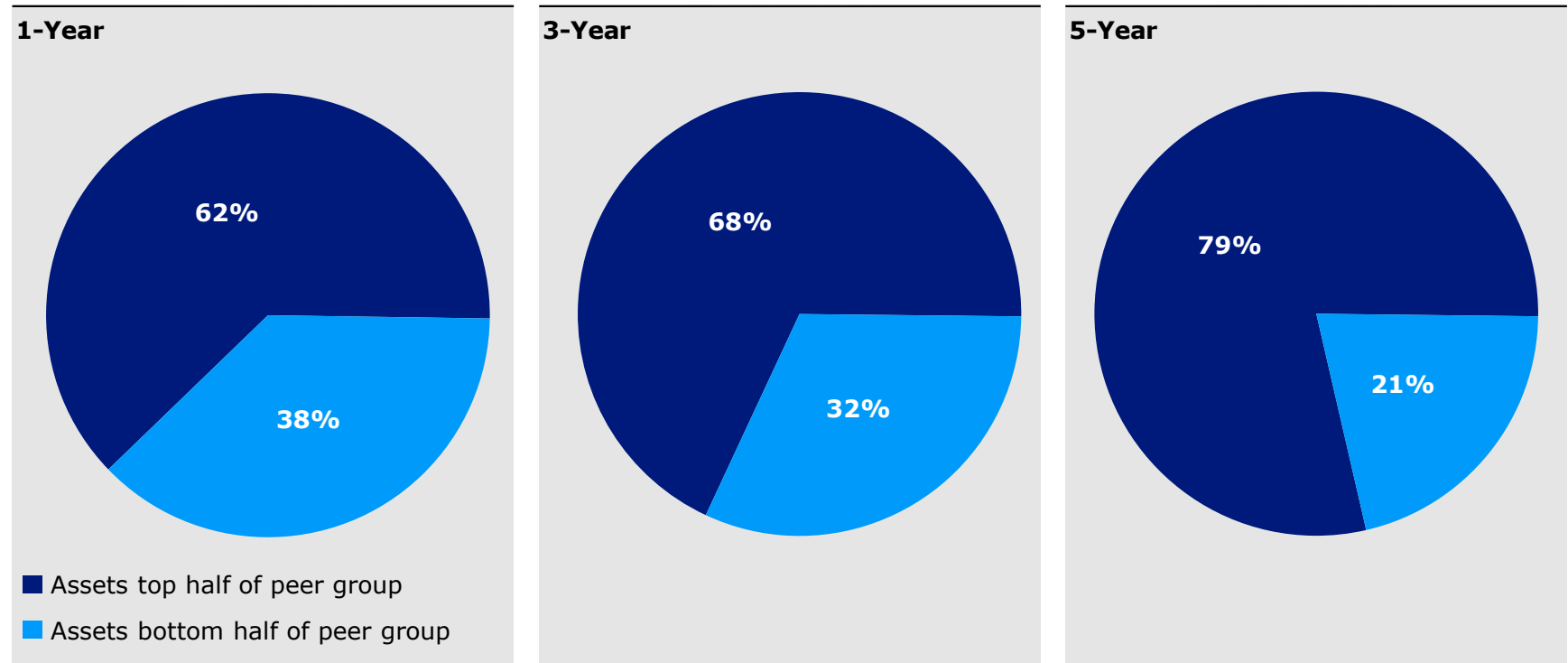
Appendix

# Investment performance – overview

## Aggregate performance analysis – asset weighted



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



\* 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 9/30/2016. Includes AUM of \$468.5 billion (57% of total IVZ) for 1 year, \$451.8 billion (55% of total IVZ) for three year, and \$449.6 billion (55% of total IVZ) for 5 year. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

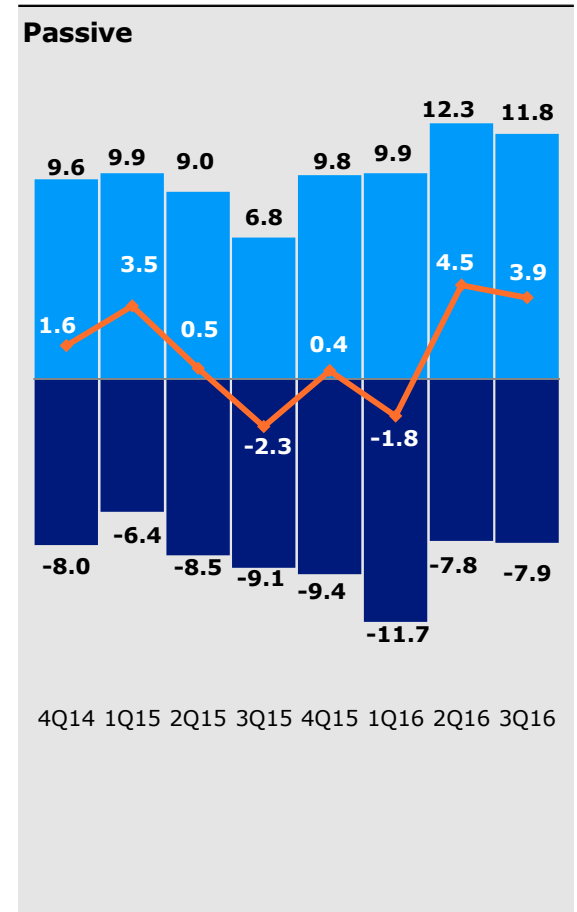
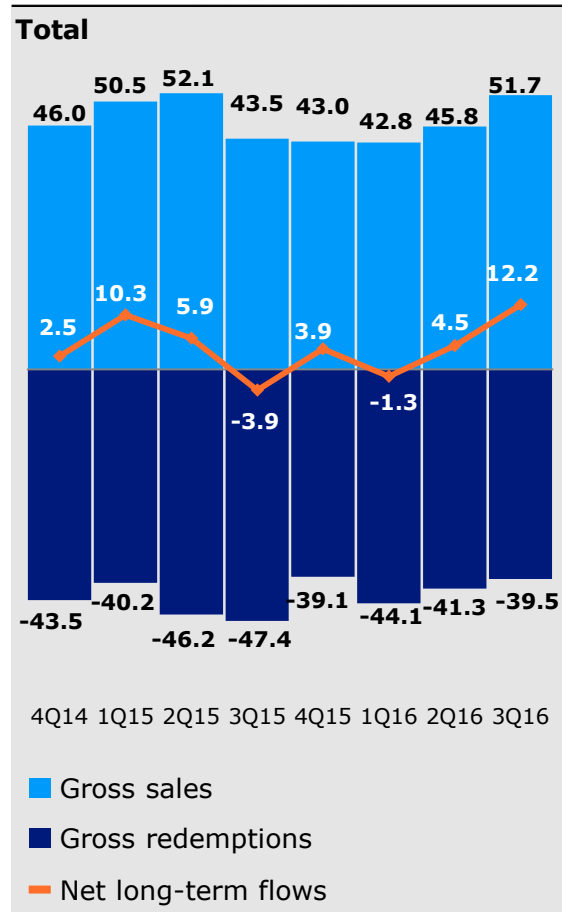


# Quarterly long-term flows

Strong active and passive flows during the quarter



Quarterly long-term flows (\$ billions)

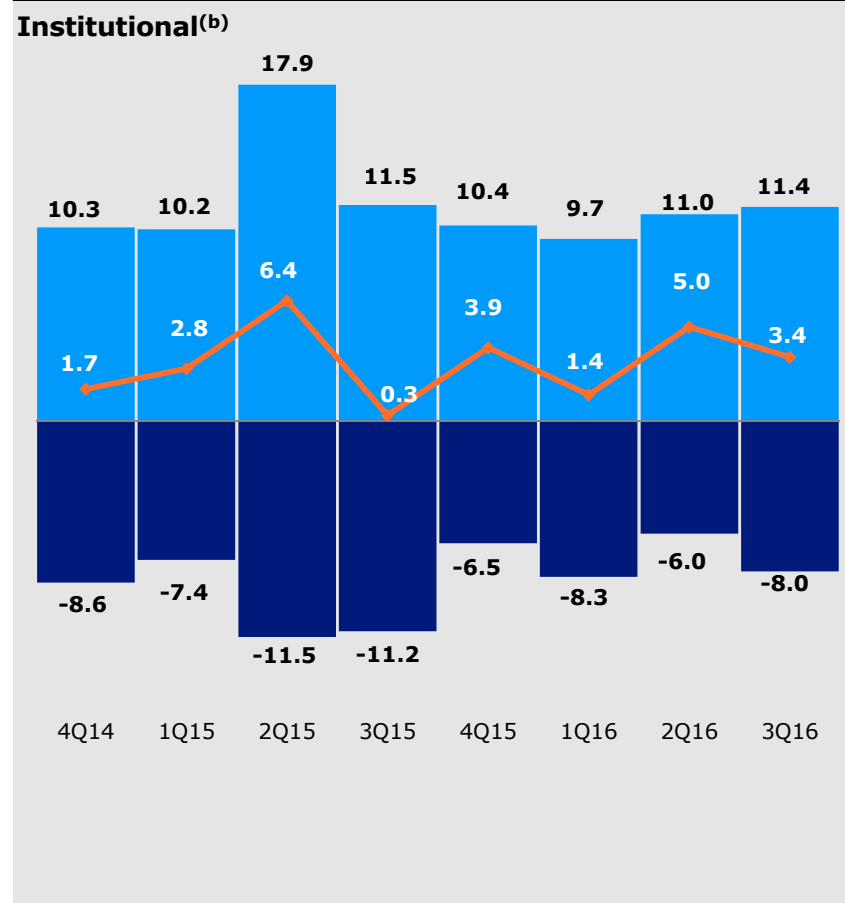
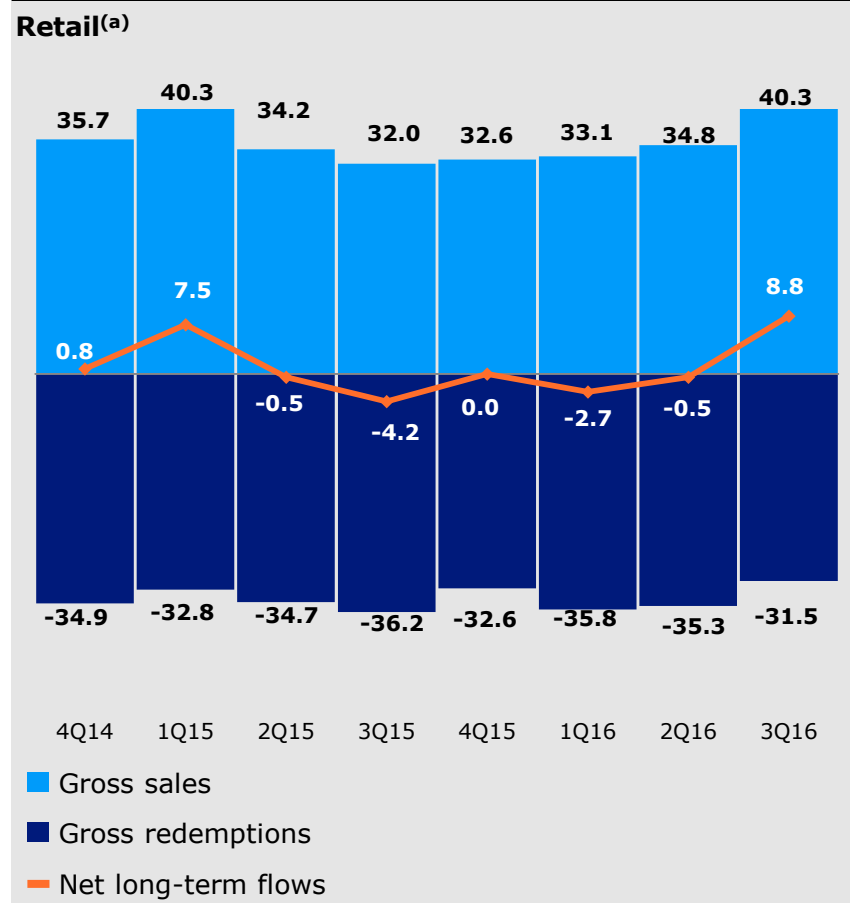


