

# F&C Asset Management plc

Annual Report and Financial Statements 2010

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### **Forward-looking statements**

This Annual Report and Financial Statements may contain certain "forward-looking statements" with respect to certain of the Group's plans and its current goals and expectations relating to its future financial condition, performance, results, strategy and objectives. Statements containing the words "believes", "intends", "expects", "plans", "seeks" and "anticipates", and words of similar meaning, are forward-looking.

By their nature, all forward-looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond the Group's control including among other things, UK domestic and global economic and business conditions, market related risks such as fluctuations in market indices, interest rates and exchange rates, and the performance of financial markets generally; the policies and actions of regulatory authorities, the impact of competition, inflation and deflation; the timing, impact and other uncertainties of future acquisitions or combinations within relevant industries; and the impact of changes in capital, solvency or accounting standards, and tax and other legislation and regulations in the jurisdictions in which the Group operates.

As a result, the Group's actual future financial condition, performance and results may differ materially from the plans, goals, and expectations set forth in the Group's forward-looking statements. F&C undertakes no obligation to update the forward-looking statements contained in this Annual Report and Financial Statements. Nothing in this publication should be considered as a profit forecast.

### **Definitions**

"F&C, FCAM, Group or Company" F&C Asset Management plc and its subsidiaries

"FP", "FP Group" Friends Provident plc and its subsidiaries

"F&CGH" F&C Group (Holdings) Limited and its subsidiaries

"F&C REIT" F&C REIT Asset Management LLP and its subsidiaries

"REIT" REIT Property Asset Management LLP and its subsidiaries

"Sherborne or the Sherborne Group" Sherborne Investors (Guernsey) GP, LLC ('Sherborne GP'), SIGA, LP ('SIGA'), Sherborne Investors (Guernsey) A Limited, Sherborne Investors Management (Guernsey) LLC and Sherborne Investors LP.

"Thames River" or "TRC" Thames River Capital Group Limited and its subsidiaries or limited liability partnerships ('LLPs') which are consolidated within the Group.

# **2010 Financial and business highlights**

- Successful acquisition and integration of Thames River Capital
- Assets under management increase to £105.8 billion (2009: £97.8 billion)
- £6.1 billion of gross new business (2009: £3.5 billion) and return to net inflows excluding insurance
- Average net management fee margin (excluding performance fees) increases to 22.6 basis points (2009: 21.8 basis points)
- Group operating margin (ex FX) improves to 28.5% (2009: 26.6%)
- Underlying earnings per share (ex FX) of 5.9 pence (2009: 5.8 pence)

### Net revenue

# £243.2m

Underlying profit before taxation (ex FX)

# £40.3m

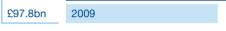
Underlying earnings per share (ex FX)

# **5.9**p

Total dividend per share

# 3.0p

### Assets under management<sup>+</sup> £105.8bn 2010



### Net revenue

£243.2m	2010
£225.1m	2009

### Group operating margin (ex FX)

	-
28.5%	2010
26.6%	2009

### Underlying profit after taxation (ex FX)

£29.4m	2010
£28.3m	2009

### Reported (loss)/profit after tax

£(13.4)m	2010	
£18.7m		2009

### Underlying earnings per ordinary share

5.6p	2010
4.6p	2009
5.9p	2010 (ex FX)

### Basic (loss)/earnings per ordinary share

(3.3)p 2010 3.2p

<i></i>	
2р	2009

### Total dividend per ordinary share

3.0p	2010
6.0p	2009

Calculations of key performance indicators are given on page 127.

Reconciliations between reported (loss)/earnings and underlying earnings and between basic (loss)/earnings per share and underlying earnings per share are given in note 10 to the Consolidated Financial Statements.

\* As at the end of the reporting period.

# Welcome from the Chairman

This is my first statement as Chairman having been appointed to the role following my election as a Director at the General Meeting on 3 February 2011.

At the same General Meeting Ian Brindle and Derham O'Neill were also elected to the Board while Nick MacAndrew, the previous Chairman, and Brian Larcombe ceased to be Directors. Separately, Gerhard Roggemann has indicated his intention to retire as a Director at the Annual General Meeting in May.

On behalf of the Board, I would like to express our thanks to Messrs. MacAndrew, Larcombe and Roggemann for their service to F&C over a number of years.

In the brief period since becoming Chairman of F&C, I have met a significant number of staff from across the Group, including portfolio managers at Thames River and F&C REIT. I have been impressed with the calibre of people I have met and, in particular, the strong sense of commitment to clients. This reinforces my confidence in F&C's prospects because asset management is without doubt a people business and the Group possesses a strong reservoir of talented professionals who want F&C to be successful.

Important progress has been achieved in a number of areas in laying solid foundations for a turnaround in F&C's fortunes. In particular, three year investment performance track records are competitive and 2010 saw encouraging trends in funds flows. Further detail on developments during 2010 is provided in the Chief Executive's report.

Our focus now is to build on the things that work well at F&C and to improve the Group's financial performance, which will create value for shareholders. Working with the Executive Management team, the Board has therefore embarked on a review of strategy. We will endeavour to minimise the time required for this process consistent with producing the right long-term plan for F&C. In the meantime, it will be business as usual for our investment professionals and client servicing teams.

### **Results and Dividend**

The Group's underlying profit after tax (excluding foreign exchange gains and losses) was £29.4 million compared to £28.3 million in 2009. This represents underlying earnings per share of 5.9 pence for 2010 and 5.8 pence for 2009.

On a statutory reporting basis, which includes exceptional and non-cash items, the Group made a loss after tax of  $\pounds$ 13.4 million, compared to a profit after tax of £18.7 million in 2009. This represents a basic loss per share of 3.3 pence compared to earnings per share of 3.2 pence in the previous year.

After considering the results for the year and consistent with the decision to rebase the interim dividend, the Board is recommending a final dividend of 2.0 pence per share, payable on 27 May 2011 to shareholders on the register at 1 April 2011. This brings full-year dividends to 3.0 pence per share.

The Board's dividend policy is to achieve dividend cover of at least 150 per cent. of underlying earnings per share.

### Conclusion

It is a privilege to have been appointed as Chairman of F&C.

The Group has a strong brand, dedicated professionals and many other strengths. However, these have not been reflected in its share price and financial performance in recent years. By accelerating momentum in things that are working well and creating greater long-term focus on those areas that will generate the most value, the prospects for F&C are excellent.

I look forward to working with the Board, management team and staff to develop the strategy and operational plan for the business so that F&C reaches its full potential.



KS Bramoon

Edward Bramson Chairman 9 March 2011

# **Chief Executive's Report**

### **Market Overview**

As we anticipated in our 2009 Annual Report, 2010 saw a slow recovery in the economy after the recession of the previous year, with progress dogged by concerns over rising inflation and the potentially stifling impact of deficit reduction measures on growth.

Despite the challenging macroeconomic backdrop, equity markets continued to make strong progress for a second calendar year in succession with the FTSE 100 Index posting a total return of 12.6 per cent. and numerous indices returning to pre-credit crisis levels. This strong performance from equity markets reflected the healthy position of many companies having strengthened their balance sheets and the relative attractiveness of dividends compared to government bond yields.

In contrast, fixed income markets and the Euro currency were overshadowed by the spectre of government indebtedness and the risk of defaults in European countries such as Greece, Ireland and Portugal. This prompted European Union rescue packages for both Greece and Ireland and the introduction of severe austerity measures across Europe.

Against this mixed market backdrop the Group saw its assets under management rise to £105.8 billion (31 December 2009: £97.8 billion) which included £4.2 billion from the acquisition of Thames River Capital in September 2010. We saw positive returns across all major asset classes – equities, fixed income and property – while foreign currency movements had a negative impact on AUM across the year given our exposure to Eurozone based clients.

### **Investment Performance**

Relative investment performance was positive across most teams during the year, with three year track records continuing to be competitive. On an asset-weight basis 72 per cent. of fixed income, 63 per cent. of equities and 100 per cent. of property assets are above agreed benchmarks over three years.

### **Business Flows**

Having rebuilt three year investment track records and significantly improved our position with investment consultants, 2010 saw a turnaround in business flows with a return to net positive inflows, excluding insurance assets. This was underpinned by a 77.5 per cent. increase in gross new business, excluding insurance, to £6.1 billion (2009: £3.5 billion) and much reduced outflows, which were at their lowest level in several years. We ended the year with an additional pipeline of institutional mandates totalling £1.5 billion awaiting funding. Key institutional products included liability driven investment mandates, equity-linked bond funds, emerging market debt and global convertibles. We also raised significant commitments for German property mandates, ranking as the top capital raiser for property Spezialfonds (source: BVI). We expect to see the majority of these funds invested during 2011.

The quality of new institutional business continued to improve reflecting our focus on specialist products, with the average fee margin on institutional inflows some 39 per cent. higher than those on outflows. In the UK retail market we continued to focus primarily on our multimanager and lifestyle funds while building the profile of our property, UK and European equity products.

Encouragingly, we saw £621 million of gross sales into Thames River products during the four months post-completion which included the first institutional mandate win for their Water & Agriculture team.

### **Business Flows ex. Insurance**

	2010	2009	2008	2007	2006
	£m	£m	£m	£m	£m
Inflows	6,140	3,459	3,925	6,454	6,496
Outflows	(5,868)	(7,200)	(10,165)	(10,445)	(15,109)
Net flows – ex. Insurance	272	(3,741)	(6,240)	(3,991)	(8,613)

### **Financial Results**

Net revenues were  $\pounds$ 243.2 million (2009:  $\pounds$ 225.1 million). This included performance related management fees of  $\pounds$ 12.9 million (2009:  $\pounds$ 18.7 million).

Operating costs, excluding amortisation of intangible assets, exceptional items and foreign exchange losses, were £175.0 million (2009: £166.6 million). These include the additional cost base of £12.6 million arising from the acquisition of Thames River, £6.0 million of which was in respect of distributions payable to Thames River members. Continuing the downward trend of the last three years core operating expenses in the legacy F&C business were further reduced by £4.2 million compared to 2009.

The Group also incurred a number of exceptional and non-recurring cost items which are excluded from our underlying results. These included corporate advisory costs associated with the acquisition of Thames River and the aborted acquisition of C-Quadrat, costs associated with the subsequent integration of Thames River, legal expenses and certain share-based payment costs. Offset against these, and also excluded from underlying results, are gains from foreign exchange movements and exceptional gains from restructuring our pension benefits.

As a result of increased revenues and reduced costs, the Group increased its underlying operating profit (excluding foreign exchange movements) for 2010 to £69.2 million (2009: £59.9 million), resulting in an increased underlying operating margin of 28.5% (2009: 26.6%).

Underlying earnings per share for the year were 5.9 pence (2009: 5.8 pence).

On a statutory basis, which includes amortisation and exceptional items, the Group made a loss after tax of £13.4 million (2009: profit of £18.7 million). A substantial element of the year-on-year movement is attributable to the exceptional gain of £27.9 million on the 2009 debt exchange transaction.

### **Statement of Financial Position**

The Group closed the year with £178.8 million of shareholders' cash reserves and net debt of £95.9 million. A significant proportion of the shareholders' cash reserves are held in our regulated subsidiaries against their capital requirements.

Gross debt of £275 million (2009: £265 million) comprises £125 million of subordinated loan notes and £150 million of senior loan notes, neither of which include any financial covenants. The £150 million senior loan notes include a £20 million issue undertaken in September 2010 to repay a loan facility provided to part-finance the acquisition of Thames River.

As part of our strategy we intend to reduce net debt over the medium term.

### **Business Developments**

F&C manages significant assets for insurance-led clients under contractual arrangements which carry certain exclusivity rights extending out to between October 2013 and October 2015 at which point they typically revert to notice periods of between 6 and 12 months. During the year we set out three medium-term strategic priorities for the Group ahead of the maturity of these contracts:

- Grow new revenues and further diversify the Group beyond its insurance client base
- Create a more flexible cost base that will adjust more readily to any changes in our business mix
- Improve capital strength by targeting the reduction of debt on our balance sheet

A key development in our revenue diversification strategy was the completion of our acquisition of Thames River in September 2010. Following the Thames River acquisition, on a run-rate basis some 75 per cent. of revenues are now derived from non-insurance clients and we believe the organic growth potential of the Group has been enhanced.

Thames River has provided the Group with complementary product and distribution capabilities. In particular it has added expertise in absolute return strategies, principally through UCITS III fund structures, has enabled a step-change in the scale of our multimanager business and has added proven distribution in the wealth management sector, an area where our presence had been limited. UCITS absolute return funds and retail multi-manager products are two areas of the funds industry experiencing strong growth.

Thames River has been successfully integrated into the Group and is now positioned as "the Funds Business" of F&C with responsibility for the distribution of all open-ended fund products from across the Group into the retail and wholesale client channels. A trade paper advertising campaign commenced in the fourth quarter, along with a series of marketing roadshows in the UK and Europe. A key project was the merger of the F&C and Thames River retail multi-manager ranges, which completed in December, removing one of the few areas of direct product overlap. The UK fund of funds segment has been growing at twice the rate of the broader market and our recently combined multi-manager business, with assets of £1.5 billion, is the second largest in the UK IFA market. This leaves us well positioned to help IFAs address some of the challenges arising from the Financial Services Authority's Treating Customers Fairly initiative and the implementation of the recommendations of the Retail Distribution Review by providing adviser firms with a robust investment process which provides their clients with access to best of breed funds from across the industry. We expect to see IFAs increasingly advising clients to transfer existing portfolios of individual funds into multi-manager products, as well as greater use of multi-manager funds for new investments.

Progress has also been made introducing Thames River capabilities to the institutional market, with initial interest focused on the Global Bond, Water & Agriculture and Funds of Alternative Investment Funds products.

Thames River generated £1.8 million of performance fees in its first four months as part of the Group. At 31 December 2010 some 65 per cent. of Thames River funds which incorporate performance fee structures were at, or within 5 per cent. of, their high water marks.

In our 2009 Annual Report we confirmed that we had completed the major infrastructure projects initiated in 2007, including the consolidation of our operations onto a single platform. Following this and the acquisition of Thames River we have undertaken significant work to develop a new operational model that will more readily adjust to future changes in F&C's business mix as we focus on diversifying the business and cater for evolving client needs.

As part of the implementation of this model, we have reached Heads of Terms with a leading specialist provider on an outsourcing arrangement for certain back office and middle office functions. We expect to reach a definitive agreement by the end of the second quarter of 2011. The outsourcing project is expected to reduce our operations staff headcount by around 70 per cent. as well as reorganise certain other functions around the new model. This restructuring programme, which does not affect the staffing of investment, distribution or client servicing functions, will create an operational cost base that varies with assets under management and transaction levels and is expected, once fully implemented, to generate annualised savings of at least  $\pounds 12$  million, including  $\pounds 3$  million from reduced premises costs. We anticipate the first of these savings will be realised later this year, with the full savings achieved in 2013.

### **Outlook and Summary**

In our view the macroeconomic outlook continues to be challenging and we therefore see the potential for continued volatility in global markets. Growth remains anaemic in the UK and high public deficits across the developed world are multi-year problems that have only just begun to be tackled. Inflation is a growing concern across the globe and rising commodity prices add to the risk of social and political unrest in developing markets, such as we have seen recently across North Africa and the Middle East. These uncertainties are a timely reminder of the importance of being a well diversified business by sources of revenue and asset class and with a product set that can take advantage of the opportunities available at various points in the cycle as client needs and risk appetites change.

On 6 January 2011 the Board wrote to shareholders with notice of a General Meeting requisitioned on behalf of funds managed by Sherborne Investors GP, LLC. The purpose of the General Meeting was to vote on Resolutions to remove two Directors, including the then Chairman, and elect three new Directors. At the General Meeting on 3 February all these Resolutions were supported by shareholders.

With the Board having been reconstructed in accordance with the wishes of shareholders and the appointment of Ed Bramson as Chairman, the Board and management team are focused on the future success of the business.

Major building blocks for a recovery in our underlying profitability have been put in place, with progress in diversifying our sources of revenue, improved fund flows at higher average fee margins and the planned migration to a new operational model which will lower our expense base and generate future cost flexibility. Furthermore, to maximise the delivery of shareholder value, the Board is conducting a review of the Group's strategy which we will report on in due course. In the meantime, our operational focus for 2011 will be to sustain competitive investment track records, gather momentum in improving fund flow trends and accelerate the cross-selling of products between F&C and Thames River.



