

**Financials**

2018 2017 2016 2015

Adj. Revenues (in €m)

2,259

2,456

2,357

2,618

Adj. Costs (in €m)

(1,633)

(1,710)

(1,647)

(1,887)

Adj. Profit before Tax (in €m)

625

747

709

731

Adj. Cost-Income Ratio (in %)

72.3

70.0

70.0

72.0

Management Fee Margin (bps - annualized)

30.6

31.5

30.9

31.7

Net flows (in €bn)

(22.3)

16.0

(39.0)

19.0

Assets under Management (in €bn)

662

700

689

714