# Quarterly long-term flows

Strong institutional and retail demand during the quarter



## 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 PowerShares 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

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# Total assets under management – 3Q16 vs. 2Q16



(\$ billions)	3Q-16	2Q-16	% Change
<b>Beginning Assets</b>	<b>\$779.6</b>	<b>\$771.5</b>	<b>1.0%</b>
Long-Term Inflows	51.7	45.8	12.9%
Long-Term Outflows	(39.5)	(41.3)	(4.4)%
<b>Long-Term Net Flows</b>	<b>12.2</b>	<b>4.5</b>	<b>171.1%</b>
Net flows in Invesco PowerShares QQQ	1.1	(3.8)	N/A
Net flows in Inst. Money Market Funds	5.9	2.0	195.0%
<b>Total Net Flows</b>	<b>19.2</b>	<b>2.7</b>	<b>611.1%</b>
Market Gains and Losses/Reinvestment	23.6	10.7	120.6%
Acquisitions/Dispositions, net	-	2.4	(100.0)%
Foreign Currency Translation	(2.2)	(7.7)	(71.4)%
<b>Ending Assets</b>	<b>\$820.2</b>	<b>\$779.6</b>	<b>5.2%</b>
Average Long-Term AUM	\$705.9	\$681.8	3.5%
Ending Long-Term AUM	\$711.5	\$681.7	4.4%
<b>Average AUM</b>	<b>\$814.1</b>	<b>\$784.5</b>	<b>3.8%</b>
Net Revenue Yield (annualized)*	42.0bps	43.7bps	
Net Revenue Yield Before Performance Fees (annualized)*	41.8bps	43.2bps	
Annualized long-term organic growth rate**	7.1%	2.6%	

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

\*\* 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 AUM and PowerShares QQQ AUM

# U.S. GAAP operating results – 3Q16 vs. 2Q16



(\$ millions)	3Q-16	2Q-16	% Change
<b>Operating Revenues</b>			
Investment Management Fees	965.9	946.7	2.0%
Service and Distribution Fees	213.4	203.4	4.9%
Performance Fees	3.4	8.9	(61.8)%
Other	18.9	30.4	(37.8)%
<b>Total Operating Revenues</b>	<b>1,201.6</b>	<b>1,189.4</b>	<b>1.0%</b>
<b>Operating Expenses</b>			
Third-Party Distribution, Service and Advisory Expenses	362.1	348.4	3.9%
Employee Compensation	345.1	350.3	(1.5)%
Marketing	26.4	28.3	(6.7)%
Property, Office and Technology	78.2	82.3	(5.0)%
General and Administrative	83.5	78.6	6.2%
<b>Total Operating Expenses</b>	<b>895.3</b>	<b>887.9</b>	<b>0.8%</b>
<b>Operating Income</b>	<b>306.3</b>	<b>301.5</b>	<b>1.6%</b>
<b>Other Income/(Expense)</b>			
Equity in Earnings of Unconsolidated Affiliates	5.5	4.6	19.6%
Interest and Dividend Income	2.6	2.5	4.0%
Interest Expense	(23.9)	(22.1)	8.1%
Other Gains and Losses, net	16.2	(4.2)	N/A
Other income/(expense) of CIP, net	39.0	37.9	2.9%
<b>Income before income taxes</b>	<b>345.7</b>	<b>320.2</b>	<b>8.0%</b>
<b>Effective Tax Rate</b>	<b>26.0%</b>	<b>26.1%</b>	
<b>Net Income</b>	<b>255.9</b>	<b>236.5</b>	<b>8.2%</b>
<b>Net (Income)/Loss attributable to Noncontrolling Interests in Consolidated Entities</b>	<b>(14.7)</b>	<b>(11.0)</b>	<b>33.6%</b>
<b>Net Income attributable to Invesco Ltd.</b>	<b>241.2</b>	<b>225.5</b>	<b>7.0%</b>
<b>Diluted EPS</b>	<b>\$0.58</b>	<b>\$0.54</b>	<b>7.4%</b>
<b>Operating Margin</b>	<b>25.5%</b>	<b>25.3%</b>	
<b>Average AUM (\$ billions)</b>	<b>814.1</b>	<b>784.5</b>	<b>3.8%</b>
<b>Headcount</b>	<b>6,812</b>	<b>6,796</b>	<b>0.2%</b>

# Non-GAAP operating results – 3Q16 vs. 2Q16



(\$ millions)	3Q-16	2Q-16	% Change
<b>Adjusted Revenues</b>			
Investment Management Fees	982.7	962.9	2.1%
Service and Distribution Fees	213.4	203.4	4.9%
Performance Fees	3.8	9.3	(59.1)%
Other	19.3	31.7	(39.1)%
Third-Party Distribution, Service and Advisory Expenses	(364.5)	(350.7)	3.9%
<b>Net Revenues</b>	<b>854.7</b>	<b>856.6</b>	<b>(0.2)%</b>
<b>Adjusted Operating Expenses</b>			
Employee Compensation	339.1	347.9	(2.5)%
Marketing	26.8	29.0	(7.6)%
Property, Office and Technology	82.1	82.8	(0.8)%
General and Administrative	67.4	66.5	1.4%
<b>Total Adjusted Operating Expenses</b>	<b>515.4</b>	<b>526.2</b>	<b>(2.1)%</b>
<b>Adjusted Operating Income</b>	<b>339.3</b>	<b>330.4</b>	<b>2.7%</b>
<b>Adjusted Other Income/(Expense)</b>			
Equity in Earnings of Unconsolidated Affiliates	7.9	6.1	29.5%
Interest and Dividend Income	2.9	2.9	-
Interest Expense	(23.9)	(22.1)	8.1%
Other Gains and Losses, net	8.7	(0.3)	N/A
<b>Adjusted Income before income taxes</b>	<b>334.9</b>	<b>317.0</b>	<b>5.6%</b>
Effective Tax Rate	26.5%	26.5%	
Adjusted Net income	246.2	233.0	5.7%
Adjusted Net (Income)/Loss attributable to Noncontrolling Interests in Consolidated Entities	-	-	N/A
<b>Adjusted Net Income attributable to Invesco Ltd.</b>	<b>246.2</b>	<b>233.0</b>	<b>5.7%</b>
Adjusted Diluted EPS	\$0.60	\$0.56	
Adjusted Operating Margin	39.7%	38.6%	2.8%
Average AUM (\$ billions)	814.1	784.5	3.8%
Headcount	6,812	6,796	0.2%

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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# Discussion topics



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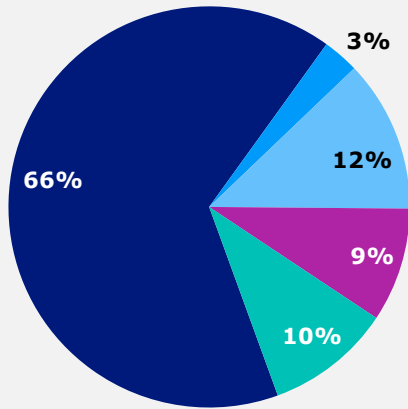
**Appendix**

# We are diversified as a firm

Delivering a diverse set of solutions to meet client needs

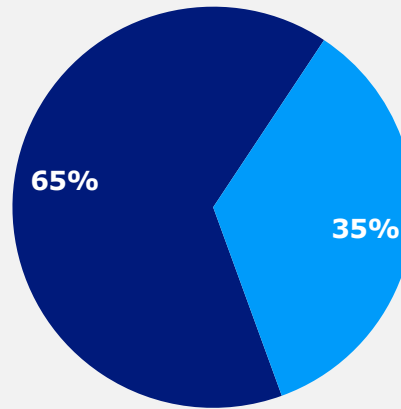


**By client domicile**



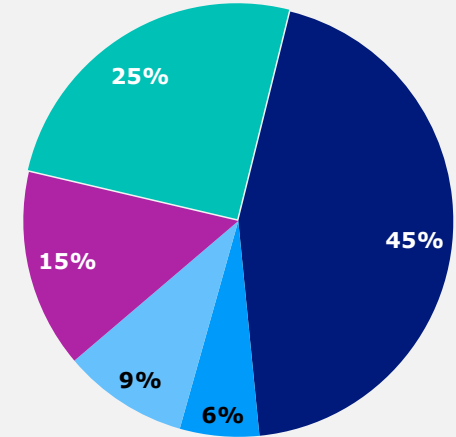
	<u>(\$ billions)</u>	<u>1-Yr Change</u>
■ U.S.	\$537.2	7.5%
■ Canada	\$23.9	9.6%
■ U.K.	\$100.7	(2.3)%
■ Europe	\$75.5	1.9%
■ Asia	<u>\$82.9</u>	<u>45.2%</u>
<b>Total</b>	<b>\$820.2</b>	<b>8.5%</b>

**By channel**



	<u>(\$ billions)</u>	<u>1-Yr Change</u>
■ Retail	\$532.1	6.5%
■ Institutional	\$288.1	12.4%
<b>Total</b>	<b>\$820.2</b>	<b>8.5%</b>

**By asset class**



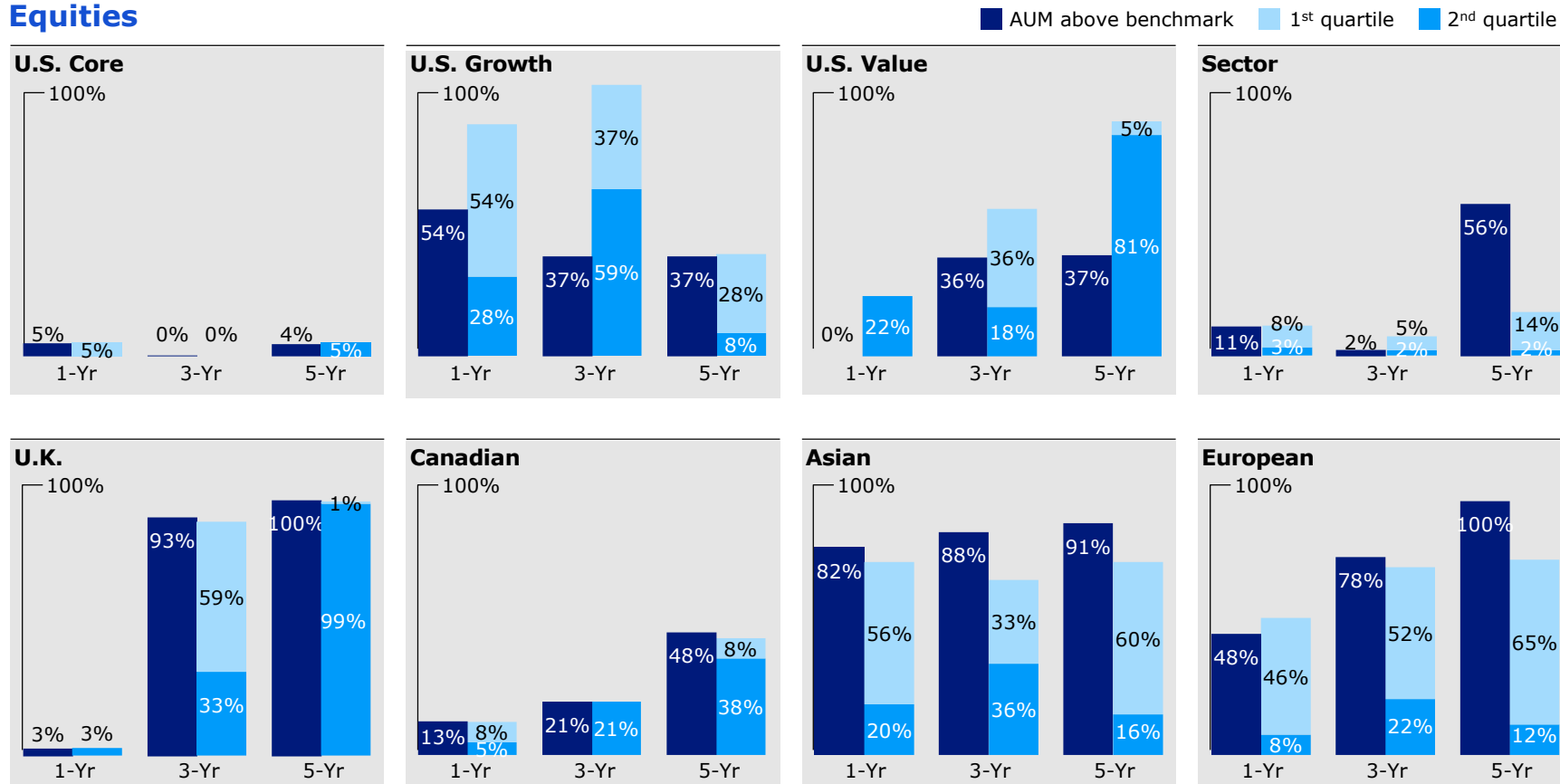
	<u>(\$ billions)</u>	<u>1-Yr Change</u>
■ Equity	\$365.3	3.7%
■ Balanced	\$48.9	(2.4)%
■ Money Market	\$77.2	15.6%
■ Fixed Income	\$207.0	11.6%
■ Alternatives	<u>\$121.8</u>	<u>20.6%</u>
<b>Total</b>	<b>\$820.2</b>	<b>8.5%</b>