Alan Quian

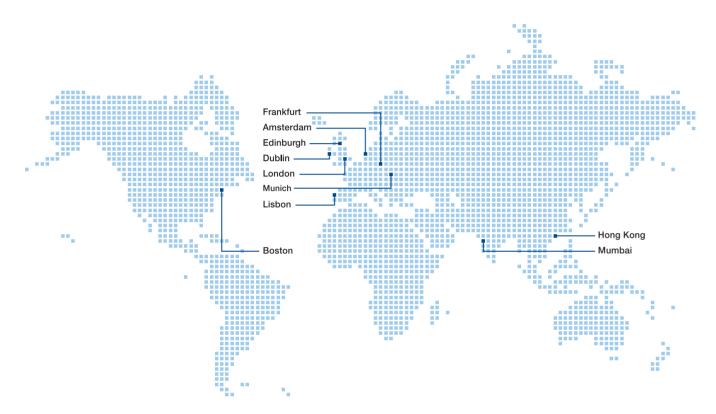
Chief Executive 9 March 2011

Alain Grisav

# This is F&C

F&C is a leading asset management company providing solutions that deliver superior performance and service.

With offices in 8 countries we are a global business with a strong presence in Europe. Our clients are both retail and institutional investors, representing over three million individuals – for whom we manage approximately £106 billion.



The Board has prepared this review on pages 2 to 20 in accordance with the requirements of Section 417 of the Companies Act 2006 and it forms part of the Directors' Report. The law requires the Company's auditors to report on whether the information given in the Directors' Report and Business Review is consistent with the Financial Statements. The auditor's opinion is included in their report on page 40.

The purpose of this review is to provide shareholders with a snapshot summary setting out the business objectives of the Company, the Board's strategy to achieve those objectives, the risks faced, the regulatory environment and the key performance indicators ('KPIs') used to measure performance.

### What we do

F&C's sole activity is asset management. We are not a bank. We are not an insurance company. We are an active international investor with a client focus on the UK and Continental Europe.

We operate across multiple locations, with a physical presence in eight countries. Our organisational philosophy has two key parameters – to seek to avoid duplication by, for example, managing each asset class from only one location, and to place client service functions where appropriate in order to meet client requirements.

### **Our values**

- Client focus
- Accountable performance
- Commercial innovation
- Mutual respect

# Our objective is simple: to create value by delivering first quartile performance in everything our clients expect from us.

### **Our clients**

Our clients comprise a wide range of insurance, institutional and retail investors, across multiple geographies and jurisdictions, for whom we manage a diverse spread of investments including equities, fixed income, property and alternative asset classes.

### How we manage money

With over 285 investment professionals, F&C has one of the largest investment teams in Europe. Our scale gives us a competitive edge in research resources and access to the most senior management at companies. We believe individuals work best as part of a small, focused team. Our investment professionals are therefore organised into dedicated teams, focused on specific products or market segments. We provide them with a high degree of autonomy over their investment process. We do this in order to foster a strong culture of enterprise and accountability for delivering performance. This approach – of being both large in terms of resource, but entrepreneurial in structure – is what we describe as a 'multi-specialist' fund management model.

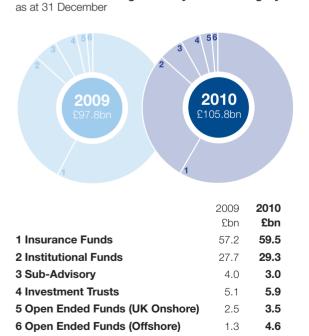
### **Responsible investments**

We seek to deliver strong investment performance through active management. However, as a shareholder representative, we seek to engage with the companies in which we invest, aiming to enhance and protect long-term shareholder value. Our approach is to have constructive dialogue with companies. We cast votes on shareholder resolutions globally, and disclose this to our clients on our website.

### Key risks (see page 10)

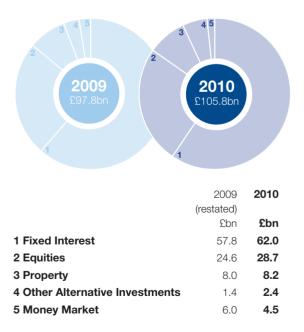
In addition to the "normal risks" facing the business relating to the market, interest rates and foreign currency, the Board has identified the following as the key risks facing the business:

- The regulatory environment
- Litigation
- Loss of key clients
- Loss of key employees



Assets Under Management by Client Category

# Assets Under Management by Asset Class as at 31 December



### **EXECUTIVE MANAGEMENT**

1 Alain Grisay Chief Executive Officer

2 David Logan Chief Financial Officer

3 Jeremy Charles Chief Operating Officer, Thames River

4 Nick Criticos Chief Executive, F&C REIT

5 Jacob deWit Head of Fixed Income

6 Cristobal Mendez de Vigo Head of Distribution and Business Development

7 Charlie Porter Chief Executive. Thames River

8 Fernando Ribeiro Chairman of F&C Portugal

9 Richard Wilson Head of Equities

















### **Executive Directors and Executive Committee**

Messrs Grisay and Logan are the Executive Directors of the Company. These Executive Directors, together with Messrs Charles, Criticos, deWit, Mendez de Vigo, Porter, Ribeiro and Wilson form the Executive Committee ('EXECOM'). EXECOM is accountable and responsible for implementing Board strategy, proposing development of new elements of strategy and for the day-to-day running of the business. In addition to overseeing the implementation of the strategy, EXECOM regularly reviews business issues and matters not reserved for the Board as a whole. EXECOM has reserved lists to assist it in carrying out its functions.

Examples of matters reserved for EXECOM as delegated authorities from the Board:

- The approval of day-to-day business issues linked to the strategy or the annual budget and including the launch of new products.
- The approval of contractual commitments.
- The approval of expenditure and the management of any issue that could have a potential legal or reputational impact on the Group.

### 2010 Key Awards



**GLOBAL PENSIONS** 

SRI provider of the year

ON NVESTMEN

2010

Liability-driven Investment F&C Management

SAUREN

AWARDS2010















## **Managing risk**

The Directors are committed to a strong control environment throughout the Group. F&C has a culture that emphasises the importance of rigorous disciplines and procedures to safeguard the interests of our clients and other key stakeholders.

### The regulatory environment

**Key Risk** Significant changes in regulatory frameworks and the increased trend in regulatory scrutiny across the financial services industry present both opportunities and challenges for the Group.

**Mitigation** The F&C Compliance team ensures that key regulatory changes are identified at the earliest opportunity. Their impact is then assessed to allow practical guidance on the proper application and interpretation of any changes to be provided to all relevant business areas. This is especially critical given the current regulatory environment.

### Litigation

**Key Risk** The Company is currently involved in a significant legal dispute, the detail of which is set out on page 82. An adverse outcome in this case would result in financial loss and potential reputational damage.

**Mitigation** This dispute is being closely monitored on an ongoing basis by members of the EXECOM together with two independent Directors of the Board to ensure that an appropriate strategy is pursued by external legal advisers in the conduct of the dispute and in relation to any opportunities that may arise for settlement.

In conjunction with the respective legal teams, we have completed an assessment of this case and a provision within our Financial Statements has been made to allow for the expected outcome of this case.

### Loss of key clients

**Key Risk** The success of the Group depends on the relationships it has with its clients. The retention of clients and the winning of new mandates is often driven by historical performance and the quality of client service.

**Mitigation** Long-term contracts are in place with our key strategic clients and dedicated relationship management teams ensure continued quality of service. In addition to this, it is our objective to continue to grow new revenues through momentum in existing business lines, whilst the acquisition of Thames River will allow for focus on growth in retail and wholesale markets.

### Loss of key employees

**Key Risk** The success of the Group depends on the support of its employees. The loss of key employees could lead to client outflows and the loss of key mandates, may prevent the Group from winning new business and potentially expose the Group to greater risk of regulatory, financial or operational failure.

**Mitigation** The Group operates competitive share plans and benchmarks total compensation to market data. All employees receive an annual appraisal which reviews their performance against clearly defined objectives with the aim of encouraging strong performance. Reliance on key front office individuals is mitigated by the Group's team based approach to investment management. Moreover, we seek to reduce our dependence on key staff through ongoing learning and development initiatives, and the recruitment of skilled individuals.

# **Our strategy**

- Deliver strong investment performance and client service
- Grow new revenues and further diversify the client base
- Focus on higher margin and specialist areas for new business
- Create greater flexibility in our cost base
- Improve capital strength

### Deliver strong investment performance and client service

We seek to define and deliver top quartile performance in everything we do. Our strategy is grounded in our belief in a virtuous circle: delivering excellent performance will be validated by organic growth which will, in turn, translate into earnings growth and stock price performance.

### **Client service**

### 2010 key points

- Successfully integrated the Thames River and F&C sales and client servicing teams so that Thames River is now focused on the Group's retail and wholesale clients and F&C exclusively on institutional clients
- Won the Incisive Media Gold Standard Award for Fund Management for the fifth year in succession
- Achieved a Four Star Rating in the Financial Adviser Service Awards
- Overall Winner of the Top 50 Call Centres for Customer Services Awards

### 2011 key priorities

- Complete the outsourcing of key operations functions without disrupting client service
- Sustain overall strong investment performance across the business
- Continue to broaden the range of products rated by investment consultants and fund rating agencies
- Retain key investment personnel

### Key performance indicators

**Corporate Health** – The Board considers a report on the Group's Operations and IT systems, Human Resources, and Audit, Risk and Compliance functions at each Board Meeting.

### **Investment performance**

### 2010 key points

- 72 per cent. of fixed income assets were ahead of agreed benchmarks or targets over three years as at year end
- 63 per cent. of equity assets were ahead of agreed benchmarks or targets over three years as at the year end
- Aggregate performance of all property portfolios monitored by Investment Performance Databank ('IPD') ranked F&C REIT in the 19th percentile over three years with 100 per cent. of IPD monitored portfolios ahead of benchmark
- 65 per cent. of products managed by Thames River which incorporate performances fee structures were at or within 5 per cent. of their high water marks at year end
- £12.9 million performance fees earned across the Group

### Key performance indicators

Average percentage of Fixed Income assets above benchmark or peer group on an asset weighted basis

% (3 years)

 72
 2010

 72
 2009

Average percentage of Equity assets above benchmark or peer group on an asset weighted basis % (3 years)

- (	 / -	- /

 63
 2010

 72
 2009

Average percentage of Property assets above benchmark or peer group on an asset weighted basis % (3 years)

100 2010

100 2009

# Grow new revenues and further diversify the client base

We actively seek to be a well diversified business by asset class, client type and geography and investment capabilities. We are focused primarily on the UK and Continental Europe, however, we will increasingly seek to expand distribution into other regions. Our priorities are organic growth and to further diversify our revenues beyond our core insurance clients.

### 2010 key points

- Good progress with institutional investment consultants, with 43 product buy ratings achieved by the end of the year
- Generated £6.1 billion of new business (ex. Insurance flows), with a further pipeline of £1.5 billion in institutional mandates awaiting funding
- Net inflows, ex. insurance, of £272 million after four years of net outflows
- Thames River generated £310 million of net new business and gross sales of £621 million in its first four months as part of the Group
- Proportion of run-rate revenues generated by non-insurance clients has increased to circa 75 per cent. following Thames River acquisition

### 2011 key priorities

- Capitalise on improved position with investment consultants to significantly accelerate institutional inflows with the goal of generating annualised gross institutional inflows of £6 billion by the end of 2013
- Deliver on our target of achieving gross sales of £2 billion in the retail/wholesale channels over the 16 month period ending 31 December 2011

### Key performance indicators

### Gross institutional new business £bn



### Net sales in third-party mutual funds



# Focus on higher margin and specialist areas for new business

We are targeting net new business in higher margin and specialist areas. These include retail, alternatives and specialist institutional mandates.

### 2010 key points

- Average basis points (excluding performance fees) increased from 21.8 in 2009 to 22.6 in 2010
- Acquisition of Thames River has increased our presence in higher fee product lines and client channels, with the average net fee margin on Thames River products (post acquisition) being 86.3 basis points (excluding performance fees)
- Average fee margin on new institutional business won during 2010 was 39 per cent. higher than on outflows
- Key institutional products include emerging market debt, equitylinked bond funds, governance & sustainable investments, liability driven investments and real-estate
- In the UK retail market key focus remains multi-manager and the 'Lifestyle' funds
- In the wholesale segments key products included global bonds, global credit and global convertibles

### 2011 key priorities

- Gather momentum in the cross-selling of Thames River products into the institutional market and expansion of presence in the retail/wholesale markets
- Rationalise product range to focus on key strengths and most profitable opportunities
- Expand the range of higher fee products with investment consultant ratings
- Launch new absolute return products focused on European equities and global emerging markets

### Key performance indicators

Average basis points earned on assets under management\*

22.6	2010	
21.8	2009	
22.9	2008	
22.5	2007	
21.6	2006	
*exclu	Iding performance fees	

excluding performance lees

### Performance fees earned

£m

18.7       2009         7.9       2008         20.8       2007	12.9	2010	
20.8 2007	18.7	2009	
	7.9	2008	
0.5	20.8	2007	
9.5 2006	9.5	2006	

### Create greater flexibility in our cost base

We will continue with a disciplined approach to cost control and also increasingly align costs with sources of revenue. A strategic priority is to enhance the flexibility of our cost base so that it better adjusts to changes in our business mix.

### 2010 key points

- Underlying operating costs reduced by £4.2 million
- Commenced a Group-wide efficiency and business simplification project
- Completed the merger of the Thames River and F&C retail multimanager ranges in December
- Initiated a project to outsource certain back and middle office functions to create an operational cost base that will adjust with assets under management and transaction levels. Annualised cost savings, once implemented, expected to be £12 million

### 2011 key priorities

- Conclude the operational outsourcing agreement
- Explore opportunities to rationalise our product range

### Key performance indicators

 Operating margin (ex FX)

 %

 28.5
 2010

 26.6
 2009

 25.8
 2008

### Improve capital strength

We will actively manage our financial position to ensure the business is resilient and has the flexibility to respond to changes in the market environment.

### 2010 key points

- Rebased dividend to a level which meets the Board policy of achieving at least 150 per cent. cover on underlying earnings, enabling us to allocate free capital towards debt reduction over the medium term
- Retained investment grade credit rating from Standard
   & Poors

### 2011 key priorities

- Grow revenues while controlling costs
- Reduce net debt

### Key performance indicators

Net debt £m



# Our view of the market

The aftermath of the credit crisis of 2008 continues to cast a long shadow over the global economy, with an ongoing dichotomy between prospects in the developed and emerging economies. Central banks have continued to maintain interest rates and monetary conditions at emergency levels but the burden of excess public and private sector debt still weighs heavily on medium term growth. We expect the pace of recovery to continue to be protracted across developed economies as the stimulus packages introduced during the recessions of 2009 have given way to austerity plans. These plans, comprising of a combination of aggressive spending cuts and tax rises, are necessary as governments seek to repair their bloated Balance Sheets.

The spectre of rising inflation is a further concern both in the developed and emerging economies. Much of the rise in global inflation levels is being transmitted through buoyant commodity prices, which are particularly problematic for the developing economies. In the UK inflation has risen to well above the Bank of England's official target and we expect that this will bring an end to a prolonged period of record low interest rates with hikes beginning during 2011. The start of a normalisation policy will add further pressure on the recovery against the backdrop of higher taxes, public spending cuts, weak credit and money supply growth and high unemployment.

After a period of strong relative performance for the emerging economies, inflation is also dampening growth prospects for these markets, alongside a managed slowdown in China. In addition to creating challenges for economic policy makers, soaring commodity and food prices are compounding the risks of political and social instability, as we have recently seen across North Africa and the Middle East. The prospect of supply disruption in major oil producing countries is now manifesting itself in higher oil prices which will, in turn, risk future global growth.

Despite two strong years for equity returns and the continuing economic uncertainties, we remain positive on equities. We regard equities as fair value, with attractive yields versus other asset classes and inflation-hedging characteristics.

Within the asset management industry, we expect to see a continuation of the trend for managers to deleverage their balance sheets to reflect both increased client focus on financial strength and the more conservative regulatory backdrop. Consolidation will continue to be a theme in the industry, though principally through the absorption of specialist asset managers and boutiques into bigger groups, rather than large scale integrations. The drivers behind this will be the increased costs of regulation on smaller firms, institutional demand for absolute return and specialist capabilities and restructuring at financial conglomerates.

We also expect to see continued polarisation between providers of low-cost passive investment strategies and active managers. Amongst active managers there will be convergence between alternative and traditional asset managers as demand for absolute return products moves into the mainstream, including the retail funds market through UCITS 3 fund structures which provide daily pricing and liquidity. In the UK retail market, the timetable for the introduction of the recommendations of Retail Distribution Review ('RDR') remains unchanged despite the structural changes in regulation that followed the election of the Coalition government during 2010. RDR presents UK Independent Financial Advisers ('IFAs') with significant challenges to their business models and we expect to see further consolidation in the IFA market and the repositioning of IFA business models ahead of the implementation of RDR in 2012. We believe this will underpin the growth of assets into multi-manager products and the use of risk-based funds as outsourced investment solutions. We also anticipate closer partnerships between IFA firms and discretionary wealth managers.

A further factor impacting asset managers operating in the UK retail market is the growth in market share from platforms and fund supermarkets. While there are many benefits arising from these distribution channels, a by-product is that asset managers are becoming further removed from the end investor.

In the institutional market we expect to see rapid growth in the Defined Contribution ('DC') pension market as Defined Benefit ('DB') schemes continue to close. This trend presents both opportunities and challenges for asset managers, as does the development of the National Employment Savings Trust ('NEST') in the UK. The latter is effectively a state-backed DC scheme into which employees who do not automatically have access to an occupational pension scheme will gradually be automatically enrolled between October 2012 and 2017. NEST will add to competitive pressure on charging structures on DC pension funds.

In the broader pensions market, we see the trend towards solutionsbased investment approaches continuing both in terms of governance models and de-risking. We see further growth in Fiduciary Management (asset manager led) and Implemented Consulting (investment consultant led) services, both of which seek to provide governance models for pension schemes incorporating advice on asset allocation, risk budgeting and manager selection into an integrated service. The trend towards de-risking solutions will manifest itself in momentum for liability driven investments, inflation protection strategies and the pension buy-out market.

Finally, our view is that the long-term prospects for the asset management industry remain attractive. Across the developed world governments are under pressure to pull back from universal welfare provision and to encourage individuals to make appropriate commitments for their retirement through pensions and investments. Meanwhile, in the fast-growing emerging economies, populations are much younger than the developed world and wealth is spreading rapidly. Both these multi-year macro trends provides considerable opportunities for asset managers.

# Our trading performance and outlook

### Insurance

F&C manages significant assets for insurance groups across a number of jurisdictions. Our major insurance clients are Achmea (The Netherlands), BCP-Fortis (Portugal), Friends First (Ireland) and Friends Provident (UK). At 31 December 2010 assets under management in insurance funds were £59.5 billion (2009: £57.2 billion) representing 56 per cent. of our total assets under management.

Partially due to the maturity profile of some of the underlying funds we manage for our insurance clients there has been a longstanding trend of annual net outflows from insurance funds. Across 2010 net insurance outflows were 2780 million (2009: 2.2 billion), the lowest level in several years.

Portfolios managed for our insurance clients invest across multiple asset classes but with a strong bias to fixed income.

### Institutional

F&C is a major provider of services to pension schemes and other institutional clients located in a number of countries. We provide both portfolio management in multi-asset and single asset class mandates and, increasingly, investment solutions such as liability hedging strategies and shareholder engagement programmes.

Our largest markets for institutional asset management are The Netherlands, the UK and Germany. Institutional assets under management were £29.3 billion at 31 December 2010 (2009: £27.7 billion) representing 28 per cent. of our assets under management.

The institutional asset management business is heavily intermediated through firms of investment consultants who advise pension schemes on manager selection and asset allocation. Following F&C's demerger from Friends Provident in July 2009, which brought to an end a prolonged period of ownership uncertainty, our position with investment consultants has improved considerably with 43 consultant product ratings as at the end of 2010 compared to 30 at the time of the de-merger. Products with consultant support include liability driven investments, equity-linked bond funds, emerging market debt, real-estate and sustainable investments.

Our improved position with investment consultants and competitive performance contributed to a 56 per cent. increase in gross sales to  $\pounds$ 3.9 billion during 2010 (2009:  $\pounds$ 2.5 billion). This, coupled with a 34 per cent. decrease in outflows, resulted in net institutional inflows of  $\pounds$ 761 million. Additionally, at 31 December 2010 the business had won a further  $\pounds$ 1.5 billion of pipeline of institutional new business that had yet to be funded.

In line with our strategy of focusing on higher margin and specialist products, new institutional mandates won during 2010 were on average at fee margins some 39 per cent. higher than those on mandates lost during the year.

### Sub-Advisory

For certain of our insurance-led strategic partners based in Eurozone countries we provide portfolio management services on a sub-advisory basis to their in-house open-ended fund ranges. We do not act as distributor for these funds. Sub-advisory assets under management were £3.0 billion at 31 December 2010 (2009: £4.0 billion). Net outflows from sub-advisory funds were £543 million during the year.

### **Investment Trusts**

Assets under management in investment trusts and other closed end listed funds increased to £5.9 billion (2009: £5.1 billion) benefiting from the recovery in equity markets during the year and the addition of TR Property Investment Trust plc and the Thames River Multi-Hedge PCC Limited vehicles following the acquisition of Thames River.

A net outflow of £371 million from investment trusts reflected a combination of the termination of the mandates to manage Foreign & Colonial Eurotrust plc and Pacific Assets Trust plc, the wind up of F&C UK Select Trust plc and share buyback activity by individual trusts.

### **Open Ended Funds (UK Onshore)**

OEICs are the principal form of mutual fund that we distribute through UK-based Independent Financial Advisers, although wealth managers and institutional investors may also invest through OEICs. Most of our OEIC funds offer share classes targeted specifically at retail and institutional investors, with different fee structures.

Assets under management in UK domiciled open-ended funds increased 40 per cent. to £3.5 billion (2009: £2.5 billion) as a result of improved markets and sentiment, the addition of Thames River's UK multi-manager range and the launch of a series of equity-linked bond funds specifically targeted at institutional clients. We generated £712 million of gross sales during the year, including a four month contribution from Thames River, and net sales of £220 million.

The institutional equity-linked bond funds were a significant driver of inflows while much of the focus in the UK retail market has been multi-manager and Lifestyle funds where we see strong distribution opportunities in the run up to the implementation of the Retail Distribution Review ('RDR').

### **Open Ended Funds (Offshore)**

Our offshore open-ended product range comprises F&C's Luxembourg SICAV platform, the Thames River Dublin-domiciled OEIC range (Traditional Funds Plc) and a number of Cayman Islands domiciled alternative investment funds.

SICAV funds and Dublin domiciled OEICs are distributed primarily through UK and Continental European based wealth managers and wholesale relationships with private banks, multi-managers and platforms.

Assets under management in offshore open ended funds increased by 254 per cent. to £4.6 billion at 31 December 2010 (2009: £1.3 billion) following the acquisition of Thames River whose product set predominantly falls in this category. Across 2010, including four months contribution from Thames River, we delivered gross sales of £994 million in offshore open ended funds and net inflows of £205 million. Sales were strong in the Thames River Global Bond and Global Credit products and F&C's Convertible Bond fund. We saw outflows in Germany from F&C HVB Stiftungsfonds, a conservative fund which aims to generate a yield of 1 per cent. over Euribor, as investors allocated to higher yielding products.

# **Our financial performance**

### **Total return**

We view share price total return (including dividends) as a key performance measure. Our total shareholder return for the year ended 31 December 2010 was 20 per cent. In the same period, the total shareholder return on the FTSE 250 index was 27 per cent. and the FTSE 100 was 13 per cent.

### Strategic background

Whilst the macroeconomic environment remained challenging during 2010, financial markets faired better, with the FTSE 100 index closing the year at 5900, having opened at 5413. Investors risk appetite increased over the year, with greater allocations to higher risk asset classes, such as equities and property, underpinned by medium term inflationary concerns. There is also, however, indication that investors are increasingly seeking absolute, rather than benchmark relative returns from equity and other asset classes. Retail investor sentiment also significantly improved during 2010, with industry statistics reporting a significant increase in open-ended fund sales compared to 2009.

We have positioned the Group to benefit from these trends; the acquisition of Thames River during the year provides us with enhanced fund distribution and a greater range of absolute return products. Additionally, we also launched a variety of products to benefit from these emerging trends – these included, for example, property funds in the UK and Germany and a range of equity-linked bond funds targeted at corporate pension schemes which combine interest rate hedging features with equity market exposure.

### **Presentation of financial results**

International Financial Reporting Standards ('IFRS') require our Financial Statements to consolidate the results of our Managed Pension Funds ('MPF') business on a line-by-line basis, impacting the presentation of both our Income Statement and Statement of Financial Position. Our MPF business provides certain clients with asset management services inside an insurance product wrapper. The requirement to consolidate this business has a significant effect on the financial investments and investment contract liabilities captions included in our Statement of Financial Position, the risks of which are substantially borne by the clients of this business. In addition, our Statement of Financial Position includes some £23.4m of cash also attributable to policyholders of this business and which is not available for corporate purposes.

Furthermore, during 2010, we acquired a number of new subsidiaries as a result of our purchase of Thames River. The results of these new subsidiaries are included in our Consolidated Financial Statements from the date of their acquisition. Further details of the impact of the acquisition on our financial results and position are set out in the remainder of this report.

### **Thames River acquisition**

The acquisition of Thames River, for an initial consideration of £33.6m, completed on 1 September 2010. The purchase was funded by proceeds from an equity issue, borrowings obtained under a loan facility and the Group's existing cash resources.

While the Group acquired 100 per cent. equity ownership of Thames River, certain Thames River personnel, principally senior fund managers, are entitled to a profit share through their membership interests in limited liability partnerships ('LLPs') which form part of Thames River. In addition to the initial consideration of £33.6m, and estimated additional cash consideration of £7.5m payable as a result of acquired Thames River assets exceeding targets, further amounts may become payable to the vendors, members or employees of Thames River. Payment of any of these additional amounts is generally dependent on Thames River achieving stretching financial targets or creating further value for the Group. Details of potential amounts payable and the related targets are set out below.

Firstly, as a condition of the acquisition, the Group established a Management Retention Plan ('MRP') to retain and incentivise certain key individuals within Thames River. Under this plan the Group agreed to award some 21.7 million F&C shares, which will be issued and vest to employees in September 2013. At the date of announcing the acquisition, these share awards had a value of some £15m. The value of the share awards at the date of grant will be treated as an expense over the vesting period. A cost of £1.7m under this plan has been recognised in the 2010 results.

Secondly, the Group also established a Management Incentive Plan ('MIP'), allowing for a maximum of some 29 million shares, with a value of £20m at the date of announcing the acquisition, to be issued to certain key individuals within Thames River. The issue of these shares is dependent on the achievement of three performance conditions; a profit target measured at 31 December 2011, a further profit target measured at 30 June 2012 and the cumulative profitability of Thames River over the 48 months ended 31 March 2014. Each of these targets has an upper and lower threshold; if profitability is below the lower threshold for a target no shares related to that target are issued; if profitability is above the upper threshold, the full amount of shares related to that target are issued and if profitability lies between the thresholds a proportion of the shares related to that target are issued. Details of each of the targets are set out further in Note 26 to the Consolidated Financial Statements on page 96.

Under relevant accounting rules, we are required to assess whether we believe the MIP targets will be met and, if so, the number of shares that may be issued. The value of those shares is then treated as an expense, and allocated over the vesting period. At 31 December 2010, the Board estimate that the first two performance conditions will be partially met, resulting in a total expense under the MIP of £1.0m, of which £0.1m is recognised in 2010.

Thirdly, under the acquisition agreement the Group committed to pay additional consideration to the vendors of Thames River based on achievement of the same 31 December 2011 and 30 June 2012 profits targets as for the MIP. The maximum potential amount of additional consideration payable is £20m; at 31 December 2010, the Board has estimated that £7.5m may be payable and provision for this amount is included in the year end Statement of Financial Position. The acquisition agreement provides for this amount to be settled by the issue or transfer of shares in the Company.

At the time of the acquisition, the Group entered into agreements ('the Commutation Arrangements') with the individual members of the Thames River partnerships. Under the Commutation Arrangements, the Group committed, under certain circumstances, to purchase part of the individual members profit share in return for an issue of F&C shares. As the Commutation Arrangements can only be exercised by members who are still actively involved in the Thames River business and they must continue in the business for a further two years to receive the full amount of their consideration, IFRS requires the value of the shares which may be issued under the Commutation Arrangements to be treated as an expense, recognised over the period in which the member must remain in the business. The total expense recognised in 2010 under the Commutation Arrangements is £6.2m, of which £1.4m is a cash payment in respect of commutations exercised in 2010.

### Net revenue

Net revenue for the year was £243.2m (2009: £225.1m). This included £12.9m (2009: £18.7m) of performance fee income. Net new business of £0.3 billion, excluding insurance flows, was funded during the year (2009: net outflows of £3.7 billion). The combination of improved market levels, partially offset by adverse exchange rate variances, added a net £4.3 billion to our assets under management during 2010 and the acquisition of Thames River added a further £4.2 billion.

Net funds flows and related annualised revenues represent a key performance indicator and are indicative of the growth potential of the business. In that regard, it is pleasing to report that after several years of net outflows, as set out above, 2010 represented a return to net inflows in our third-party business. In addition, the fees earned on our institutional business continue to improve, with fee margins on new business gained during 2010 some 39 per cent. greater than fee margins on outflows during the same period.

During 2010 our performance fee income was £12.9m; a reduction from the 2009 level of £18.7m, despite a contribution of some £1.8m from Thames River. Whilst this reduction in performance fee income reflects our performance in those mandates in which we can earn a performance fee, it is also impacted by other factors, such as the contractual basis of calculation of fees in such mandates.

### **Revenue margin**

Our revenue margin excluding performance fees, measured as our net management fee income divided by average assets under management, increased from 21.8 basis points in 2009 to 22.6 basis points in 2010. This measure shows progress against our target of migrating our business towards higher margin products. It has also been affected by the acquisition of Thames River which, as a pooled fund business primarily serving wholesale and retail clients, carries a higher fee margin than our legacy business. Stripping out the acquisition of Thames River, our revenue margin would have been broadly unchanged.

### **Operating expenses**

Our total operating expenses, excluding amortisation of intangible assets and exceptional items, were £175.7m in 2010, compared to £163.6m in 2009. After excluding exchange gains and losses, which are substantially outwith the control of management, our operating expenses were £175.0m in 2010, compared to £166.6m in 2009. The cost base of Thames River included in these results for 2010 was some £12.6m including £6.0m of proft share payable to LLP members; accordingly operating costs in the legacy Group business reduced by some £4.2m during 2010.

One of the key costs for an asset management business is remuneration costs, which are correlated to personnel numbers. At 31 December 2010, our headcount, on a full-time equivalent basis, was 962 compared to 868 at 31 December 2009. However, 2010 headcount includes some 118 staff added on the Thames River acquisition. Total staff costs, prior to the impact of the Thames River acquisition, remained broadly flat on 2009 levels. Thames River variable compensation costs are directly correlated to the profitability of that business, with many of the senior fund management personnel receiving a share of profits of the LLPs, in their capacity as members.

During 2010, we incurred a number of exceptional operating costs, which are excluded from our underlying results. These include corporate advisory fees, Thames River integration expenses and certain legal costs. In addition, we have excluded certain items of operating income from our underlying results. Each of these is discussed further below.

Corporate advisory fees of £9.9m principally represent £7.5m of advisory and other transaction costs incurred in the acquisition of Thames River and £2.0m of costs incurred in respect of the aborted acquisition of the C-Quadrat group during the first half of 2010. While the costs relating to the Thames River acquisition resulted in a capital investment by the Company, IFRS requires that these costs are charged to the Consolidated Income Statement.

The Thames River integration costs are amounts incurred after the acquisition in aligning certain of its activities within the F&C Group. They include product rationalisation costs and staff redundancy costs.

As disclosed in the 2009 Financial Statements, the Group has received put option notices under a Limited Liability Partnership Agreement from the two individual members of F&C Partners LLP ('Partners'), the Group's majority owned fund of hedge funds business. There has been related litigation, details of which are given in note 6(b) in the Financial Statements. The Company vigorously denies the validity of these notices and related claims and has been engaged in litigation during the course of 2010 in respect of these matters. Some £6.0m of associated legal and related expenses have been charged to the Income Statement for the year ended 31 December 2010.

During 2010, the Group implemented a number of actions to alter the profile of the benefits payable under its UK defined benefit pension scheme. These resulted in a reduction in pension liabilities of some £4.0m. This amount, net of £1.5m of redundancy and related pension costs incurred during the year, has been treated as an exceptional employment credit.