# Investment performance

By investment objective (actively managed assets)\*



## Equities



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

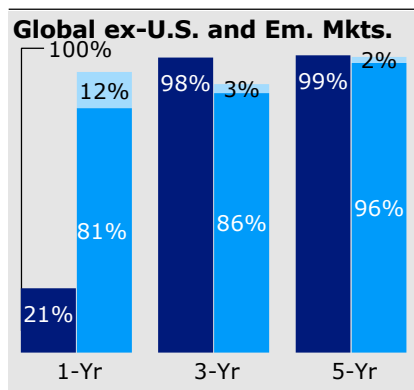
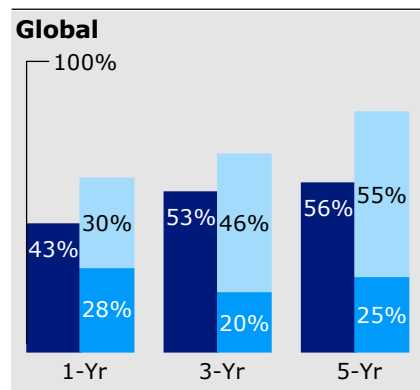
Data as of 9/30/2016. AUM measured in the one, three, and five year quartile rankings represents 57%, 55%, and 55% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, and five year basis represents 71%, 68, and 65% of total Invesco AUM, respectively, as of 9/30/16. AUM measured in the one, three, and five year quartile rankings represents 59%, 58%, and 57% of total Invesco AUM, respectively, and AUM measured versus benchmark on a one, three, and five year basis represents 74%, 70, and 68% of total Invesco AUM, respectively, as of 6/30/16. Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

# Investment performance

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

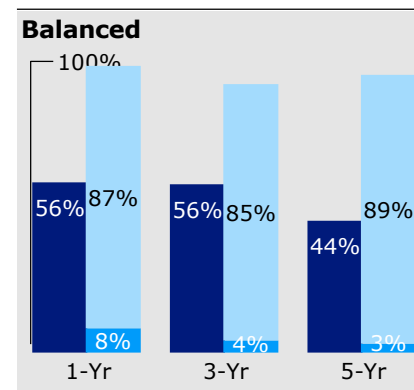
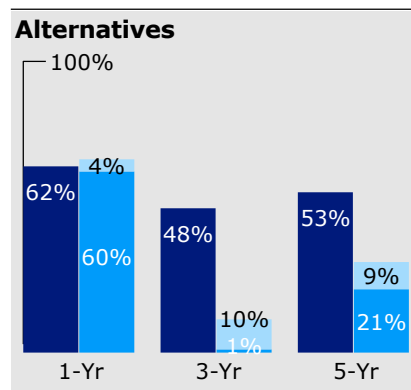


## Equities

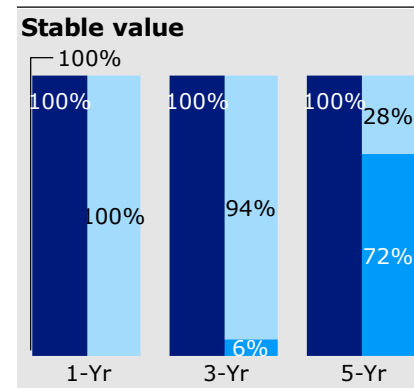
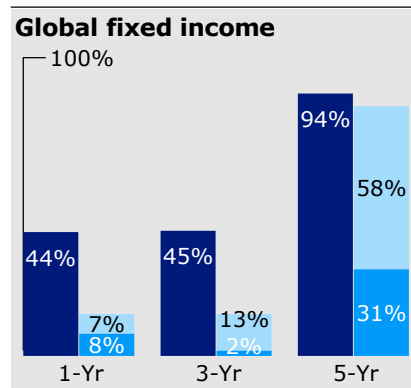
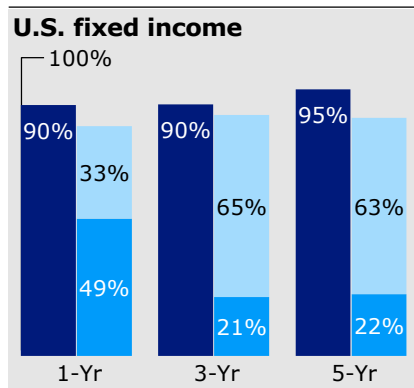
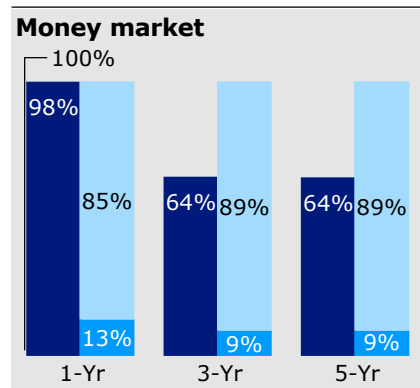


## Other

■ AUM above benchmark ■ 1st quartile ■ 2nd quartile



## Fixed income



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# Investment performance (5-year)

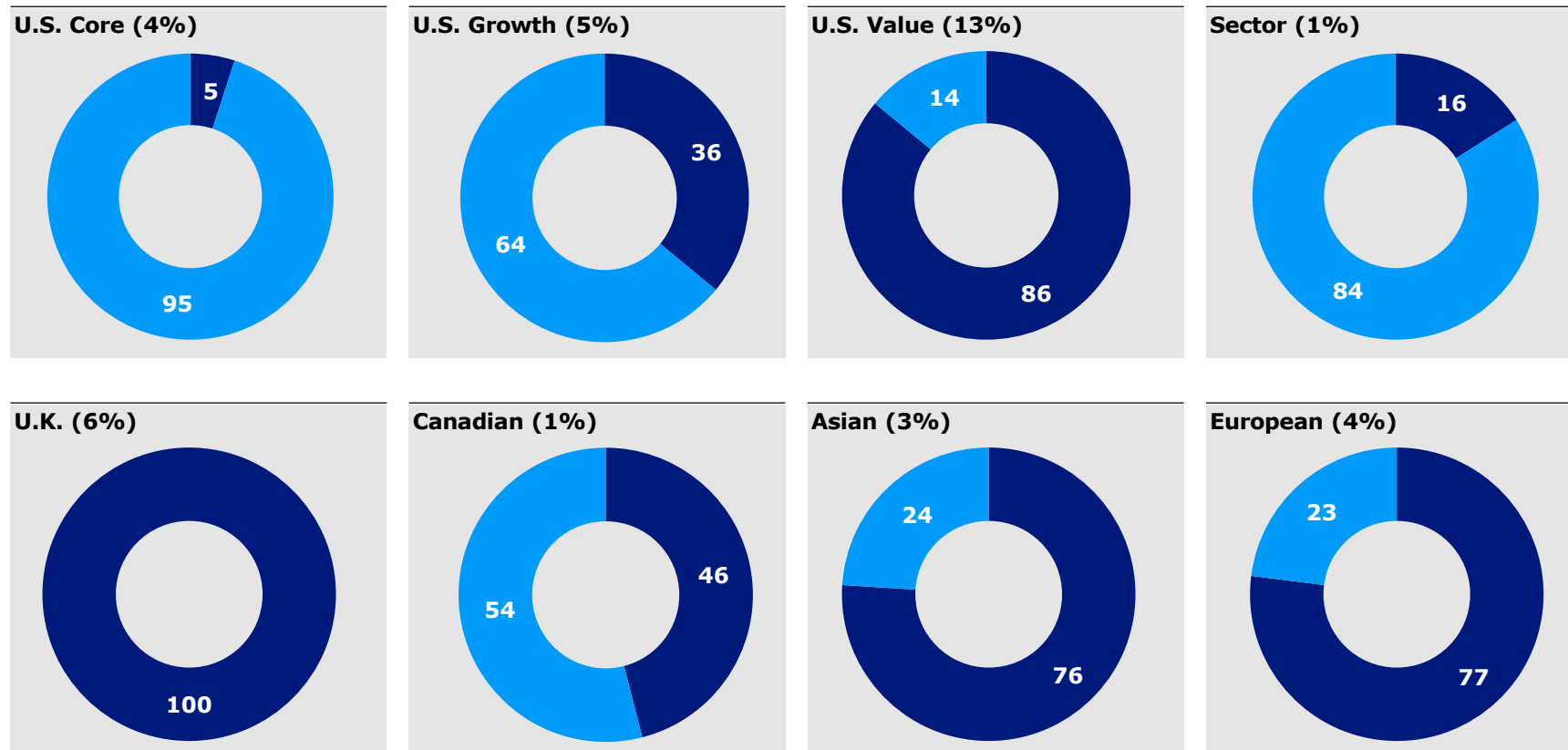


## By investment objective (actively managed assets)\*

Percentages in parentheses represent % AUM of each investment objective as a ratio of all objectives  
(Total ranked AUM of \$449.6 billion)

### Equities

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



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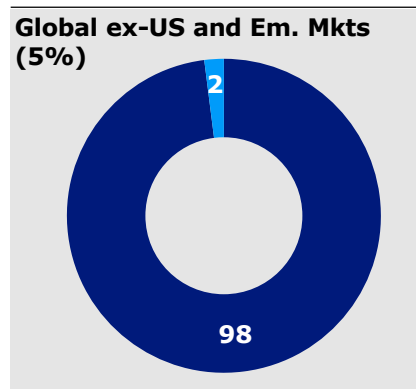
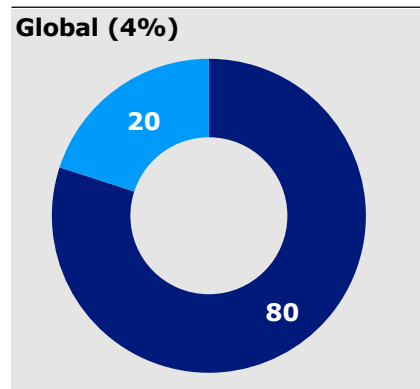
# Investment performance (5-year)



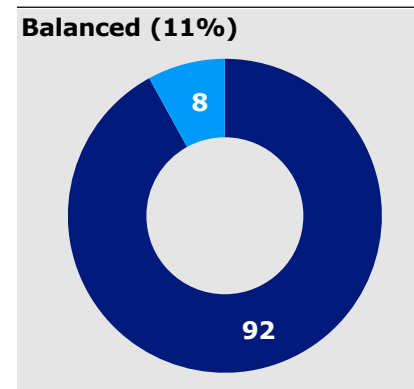
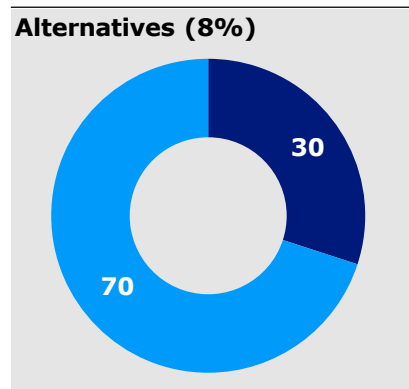
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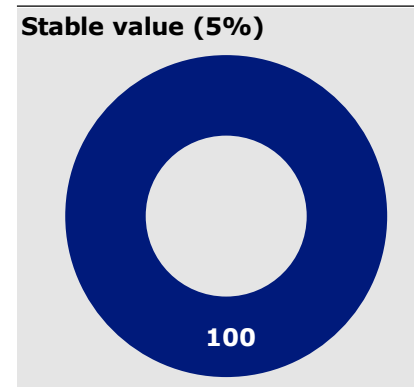
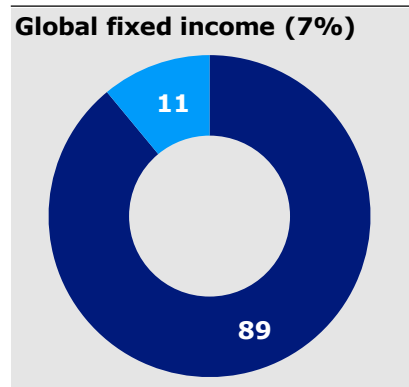
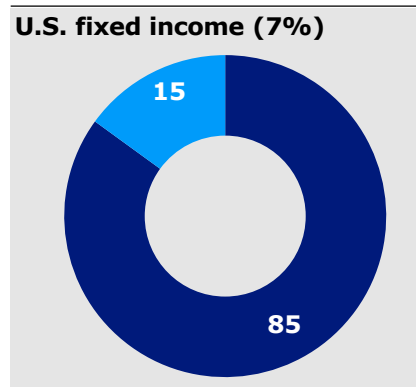
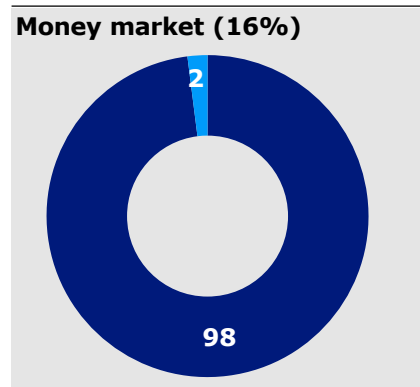
### Equities



### Other



### Fixed income



\* 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 9/30/2016. Includes AUM of \$449.6 billion (55% of total IVZ) for five year. AUM as of 6/30/16 was 447.4 billion (57% of total IVZ). Peer group rankings are sourced from a widely-used third party ranking agency in each fund's market (Lipper, Morningstar, IA, Russell, Mercer, eVestment Alliance, SITCA, Value Research) and asset-weighted in USD. Rankings are as of prior quarter-end for most institutional products and prior month-end for Australian retail funds due to their late release by third parties. Rankings for the most representative fund in each GIPS composite are applied to all products within each GIPS composite. Performance assumes the reinvestment of dividends. Past performance is not indicative of future results and may not reflect an investor's experience.

# US GAAP operating results – quarterly



(\$ millions)	3Q-16	2Q-16	% Change*	1Q-16	4Q-15	3Q-15	2Q-15	1Q-15	4Q-14
Investment Management Fees	966	947	2.0%	914	987	1,017	1,056	1,001	1,010
Service and Distribution Fees	213	203	4.9%	198	208	215	220	213	218
Performance Fees	3	9	(61.8)%	15	17	16	7	47	17
Other	19	30	(37.8)%	23	28	26	36	30	33
<b>Total Operating Revenues</b>	<b>1,202</b>	<b>1,189</b>	<b>1.0%</b>	<b>1,149</b>	<b>1,240</b>	<b>1,274</b>	<b>1,318</b>	<b>1,292</b>	<b>1,277</b>
Third-Party Distribution, Service and Advisory	362	348	3.9%	347	375	392	413	399	395
Employee Compensation	345	350	(1.5)%	344	350	338	347	361	346
Marketing	26	28	(6.7)%	25	34	25	30	27	32
Property, Office and Technology	78	82	(5.0)%	80	81	79	75	77	72
General and Administrative	84	79	6.2%	78	96	87	89	90	84
<b>Total Operating Expenses</b>	<b>895</b>	<b>888</b>	<b>0.8%</b>	<b>874</b>	<b>936</b>	<b>921</b>	<b>954</b>	<b>954</b>	<b>929</b>
<b>Operating Income</b>	<b>306</b>	<b>302</b>	<b>1.6%</b>	<b>274</b>	<b>304</b>	<b>353</b>	<b>364</b>	<b>338</b>	<b>348</b>
Equity in Earnings of Unconsolidated Affiliates	6	5	19.6%	(12)	3	8	12	12	6
Interest and Dividend Income	3	3	4.0%	4	6	2	3	3	5
Interest Expense	(24)	(22)	8.1%	(24)	(23)	(20)	(20)	(19)	(18)
Other Gains and Losses, net	16	(4)	N/A	(5)	4	1	(9)	3	7
Other income/(expense) of CIP, net	39	38	2.9%	(8)	(12)	2	(2)	39	(22)
Other income/(expense) of CSIP,net	-	-	N/A	-	1	(4)	5	9	1
<b>Income from continuing operations before income taxes</b>	<b>346</b>	<b>320</b>	<b>8.0%</b>	<b>230</b>	<b>282</b>	<b>342</b>	<b>353</b>	<b>385</b>	<b>327</b>
Effective Tax Rate**	26.0%	26.1%		31.3%	30.8%	29.4%	31.0%	26.3%	30.5%
Income from continuing operations, net of taxes	256	237	8.2%	158	195	241	244	284	227
Income/(loss) from discontinued operations, net of taxes	-	-	N/A	-	-	-	-	-	(1)
<b>Net Income</b>	<b>256</b>	<b>237</b>	<b>8.2%</b>	<b>158</b>	<b>195</b>	<b>241</b>	<b>244</b>	<b>284</b>	<b>226</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	(15)	(11)	33.6%	3	7	8	13	(24)	44
<b>Net Income Attributable to Invesco Ltd.</b>	<b>241</b>	<b>226</b>	<b>7.0%</b>	<b>161</b>	<b>202</b>	<b>249</b>	<b>257</b>	<b>260</b>	<b>270</b>
Diluted EPS	\$0.58	\$0.54	7.4%	\$0.38	\$0.48	\$0.58	\$0.60	\$0.60	\$0.62

\* % change based on unrounded figures

\*\* Effective tax rate = Tax expense / Income from continuing operations before income taxes and minority interest

# Non-GAAP operating results– quarterly



(\$ millions)	3Q-16	2Q-16	% Change*	1Q-16	4Q-15	3Q-15	2Q-15	1Q-15	4Q-14
Investment Management Fees	983	963	2.1%	930	1,009	1,038	1,083	1,024	1,033
Service and Distribution Fees	213	203	4.9%	198	208	215	220	213	218
Performance Fees	4	9	(59.1)%	16	19	18	13	52	19
Other	19	32	(39.1)%	24	29	28	38	31	34
Third-party distribution, service and advisory expense	(365)	(351)	3.9%	(349)	(378)	(395)	(417)	(402)	(398)
<b>Net Revenues</b>	<b>855</b>	<b>857</b>	<b>(0.2)%</b>	<b>818</b>	<b>886</b>	<b>903</b>	<b>937</b>	<b>918</b>	<b>906</b>
Employee Compensation	339	348	(2.5)%	340	339	347	351	363	347
Marketing	27	29	(7.6)%	25	35	26	31	27	33
Property, Office and Technology	82	83	(0.8)%	81	80	80	82	78	76
General and Administrative	67	67	1.4%	64	77	77	82	75	77
<b>Adjusted Operating Expenses</b>	<b>515</b>	<b>526</b>	<b>(2.1)%</b>	<b>511</b>	<b>530</b>	<b>530</b>	<b>546</b>	<b>543</b>	<b>533</b>
<b>Adjusted Operating Income</b>	<b>339</b>	<b>330</b>	<b>2.7%</b>	<b>307</b>	<b>356</b>	<b>373</b>	<b>390</b>	<b>374</b>	<b>373</b>
Equity in Earnings of Unconsolidated Affiliates	8	6	29.5%	(1)	0	4	2	8	1
Interest and Dividend Income	3	3		4	7	4	4	5	6
Interest Expense	(24)	(22)	8.1%	(24)	(23)	(20)	(20)	(19)	(18)
Other Gains and Losses, net	9	(0)		(8)	(10)	(7)	2	(3)	6
Other income/(expense) of CSIP, net	0	0	N/A	0	1	(4)	5	9	1
<b>Adjusted Income from Continuing Operations before income taxes and minority interest</b>	<b>335</b>	<b>317</b>	<b>5.6%</b>	<b>279</b>	<b>330</b>	<b>351</b>	<b>384</b>	<b>375</b>	<b>369</b>
Effective Tax Rate**	26.5%	26.5%	-	26.5%	26.6%	26.5%	28.7%	26.3%	26.1%
<b>Adjusted Net Income</b>	<b>246</b>	<b>233</b>	<b>5.7%</b>	<b>205</b>	<b>242</b>	<b>258</b>	<b>274</b>	<b>276</b>	<b>273</b>
Adjusted Net (Income)/Loss attributable to Noncontrolling Interests in Consolidated Entities	-	-	N/A	-	2	3	(2)	(4)	-
<b>Adjusted Net Income Attributable to Invesco Ltd.</b>	<b>246</b>	<b>233</b>	<b>5.7%</b>	<b>205</b>	<b>244</b>	<b>261</b>	<b>271</b>	<b>272</b>	<b>273</b>
<b>Adjusted Diluted EPS</b>	<b>\$0.60</b>	<b>\$0.56</b>	<b>7.1%</b>	<b>\$0.49</b>	<b>\$0.58</b>	<b>\$0.61</b>	<b>\$0.63</b>	<b>\$0.63</b>	<b>\$0.63</b>

\* % change based on unrounded figures

\*\* Effective tax rate = Adjusted tax expense / Adjusted income from continuing operations before taxes. See Reconciliation of US GAAP results to non-GAAP results in this appendix.