A foreign exchange gain of some £1.3m was recognised in the Income Statement during 2010 as a result of the Group liquidating one of its overseas subsidiaries. As this item is non-recurring in nature, it has been excluded from the calculation of underlying earnings.

In addition, each of the MIP, MRP and Commutation expenses have also been excluded in calculating underlying earnings.

### **Operating margin**

The Group's operating margin (ex FX) for 2010 was 28.5 per cent. compared to 26.6 per cent. in 2009. This represents one of management's key performance indicators, and is measured as adjusted operating profits as a percentage of net revenues.

For this purpose, adjusted operating profits represent operating profits before the impact of exceptional items but after adjusting for variable compensation payable to members of Thames River partnerships. The tables on page 127 show how the Group's key performance indicators are quantified.

### Amortisation and impairment of intangible assets

Under IFRS, when an acquisition is made, there is a requirement to recognise separately the fair value attributed to intangible assets, in our case, management contracts. The excess of consideration over the fair value of net assets acquired represents the business value and infrastructure and is recognised as goodwill.

As a result of the acquisition of Thames River, the Group recognised additional goodwill of  $\pounds16.8$ m and additional management contract intangible assets of  $\pounds23.0$ m in 2010.

Management contracts are separated by client type and are amortised over their estimated useful lives. Where an indicator of impairment occurs, such as greater than anticipated fund losses, we are required to review the carrying value of these contracts.

No such indicators of impairment arose during 2010 and accordingly no impairment charges were recognised.

We are also required to conduct an annual impairment review of the carrying value of goodwill. This review demonstrated that there was no impairment and hence no requirement to write-down goodwill.

### **Foreign exchange**

A large proportion of the Group's business is conducted outside the UK and, consequently, the Group has significant exposure to foreign exchange rate movements. The main areas which are potentially exposed to exchange rate fluctuations are our revenues and our assets and liabilities. Approximately 50 per cent. of the Group's assets under management are denominated in Euros and, accordingly, a significant proportion of the Group's revenues are earned in Euros. During 2008 the Company entered into a series of forward currency contracts to partially hedge Euro-denominated cash flows; the final contract matured in H1 2010 and therefore, no unrealised gain or loss has been recognised in the 2010 Financial Statements.

During 2010, exchange losses of some  $\pounds$ 0.7m were incurred, comprising a gain of  $\pounds$ 0.9m on a forward currency contract offset by a  $\pounds$ 1.6m exchange loss on the retranslation of assets and liabilities held in foreign currencies. As these amounts do not reflect the ongoing profitability of the business, they have been excluded from underlying earnings.

### **F&C REIT**

Our minority interest partners currently own 30 per cent. of F&C REIT, the Group's property asset management business. In certain circumstances, they can require F&C to purchase their interests at future dates and, under IFRS, a liability for this potential obligation is included in our financial statements. As this option requires to be carried at its fair value, representing 30 per cent. of the value of F&C REIT, it is revalued each year, with any revaluation gain or loss reflected in the Income Statement. During 2010, this revaluation resulted in a gain of  $\pounds$ 6.4m being included in the 2010 Income Statement. This gain is excluded from underlying earnings.

In addition to the arrangements described above, the F&C REIT minority interest partners have the opportunity to increase their ownership interest from 30 per cent. to 40 per cent. should F&C REIT achieve certain stretching financial targets over agreed periods.

For accounting purposes, the valuation of the option provided by the earn-out mechanism is treated as a share-based payment expense and included in the Income Statement. As a result of a re-assessment of the likelihood of these financial targets being achieved, a credit of £0.3m was recognised in the Income Statement during 2010 and, consistent with prior years, this amount has been excluded from underlying earnings.

### **Underlying earnings**

The Board utilises underlying earnings per share as one of its key metrics in assessing financial performance. The reconciliation between underlying earnings and statutory earnings is provided in note 10 to the Consolidated Financial Statements. Underlying earnings per share for the year ended 31 December 2010 were 5.9p (2009: 5.8p) excluding the impact of all foreign exchange gains and losses and 5.6p (2009: 4.6p) after the inclusion of realised exchange gains and losses.

### **Dividends**

Our dividend policy is to achieve at least 150 per cent. cover on underlying earnings, and where possible, to grow the dividend. As set out above, our underlying earnings for the year were 5.9p per share. An interim dividend of 1p per share was paid during the year. After a review of the results for the year, the market conditions that prevailed during the year and the business outlook for 2011, the Board has declared a final dividend of 2p per share. If approved by Shareholders, this dividend, together with the interim dividend, will result in a total dividend for the year of 3p per share.

### **Cash resources**

The Group has gross debt of some £275m (2009: £265m). During the year, the Group repaid the remaining vendor loan notes of £10m issued in connection with the REIT acquisition. In addition, the Group entered a new loan facility agreement with HSBC Bank plc, which provided a loan facility for the acquisition of Thames River and a £20m revolving credit facility. On 1 September, £15m was drawn under the acquisition loan facility. This was subsequently repaid by an issue of £20m of 9 per cent. senior loan notes prior to year end. The revolving credit facility has not been drawn down.

Therefore, at 31 December 2010, the Group's borrowings comprise  $\pounds$ 125m of remaining subordinated loan notes and some  $\pounds$ 150m of senior loan notes. Neither the subordinated loan notes nor the senior loan notes include any financial covenants.

At 31 December 2010, the Group held cash resources of £202m, of which some £23m relates to policyholders and is not available for corporate purposes. A significant portion of cash is held in our regulated subsidiaries against their capital requirements. As asset management is a cash generative business, we should not require significant cash for working capital purposes beyond our regulatory capital requirements.

Our borrowings carry fixed rates of interest. The subordinated loan notes currently bear interest at 6.75 per cent. and the senior loan notes carry a fixed 9 per cent. interest rate. Our cash resources earn interest based on bank deposit rates.

# Our strategic approach and commitment to corporate responsibility ('CR')

### **CR** commitment

The Board is committed to maintaining the highest standards of governance and corporate citizenship. We recognise that in addition to our responsibilities to clients and shareholders we also have responsibilities to employees, suppliers, the environment, the companies in which we invest and the wider community in which we operate.

### **CR strategy**

The Company has two overarching strategic ambitions:

- To enable our clients to respond effectively to changing dynamics in the world economy through our products and through influencing companies to improve business performance.
- To ensure that we meet the highest practicable standards of corporate responsibility in our own operations.

We have defined four key categories supporting our strategic ambitions: Marketplace, Environment, Workplace and Community.

We are committed to monitoring and reporting on progress against the targets set within each category, both internally (on a quarterly basis) and externally (at least annually). F&C's CR policies are guided by a number of broadly accepted international standards and benchmarks. Wherever practicable, we seek external validation of our progress and publish these results.

F&C considers the following key external measures to validate our relative CR performance.

### **External validation**

	2009 position	Existing position	2011 target
BITC Corporate Responsibility Index	Gold status	Gold status	Platinum status
EIRIS/FTSE4Good	Inclusion	Inclusion	Inclusion
UN Global Compact CCP	Inclusion	Inclusion	Inclusion
Carbon Disclosure Project	Member	Member	Member
Principles for Responsible Investment	Founding signatory	Founding signatory	Founding signatory

F&C identifies its key stakeholders as shareholders, clients, employees, suppliers, government and non-government organisations, the wider community, other asset management companies and companies in which we invest. We engage widely with stakeholder groups through regular dialogue tailored to meet the requirements of each stakeholder group.

### CR categories supporting the strategic ambitions

F&C has established key performance indicators ('KPIs') for each of the CR categories detailed below, details of which can be found on the Corporate Responsibility section of the Company's website. A summary of our objectives in each area is set out below.

### Marketplace

F&C will use the influence of its clients' assets to engage with companies on all relevant CR matters where this will improve business performance. F&C intends to increase the number of milestones achieved (being an instance in which a company improves its policies, procedures or practices following engagement and where F&C's participation has been a major factor) to 435 by 2011.

F&C will issue voting instructions in line with its Corporate Governance Operational Guidelines on 100 per cent. of global resolutions that it is mandated to on behalf of clients and will publish its voting history. F&C will contact 100 per cent. of companies following an abstention or vote against management.

### Environment

F&C is targeting carbon neutrality internally and is committed to helping our clients and suppliers cut carbon emissions. Over the next three years F&C will obtain 100 per cent. of its energy usage from renewable sources, where such markets exist.

F&C will source 100 per cent. of its paper from chlorine free recycled supplies, reduce waste to landfill by 20 per cent. and increase its own recycling by 20 per cent.

F&C will actively embark on an internal education programme on the effect that water and waste management has on the environment.

F&C, through its marketplace engagement activity, will widen its influence to the companies in which it invests.

### Some of our 2010 community or charity events

75 members of staff participated in the JPMorgan Chase Corporate Challenge, held in Battersea Park, London, raising funds for Save the Children.

Throughout 2010, over 100 members of staff based in London and Edinburgh participated in a variety of volunteering events which included renovation of gardens for a housing trust, painting classrooms in local primary schools and regeneration of a children's adventure playground.

Every member of staff within the Company's Irish office participated in a volunteering day clearing and transforming an overgrown garden at the Lantern Facility, run by the Peter McVerry Trust. The Lantern Facility houses vulnerable men wanting to get off the streets.

In October, every member of staff within the Company's Netherlands office participated in their first volunteering day at Klaase Zevenster, a home for elderly people some of whom suffer from dementia. A variety of activities took place which included teaching computer skills, painting and gardening.

Category	KPI/statistic	2010 performance	2011 targets
Marketplace	Number of resolutions voted on during the year	100%	100%
	Proportion of companies contacted following an abstention		
	or vote against management	100%	100%
	reo® engagement successes in year	432	435
Community	Staff participation in Give as You Earn	12%	15%
	Employees participating in charitable events and charitable fundraising	487	475
	Staff volunteering for community projects	29%	365 staff days
Environment	Carbon neutrality	Full	Full
	Reduction in paper consumption	5%	5%
Workplace	Employee survey participation	Top decile	Top decile
	Staff satisfaction	70%	75%
	Diversity training (staff coverage)	100%	100%

### Corporate responsibility key performance indicators

### **Workplace**

F&C is committed to ensuring good practices in managing its own workplace issues.

F&C will undertake an employee survey and will, by 2011, target top decile employee participation levels.

F&C always seeks to employ the best person for each job and does not discriminate on grounds of gender, race, ethnicity, religion, sexual orientation, age or physical disability. F&C will educate 100 per cent. of employees on the importance of recognising and embracing diversity in the workplace and the community as a whole.

F&C encourages share ownership and will continue to operate allemployee share schemes.

### Community

F&C offers financial support and, wherever practicable, offers employees time off work to support charitable activities.

In 2011 F&C is targeting 365 staff days of community work in 2011.

F&C targets 15 per cent. of employees participating in the Give As You Earn scheme and will match employee contributions up to a set monthly level.

### How is Corporate Responsibility implemented by F&C

The Board is ultimately responsible for CR within the Group. Development of F&C's policies on CR and their implementation throughout the Group are co-ordinated by the CR Committee, chaired by David Logan.

Alari Quian

Alain Grisay 6 April 2011

**David Logan** 6 April 2011

# **Company Directors**



















### **Non-executive Directors**

1 Edward Bramson<sup>‡</sup> Chairman Age 60

Mr Bramson joined the Board and was appointed Chairman in February 2011. He is currently a partner of Sherborne Investors and the chairman of Nautilus, Inc and was formerly chairman of Spirent Communications plc, Elementis plc, 4imprint Group plc and Ampex Corporation.

### 2 Keith Bedell-Pearce CBE, LLB, MSc \*\*\* Senior Independent Director Age 66

Mr Bedell-Pearce, a solicitor, joined the Board in December 2002. Until December 2001, Mr Bedell-Pearce was an executive director of Prudential plc with over 30 years experience in the financial services industry. He is currently Chairman of 4D Data Centres Ltd and a member of the Council of the University of Warwick.

### **3 Ian Brindle** Age 67

Mr Brindle joined the Board in February 2011. Mr Brindle was UK Chairman of PricewaterhouseCoopers LLP and deputy chairman of the Financial Reporting Review Panel. He is currently the chairman of Sherborne Investors (Guernsey) A Limited and a nonexecutive director of Spirent Communications plc, Elementis plc and 4imprint Group plc.

### 4 Kieran Poynter FCA \*\*\* Independent Director Age 60

Mr Poynter joined the Board in June 2009. Prior to his appointment, Mr Poynter was Chairman and Senior Partner of PricewaterhouseCoopers LLP having spent 37 years with the firm. He is a Director of Nomura International plc, International Consolidated Airlines Group SA and British American Tobacco plc.

### 5 Derham O'Neill\*† Independent Director Age 67

Mr O'Neill joined the Board in February 2011. Prior to his appointment, Mr O'Neill was a senior partner of Clifford Chance LLP. He is currently the chairman of Schroder Asian Property Managers Limited (Bermuda) and was formerly the chairman of Scotty Group plc and a nonexecutive director of Cedar plc, Georgica plc, and Schroder Venture Managers Limited (Bermuda).

### 6 Gerhard Roggemann Ass.iur \*\*\* Independent Director Age 63

Mr Roggemann joined the Board in June 2007 as an Independent Director. He is currently vice chairman of Hawkpoint Partners Europe and an independent director of Resolution Limited and Friends Provident Holdings plc. He is chairman of the Supervisory Board of G P Guenter Papenburg AG, deputy chairman of the Deutsche Börse AG and a director of Deutsche Beteiligungs AG and Fresenius SE & Co KG. He spent much of his professional career with financial services firm JP Morgan.

### 7 Jeff Medlock\*† B.Sc(Econ), FIA Independent Director Age 70

Mr Medlock joined the Board in October 2004. Mr Medlock was Chief Executive Officer of Eureko from its formation in 1992 until 1999 when he became Chief Financial Officer at Achmea. He returned to the board of Eureko in 2002 shortly after its merger with Achmea and Seguros e Pensoes as Chief Financial Officer until his retirement in 2004. He is also a trustee of the children's charity Coram Life Education.

### Executive Directors 8 Alain Grisay

### Chief Executive Age 57

Mr Grisay joined the Board in October 2004 having previously been Deputy Chief Executive of F&CGH and head of the institutional business. Prior to joining F&C in April 2001, Mr Grisay was at JP Morgan for 20 years, serving as Managing Director responsible for the investment bank's market client business in Europe.

### 9 David Logan BA, CA

### Chief Financial Officer Age 41

Mr Logan joined the Board on 31 July 2006. Prior to his appointment, Mr Logan spent seventeen years in the accounting profession, including four years as a partner at Deloitte & Touche LLP and three years as a partner at Andersen.

\*Member of the Nomination Committee \*Member of the Remuneration Committee \*Member of the Audit, Risk & Compliance Committee

# **Report of the Directors**

### **Results, business review and dividend**

The Group's results for the year ended 31 December 2010 are shown in the Consolidated Income Statement on page 41. A business review of the year ended 31 December 2010 and future developments are covered on pages 2 to 20. This review, together with the Directors' Report on Corporate Governance on pages 26 to 31, forms part of the Report of the Directors.

The Group loss for the year, after tax, amounted to £13.4 million.

The Directors recommend a final ordinary dividend of 2.0 pence per share, amounting to  $\pounds$ 10.3 million, resulting in a total of 3.0 pence and  $\pounds$ 15.4 million for the year.

The final ordinary dividend, if approved, will be paid on 27 May 2011 to ordinary shareholders whose names are on the register on 1 April 2011. No liability for the proposed dividends has been recognised as at 31 December 2010, in accordance with IFRS.

### **Principal activity and status**

The Group's business is asset management. Details of the progress of the business during the year and of future prospects are contained in the Chairman's Statement, the Chief Executive's Report and the Business Review on pages 2 to 20.

The Company is registered as a Public Limited Company in terms of the Companies Act 2006 and is currently a constituent of the FTSE 250 Index. The Company is registered in Scotland, registered number SC73508, and is domiciled in the United Kingdom.

Details of the principal entities within the Group are contained in Note 39 to the Consolidated Financial Statements. There are also three branch offices in the Group outside the UK, in Germany, France and Ireland.

### Significant agreements

In addition to the significant management contracts with Friends Provident plc and the Achmea Group, details of which are contained in Note 40 to the Consolidated Financial Statements, F&C is party to the following significant contracts that take effect, alter or terminate upon a change of control of the Company:

### Millennium BCP Group ('BCP')

The consequences of termination of the various agreements with BCP related funds are regulated by an Umbrella Agreement with BCP ('the UA') . The UA provides that compensation is payable if any of these agreements are terminated before 29 June 2013. If a person acquires an interest in the shares of F&C which is larger than the aggregate interest of Friends Provident and Eureko, then the period by reference to which compensation is payable by BCP to F&C on termination of such an agreement is reduced. On 17 December 2010, Sherborne Investors GP, LLC acquired an interest in the shares of F&C which is greater than the aggregate interest of Friends Provident and Eureko thereby reducing the period by reference to which compensation would have been payable had an agreement been terminated at that time from 42 months to 12 months. Further communications from BCP have put F&C on notice that payments by BCP in respect of F&C's continued provision of services to BCP, constitutes payment in lieu of compensation and that the agreements could be terminated by BCP at any time after 17 December 2011

without compensation or notice. As at the latest practicable date prior to the publication of this Annual Report and Financial Statements, none of the relevant agreements has been terminated and no notice terminating such agreements has been received.

### Foreign & Colonial Investment Trust Plc

The Investment Management Agreement in place with Foreign & Colonial Investment Trust Plc can be terminated by the investment trust on a minimum of six months' notice expiring at the end of any calendar month. In the event that there is a change of control in F&C (as defined in Section 1124 of the Corporation Tax Act 2010), then the investment trust is entitled to terminate the agreement on not less than three months' notice to expire at the end of any calendar month.

### F&C Commercial Property Trust Limited

The Investment Management Agreement in place with F&C Commercial Property Trust Limited can be terminated by the investment trust on not less than six months' notice. Early termination can be undertaken by the investment trust, but only subject to the payment of compensation to F&C based on revenue stream. Immediate termination is possible by the investment trust in the event that there is a change of control in F&C (as defined in Section 1124 of the Corporation Tax Act 2010) which has not been consented to by its Board.

### F&C Partners LLP

The F&C Partners Limited Liability Partnership Agreement, dated 3 December 2004, is between F&C Alternative Investments (Holdings) Limited ('FAIHL'), the two individual founder members and the LLP.

The LLP Agreement provides that in the event of a change of control of FAIHL it has the right within three months of such change of control to declare to the individual members that such change of control is a trigger event. Upon the declaration of a trigger event, the individual members of the LLP have no right to require FAIHL to purchase their interests for a period of twelve months thereafter. Following the expiry of this twelve month period, the individual members have a period of three months during which they can choose to require FAIHL to purchase their interests.

### F&C REIT Asset Management LLP

The F&C REIT Asset Management LLP (the 'LLP') Limited Liability Partnership Agreement, dated 21 July 2008, is between F&C, the two individual members and a separate company controlled by discretionary trusts.

Where there is a change of control of F&C, F&C can elect to change the arrangements for voting at LLP members' meetings such that F&C's interests are represented by one vote and the REIT Parties' aggregate interests are represented by one vote. If F&C does not so elect, then F&C may be required to offer to sell its interests in the LLP to the other members of the LLP at a price determined by an independent valuer.

### Thames River Capital

The Share Purchase Agreement relating to the acquisition of the Thames River Capital Group provides for deferred consideration payable in two instalments of up to £10 million each, subject to certain financial targets being met. These payments are to be satisfied by the issue or transfer of F&C shares, the number of which will be based on the average closing price of such shares for the 5 business days ended 2 business days prior to their issue or transfer. If, however, amongst other things, a person obtains control of F&C, then the deferred consideration will be satisfied in the form of bank guaranteed loan notes.

### Property, plant and equipment

Details of changes in property, plant and equipment are disclosed in Note 12 to the Consolidated Financial Statements. At 31 December 2010, there were no significant differences between the net book and market values of property, plant and equipment.

### **Financial instruments**

Details of financial instruments are disclosed in Notes 14 and 18 to the Consolidated Financial Statements. The financial risk management objectives and policies of the Group are contained in Note 36.

### Share capital and directors' interests

During the year the Company issued 1,952,528 ordinary shares in respect of vested awards or options under the Company's long term incentive schemes.

Details of shares under option at 31 December 2010 are shown on page 139. Details of all shares issued during the year ended 31 December 2010, are given in Note 31 to the Consolidated Financial Statements. The Directors who held office at the year end and their interests (together with those of their connected persons) in the share capital of the Company are shown below:

Ordinary Shares		31 Dec 10**	31 Dec 09**
Edward Bramson	Beneficial	Nil	Nil
	Non Beneficial‡	96,329,200	Nil
Keith Bedell-Pearce	Beneficial	51,285	51,285
lan Brindle	Beneficial	Nil	Nil
Alain Grisay	Beneficial <sup>+</sup>	2,062,657	1,304,847
	Non Beneficial*	64,176	64,176
Brian Larcombe	Beneficial	20,000	20,000
David Logan	Beneficial	198,428	95,485
	Non Beneficial*	64,176	64,176
Nick MacAndrew	Beneficial	50,000	25,000
Jeff Medlock	Beneficial	20,000	10,000
Derham O'Neill	Beneficial	Nil	Nil
Kieran Poynter	Beneficial	30,000	30,000
Gerhard Roggemann	Beneficial	Nil	Nil

<sup>‡</sup> Edward Bramson is an associate of of SIGA, LP, a member of the Sherborne Group.

<sup>†</sup> These shares include Mr Grisay's participation in the Purchased Equity Plan. Further details of this plan are set out in the Directors' Remuneration Report on pages 32 to 33.

\* Alain Grisay and David Logan are Directors of F&C Group ESOP Trustee Limited, a company incorporated in 1995 as a discretionary employee benefit trust to encourage and facilitate the acquisition and holding of shares in the Company by employees.

\*\*Or date of appointment if later.

Since the year end, the following Directors' dealings in the Company's shares have taken place:

On 15 March 2011, Mr Grisay sold 1,000,000 shares in the Company at a price of 77.12 pence per share.

On 25 March 2011, Messrs Grisay and Logan received 740,740 shares and 284,900 shares respectively in the Company that vested under the terms of the Company's Executive Director Remuneration Plan, the details of which are set out on page 34. On 31 March 2011 Mr Grisay sold 740,740 shares and Mr Logan sold 147,354 shares in the Company at a price of 77.87 pence per share. In addition, Mr Logan subscribes for £125 worth of shares each month under the Company's Share Incentive Plan, details of which are set out on page 33.

### **Directors' and officers' liability**

The Group maintains insurance cover in respect of Directors' and officers' liability.

The Directors have the benefit of an indemnity in accordance with the Company's Articles of Association at article 166 which is a qualifying third party indemnity provision as defined in the Companies Act 2006.

### Charitable and political contributions

During the year, the Group made contributions to charity of £211,000 (2009: £86,000). No political donations were made during the year (2009: £nil). Further details on the criteria for charitable giving are contained on the Company's website.

### Payment policy and practice

It is the Group's policy to ensure settlement of suppliers' accounts in accordance with the stated terms. In certain circumstances, settlement terms are agreed prior to any business taking place. It is our policy to abide by those terms.

At 31 December 2010, trade creditors represented the equivalent of 9 days (2009: 6 days) of the annual purchases invoiced by the suppliers to the Group.

### Substantial interests in share capital

The Company has been informed of the following substantial interests, above 3 per cent. as at 6 April 2011:

	Ordinary	
	Shares	Percentage
Sherborne	98,853,454	18.6
Eureko B.V.	51,128,190	9.6
Aviva	45,797,939	8.6
Employee Benefit Trusts	17,177,070	3.2

### **Employees**

At 1 March 2011, there were 898 full-time employees and 84 part-time employees within the Group (1 March 2010: 798 full-time employees and 75 part-time employees).

### **Disabled employees**

The Group gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person.

Where existing employees become disabled, it is the Group's policy wherever practicable to provide continuing employment under normal terms and conditions and to provide training, career development and promotion to disabled employees wherever possible.

### **Employee involvement**

During the year, the policy of providing employees with information about the Group has been continued through internal presentations by the Executive Directors and Executive Committee and the internal publication of relevant information. Wherever appropriate, employees are consulted to ensure that their views are taken into account before decisions are taken which are likely to affect their interests.

### **Equal opportunities**

The Group aims to provide equal opportunities for all, without discrimination on the grounds of race, religion, marital status, age, sex, sexual orientation or disability. We recruit and promote those best suited for the job. The Group respects the dignity of individuals and their beliefs. The Group does not tolerate any sexual, racial, physical or mental harassment of staff in the work place.

### Share incentive schemes

During the year, employees participated directly in the business through a number of Employee Share Schemes, details of which are included within the Directors' Remuneration Report on pages 32 to 38 or the notes to the Consolidated Financial Statements on pages 90 to 100.

### Annual General Meeting ('AGM')

The Company will hold its AGM on Tuesday, 3 May 2011 at The Gibson Hall, 13 Bishopsgate, London EC2N 3BA.

The Meeting will start at 11 a.m. (UK time). Details of all resolutions being put to shareholders are set out in the Notice of Annual General Meeting commencing on page 143.

### **Board changes**

On 3 February 2011, at a General Meeting of the Company, shareholders approved the appointment of Messrs Bramson, Brindle and O'Neill to the Board and resolved that Messrs MacAndrew and Larcombe be removed from the Board.

Mr Roggemann has expressed his intention to retire on conclusion of this year's Annual General Meeting. The Nomination Committee and the Board have commenced a search for two additional independent Non-executive Directors.

Information relating to the re-election of Directors at the Annual General Meeting is set out in the Directors' Report on Corporate Governance on page 29.

# Authority to allot ordinary shares and disapplication of pre-emption rights

Ordinary resolution 8 will be put to the AGM of the Company to renew the Directors' power to allot shares. The Directors currently have a general authority to allot relevant securities up to a maximum amount of £160,715.81 together with specific authorities to allot shares to satisfy the consideration payable in connection with the acquisition of Thames River and the related commutation arrangements and for the settlement of awards made under the management share plans ('the Specific Authorities'). The resolution proposes that a similar general authority be granted in substitution of the existing general authority to allot securities up to a maximum amount of £177,355.19, representing approximately 33.33 per cent. of the Company's total issued ordinary share capital (excluding treasury shares) as at the date of this report. The Specific Authorities will remain unaffected by the passing of this resolution.

In addition, in accordance with guidance issued by the Association of British Insurers in December 2008, the Company is seeking additional authority to allot securities in connection with a preemptive rights issue up to a maximum amount of £90,562.02, representing approximately 17.0 per cent. of the Company's total issued ordinary share capital (excluding treasury shares) as at the date of this report. The benefit to the Company of obtaining such authority on an annual basis is that it would allow the Company to implement a rights issue of an amount equal to approximately 50.34 per cent. of the issued ordinary share capital without the need to call an additional general meeting. This would shorten the implementation timetable for such a rights issue. The Directors have no present intention of exercising this authority. The authority will expire at the end of the AGM to be held in 2012, unless previously cancelled or varied by the Company in general meeting. It is the intention of the Directors to renew this authority annually at each AGM. To the extent that this authority is used by the Directors, all Directors will offer themselves for re-election at the next General Meeting of the Company.

Special resolution 9 will renew the present power to allot unissued ordinary share capital and to sell ordinary shares held in treasury for cash without first being required to offer such shares to existing shareholders in proportion to their existing shareholdings.

Such power will apply to the allotment of unissued ordinary shares and treasury shares sold up to a maximum nominal amount of £26,605.94 representing approximately 5 per cent. of the Company's issued ordinary share capital as at the date of this report, except that:

- (1) the maximum nominal amount of shares that can be allotted in connection with a pre-emptive rights issue is £267,917.21 representing approximately 50.34 per cent. of the Company's total issued ordinary share capital (excluding treasury shares) as at the date of this report; and
- (2) the maximum nominal amount of unissued ordinary shares that can be allotted or treasury shares sold:
  - (a) pursuant to any other pre-emptive offering (where legal or regulatory requirements prevent the issue of shares wholly on a pre-emptive basis); or
  - (b) in order to satisfy options or awards under any share scheme for employees or share incentive plan approved by the Company in general meeting, is £177,355.19, representing approximately 33.33 per cent. of the Company's total issued ordinary share capital (excluding treasury shares) as at the date of this report.

The Directors consider that the authority proposed to be granted by resolution 8 and the power proposed to be granted by resolution 9 are necessary in order to take advantage of opportunities as they arise and to retain flexibility. The Directors do not have any intention of exercising such authority or power at the present time other than for the purposes referred to in (2)(b) above.

### Purchase of own shares

Special resolution 10 will be put to the AGM to renew the present power to make market purchases of the Company's own ordinary shares. Pursuant to the renewed power, the maximum aggregate number of ordinary shares which may be purchased pursuant to the authority shall be 53,211,879 (being approximately 10 per cent. of the issued ordinary share capital of the Company as at the date of this report. The minimum price which may be paid for an ordinary share shall be 0.1 pence (exclusive of expenses). The maximum price for an ordinary share (again exclusive of expenses) shall be an amount equal to 105 per cent. of the average of the middle market quotations for the Company's ordinary shares for the five business days immediately preceding the date of purchase. The power conferred by this resolution will expire on the earlier of the date falling 15 months after the date of the passing of this resolution and the conclusion of the Annual General Meeting of the Company to be held in 2012.

As at the date of this report, the Company had 119,769,934 options to subscribe for ordinary shares outstanding (representing 22.51 per cent. of the issued ordinary share capital of the Company at the same date, excluding treasury shares). If the buy-back authority is renewed at the 2011 AGM and is then utilised in full, the options outstanding at the date of this report would represent 25.01 per cent. of the issued ordinary share capital of the Company (excluding treasury shares).

Any ordinary shares purchased pursuant to this authority would either be held as treasury shares or cancelled. While any shares are held in treasury, voting rights are suspended and currently no dividends (or any other distribution) are paid (or made) on such shares. The Directors consider it appropriate to have in place the facility to acquire shares in circumstances where they believe that future shareholder returns can be enhanced by taking such action. This authority, if renewed, will only be exercised if to do so would result in an increase in earnings per ordinary share and if it is considered to be in the best interests of shareholders generally.

### **Directors fees**

Ordinary resolution 11 will be put to the AGM to increase the overall limit on the fees paid to, and the benefits in kind received by, the Directors of the Company for their services to the office of Directors from £600,000 to £800,000 per annum. This increase is intended to provide the Board with the flexibility to make additional Non-executive appointments in the future.

### Proposed amendment to the Company's Long Term Remuneration Plan ('LTRP')

The Board believes the continued stability of the Company's key employees is fundamental to the successful achievement of the Company's strategy and places the highest priority on the retention of the Company's top performing executives. To reinforce retention value the Company's policy is to provide a strong emphasis on longterm share-based awards that provide alignment of long-term interest between employees and shareholders. The LTRP is the Company's principal long-term retention plan.

In accordance with their terms of reference and best market practice, the Remuneration Committee and the Board keep the terms and the effectiveness of the Company's share schemes under review. Having conducted a recent review, the Board's assessment is that in one important aspect the rules of the LTRP do not provide the necessary retention value required during a period of uncertainty within the business and as such should be amended.

Under the current rules of the LTRP, a participant whose employment is terminated in certain "good leaver" circumstances (namely, redundancy, retirement at normal retirement age, the transfer of his employing business or company out of the F&C group, or any other reason at the discretion of the Board) receives only a pro-rata award (to reflect the period of service) and at a future date, being the original vesting date of the award. Resolution 12 is proposing to enhance the retention value of the restricted share awards to the above categories of "good leavers" by resolving, in respect of any awards made in 2011, that the Board has the discretion to disapply the time pro-rating reduction that would otherwise be applied to those awards. Thereafter the current rules will apply. The Ordinary Shares of the Company to which the former employee will become entitled as a result of a restricted award will remain dependent on the performance conditions attached to the award at the date of grant and will continue to be measured over the performance period. The original vesting date of any awards made (being three years after the date of award) will also continue to apply.

Further details of the proposed amendments to the LTRP rules are set out in the appendix to the notice of meeting contained on page 146. The LTRP rules, marked up to show the proposed amendments, are available for inspection at the Company's Registered Office or Head Office.

### **Notice of General Meetings**

We are currently able to call general meetings (other than AGMs) on 14 days' notice. We are proposing Special resolution 13 at the Meeting so that we can continue to be able to do so. The flexibility offered by this resolution will only be used where it is, in the opinion of the Directors, appropriate in relation to the business to be considered at the meeting and merited in the interests of the Shareholders as a whole.