# Total assets under management – quarterly



(\$ billions)	3Q-16	2Q-16	% Change	1Q-16	4Q-15	3Q-15
<b>Beginning Assets</b>	<b>\$779.6</b>	<b>\$771.5</b>	<b>1.0%</b>	<b>\$775.6</b>	<b>\$755.8</b>	<b>\$803.6</b>
Long-Term Inflows	51.7	45.8	12.9%	42.8	43.0	43.5
Long-Term Outflows	(39.5)	(41.3)	(4.4)%	(44.1)	(39.1)	(47.4)
Long-Term Net flows	12.2	4.5	171.1%	(1.3)	3.9	(3.9)
Net flows in Invesco PowerShares QQQ	1.1	(3.8)	N/A	(2.6)	2.0	(0.9)
Net flows in Inst. Money Market Funds	5.9	2.0	195.0%	3.8	(1.8)	(1.5)
Total Net Flows	19.2	2.7	611.1%	(0.1)	4.1	(6.3)
Market Gains and Losses/Reinvestment	23.6	10.7	120.6%	(3.0)	21.0	(35.6)
Acquisitions/Dispositions, net	-	2.4	(100.0)%	(3.6)	-	-
Foreign Currency Translation	(2.2)	(7.7)	(71.4)%	2.6	(5.3)	(5.9)
<b>Ending Assets</b>	<b>\$820.2</b>	<b>\$779.6</b>	<b>5.2%</b>	<b>\$771.5</b>	<b>\$775.6</b>	<b>\$755.8</b>
Average Long-Term AUM	\$705.9	\$681.8	3.5%	\$649.2	\$678.2	\$685.5
Ending Long-Term AUM	\$711.5	\$681.7	4.4%	\$671.2	\$674.2	\$657.3
<b>Average AUM</b>	<b>\$814.1</b>	<b>\$784.5</b>	<b>3.8%</b>	<b>\$747.5</b>	<b>\$783.7</b>	<b>\$788.9</b>
Gross Revenue Yield (annualized)*	59.8bps	61.3bps		62.1bps	63.8bps	65.1bps
Gross Revenue Yield Less Performance Fees (annualized)*	59.6bps	60.9bps		61.3bps	62.9bps	64.3bps
Net Revenue Yield (annualized)**	42.0bps	43.7bps		43.8bps	45.2bps	45.8bps
Net Revenue Yield Less Performance Fees (annualized)**	41.8bps	43.2bps		42.9bps	44.3bps	44.9bps

\* Gross revenue yield on AUM is equal to total operating revenues divided by average AUM, excluding JV AUM. Average AUM for 3Q16, for our joint ventures in China were \$10.4bn (2Q16:\$8.6bn; 1Q16:\$7.6bn;4Q15:\$6.6bn;3Q15: \$6.0bn; 2Q15:\$6.9bn)

\*\* Net Revenue Yield on AUM is equal to net revenues divided by average AUM including JV AUM. Average AUM for 3Q16, for our joint ventures in China were \$10.4bn (2Q16:\$8.6bn; 1Q16:\$7.6bn;4Q15:\$6.6bn;3Q15: \$6.0bn; 2Q15:\$6.9bn)

# Total assets under management – by asset class



(\$ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$359.5</b>	<b>\$187.1</b>	<b>\$46.8</b>	<b>\$68.6</b>	<b>\$109.5</b>
Long-Term Inflows	45.8	20.5	12.0	3.2	1.0	9.1
Long-Term Outflows	(41.3)	(27.0)	(6.4)	(3.0)	(0.8)	(4.1)
Long-Term Net flows	4.5	(6.5)	5.6	0.2	0.2	5.0
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-	-	-	-
Net flows in Inst. Money Market Fund	2.0	-	-	-	2.0	-
Market Gains and Losses/Reinvestment	10.7	3.5	3.4	1.6	-	2.2
Acquisitions/Dispositions, net	2.4	0.4	1.6	-	0.4	-
Foreign Currency Translation	(7.7)	(4.3)	(1.4)	(1.2)	(0.1)	(0.7)
<b>June 30, 2016</b>	<b>\$779.6</b>	<b>\$348.8</b>	<b>\$196.3</b>	<b>\$47.4</b>	<b>\$71.1</b>	<b>\$116.0</b>
Long-Term Inflows	51.7	19.9	17.1	2.6	1.2	10.9
Long-Term Outflows	(39.5)	(23.1)	(7.9)	(2.4)	(1.1)	(5.0)
Long-Term Net flows	12.2	(3.2)	9.2	0.2	0.1	5.9
Net flows in Invesco PowerShares QQQ	1.1	1.1	-	-	-	-
Net flows in Inst. Money Market Fund	5.9	-	-	-	5.9	-
Market Gains and Losses/Reinvestment	23.6	20.0	1.9	1.5	0.1	0.1
Acquisitions/Dispositions, net	-	-	-	-	-	-
Foreign Currency Translation	(2.2)	(1.4)	(0.4)	(0.2)	-	(0.2)
<b>September 30, 2016</b>	<b>\$820.2</b>	<b>\$365.3</b>	<b>\$207.0</b>	<b>\$48.9</b>	<b>\$77.2</b>	<b>\$121.8</b>

# Total assets under management – by asset class



(\$ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternatives
<b>September 30, 2015</b>	<b>\$755.8</b>	<b>\$352.4</b>	<b>\$185.5</b>	<b>\$50.1</b>	<b>\$66.8</b>	<b>\$101.0</b>
Long-Term Inflows	43.0	21.3	11.0	2.8	0.7	7.2
Long-Term Outflows	(39.1)	(21.0)	(8.0)	(4.1)	(1.0)	(5.0)
Long-Term Net flows	3.9	0.3	3.0	(1.3)	(0.3)	2.2
Net flows in Invesco PowerShares QQQ	2.0	2.0	-	-	-	-
Net flows in Inst. Money Market Fund	(1.8)	-	-	-	(1.8)	-
Market Gains and Losses/Reinvestment	21.0	19.1	0.4	0.3	(0.1)	1.3
Foreign Currency Translation	(5.3)	(2.9)	(1.0)	(1.0)	-	(0.4)
<b>December 31, 2015</b>	<b>\$775.6</b>	<b>\$370.9</b>	<b>\$187.9</b>	<b>\$48.1</b>	<b>\$64.6</b>	<b>\$104.1</b>
Long-Term Inflows	42.8	20.4	9.7	2.0	1.0	9.7
Long-Term Outflows	(44.1)	(24.6)	(10.1)	(3.6)	(1.0)	(4.8)
Long-Term Net flows	(1.3)	(4.2)	(0.4)	(1.6)	-	4.9
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-	-	-	-
Net flows in Inst. Money Market Fund	3.8	-	-	-	3.8	-
Market Gains and Losses/Reinvestment	(3.0)	(5.5)	2.0	(0.6)	0.2	0.9
Acquisitions/Dispositions, net	(3.6)	-	(2.7)	-	-	(0.9)
Foreign Currency Translation	2.6	0.9	0.3	0.9	-	0.5
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$359.5</b>	<b>\$187.1</b>	<b>\$46.8</b>	<b>\$68.6</b>	<b>\$109.5</b>

# Total assets under management – by channel



(\$ billions)	Total	Retail	Institutional
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$507.7</b>	<b>\$263.8</b>
Long-Term Inflows	45.8	34.8	11.0
Long-Term Outflows	(41.3)	(35.3)	(6.0)
Long-Term Net flows	4.5	(0.5)	5.0
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-
Net flows in Inst. Money Market Funds	2.0	-	2.0
Market Gains and Losses/Reinvestment	10.7	7.8	2.9
Acquisitions/Dispositions, net	2.4	0.4	2.0
Foreign Currency Translation	(7.7)	(7.3)	(0.4)
<b>June 30, 2016</b>	<b>\$779.6</b>	<b>\$504.3</b>	<b>\$275.3</b>
Long-Term Inflows	51.7	40.3	11.4
Long-Term Outflows	(39.5)	(31.5)	(8.0)
Long-Term Net flows	12.2	8.8	3.4
Net flows in Invesco PowerShares QQQ	1.1	1.1	-
Net flows in Inst. Money Market Funds	5.9	-	5.9
Market Gains and Losses/Reinvestment	23.6	20.2	3.4
Acquisitions/Dispositions, net	-	-	-
Foreign Currency Translation	(2.2)	(2.3)	0.1
<b>September 30, 2016</b>	<b>\$820.2</b>	<b>\$532.1</b>	<b>\$288.1</b>

# Total assets under management – by channel



(\$ billions)	Total	Retail	Institutional
<b>September 30, 2015</b>	<b>\$755.8</b>	<b>\$499.4</b>	<b>\$256.4</b>
Long-Term Inflows	43.0	32.6	10.4
Long-Term Outflows	(39.1)	(32.6)	(6.5)
Long-Term Net flows	3.9	-	3.9
Net flows in Invesco PowerShares QQQ	2.0	2.0	-
Net flows in Inst. Money Market Funds	(1.8)	-	(1.8)
Market Gains and Losses/Reinvestment	21.0	17.9	3.1
Foreign Currency Translation	(5.3)	(4.5)	(0.8)
<b>December 31, 2015</b>	<b>\$775.6</b>	<b>\$514.8</b>	<b>\$260.8</b>
Long-Term Inflows	42.8	33.1	9.7
Long-Term Outflows	(44.1)	(35.8)	(8.3)
Long-Term Net flows	(1.3)	(2.7)	1.4
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-
Net flows in Inst. Money Market Funds	3.8	-	3.8
Market Gains and Losses/Reinvestment	(3.0)	(3.1)	0.1
Acquisitions/Dispositions, net	(3.6)	-	(3.6)
Foreign Currency Translation	2.6	1.3	1.3
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$507.7</b>	<b>\$263.8</b>

# Total assets under management – by client domicile



(\$ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$507.5</b>	<b>\$22.9</b>	<b>\$99.2</b>	<b>\$74.9</b>	<b>\$67.0</b>
Long-Term Inflows	45.8	27.7	0.8	3.2	6.1	8.0
Long-Term Outflows	(41.3)	(25.6)	(1.0)	(3.8)	(7.0)	(3.9)
Long-Term Net flows	4.5	2.1	(0.2)	(0.6)	(0.9)	4.1
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-	-	-	-
Net flows in Inst. Money Market Funds	2.0	(1.1)	0.4	-	-	2.7
Market Gains and Losses/Reinvestment	10.7	7.9	0.1	1.7	0.3	0.7
Acquisitions/Dispositions, net	2.4	-	-	-	-	2.4
Foreign Currency Translation	(7.7)	(0.1)	(0.1)	(6.5)	(1.5)	0.5
<b>June 30, 2016</b>	<b>\$779.6</b>	<b>\$512.5</b>	<b>\$23.1</b>	<b>\$93.8</b>	<b>\$72.8</b>	<b>\$77.4</b>
Long-Term Inflows	51.7	32.5	0.8	4.1	6.0	8.3
Long-Term Outflows	(39.5)	(24.5)	(1.0)	(3.6)	(6.3)	(4.1)
Long-Term Net flows	12.2	8.0	(0.2)	0.5	(0.3)	4.2
Net flows in Invesco PowerShares QQQ	1.1	1.1	-	-	-	-
Net flows in Inst. Money Market Funds	5.9	1.7	-	4.1	-	0.1
Market Gains and Losses/Reinvestment	23.6	13.9	1.3	4.9	2.5	1.0
Acquisitions/Dispositions, net	-	-	-	-	-	-
Foreign Currency Translation	(2.2)	-	(0.3)	(2.6)	0.5	0.2
<b>September 30, 2016</b>	<b>\$820.2</b>	<b>\$537.2</b>	<b>\$23.9</b>	<b>\$100.7</b>	<b>\$75.5</b>	<b>\$82.9</b>