The authority being sought pursuant to Special resolution 13 will expire at the conclusion of the AGM to be held in 2012. It is the current intention of the Directors to renew this authority annually.

### Auditors

KPMG have expressed their willingness to continue in office as auditors and a resolution proposing their re-appointment and for the Directors to determine their fees will be submitted at the AGM.

Details of the auditor's remuneration is provided in Note 4(c) to the Consolidated Financial Statements and further detail on how the Board ensures the independence of the auditors is detailed on page 31 within the Directors' Report on Corporate Governance.

### Adequacy of the information provided to the auditors

The Directors who held office at the date of approving this Directors' Report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditor is unaware, and each Director has taken all the steps that he is obliged to take as a Director in order to make himself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

By order of the Board,

### W Marrack Tonkin, FCCA

Secretary 80 George Street Edinburgh EH2 3BU

6 April 2011

# **Directors' Report on Corporate Governance**

The Company is committed to, and strives for, best practice in corporate governance. The Board is accountable to the Company's shareholders for good corporate governance. This statement describes how the principles of corporate governance set out in section one of the Combined Code on Corporate Governance issued in 2008 ('the Code') have been applied.

### Statement of compliance

The Directors consider that the Company has, throughout the year ended 31 December 2010 and up to the date hereof, applied the principles and met the requirements of the Code with the following exception:

• Following the appointment of Edward Bramson as the Company's Chairman on 3 February 2011, the Board has not been in compliance with Code provision A.3.1. in that Mr Bramson, as a representative of the Company's largest shareholder, was not independent on appointment.

The Chairmen of the Audit, Risk & Compliance, Remuneration and Nomination committees will be available to answer questions at this year's Annual General Meeting to be held on Tuesday, 3 May 2011.

### **Going concern**

The Code requires Directors to report, under the terms set out in the relevant guidelines to the Code, on the appropriateness of adopting the going concern basis in preparing Financial Statements.

The Group's business activities, together with the factors likely to affect its future development, performance and position are set out in the Business Review on pages 2 to 20. The financial position of the Group, its cash flows and liquidity position are described in the Business Review on pages 2 to 20. In addition, Note 36 to the Financial Statements includes the Group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and hedging activities; and its exposure to credit risk and liquidity risk.

The Group has considerable financial resources together with longterm contracts with a number of clients across different geographic areas and industries. After making enquiries, the Directors have a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the Annual Report and Financial Statements.

### The Board

The Board of Directors currently comprises the Chairman, two Executive Directors and six Non-executive Directors, five of whom the Board has identified as Independent Directors. Ian Brindle, a representative of Sherborne, the Company's largest shareholder, does not meet the criteria of independence as set out in the accepted guidance. The biographies of the Directors appear on page 21. These demonstrate a range of experience, skills and personal standing sufficient to bring independent judgement on issues of strategy, performance, resources and standards of conduct which are vital to the success of the Group. All Directors have access to the advice and services of the Company Secretary, who is responsible to the Board for ensuring that Board procedures are followed and that applicable rules and regulations are complied with. The Board meets formally on a regular basis and is responsible for approving the Group's objectives and policies. The Board focuses mainly on strategy, investment and financial performance, the Group's control environment and executive management and Board succession. To enable the Board to discharge its duties, all Directors receive appropriate and timely information ensuring that they are properly briefed on issues for consideration in advance of meetings. In addition, all Directors have access to senior management and can request, either during meetings or at other appropriate times, further explanation or written papers on matters as they see fit.

The Board has a detailed list of matters specifically reserved to it – the 'Board Reserved List'. This is contained in 'The Directors' Guide', a training and reference document issued to all Directors on appointment and updated as appropriate. The Board Reserved List is reviewed annually and clearly sets out that authority is delegated from the Board to Board Committees and to management. This ensures that matters of significance are overseen and reviewed by the Board prior to implementation. Examples of matters reserved for the Board as set out in the Board Reserved List are the approval of: The Group strategy; the annual budget; the composition and terms of reference of any of the Board Committees; the high level organisational structure; and the review of the effectiveness of the Group's system of internal control.

The composition of the Board is reviewed annually.

### The Board committees

The Board has established a number of standing committees to facilitate the smooth transaction of business within the Group.

The terms of reference of each Board Committee, outlining its authority and duties, are reviewed and approved annually by the Board, published on the Company's website and are available on written request from the Company Secretary. The terms of reference of each of the Board Committees provide the authority to take independent professional advice, if necessary, at the Company's expense.

### (A) Statement of the Nomination Committee

### **Purpose and Terms of Reference**

The Committee leads the process, and makes recommendations to the Board, for all new Board appointments and the appointment of Non-executive Directors to any Board Committee. It is responsible for evaluating the balance of skills, knowledge and experience on the Board and ensuring that a formal, rigorous and transparent appointment process exists.

### Membership

The Committee is chaired by Edward Bramson. The Committee comprises the Chairman and three independent Non-executive Directors.

### Members of the Nomination Committee:

Edward Bramson (appointed Chairman on 3 February 2011), Keith Bedell-Pearce, Kieran Poynter (appointed 1 March 2011) and Gerhard Roggemann.

Nick MacAndrew and Brian Larcombe served as members of the Committee throughout 2010 and up until their removal from the Board on 3 February 2011.

### Activities and work of the Committee

Throughout 2010 external search consultants were engaged by the Committee to conduct a search for an additional independent Nonexecutive Director. The Committee identified a suitable candidate and issued an offer letter to a preferred candidate but for personal reasons the candidate chose not to join the Board. The Committee resolved, in the final quarter of the year, to place this search on hold until the Board had obtained greater clarity from Sherborne on their longer term intentions for the Company. Following the General Meeting in February 2011, and the resultant changes to the composition of the Board, the Committee have recommenced the search for two additional independent Non-executive Directors.

As an integral part of its succession planning, the Committee reviews the balance and composition of the Board including the number of Directors serving thereon.

On an annual basis the Committee reviews the terms and conditions of appointment of Non-executive Directors set out in the standard letter of appointment to ensure that they continue to meet the requirements of the Code. This standard letter of appointment can be inspected during normal working hours at the Company's registered office by contacting the Company Secretary. The Committee considers, on an annual basis, the time required of Nonexecutive Directors for the fulfilment of their duties and assesses the contribution of the Directors, their independence and their suitability for re-election prior to an appropriate resolution being put to shareholders. All Directors are subject to election by shareholders at the first opportunity after their appointment and to re-election at least every three years.

For the Board

### **Edward Bramson**

Chairman, Nomination Committee

6 April 2011

### (B) Statement of the Audit, Risk and Compliance Committee

### **Purpose and Terms of Reference**

The Committee vouchsafes the processes and controls surrounding the production of the Group's Financial Statements and provides the Board with assurance that the processes and controls exist to facilitate reporting on the Group's risk management activities, including those related to Social, Environmental and Ethical matters, internal control and adherence to policies and procedures.

### Membership

The Committee is chaired by Kieran Poynter. The Committee comprises solely independent Non-executive Directors.

### Members of the Audit, Risk & Compliance Committee:

Kieran Poynter (appointed Chairman on 3 February 2011), Keith Bedell-Pearce (Chairman of the Committee until 3 February 2011), Jeff Medlock (appointed on 1 March 2011), Derham O'Neill (appointed on 1 March 2011) and Gerhard Roggemann.

Brian Larcombe served as a member of the Committee throughout 2010 and up until his removal from the Board on 3 February 2011.

The Board is satisfied that at least one member of the Committee has recent and relevant financial experience, a position that should continue throughout 2011.

### Activities and work of the Committee

The Committee normally discharges its responsibilities, as allocated by its terms of reference, within a schedule of four meetings. Two meetings are held early in the year, one to deal with matters of governance (for example, compliance with the Code, the Financial Services Act, the effectiveness of internal controls and risk management systems, monitoring and reviewing the internal Audit Risk & Compliance department and monitoring and reviewing the independence, objectivity and effectiveness of the external audit process) and the other to consider the integrity of the year-end Financial Statements and any formal announcements relating to the Company's and the Group's financial performance, including any significant financial reporting judgements contained therein. A similar process is adopted at the interim reporting stage, with a final meeting taking place late in the year to consider relevant year-end matters. The Committee also considers and reviews other risk management or control documentation including the Group's policy on whistleblowing, the results of internal and external audit and compliance reports or management letters, and oversees the award of any non-audit related consultancy work. On an annual basis the Committee considers and makes a recommendation to the Board as to the appointment, reappointment or removal of the external auditors and approves their remuneration and terms of engagement. Other meetings of the Committee are called at the request of the Chairman to consider ad hoc control issues that may emerge during the year as well as other matters that the Board has asked the Committee to consider or investigate.

For the Board

### **Kieran Poynter**

Chairman, Audit, Risk & Compliance Committee

6 April 2011

### (C) Statement of the Remuneration Committee

### **Purpose and Terms of Reference**

Full details of the purpose, terms of reference, activities and work of the Committee are set out in the Directors' Remuneration Report.

### Membership

The Chairman of the Committee is Keith Bedell-Pearce. The Committee comprises solely independent Non-executive Directors.

### Members of the Remuneration Committee:

Keith Bedell-Pearce (appointed Chairman on 3 February 2011), Jeff Medlock (appointed on 1 March 2011), Derham O'Neill (appointed on 1 March 2011), Kieran Poynter (appointed on 3 February 2011), and Gerhard Roggemann.

Brian Larcombe served as the Chairman of the Committee throughout 2010 and up until his removal from the Board on 3 February 2011.

### Attendees at the Remuneration Committee

Nick MacAndrew, the Company's former Chairman, Alain Grisay, the Chief Executive and the Group Head of Human Resources attended all meetings of the Committee in 2010. Mr Medlock also attended all Committee meetings in 2010.

### Activities and work of the Committee

The Board is ultimately accountable for the Group's remuneration policy but delegates responsibility to the Remuneration Committee. The Remuneration Committee has resolved the following key issues during the year:

- Revised the remuneration policy and ensured that it meets the requirements of the FSA Remuneration Code (to the extent applicable to the Company);
- Recommended the remuneration of the Executive Directors to the Board;
- Reviewed and approved the remuneration of the Executive Committee and FSA Code staff;
- Approved that the performance targets in relation to long-term awards require no amendment at this stage;
- Overseen the Company's remuneration policy as it applies to executives, senior management and employees, including the discretionary cash bonus scheme and awards under the longterm incentive schemes;
- Verified that the remuneration policy does not encourage excessive risk beyond that of the appetite of the Company;
- Completed the annual review of the Committee Terms of Reference.

For the Board

### **Keith Bedell-Pearce**

Chairman, Remuneration Committee

6 April 2011

### Attendance at meetings

The following table identifies the number of Board and formal committee meetings held in 2010 and the attendance record of the individual Directors as members of committees of the Board. In addition to the scheduled meetings detailed below a number of ad-hoc Directors' meetings, sub-committees of the Board and Board Committees were held.

	Board	Non-executive Director meetings without management present	Audit, Risk & Compliance Committee	Remuneration Committee	Nomination Committee
Number of meetings					
held 2010/(2009)	7(7)	2(2)	5(4)	6(6)	2(2)
Nick MacAndrew	7	1	-	-	2
Alain Grisay	7	-	-	-	-
Keith Bedell-Pearce	7	2	5	6	2
Brian Larcombe	6	2	5	6	2
David Logan	7	-	-	-	-
Jeff Medlock	7	2	-	-	-
Kieran Poynter	7	2	5	-	-
Gerhard Roggemanr	ר 7	2	5	4	2

### **Board Roles**

### Chairman

The Chairman of the Company is Edward Bramson. As Chairman, Mr Bramson is responsible for leadership of the Board and ensuring the effective running and management of the Board. The role profile of the Chairman includes the following specific responsibilities:

- Ensuring that the Board agenda for each meeting takes account of the issues and concerns of each Board member and that members of the Board receive accurate, timely and clear information on the Company and related matters to enable them to monitor the Group's performance and take sound decisions.
- Ensuring effective communication with shareholders and ensuring that the Board develops an understanding of the views of major investors.
- Ensuring that, in conjunction with the Company Secretary, a formal induction and development process, including any relevant internal and external training, exists for all Directors and the Board as a whole with a view to enhancing the Board's effectiveness.
- Ensuring constructive relations between Executive and Non-executive Directors and an effective contribution from all Directors.

The performance of the Chairman is reviewed annually by the Non-executive Directors in a meeting chaired by the Senior Independent Director.

### **Chief Executive**

The Chief Executive of the Company is Alain Grisay. As Chief Executive, Mr Grisay is responsible for overseeing the implementation of the strategy as set by the Board, providing strategic vision and executive leadership to all the Group's business activities and ensuring the effective running of the business and the Executive Committee.

### **Non-executive Directors**

Messrs Bedell-Pearce, Brindle, Medlock, O'Neill, Poynter and Roggemann are the Company's Non-executive Directors. As Nonexecutive Directors they are responsible for: promoting entrepreneurial leadership and the highest standards of governance within a framework of prudent and effective controls; constructively challenging and helping develop strategic proposals; ensuring that the Group has in place the necessary resources to meet its strategic objectives; reviewing management performance; determining appropriate levels of Executive Director Remuneration (Remuneration Committee members), taking a prime role in appointing, and where necessary removing, Executive Directors; setting the Company's values and standards to ensure its obligations to its stakeholders are understood and met; and reviewing communication with shareholders.

### Board evaluation and professional development

A comprehensive and rigorous external evaluation of the performance of the Board, its principal Committees and the Chairman was conducted during the year. Each director was interviewed by representatives from the external evaluator to extract their views on the perceived composition, operation and effectiveness of the Board and its Committees. The results of this process were presented to the Board and areas of improvement were identified. All recommendations made by the external evaluator were accepted by the Board and the majority were addressed in early 2011. Any remaining recommendations will be addressed during 2011.

The Company has a full and formal induction process for all new appointments to the Board. The Chairman, in consultation with the Company Secretary and individual Directors, is responsible for assessing the professional development needs of each Director. The induction process and ongoing professional development is facilitated by the Company Secretary who, in consultation with the individual Director, identifies the most appropriate method of ensuring professional development. The Company Secretary also assists in organising attendance at internal or external courses to develop familiarity with the Company's business operations.

### **Directors' conflicts of interest**

From 1 October 2008, Directors have a statutory duty to avoid a situation in which they have or can have an interest that conflicts or possibly may conflict with the interests of the Company. A Director will not be in breach of that duty if the relevant matter has been authorised in accordance with the Articles of Association by the other Directors.

### **Directors and Directors' re-election**

The Directors who served at any time during the year ended 31 December 2010 are as shown in the Directors' Remuneration Report on page 36. Details of the Executive Directors' service contracts and Non-executive Directors' letters of appointment can be found on page 36.

Under the terms of the Company's Articles of Association, any Director who has held office at the time of the two preceding AGMs of the Company and who did not retire at them, shall retire from office and may offer himself for re-appointment. As Mr Roggemann has expressed his intention to retire on conclusion of the Annual General Meeting, Mr Medlock is the only Director required to retire by rotation at this AGM. Mr Medlock, being eligible, will offer himself for re-election.

In accordance with the requirements of the Code, during 2010, the Nomination Committee gave more detailed consideration to the proposed re-election of Mr Medlock, given that he is currently serving in his third three-year term of appointment. It has been agreed that Mr Medlock will seek annual re-election from shareholders. It was agreed during 2009 that Mr Bedell-Pearce would seek annual re-election from shareholders as he is serving in his third three-year term.

As a result of Eureko's ordinary shareholding in the Company falling below 10 per cent. the provision providing Eureko with the right, under the Corporate Governance Agreement entered into with the Company in 2004, to appoint a Director to the Board expired. As a result of this change and having determined that Mr Medlock's independence has been demonstrated through the integrity, objectivity and professionalism that he contributes to Board discussions and debates, the Nomination Committee and the Board determined that Mr Medlock be considered an independent Non-executive Director with effect from 1 March 2011.

In accordance with Sherborne's letter to the Company's shareholders ahead of the General Meeting held in February, Mr Bramson, the Company's Chairman, will stand for re-election annually and accordingly will offer himself for re-election at the AGM.

The Nomination Committee has reviewed the structure, size and composition of the Board, and has confirmed that all Directors submitting themselves for re-election demonstrate the commitment and devote sufficient time to perform their duties as members of the Board.

The Nomination Committee believes that all Directors submitting themselves for re-election should be re-elected and can confirm that all Non-executive Directors display the qualities expected of an effective Non-executive Director.