# Total assets under management – by client domicile



(\$ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
<b>September 30, 2015</b>	<b>\$755.8</b>	<b>\$499.7</b>	<b>\$21.8</b>	<b>\$103.1</b>	<b>\$74.1</b>	<b>\$57.1</b>
Long-Term Inflows	43.0	25.0	0.8	3.7	7.3	6.2
Long-Term Outflows	(39.1)	(25.2)	(1.2)	(3.4)	(6.6)	(2.7)
Long-Term Net flows	3.9	(0.2)	(0.4)	0.3	0.7	3.5
Net flows in Invesco PowerShares QQQ	2.0	2.0	-	-	-	-
Net flows in Inst. Money Market Funds	(1.8)	(2.8)	0.1	(0.1)	-	1.0
Market Gains and Losses/Reinvestment	21.0	12.0	1.0	3.8	2.0	2.2
Foreign Currency Translation	(5.3)	-	(0.8)	(2.9)	(1.4)	(0.2)
<b>December 31, 2015</b>	<b>\$775.6</b>	<b>\$510.7</b>	<b>\$21.7</b>	<b>\$104.2</b>	<b>\$75.4</b>	<b>\$63.6</b>
Long-Term Inflows	42.8	24.4	1.0	4.2	6.6	6.6
Long-Term Outflows	(44.1)	(26.7)	(1.2)	(5.0)	(8.2)	(3.0)
Long-Term Net flows	(1.3)	(2.3)	(0.2)	(0.8)	(1.6)	3.6
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-	-	-	-
Net flows in Inst. Money Market Funds	3.8	5.0	-	(0.8)	-	(0.4)
Market Gains and Losses/Reinvestment	(3.0)	0.3	(0.2)	(1.0)	(1.3)	(0.8)
Acquisitions/Dispositions, net	(3.6)	(3.6)	-	-	-	-
Foreign Currency Translation	2.6	-	1.6	(2.4)	2.4	1.0
<b>March 31, 2016</b>	<b>\$771.5</b>	<b>\$507.5</b>	<b>\$22.9</b>	<b>\$99.2</b>	<b>\$74.9</b>	<b>\$67.0</b>

# Passive assets under management – by asset class



(\$ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$87.1</b>	<b>\$35.6</b>	<b>-</b>	<b>\$0.1</b>	<b>\$8.3</b>
Long-Term Inflows	12.3	7.7	3.5	-	-	1.1
Long-Term Outflows	(7.8)	(6.5)	(0.7)	-	-	(0.6)
Long-Term Net flows	4.5	1.2	2.8	-	-	0.5
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-	-	-	-
Net flows in Inst. Money Market Funds	0.1	-	-	-	0.1	-
Market Gains and Losses/Reinvestment	1.5	0.4	0.5	-	-	0.6
Foreign Currency Translation	0.1	-	-	-	-	0.1
<b>June 30, 2016</b>	<b>\$133.5</b>	<b>\$84.9</b>	<b>\$38.9</b>	<b>-</b>	<b>\$0.2</b>	<b>\$9.5</b>
Long-Term Inflows	11.8	6.9	4.1	-	-	0.8
Long-Term Outflows	(7.9)	(6.2)	(0.7)	-	-	(1.0)
Long-Term Net flows	3.9	0.7	3.4	-	-	(0.2)
Net flows in Invesco PowerShares QQQ	1.1	1.1	-	-	-	-
Net flows in Inst. Money Market Funds	(0.1)	-	-	-	(0.1)	-
Market Gains and Losses/Reinvestment	4.9	4.9	0.1	-	-	(0.1)
Foreign Currency Translation	-	-	-	-	-	-
<b>September 30, 2016</b>	<b>\$143.3</b>	<b>\$91.6</b>	<b>\$42.4</b>	<b>-</b>	<b>\$0.1</b>	<b>\$9.2</b>



# Passive assets under management – by asset class



(\$ billions)	Total	Equity	Fixed Income	Balanced	Money Market	Alternative
<b>September 30, 2015</b>	<b>\$131.7</b>	<b>\$82.3</b>	<b>\$39.7</b>	<b>-</b>	<b>\$0.1</b>	<b>\$9.6</b>
Long-Term Inflows	9.8	7.7	1.4	-	-	0.7
Long-Term Outflows	(9.4)	(6.2)	(2.3)	-	-	(0.9)
Long-Term Net flows	0.4	1.5	(0.9)	-	-	(0.2)
Net flows in Invesco PowerShares QQQ	2.0	2.0	-	-	-	-
Net flows in Inst. Money Market Funds	0.3	-	-	-	0.3	-
Market Gains and Losses/Reinvestment	4.7	5.2	(0.2)	-	-	(0.3)
Foreign Currency Translation	-	-	-	-	-	-
<b>December 31, 2015</b>	<b>\$139.1</b>	<b>\$91.0</b>	<b>\$38.6</b>	<b>-</b>	<b>\$0.4</b>	<b>\$9.1</b>
Long-Term Inflows	9.9	7.1	2.1	-	-	0.7
Long-Term Outflows	(11.7)	(8.3)	(2.6)	-	-	(0.8)
Long-Term Net flows	(1.8)	(1.2)	(0.5)	-	-	(0.1)
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-	-	-	-
Net flows in Inst. Money Market Funds	(0.3)	-	-	-	(0.3)	-
Market Gains and Losses/Reinvestment	(0.2)	(0.1)	0.2	-	-	(0.3)
Acquisitions/Dispositions, net	(3.2)	-	(2.7)	-	-	(0.5)
Foreign Currency Translation	0.1	-	-	-	-	0.1
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$87.1</b>	<b>\$35.6</b>	<b>-</b>	<b>\$0.1</b>	<b>\$8.3</b>

# Passive assets under management – by channel



(\$ billions)	Total	Retail	Institutional
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$115.7</b>	<b>\$15.4</b>
Long-Term Inflows	12.3	11.3	1.0
Long-Term Outflows	(7.8)	(7.7)	(0.1)
Long-Term Net flows	4.5	3.6	0.9
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-
Net flows in Inst. Money Market Funds	0.1	-	0.1
Market Gains and Losses/Reinvestment	1.5	1.5	-
Foreign Currency Translation	0.1	-	0.1
<b>June 30, 2016</b>	<b>\$133.5</b>	<b>\$117.0</b>	<b>\$16.5</b>
Long-Term Inflows	11.8	10.9	0.9
Long-Term Outflows	(7.9)	(7.7)	(0.2)
Long-Term Net flows	3.9	3.2	0.7
Net flows in Invesco PowerShares QQQ	1.1	1.1	-
Net flows in Inst. Money Market Funds	(0.1)	-	(0.1)
Market Gains and Losses/Reinvestment	4.9	4.9	-
Foreign Currency Translation	-	-	-
<b>September 30, 2016</b>	<b>\$143.3</b>	<b>\$126.2</b>	<b>\$17.1</b>

# Passive assets under management – by channel



(\$ billions)	Total	Retail	Institutional
<b>September 30, 2015</b>	<b>\$131.7</b>	<b>\$110.6</b>	<b>\$21.1</b>
Long-Term Inflows	9.8	9.8	-
Long-Term Outflows	(9.4)	(8.2)	(1.2)
Long-Term Net flows	0.4	1.6	(1.2)
Net flows in Invesco PowerShares QQQ	2.0	2.0	-
Net flows in Inst. Money Market Funds	0.3	-	0.3
Market Gains and Losses/Reinvestment	4.7	4.5	0.2
Foreign Currency Translation	-	-	-
<b>December 31, 2015</b>	<b>\$139.1</b>	<b>\$118.7</b>	<b>\$20.4</b>
Long-Term Inflows	9.9	9.9	-
Long-Term Outflows	(11.7)	(10.2)	(1.5)
Long-Term Net flows	(1.8)	(0.3)	(1.5)
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-
Net flows in Inst. Money Market Funds	(0.3)	-	(0.3)
Market Gains and Losses/Reinvestment	(0.2)	(0.1)	(0.1)
Acquisitions/Dispositions, net	(3.2)	-	(3.2)
Foreign Currency Translation	0.1	-	0.1
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$115.7</b>	<b>\$15.4</b>

# Passive assets under management – by client domicile



(\$ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$126.7</b>	<b>\$0.4</b>	<b>-</b>	<b>\$1.8</b>	<b>\$2.2</b>
Long-Term Inflows	12.3	12.1	0.1	-	0.1	-
Long-Term Outflows	(7.8)	(7.6)	-	-	(0.2)	-
Long-Term Net flows	4.5	4.5	0.1	-	(0.1)	-
Net flows in Invesco PowerShares QQQ	(3.8)	(3.8)	-	-	-	-
Net flows in Inst. Money Market Funds	0.1	-	-	-	-	0.1
Market Gains and Losses/Reinvestment	1.5	1.5	-	-	-	-
Foreign Currency Translation	0.1	-	-	-	-	0.1
<b>June 30, 2016</b>	<b>\$133.5</b>	<b>\$128.9</b>	<b>\$0.5</b>	<b>-</b>	<b>\$1.7</b>	<b>\$2.4</b>
Long-Term Inflows	11.8	11.6	0.1	-	0.1	-
Long-Term Outflows	(7.9)	(7.7)	(0.1)	-	(0.1)	-
Long-Term Net flows	3.9	3.9	-	-	-	-
Net flows in Invesco PowerShares QQQ	1.1	1.1	-	-	-	-
Net flows in Inst. Money Market Funds	(0.1)	-	-	-	-	(0.1)
Market Gains and Losses/Reinvestment	4.9	4.7	-	-	0.2	-
Foreign Currency Translation	-	-	-	-	-	-
<b>September 30, 2016</b>	<b>\$143.3</b>	<b>\$138.6</b>	<b>\$0.5</b>	<b>-</b>	<b>\$1.9</b>	<b>\$2.3</b>

# Passive assets under management – by client domicile



(\$ billions)	Total	U.S.	Canada	U.K.	Continental Europe	Asia
<b>September 30, 2015</b>	<b>\$131.7</b>	<b>\$127.5</b>	<b>\$0.4</b>	<b>-</b>	<b>\$1.8</b>	<b>\$2.0</b>
Long-Term Inflows	9.8	9.7	-	-	0.1	-
Long-Term Outflows	(9.4)	(9.2)	-	-	(0.2)	-
Long-Term Net flows	0.4	0.5	-	-	(0.1)	-
Net flows in Invesco PowerShares QQQ	2.0	2.0	-	-	-	-
Net flows in Inst. Money Market Funds	0.3	-	-	-	-	0.3
Market Gains and Losses/Reinvestment	4.7	4.4	-	-	0.2	0.1
Foreign Currency Translation	-	-	-	-	-	-
<b>December 31, 2015</b>	<b>\$139.1</b>	<b>\$134.4</b>	<b>\$0.4</b>	<b>-</b>	<b>\$1.9</b>	<b>\$2.4</b>
Long-Term Inflows	9.9	9.7	0.1	-	0.1	-
Long-Term Outflows	(11.7)	(11.4)	(0.1)	-	(0.2)	-
Long-Term Net flows	(1.8)	(1.7)	-	-	(0.1)	-
Net flows in Invesco PowerShares QQQ	(2.6)	(2.6)	-	-	-	-
Net flows in Inst. Money Market Funds	(0.3)	-	-	-	-	(0.3)
Market Gains and Losses/Reinvestment	(0.2)	(0.2)	-	-	-	-
Acquisitions/Dispositions, net	(3.2)	(3.2)	-	-	-	-
Foreign Currency Translation	0.1	-	-	-	-	0.1
<b>March 31, 2016</b>	<b>\$131.1</b>	<b>\$126.7</b>	<b>\$0.4</b>	<b>-</b>	<b>\$1.8</b>	<b>\$2.2</b>

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



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

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	966	12	-	-	-	5	-	983
Service and Distribution Fees	213	-	-	-	-	-	-	213
Performance Fees	3	-	-	-	-	1	-	4
Other	19	1	-	-	-	-	-	19
Third-Party Distribution, Service and Advisory	-	(2)	(362)	-	-	-	-	(365)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1202</b>	<b>10</b>	<b>(362)</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>-</b>	<b>855</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	362	-	(362)	-	-	-	-	-
Employee Compensation	345	5	-	(0)	(4)	-	(6)	339
Marketing	26	0	-	-	-	-	-	27
Property, Office and Technology	78	1	-	-	-	-	3	82
General and Administrative	84	0	-	(4)	-	(7)	(5)	67
<b>Total Operating Expenses</b>	<b>895</b>	<b>7</b>	<b>(362)</b>	<b>(5)</b>	<b>(4)</b>	<b>(7)</b>	<b>(8)</b>	<b>515</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>306</b>	<b>3</b>	<b>-</b>	<b>5</b>	<b>4</b>	<b>13</b>	<b>8</b>	<b>339</b>
Equity in Earnings of Unconsolidated Affiliates	6	(3)	-	-	-	5	-	8
Interest and Dividend Income	3	-	-	-	-	-	-	3
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	16	-	-	(5)	(7)	3	2	9
Other income/(expense) of CSIP, net	-	-	-	-	-	-	-	-
Other income/(expense) of CIP, net	39	-	-	-	-	(39)	-	-
<b>Income before income taxes</b>	<b>346</b>	<b>0</b>	<b>-</b>	<b>(0)</b>	<b>(4)</b>	<b>(18)</b>	<b>11</b>	<b>335</b>
<b>Income Tax Provision</b>	<b>(90)</b>	<b>(0)</b>	<b>-</b>	<b>6</b>	<b>1</b>	<b>-</b>	<b>(5)</b>	<b>(89)</b>
<b>Net income</b>	<b>256</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>(2)</b>	<b>(18)</b>	<b>5</b>	<b>246</b>
<b>Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities</b>	<b>(15)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>15</b>	<b>-</b>	<b>-</b>
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>241</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>(2)</b>	<b>(3)</b>	<b>5</b>	<b>246</b>
<b>Diluted EPS</b>	<b>\$0.58</b>					<b>Adjusted diluted EPS</b>		<b>\$0.60</b>
<b>Diluted Shares Outstanding</b>	<b>412.9</b>					<b>Diluted Shares Outstanding</b>		<b>412.9</b>
<b>Operating margin</b>	<b>25.5%</b>					<b>Adjusted Operating Margin</b>		<b>39.7%</b>

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



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

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	947	12	-	-	-	5	-	963
Service and Distribution Fees	203	-	-	-	-	-	-	203
Performance Fees	9	-	-	-	-	-	-	9
Other	30	1	-	-	-	-	-	32
Third-Party Distribution, Service and Advisory	-	(2)	(348)	-	-	-	-	(351)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,189</b>	<b>11</b>	<b>(348)</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>-</b>	<b>857</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	348	-	(348)	-	-	-	-	-
Employee Compensation	350	4	-	(0)	(2)	-	(4)	348
Marketing	28	1	-	-	-	-	-	29
Property, Office and Technology	82	1	-	-	-	-	(0)	83
General and Administrative	79	1	-	(4)	-	(8)	(1)	67
<b>Total Operating Expenses</b>	<b>888</b>	<b>6</b>	<b>(348)</b>	<b>(5)</b>	<b>(2)</b>	<b>(8)</b>	<b>(5)</b>	<b>526</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>302</b>	<b>4</b>	<b>-</b>	<b>5</b>	<b>2</b>	<b>13</b>	<b>5</b>	<b>330</b>
Equity in Earnings of Unconsolidated Affiliates	5	(4)	-	-	-	5	-	6
Interest and Dividend Income	3	1	-	-	-	-	-	3
Interest Expense	(22)	-	-	-	-	-	-	(22)
Other Gains and Losses, net	(4)	-	-	15	(4)	1	(8)	(0)
Other income/(expense) of CSIP, net	-	-	-	-	-	-	-	-
Other income/(expense) of CIP, net	38	-	-	-	-	(38)	-	-
<b>Income before income taxes</b>	<b>320</b>	<b>1</b>	<b>-</b>	<b>20</b>	<b>(2)</b>	<b>(32)</b>	<b>(3)</b>	<b>317</b>
<b>Income Tax Provision</b>	<b>(84)</b>	<b>(1)</b>	<b>-</b>	<b>(2)</b>	<b>1</b>	<b>-</b>	<b>2</b>	<b>(84)</b>
<b>Net income</b>	<b>237</b>	<b>-</b>	<b>-</b>	<b>18</b>	<b>(1)</b>	<b>(19)</b>	<b>(1)</b>	<b>233</b>
<b>Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities</b>	<b>(11)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>11</b>	<b>-</b>	<b>-</b>
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>226</b>	<b>-</b>	<b>-</b>	<b>18</b>	<b>(1)</b>	<b>(8)</b>	<b>(1)</b>	<b>233</b>
<b>Diluted EPS</b>	<b>\$0.54</b>					<b>Adjusted diluted EPS</b>		<b>\$0.56</b>
<b>Diluted Shares Outstanding</b>	<b>419.1</b>					<b>Diluted Shares Outstanding</b>		<b>419.1</b>
<b>Operating margin</b>	<b>25.3%</b>					<b>Adjusted Operating Margin</b>		<b>38.6%</b>

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



Please refer to pages 22-26 in the 1Q 2016 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	914	12	-	-	-	5	-	930
Service and Distribution Fees	198	-	-	-	-	-	-	198
Performance Fees	15	1	-	-	-	1	-	16
Other	23	1	-	-	-	-	-	24
Third-Party Distribution, Service and Advisory	-	(2)	(347)	-	-	-	-	(349)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,149</b>	<b>11</b>	<b>(347)</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>-</b>	<b>818</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	347	-	(347)	-	-	-	-	-
Employee Compensation	344	5	-	(5)	-	-	(4)	340
Marketing	25	1	-	-	-	-	-	25
Property, Office and Technology	80	1	-	-	-	-	-	81
General and Administrative	78	1	-	(4)	-	(2)	(9)	64
<b>Total Operating Expenses</b>	<b>874</b>	<b>8</b>	<b>(347)</b>	<b>(10)</b>	<b>-</b>	<b>(2)</b>	<b>(13)</b>	<b>511</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>274</b>	<b>3</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>7</b>	<b>13</b>	<b>307</b>
Equity in Earnings of Unconsolidated Affiliates	(12)	(3)	-	18	-	(4)	-	(1)
Interest and Dividend Income	4	1	-	-	-	-	-	4
Interest Expense	(24)	-	-	-	-	-	-	(24)
Other Gains and Losses, net	(5)	-	-	(4)	2	-	(1)	(8)
Other income/(expense) of CSIP, net	-	-	-	-	-	-	-	-
Other income/(expense) of CIP, net	(8)	-	-	-	-	8	-	-
<b>Income before income taxes</b>	<b>230</b>	<b>1</b>	<b>-</b>	<b>24</b>	<b>1</b>	<b>12</b>	<b>11</b>	<b>279</b>
<b>Income Tax Provision</b>	<b>(72)</b>	<b>(1)</b>	<b>-</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>(4)</b>	<b>(74)</b>
<b>Net income</b>	<b>158</b>	<b>-</b>	<b>-</b>	<b>27</b>	<b>1</b>	<b>13</b>	<b>7</b>	<b>205</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	3	-	-	-	-	(3)	-	-
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>161</b>	<b>-</b>	<b>-</b>	<b>27</b>	<b>1</b>	<b>8</b>	<b>7</b>	<b>205</b>
<b>Diluted EPS</b>	<b>\$0.38</b>					<b>Adjusted diluted EPS</b>		<b>\$0.49</b>
<b>Diluted Shares Outstanding</b>	<b>418.9</b>					<b>Diluted Shares Outstanding</b>		<b>418.9</b>
<b>Operating margin</b>	<b>23.9%</b>					<b>Adjusted Operating Margin</b>		<b>37.5%</b>



# Reconciliation of US GAAP results to non-GAAP results – three months ended December 31, 2015



Please refer to pages 22-26 in the 4Q 2015 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	987	13	-	-	-	8	-	1,009
Service and Distribution Fees	208	-	-	-	-	-	-	208
Performance Fees	17	-	-	-	-	2	-	19
Other	28	1	-	-	-	-	-	29
Third-Party Distribution, Service and Advisory	-	(3)	(375)	-	-	-	-	(378)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,240</b>	<b>12</b>	<b>(375)</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>886</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	375	-	(375)	-	-	-	-	-
Employee Compensation	350	5	-	-	(4)	-	(12)	339
Marketing	34	1	-	-	-	-	-	35
Property, Office and Technology	81	1	-	-	-	-	(2)	80
General and Administrative	96	1	-	(4)	-	(2)	(15)	77
<b>Total Operating Expenses</b>	<b>936</b>	<b>8</b>	<b>(375)</b>	<b>(4)</b>	<b>(4)</b>	<b>(2)</b>	<b>(29)</b>	<b>530</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>304</b>	<b>4</b>	<b>-</b>	<b>4</b>	<b>4</b>	<b>12</b>	<b>29</b>	<b>356</b>
Equity in Earnings of Unconsolidated Affiliates	3	(4)	-	-	-	1	-	-
Interest and Dividend Income	6	1	-	-	-	1	-	7
Interest Expense	(23)	-	-	-	-	-	-	(23)
Other Gains and Losses, net	4	-	-	(9)	(5)	-	(1)	(10)
Other income/(expense) of CSIP, net	1	-	-	-	-	-	-	1
Interest Income of Consolidated Investment Products	63	-	-	-	-	(63)	-	-
Interest Expense of Consolidated Investment Products	(51)	-	-	-	-	51	-	-
Other Gains and (Losses) of Consolidated Investment Products, net	(24)	-	-	-	-	24	-	-
<b>Income before income taxes</b>	<b>282</b>	<b>1</b>	<b>-</b>	<b>(5)</b>	<b>(2)</b>	<b>25</b>	<b>(29)</b>	<b>330</b>
<b>Income Tax Provision</b>	<b>(87)</b>	<b>(1)</b>	<b>-</b>	<b>8</b>	<b>1</b>	<b>-</b>	<b>(8)</b>	<b>(88)</b>
<b>Net income</b>	<b>195</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>(1)</b>	<b>25</b>	<b>21</b>	<b>242</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	7	-	-	-	-	(6)	-	2
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>202</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>(1)</b>	<b>19</b>	<b>21</b>	<b>244</b>
<b>Diluted EPS</b>	<b>\$0.48</b>					<b>Adjusted diluted EPS</b>		<b>\$0.58</b>
<b>Diluted Shares Outstanding</b>	<b>423.2</b>					<b>Diluted Shares Outstanding</b>		<b>423.2</b>
<b>Operating margin</b>	<b>24.5%</b>					<b>Adjusted Operating Margin</b>		<b>40.1%</b>