Details of the Directors offering themselves for election or re-election can be found on page 21.

### Board succession planning

The Nomination Committee has a succession plan for the Board's Non-executive Directors. The plan was shaped by a skills profile, projected and expected normal retirements, and the Company's commitment to corporate governance best practice. The plan is approved annually by the Board.

### **Relations with shareholders**

The Board as a whole acknowledges its responsibility for ensuring satisfactory dialogue with shareholders and that communications are given high priority. The Company welcomes the views of shareholders and, where practicable, enters into dialogue with institutional shareholders based on the need for mutual understanding of objectives. The Company's Chief Executive and Chief Financial Officer regularly meet the largest institutional shareholders and Company analysts following the announcement of the year end and interim results; the Senior Independent Director and all other Non-executive Directors have the opportunity to attend these meetings. The Annual General Meeting of the Company provides a forum, both formal and informal, for investors to meet and discuss issues with Directors and senior management of the Company.

At its Annual General Meeting, the Company complies with the provision of the Code relating to the disclosure of proxy votes, the separation of resolutions and the attendance of the Committee Chairmen. The results of the votes cast at the Annual General Meeting are posted on the Company's website.

The Company's former Chairman and the Company's Senior Independent Director and Chief Executive met with a number of the Company's largest shareholders early in 2011 to present the Company's response to Sherborne's requisition for a General Meeting. The feedback from these meetings was presented to the Directors. Unattributable feedback from a number of the Company's shareholders, facilitated by the Company's brokers, is also presented to the Board following management's year-end results presentations.

### **Electronic communications**

Copies of the 2010 Annual Report and Financial Statements, the Notice of Annual General Meeting, other corporate publications, press releases and announcements are available on the Company's website. Shareholders are encouraged to take advantage of the provisions allowing the Company to communicate electronically.

### **Internal control**

The Board has overall responsibility for the Group's system of internal control and for reviewing its effectiveness on a regular basis. Management's role is to implement and operate the Board policies on risk and risk management. The system of internal control is designed to manage rather than eliminate the risk of failure to achieve business objectives and can only provide reasonable and not absolute assurance against material errors, losses or fraud.

The Company, as required by the FSA Listing Rules, complied with the Code provisions on internal control for the year ended 31 December 2010. The procedures that the Directors have established are designed to provide effective control within the Group and accord with the Internal Control Guidance for Directors on the Code issued by the Institute of Chartered Accountants in England and Wales "Internal Control: Guidance for Directors on the Combined Code" (the 'Turnbull Guidance'). Such procedures have been in place throughout the year and up to 6 April 2011, the date of approval of the Annual Report and Financial Statements. A high-level overview of the ongoing process for identifying, evaluating and managing significant risks including social, environmental and ethical issues is detailed below. This process is regularly reviewed by the Board to ensure it complies with the Turnbull Guidance.

#### **Control environment**

The Group is committed to the highest standards of business conduct and seeks to maintain these standards across all areas of the business. The Group has in place appropriate procedures for the reporting and resolution of activities that do not meet the required standards of business conduct.

The Group has an appropriate organisational structure for planning, executing, controlling and monitoring business operations in order to achieve its objectives. The structure is designed to provide clear responsibilities and a control framework for key areas of the Group's business.

Operational responsibility rests with the Chief Executive and is devolved through a documented executive structure with clearly delegated and appropriate levels of authority. Members of Group management are, therefore, accountable for the operation of the systems of internal controls within the Group's business.

### **Business risks**

The identification of major business risks is carried out by the Board in conjunction with management and procedures to control these risks, where possible, are reviewed and agreed.

Quarterly reports are prepared by each area of the business, covering all key locations. These quarterly reports include issues of material business risk which are discussed in detail by the Executive Committee which includes both Executive Directors. All significant items identified are reported to the Board on a regular basis.

The key risks facing the Group at the year-end and the mitigating actions assigned to these risks are detailed in the Business Review on page 10.

### Monitoring and corrective action

There is a formal compliance function which, during 2010, was integrated with the internal audit function and operational risk function to form an Audit, Risk & Compliance department. The Audit, Risk & Compliance department conducts regular monitoring of various business areas in line with a plan agreed annually with the Audit, Risk & Compliance Committee. Any issues of significance are brought to the attention of the Board by the Audit, Risk & Compliance department and through the regular reporting process. Planned corrective actions are independently monitored for timely completion and reviewed by the Audit, Risk & Compliance Committee.

The Audit, Risk & Compliance Committee reviews the effectiveness of the operation of this framework at least twice each year.

### Independence of the auditors

The Board has in place rigorous systems for ensuring the independence, objectivity and effectiveness of the Group's auditors and has satisfied itself that during the year no aspect of their work was impaired on these grounds. In maintaining a clear perception of independence and balancing that with the best interests of the Group, the Board has a clear policy that it follows when considering the award of non-audit work to the Group's auditors. The policy applied during 2010 is detailed below.

The Company does not impose an automatic ban on the Group's auditors undertaking non-audit work. The Group's aim is always to have any non-audit work involving accountancy firms carried out in a manner that affords value for money while taking into account relevant ethical guidance. The firm must not be in a position of conflict in respect of the work in question and must have the skill, competence and integrity to carry out the work in the best interests of the Group.

Auditors of the Company are permitted to perform non-audit work in areas where, in the opinion of the Audit, Risk & Compliance Committee, it is appropriate for them to do so and there are no actual or perceived independence issues.

The Chairman of the Audit, Risk & Compliance Committee is authorised to approve the use of auditors for non-audit work provided that the cost does not exceed £50,000 and the aggregate value does not exceed the audit fee for the financial year in question. In other circumstances, the approval of the Audit, Risk & Compliance Committee is required. The performance, independence, competence and cost of the auditors are reviewed annually by the Audit, Risk & Compliance Committee. When the Committee considers it appropriate, the provision of audit services will be formally market-tested through a tender process involving those audit firms judged competent to meet the needs of the Group. The frequency of this market-testing will depend on the views of the Audit, Risk & Compliance Committee, on the needs of the Group and prevailing leading practice. The last competitive audit tender exercise was undertaken in 2006.

During the year a number of accountancy firms, all of whom are independent of KPMG, the external auditors, provided non-audit related services to the Group. Details of fees paid to these firms during 2010 are disclosed in Note 4(c) on page 58 of the Consolidated Financial Statements.

### **Future developments**

The Board believes that the controls in place during 2010 have been appropriate to the needs of the Group. Nevertheless, it is committed to the highest standards of governance and business conduct and will ensure that those controls continue to develop in line with the requirements of the FSA and leading practice.

By order of the Board,

### W Marrack Tonkin, FCCA

Secretary 80 George Street Edinburgh EH2 3BU

6 April 2011

# **Directors' Remuneration Report**

### Governance

In designing the total compensation arrangements for the Group and in preparing this report, the Board and the Remuneration Committee have complied with the provisions of the UK Corporate Governance Code ('the Code'), Part 15 of the Companies Act 2006, the Large and Medium sized Companies and Group (Accounts and Reports) Regulations 2008 and the FSA Listing Rules. An ordinary resolution for the approval of this report will be put to shareholders at the forthcoming Annual General Meeting.

Legislation requires the Group's auditors to audit certain disclosures within this report. Where disclosures have been audited they are indicated as such.

The following policies represent the policies now adopted by the Group for the forthcoming year and subsequent financial years.

The Committee has been established by the Board to:

- (a) recommend to the Board the Group's policy on Directors' remuneration;
- (b) ensure that the Executive Directors and senior employees are fairly rewarded and that a significant proportion of Executive Directors' remuneration is linked to the Group's corporate, and their individual, performance;
- (c) demonstrate to shareholders that the remuneration of Executive Directors and senior employees of the Group is determined by a committee of Board members which has no personal interest in the level of remuneration of the Group's Executive Directors or senior employees and who will pay due regard to the interests of shareholders and to the financial and commercial health of the Group; and
- (d) ensure that full consideration has been given to Section D and Schedule A of the Code's best practice provisions as annexed to the Listing Rules.

A Statement of the Remuneration Committee detailing membership of the Committee and the activities and work of the Committee is set out on page 28.

### **Research and advice**

During the year the Group Chief Executive provided regular briefings to the Committee. The Committee also received advice from the Group Head of Human Resources.

The Remuneration Committee received advice from Kepler Associates during the year on general remuneration strategy, senior executive pay benchmarking and on the Company's LTRP. Kepler Associates was appointed by the Committee in 2007 as its independent adviser and provided no other services to the Company during the year.

During the year, the Remuneration Committee also received independent remuneration research undertaken by McLagan & Partners, Deloitte and PricewaterhouseCoopers, leading firms of executive remuneration consultants, to assess comparability of the Group's remuneration policies to the marketplace and in particular the remuneration policies of the Group's competitors.

### Statement of the policy on Directors' remuneration

The Company's compensation policy detailed below is based upon the following key principles:

a) Remuneration policies, procedures and practices should be consistent with and promote sound and effective risk

management. The Policy should not incentivise risk-taking that exceeds the approved risk appetite of F&C.

- b) The Remuneration Policy should be aligned with the business strategy, objectives, values and long-term interests of F&C.
- c) The quantum of total variable remuneration should not limit the ability of F&C to strengthen its capital base.
- d) Total variable remuneration should in general reflect the financial performance of the Group without jeopardising the ability to attract, retain and motivate the key talent required to achieve its goals.

In applying its policy the Group takes a total compensation approach with a strong emphasis on variable pay. The Board believes that shareholders' interests are best served by containing fixed costs and increasing the proportion of total compensation that is directly performance related and thus aligned with shareholders' interests. Total remuneration will comprise basic salary, pension provision, annual bonus and any awards under the long term share incentive schemes.

The total cash component of compensation is benchmarked to market median for solid performers and to upper quartile for exceptional performers. A range of benchmark data is used, based on comparable asset management businesses, with appropriate data being used for each geographic location.

# Policies on the individual elements of remuneration and employment

### (a) Salaries

The salaries of all employees, including Executive Directors, are reviewed annually to ensure they remain appropriate and competitive. Increases to salaries may be affected periodically although not annually. Salaries are determined by reference to relevant comparator Financial Services companies as reported by external market data providers. The Remuneration Committee also takes into account salary movements for staff across the Group when setting Executive Director salaries.

The salary of the CEO was increased by 7% in 2010 – the first increase since his appointment in 2005.

The salary of the CFO was increased by 10% in 2010 – the first increase since he joined F&C in 2006.

### (b) Discretionary Cash Bonus

The size and allocation of the annual discretionary cash bonus pool is recommended by the Remuneration Committee to the Board for approval.

The recommendations of the Committee are determined by the:

- performance of the Group relative to pre-agreed targets;
- motivation and retention of key employees;
- practice of market competitors;
- appropriate balance between fixed and variable pay.

Performance targets have been agreed by the Board and include Investment Performance, Fund Flows, Profitability and a range of other financial and corporate objectives.

All staff including Executive Directors are eligible for discretionary cash bonus awards which recognise individual achievement and contribution relative to agreed annual objectives.

A Purchased Equity Plan operates in conjunction with the discretionary bonus scheme and is intended to encourage

shareholding by management and employees of the Group by providing for:

- the compulsory purchase of shares using annual bonus above a threshold level; and
- voluntary purchase of shares using annual bonus, with associated matching shares.

Under the terms of the Purchased Equity Plan, participation can arise in two ways:

- on an annual basis, eligible employees who are awarded in a financial year an aggregate bonus in excess of a threshold level of £100,000 will be required to defer one third of the element exceeding £100,000 into shares (comprising a range of investment products managed by the Company or the Company's shares) ('Compulsory Purchased Equity') for three years; and
- as and when determined by the Board, eligible employees may be invited to elect to defer into shares in the Company any remaining proportion of their gross cash bonus not subject to deferral on a compulsory basis for three years (subject to a minimum deferral of £1,500) ('Voluntary Purchased Equity').

The Compulsory Purchased Equity will not benefit from any form of matching award and is subject to forfeiture in the event that the employee leaves the Group for any reason (other than as a "good leaver") in the three-year retention period.

In the year ended 31 December 2010, the Compulsory Purchased Equity element of the Purchased Equity Plan was applied to 1 employee (2009: 26 employees) in respect of performance in 2009. Awards equivalent to £300,000 (2009: £1.1 million) were made under the Compulsory Purchased Equity element of the Purchased Equity Plan.

In 2010, the Board suspended the compulsory element of the Purchased Equity Plan in relation to bonuses paid for the 2009 financial year for all staff other than the Chief Executive.

The Board has resolved to extend the suspension for another year, i.e. in relation to bonuses paid in 2011 for performance in 2010, and that the suspension be extended also to the Chief Executive. The Remuneration Committee and the Board believe this action is necessary to help ensure the continued motivation of key executives who are essential in ensuring the success of the Group.

To encourage participants to defer their bonus on a voluntary basis, a matching award will be made for Voluntary Purchased Equity. The matching award will provide, at most, one share for every two shares received as Voluntary Purchased Equity. Vesting of any matching award is dependent on the satisfaction of performance conditions and continued service. The conditions will relate to real earnings per share growth measured over a three-year period as set out below.

Growth in the Group's earnings per share* over three-year period	Matching Purchased Equity awards for each performance period		
Below PI + 9%	1 for 5		
PI + 9%	1 for 5		
PI + 24% or higher	1 for 2		

 \* Earnings per share ('EPS') is calculated by reference to underlying earnings of the Group (where PI stands for an appropriate index of price inflation – the Retail Price Index ('RPI')). For levels of EPS performance between those shown in the table, the Matching Purchased Equity award will vary on a straight-line basis between the minimum and maximum levels shown.

Invitations to participate in the Voluntary Purchased Equity element of the plan are at the discretion of the Board and will be offered only when the Board considers it appropriate to do so. To date no such invitations have been made.

### (c) Savings-related share schemes

To foster a culture of share ownership throughout the Group, the Board operates a Share Save Scheme ('Share Save') and a Share Incentive Plan ('SIP') for all eligible employees. Both schemes are "all-employee share schemes" and all employees including Executive Directors who meet certain criteria are eligible to participate.

The SIP is a share scheme that enables employees to purchase F&C shares in a tax efficient manner on a monthly basis at the prevailing market price. The Share Save Scheme is a personal savings scheme that enables employees to either purchase discounted F&C shares, the price of which is determined at the time of offering, at the end of a three-year or five-year saving period, or to receive the accumulated cash value, including accrued interest, on a tax-free basis.

At 31 December 2010, 42 employees (31 December 2009: 135 employees) participated in the Share Save and 321 employees (31 December 2009: 332 employees) participated in the SIP.

Shares under option within the Share Save at 31 December 2010 are detailed below:

	Number of options	Term (years)	Exercise price
April 2006 Participation	86,270	5	171.0 pence
April 2007 Participation	110,832	5	144.3 pence

At 31 December 2010 739,947 shares (31 December 2009: 571,691 shares) were held in trust for employees within the SIP. Both "all-employee share schemes" seek to buy shares in the market to remove any possible impact of dilution.

### (d) Share incentive schemes

The Board believes that the share incentive schemes increase the potential for greater importance to be placed upon the performance related element of total remuneration.

In any 10 year period, the aggregate number of Ordinary Shares which will be placed under award under any share incentive scheme, shall not, when aggregated with the number of Ordinary Shares placed under option or issued in that period under any other employees' share scheme operated by the Company, exceed 10 per cent. of the Company's issued ordinary share capital at that time. For the purposes of measurement against this limit the following will be disregarded: any Ordinary Shares that have been, or will be purchased, rather than allotted; any Ordinary Shares issued pursuant to the Thames River MRP and/or the MIP; and any awards or grants that have lapsed or become incapable of vesting.

In order to ensure that the assessment of performance conditions in relation to the share incentive schemes detailed below is independent, PricewaterhouseCoopers will report to the Remuneration Committee as to whether the performance criteria under all schemes have been met.

# Policy on grants and awards under the share incentive schemes

The Company's policy for the granting of awards under the LTRP is that awards and grants are based on an assessment of individual contribution to the business and independent advice obtained on current remuneration practices. Award levels will be determined by the Remuneration Committee with reference to Group performance, market competitiveness (assessed on a total compensation basis using independent market total compensation data), and individual performance. Because of the active policy of reducing the emphasis on base salary, the Remuneration Committee will not link or limit any awards under the LTRP explicitly to a multiple of base salary, believing that making such a linkage provides an incentive to increase base salaries, and therefore fixed costs, which is contrary to shareholders' interests.