# Reconciliation of US GAAP results to non-GAAP results – three months ended September 30, 2015



Please refer to pages 19-22 in the 3Q 2015 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	1,017	14	-	-	-	8	-	1,038
Service and Distribution Fees	215	-	-	-	-	-	-	215
Performance Fees	16	-	-	-	-	2	-	18
Other	26	1	-	-	-	-	-	28
Third-Party Distribution, Service and Advisory	-	(3)	(392)	-	-	-	-	(395)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,274</b>	<b>12</b>	<b>(392)</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>903</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	392	-	(392)	-	-	-	-	-
Employee Compensation	338	5	-	-	4	-	-	347
Marketing	25	1	-	-	-	-	-	26
Property, Office and Technology	79	1	-	-	-	-	-	80
General and Administrative	87	1	-	(3)	-	(9)	-	77
<b>Total Operating Expenses</b>	<b>921</b>	<b>8</b>	<b>(392)</b>	<b>(3)</b>	<b>4</b>	<b>(9)</b>	<b>-</b>	<b>530</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>353</b>	<b>4</b>	<b>-</b>	<b>3</b>	<b>(4)</b>	<b>18</b>	<b>-</b>	<b>373</b>
Equity in Earnings of Unconsolidated Affiliates	8	(4)	-	-	-	-	-	4
Interest and Dividend Income	2	1	-	-	-	2	-	4
Interest Expense	(20)	-	-	-	-	-	-	(20)
Other Gains and Losses, net	1	-	-	(18)	12	-	(2)	(7)
Other income/(expense) of CSIP, net	(4)	-	-	-	-	-	-	(4)
Interest Income of Consolidated Investment Products	65	-	-	-	-	(65)	-	-
Interest Expense of Consolidated Investment Products	(46)	-	-	-	-	46	-	-
Other Gains and (Losses) of Consolidated Investment Products, net	(17)	-	-	-	-	17	-	-
<b>Income before income taxes</b>	<b>342</b>	<b>1</b>	<b>-</b>	<b>(16)</b>	<b>7</b>	<b>18</b>	<b>(2)</b>	<b>351</b>
<b>Income Tax Provision</b>	<b>(100)</b>	<b>(1)</b>	<b>-</b>	<b>11</b>	<b>(3)</b>	<b>-</b>	<b>-</b>	<b>(93)</b>
<b>Net income</b>	<b>241</b>	<b>-</b>	<b>-</b>	<b>(4)</b>	<b>5</b>	<b>18</b>	<b>(2)</b>	<b>258</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	8	-	-	-	-	(5)	-	3
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>249</b>	<b>-</b>	<b>-</b>	<b>(4)</b>	<b>5</b>	<b>13</b>	<b>(2)</b>	<b>261</b>
<b>Diluted EPS</b>	<b>\$0.58</b>					<b>Adjusted diluted EPS</b>		<b>\$0.61</b>
<b>Diluted Shares Outstanding</b>	<b>429.1</b>					<b>Diluted Shares Outstanding</b>		<b>429.1</b>
<b>Operating margin</b>	<b>27.7%</b>					<b>Adjusted Operating Margin</b>		<b>41.4%</b>

# Reconciliation of US GAAP results to non-GAAP results – three months ended June 30, 2015



Please refer to pages 19-22 in the 2Q 2015 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	1,056	20	-	-	-	8	-	1,083
Service and Distribution Fees	220	-	-	-	-	-	-	220
Performance Fees	7	4	-	-	-	2	-	13
Other	36	2	-	-	-	-	-	38
Third-Party Distribution, Service and Advisory	-	(4)	(413)	-	-	-	-	(417)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,318</b>	<b>21</b>	<b>(413)</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>937</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	413	-	(413)	-	-	-	-	-
Employee Compensation	347	6	-	-	(1)	-	-	351
Marketing	30	1	-	-	-	-	-	31
Property, Office and Technology	75	1	-	-	-	-	6	82
General and Administrative	89	2	-	(3)	-	(2)	(5)	82
<b>Total Operating Expenses</b>	<b>954</b>	<b>9</b>	<b>(413)</b>	<b>(3)</b>	<b>(1)</b>	<b>(2)</b>	<b>2</b>	<b>546</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>364</b>	<b>12</b>	<b>-</b>	<b>3</b>	<b>1</b>	<b>12</b>	<b>(2)</b>	<b>390</b>
Equity in Earnings of Unconsolidated Affiliates	12	(10)	-	-	-	(1)	-	2
Interest and Dividend Income	3	1	-	-	-	1	-	4
Interest Expense	(20)	-	-	-	-	-	-	(20)
Other Gains and Losses, net	(9)	-	-	-	4	1	6	2
Other income/(expense) of CSIP, net	5	-	-	-	-	-	-	5
Interest Income of Consolidated Investment Products	65	-	-	-	-	(65)	-	-
Interest Expense of Consolidated Investment Products	(47)	-	-	-	-	47	-	-
Other Gains and (Losses) of Consolidated Investment Products, net	(20)	-	-	-	-	20	-	-
<b>Income before income taxes</b>	<b>353</b>	<b>4</b>	<b>-</b>	<b>3</b>	<b>5</b>	<b>15</b>	<b>5</b>	<b>384</b>
<b>Income Tax Provision</b>	<b>(109)</b>	<b>(4)</b>	<b>-</b>	<b>5</b>	<b>(1)</b>	<b>-</b>	<b>(1)</b>	<b>(110)</b>
<b>Net income</b>	<b>244</b>	<b>-</b>	<b>-</b>	<b>7</b>	<b>3</b>	<b>15</b>	<b>4</b>	<b>274</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	13	-	-	-	-	(16)	-	(2)
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>257</b>	<b>-</b>	<b>-</b>	<b>7</b>	<b>3</b>	<b>(1)</b>	<b>4</b>	<b>271</b>
<b>Diluted EPS</b>	<b>\$0.60</b>					<b>Adjusted diluted EPS</b>		<b>\$0.63</b>
<b>Diluted Shares Outstanding</b>	<b>432.2</b>					<b>Diluted Shares Outstanding</b>		<b>432.2</b>
<b>Operating margin</b>	<b>27.6%</b>					<b>Adjusted Operating Margin</b>		<b>41.7%</b>

# Reconciliation of US GAAP results to non-GAAP results – three months ended March 31, 2015



Please refer to pages 19-22 in the 1Q 2015 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	1,001	15	-	-	-	7	-	1,024
Service and Distribution Fees	213	-	-	-	-	-	-	213
Performance Fees	47	3	-	-	-	2	-	52
Other	30	1	-	-	-	-	-	31
Third-Party Distribution, Service and Advisory	-	(3)	(399)	-	-	-	-	(402)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,292</b>	<b>16</b>	<b>(399)</b>	<b>-</b>	<b>-</b>	<b>9</b>	<b>-</b>	<b>918</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	399	-	(399)	-	-	-	-	-
Employee Compensation	361	6	-	-	(4)	-	-	363
Marketing	27	1	-	-	-	-	-	27
Property, Office and Technology	77	1	-	-	-	-	-	78
General and Administrative	90	1	-	(4)	-	(12)	-	75
<b>Total Operating Expenses</b>	<b>954</b>	<b>9</b>	<b>(399)</b>	<b>(4)</b>	<b>(4)</b>	<b>(12)</b>	<b>-</b>	<b>543</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>338</b>	<b>7</b>	<b>-</b>	<b>4</b>	<b>4</b>	<b>21</b>	<b>-</b>	<b>374</b>
Equity in Earnings of Unconsolidated Affiliates	12	(6)	-	-	-	2	-	8
Interest and Dividend Income	3	1	-	-	-	1	-	5
Interest Expense	(19)	-	-	-	-	-	-	(19)
Other Gains and Losses, net	3	-	-	-	(5)	3	(3)	(3)
Other income/(expense) of CSIP, net	9	-	-	-	-	-	-	9
Interest Income of Consolidated Investment Products	60	-	-	-	-	(60)	-	-
Interest Expense of Consolidated Investment Products	(45)	-	-	-	-	45	-	-
Other Gains and (Losses) of Consolidated Investment Products, net	24	-	-	-	-	(24)	-	-
<b>Income before income taxes</b>	<b>385</b>	<b>2</b>	<b>-</b>	<b>4</b>	<b>(1)</b>	<b>(12)</b>	<b>(3)</b>	<b>375</b>
<b>Income Tax Provision</b>	<b>(101)</b>	<b>(2)</b>	<b>-</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(99)</b>
<b>Net income</b>	<b>284</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>(1)</b>	<b>(12)</b>	<b>(3)</b>	<b>276</b>
<b>Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities</b>	<b>(24)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>21</b>	<b>-</b>	<b>(4)</b>
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>260</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>(1)</b>	<b>8</b>	<b>(3)</b>	<b>272</b>
Diluted EPS	\$0.60					Adjusted diluted EPS		\$0.63
Diluted Shares Outstanding	432.5					Diluted Shares Outstanding		432.5
Operating margin	26.2%					Adjusted Operating Margin		40.8%

# Reconciliation of US GAAP results to non-GAAP results – three months ended December 31, 2014



Please refer to pages 22-26 in the 4Q 2014 earnings press release for a description of the adjustments

(\$ millions)	US GAAP Basis	Proportional Consolidation of Joint Ventures	3 <sup>rd</sup> party distribution, service and advisory expenses	Business Combinations	Market appreciation / depreciation of deferred compensation awards	Consolidated Investment Products	Other reconciling items	Non-GAAP basis
<b>Operating Revenues</b>								
Investment Management Fees	1,010	16	-	-	-	8	-	1,033
Service and Distribution Fees	218	-	-	-	-	-	-	218
Performance Fees	17	-	-	-	-	2	-	19
Other	33	2	-	-	-	-	-	34
Third-Party Distribution, Service and Advisory	-	(3)	(395)	-	-	-	-	(398)
<b>Total Operating Revenues reconciled to net revenues</b>	<b>1,277</b>	<b>14</b>	<b>(395)</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>906</b>
<b>Operating Expenses</b>								
Third-Party Distribution, Service and Advisory	395	-	(395)	-	-	-	-	-
Employee Compensation	346	5	-	-	(3)	-	-	347
Marketing	32	1	-	-	-	-	-	33
Property, Office and Technology	72	1	-	-	-	-	3	76
General and Administrative	84	1	-	(3)	-	(9)	3	77
<b>Total Operating Expenses</b>	<b>929</b>	<b>8</b>	<b>(395)</b>	<b>(3)</b>	<b>(3)</b>	<b>(9)</b>	<b>6</b>	<b>533</b>
<b>Operating Income reconciled to adjusted operating income</b>	<b>348</b>	<b>6</b>	<b>-</b>	<b>3</b>	<b>3</b>	<b>19</b>	<b>(6)</b>	<b>373</b>
Equity in Earnings of Unconsolidated Affiliates	6	(5)	-	-	-	-	-	1
Interest and Dividend Income	5	1	-	-	(1)	1	-	6
Interest Expense	(18)	-	-	-	-	-	-	(18)
Other Gains and Losses, net	7	-	-	-	(1)	-	-	6
Other income/(expense) of CSIP, net	1	-	-	-	-	-	-	1
Interest Income of Consolidated Investment Products	57	-	-	-	-	(57)	-	-
Interest Expense of Consolidated Investment Products	(36)	-	-	-	-	36	-	-
Other Gains and (Losses) of Consolidated Investment Products, net	(43)	-	-	-	-	43	-	-
<b>Income from continuing operations before income taxes</b>	<b>327</b>	<b>2</b>	<b>-</b>	<b>3</b>	<b>2</b>	<b>42</b>	<b>(6)</b>	<b>369</b>
<b>Income Tax Provision</b>	<b>(100)</b>	<b>(2)</b>	<b>-</b>	<b>5</b>	<b>(-)</b>	<b>-</b>	<b>1</b>	<b>(96)</b>
<b>Income from continuing operations, net of income taxes</b>	<b>227</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>1</b>	<b>42</b>	<b>(5)</b>	<b>273</b>
<b>Income/(loss) from discontinued operations, net of taxes</b>	<b>(1)</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net income</b>	<b>226</b>	<b>-</b>	<b>-</b>	<b>9</b>	<b>1</b>	<b>42</b>	<b>(5)</b>	<b>273</b>
Net (Income)/Loss Attributable to Noncontrolling Interests in Consolidated Entities	44	-	-	-	-	(44)	-	-
<b>Net Income Attributable to Invesco Ltd. reconciled to adjusted net income attributable to Invesco Ltd.</b>	<b>270</b>	<b>-</b>	<b>-</b>	<b>9</b>	<b>1</b>	<b>(2)</b>	<b>(5)</b>	<b>273</b>
Diluted EPS	\$0.62					Adjusted diluted EPS		\$0.63
Diluted Shares Outstanding	433.6					Diluted Shares Outstanding		433.6
Operating margin	27.3%					Adjusted Operating Margin		41.2%