Any share incentive awards made to Executive Directors will be LTRP restricted awards.

### The F&C Asset Management plc Long Term Remuneration Plan ('LTRP')

The LTRP is the primary long term incentive arrangement of the Company.

The LTRP is a discretionary contingent share award scheme unapproved by HM Revenue and Customs. The LTRP is designed to support the business objectives of the Group.

Under the LTRP, contingent awards of shares are made under two categories:

### **Deferred** awards

The Committee believes that it is to the benefit of shareholders that key employees have a long-term interest in the future performance of the Group. Equally the stability and retention of key employees is crucial to the continued success of the Group. To achieve this Deferred awards are made in Ordinary Shares the vesting of which is contingent on the continued employment of the relevant participant over the three-year deferral period.

This arrangement provides competitive Total Compensation and secures a high retention value combined with strong alignment to the interests of shareholders.

During the year, 17,335,585 deferred awards were made under the LTRP (2009: 15,139,943). Deferred awards were made to 201 staff (2009: 120 staff).

The Executive Directors are not eligible to participate in deferred share awards under the rules of the LTRP.

### **Restricted awards**

Vesting of the Ordinary Shares that are currently the subject of a restricted award under the LTRP will be contingent upon both the specified performance conditions and conditions of continued service.

The performance conditions applied to restricted awards under the LTRP are determined by the Board and are measured over a three-year period.

For the awards granted in 2010 the following four performance measures were applied with equal weighting:

 Real Growth in Earnings per Share over 3 years: full vesting at RPI+11% p.a., 25% vesting at RPI+3% p.a.

- Total Shareholder Return relative to a peer group of FTSE250
   Financial Companies: full vesting at upper quartile, 25% vesting at median
- Achievement of annual net new business targets as approved by the Board: full vesting for achievement of 125% of target, reducing on a straight line to nil vesting for achievement of 25% of target
- Relative investment performance compared to benchmarks: full vesting at 75% of revenue-weighted funds outperforming benchmark, reducing on a straight line to nil vesting for 42% of revenue-weighted funds outperforming benchmark

These measures have been selected as they are considered by the Committee to be the most relevant in capturing the critical elements of performance which reinforce value creation for shareholders.

During the year a total of 3,786,486 restricted share awards were made under the LTRP to the Company's Executive Directors.

# The F&C Asset Management plc Executive Director Remuneration Plan ('EDRP')

The EDRP was an arrangement tailored to address the retention and incentive required for the Executive Directors of the Company during the term of the three-year business plan that expired at the end of 2009.

The EDRP comprised two components: Deferred Share Awards and Restricted Share Awards.

No further awards will be made under either component of the EDRP.

### Deferred awards

Vesting of the Ordinary Shares that are subject to a deferred award under the EDRP will be contingent solely on the continued employment of the Executive Director over the three-year period.

During the year, no deferred awards were made under the EDRP (2009: 2,188,992 deferred awards).

### **Restricted awards**

No restricted awards were made during the year (2009: Nil).

The performance conditions attached to the restricted awards made in 2007 were based on the performance of the Group's EPS and have not been met. All restricted awards made under the EDRP have now lapsed.

### Achievement of performance conditions

During 2010, the growth in the Group's underlying EPS underperformed the growth in the RPI by 3.1 percentage points.

The Company's total shareholder return ('TSR') ranked 4th out of a FTSE 250 Financial Companies Index comparator group of 16 companies in the period from 4 May 2010 to 31 December 2010.

Information on the net new business and investment performance results of the Company is set out in the Business Review on pages 2 to 20.

The performance conditions attached to the restricted awards made in 2007 based on the performance of the Group's EPS and TSR have not been met and the awards lapsed in 2010.

### Share price performance

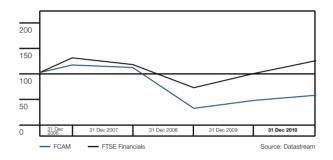
The share price at 31 December 2010 was 84.0 pence. During the year the highest price was 84.0 pence per share and the lowest price was 47.5 pence.

### Performance graph for the share incentive schemes

The graph below compares the performance of the Company with a notional investment made up of shares of the group of companies from which the FTSE 250 Financial Companies Index of companies is calculated for the period from creation of the index in July 2006 to 31 December 2010. The graph is based on the TSR for each period (assuming all dividends are reinvested). The FTSE 250 Financial Companies Index has been chosen as the comparator index as it is the index that includes the Company and is considered the most appropriate benchmark as there are very few comparable listed asset management businesses.

# TSR performance compared to FTSE 250 Financial Companies Index

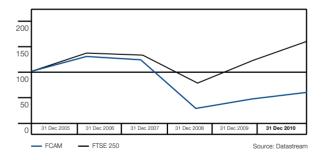
For the five financial periods ending 31 December



#### TSR performance compared to FTSE 250 Index

For the five financial periods ending 31 December

The graph below compares the performance of the Company with a notional investment made up of shares of the group of companies from which the FTSE 250 Index of companies is calculated for the five financial periods ending 31 December 2010. The graph is based on the TSR for each period (assuming all dividends are reinvested).



### (e) Policy on Pension and other benefits

F&C seeks to ensure that its pension policy is in line with its business strategy, objectives, values and long-term interests.

F&C has a number of pension plans which are designed to enable employees to make provision for a suitable income in retirement. In the majority of cases these are defined contribution plans. In the UK the defined benefit plan is closed to new members. Appropriate plans are also in place in non-UK locations.

Pension payments are based on basic salary and no other cash payments or benefits are pensionable.

In addition a range of competitive employee benefits are provided including vacation and insured benefits including death in service, private medical and income protection.

### (f) Policy on contracts of employment

The Company's policy regarding contracts of employment is that all senior employees, including Executive Directors, should be offered rolling contracts of no longer than twelve months. Where it is commercially appropriate to protect the Company, a longer-term initial contract with any employee, including an Executive Director, may be entered into. On completion of the initial contract, the Company's standard terms will be applied. The Remuneration Committee, in considering contracts, has regard to compensation commitments in respect of termination and believes that these are best addressed by restricting the term of the contract. In the event of a termination, the Remuneration Committee would consider all the relevant factors and seek a just solution.

### (g) Policy on Non-executive Directors' remuneration

Non-executive Directors' fees for the year to 31 December 2010 are set out below. None of the Non-executive Directors has a service contract. Letters of appointment provide for an initial period of three years, subject to review. Non-executive Directors must submit to reelection at least every three years and are not eligible for bonuses or participation in savings related share schemes or share incentive schemes. Non-executive Directors are not eligible to join any of the Company's pension schemes. No pension contributions are made on their behalf and no Non-executive Director receives a salary from the Company. The remuneration of Non-executive Directors is determined by the Board as a whole within the limits stipulated in the Company's Articles of Association. All fees are reviewed annually.

Apart from the Chairman and the Senior Independent Director, Nonexecutive Directors are paid a basic fee. In the year ended 31 December 2010 the Non-executive base fee was £40,000 per annum. Non-executive Directors are separately remunerated for their services on Board Committees.

The Chairman of the Board, who chairs the Nomination Committee, receives an annual all inclusive fee of £150,000 and the Senior Independent Director receives a £15,000 supplemental fee to the Non-executive base fee.

The Remuneration Committee sets the Chairman's annual remuneration. The Board as a whole determines the fees for Nonexecutive Directors, the Senior Independent director supplement and the additional fees payable for membership and chairing Board Committees. The Board has decided that there will be no change in the fees payable to the Chairman and Non-executive Directors in 2011. The supplemental member and Chairman's fees paid for Board Committees are set out below.

	Committee Member's fee (£)	Chairman's fee (payable in addition to the member's) (£)
Audit,Risk & Compliance	10,000	10,000
Remuneration	7,500	10,000
Nomination	5,000	10,000*
Thames River Advisory Counc	cils 20,000	Nil

\* Currently included within the all-inclusive fees payable to Edward Bramson.

# Statement on Executive Directors' service contracts and Non-executive Directors' letters of appointment

Messrs Grisay and Logan have current service contracts with the Company that are for a rolling period of one year, details of which are summarised below. No employee of the Group has a service contract that cannot be brought to an end within one year.

				Provisions for compensation payable by the Company on early termination
Executive Directors	Date of contract	Notice period	Unexpired term	£000
Alain Grisay	11 Oct 2004	Twelve months	rolling twelve months	360
David Logan	31 July 2006	Twelve months	rolling twelve months	278
Chairman and Non-executive Directors	Date of contract	Notice period	Unexpired term at 31 March 2011	Provisions for compensation payable by the Company on early termination £000
		•		
Edward Bramson*	3 February 2011	One month	Thirty five months	Nil
Keith Bedell-Pearce	7 May 2009	One month	Fourteen months	Nil
lan Brindle*	3 February 2011	One month	Thirty five months	Nil
Jeff Medlock	13 May 2008	One month	Two months	Nil
Derham O'Neill*	3 February 2011	One month	Thirty five months	Nil
Kieran Poynter	4 May 2010	One month	Twenty six months	Nil
Gerhard Roggemann	13 May 2008	One month	Two months	Nil

\* Appointed during 2011.

# Statement on Directors' Remuneration (audited)

The remuneration of the Chairman and the other Directors who held office during the year ended 31 December 2010 is set out in the table below:

	Salary and fees 2010 £'000	Bonus 2010 £'000	Benefits and allowances 2010 £'000	Total 2010 (excluding pension contribution) £'000	Total 2009 (excluding pension contribution) £'000	Pension Contributions 2010 £'000	Total 2010 £'000	Total 2009 £'000
Executive Directors								
Alain Grisay	337	800	10	1,147	1,0291	21	1,168	1,049†
David Logan	262	320	3	585	593	38	623	625
Chairman and Non-executive Direct	tors							
Nick MacAndrew (Chairman)	150	-	-	150	114	_	150	114
Keith Bedell-Pearce*	95	-	-	95	83	-	95	83
Brian Larcombe	73	-	-	73	70	-	73	70
Jeff Medlock	40	-	-	40	40	-	40	40
Gerrhard Roggemann	62	-	-	62	50	-	62	50
Kieran Poynter*	57	-	-	57	29	-	57	29
Total	1,076	1,120	13	2,209	2,008	59	2,268	2,060

 $^{\ast}\,$  Appointed as a member of the TRC Advisory Councils on 1 September 2010.

<sup>†</sup> In addition, in 2009, Alain Grisay received £300,000 deferred for three years in Compulsory Purchased Equity under the terms of the Purchased Equity Plan.

No sums were paid to third parties in respect of any Executive Director's services.

The Company received £Nil (2009: £Nil) in fees payable to Executive Directors in respect of any external directorships held. No Executive Director receives any fees in respect of external appointments.

# Statement on Directors' pensions (audited)

The number of Directors who held office during the year and to whom retirement benefits are accruing is set out below:

	2010 Number	2009 Number
Members of money purchase pension scheme	2	2
	2010 £'000	2009 £'000
Company contributions paid to money purchase pension schemes: Alain Grisay	21	20
David Logan	38	32

During the year, the Company paid a widow's pension of  $\pounds100,000$ (2009: £95,000) in respect of the pension benefits which had accrued to a former Chairman.

No Directors were members of a defined benefit scheme during the year.

# Statement on Directors' Share Incentive Schemes (Audited)

The Executive Directors who held office during the year and their awards under any of the Group's share incentive schemes at 31 December 2010 are shown below.

Non-executive Directors do not participate in any of the Group's long term incentive plans.

# **Executive Director Remuneration Plan (audited)**

Details of the Executive Director Remuneration Plan are set out on page 34.

				Share Price at date	Share price at date of
Date of Grant	Nature of Award	Alain Grisay	David Logan	of award	vesting
21 May 2007	Deferred	1,300,000	200,574	193.0p	-
27 Mar 2008	Deferred	740,740	284,900	192.5p	-
6 Jul 2009	Deferred	1,649,452	539,540	64.9p	-
Opening position at 1 January 2010		3,690,192	1,025,014	-	-
Deferred awards that vested during the year		(1,300,000)	(200,574)	193.0p	58.0p
Deferred awards that lapsed during the year		-	_	-	-
Deferred awards remaining at 31 December 2010		2,390,192	824,440	-	-
21 May 2007	Restricted	2,500,000	360,000	193.0p	
Opening position at 1 January 2010		2,500,000	360,000	-	-
Restricted awards that vested during the year		-	-	-	-
Restricted awards that lapsed during the year		(2,500,000)	(360,000)	-	-
Restricted awards remaining at 31 December 2010		-	-	-	-

# Long Term Remuneration Plan awards (audited)

Details of the Long Term Remuneration Plan are set out on page 34.

				Share Price
	Nature of	Alain	David	at date
Date of Grant	Award	Grisay	Logan	of award
4 May 2010	Restricted	2,795,929	990,557	64.8p

No restricted awards made to Mr Grisay or Mr Logan vested or lapsed during the year.

# Share options (audited)

Details of the share option schemes are set out on pages 99 to 100. No options have been granted to Directors or former Directors since 2003.

#### Other senior executives

There are a number of senior executives who make a significant contribution to the Group. These senior executives directly support the Company's Executive Directors. The Remuneration Committee has regard to the remuneration of these senior executives whose total remuneration including salary, bonus and benefits, but excluding pension contributions and share scheme participation, is summarised below. These numbers have been prepared on a comparable basis with the figures shown in the column headed "Total 2010 (excluding pension contribution)" within the Statement on Directors remuneration on page 36. The table below covers the total remuneration of all senior executives who served at any time during the year. The 2010 data includes TRC employees but excludes members of TRC LLPs.

Total remuneration £000	executive	r of senior s (excluding e Directors) 2009
100-125	72	76
126-150	39	30
151-175	30	30
176-200	26	23
201-225	15	13
226-250	8	4
251-300	12	6
301-400	4	4
401-500	2	3
501-600	7	4
601-700	1	1
>701	1	1

By order of the Board,

# W Marrack Tonkin, FCCA

Secretary 80 George Street Edinburgh EH2 3BU

6 April 2011

# **Statement of Directors' Responsibilities in respect of the Annual Report and the Financial Statements**

The Directors are responsible for preparing the Annual Report and the Consolidated and Company Financial Statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare Consolidated and Company Financial Statements for each financial year. Under that law they are required to prepare the Consolidated Financial Statements in accordance with International Financial Reporting Standards ('IFRS') as adopted by the EU and applicable law and have elected to prepare the Company Financial Statements in accordance with UK Accounting Standards and applicable law ('UK Generally Accepted Accounting Practice').

Under company law the Directors must not approve the Financial Statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and Company and of their profit or loss for that period. In preparing each of the Consolidated and Company Financial Statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- for the Consolidated Financial Statements, state whether they have been prepared in accordance with IFRS as adopted by the EU;
- for the Company Financial Statements, state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the Company Financial Statements; and
- prepare the Financial Statements on the going concern basis unless it is inappropriate to presume that the Group and the Company will continue in business.

The Directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that its Financial Statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Group and to prevent and detect fraud and other irregularities. Under applicable law and regulations, the Directors are also responsible for preparing a Directors' Report, Directors' Remuneration Report and Corporate Governance Statement that comply with that law and those regulations.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the UK governing the preparation and dissemination of Financial Statements may differ from legislation in other jurisdictions.

#### **Responsibility Statement**

We confirm that to the best of our knowledge:

- the Financial Statements, prepared in accordance with the applicable set of accounting standards, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company and the undertakings included in the consolidation taken as a whole; and
- the Chairman's Statement, Chief Executive's Report and Business Review include a fair review of the development and performance of the business and the position of the issuer and the undertakings in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face.

Edward Bramson Chairman 6 April 2011

Annual Report and Financial Statements 2010

# Independent Auditor's Report to the members of F&C Asset Management plc

We have audited the financial statements of F&C Asset Management plc for the year ended 31 December 2010 set out on pages 41 to 125 and 128 to 142. The financial reporting framework that has been applied in the preparation of the consolidated financial statements is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the EU. The financial reporting framework that has been applied in the preparation of the company financial statements is applicable law and UK Accounting Standards ('UK Generally Accepted Accounting Practice').

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

# Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 39, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's ('APB's') Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at www.frc.org.uk/apb/scope/private.cfm.

#### **Opinion on financial statements**

In our opinion:

- the financial statements give a true and fair view of the state of the group's and of the company's affairs as at 31 December 2010 and of the group's loss for the year then ended;
- the consolidated financial statements have been properly prepared in accordance with IFRSs as adopted by the EU;
- the company financial statements have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006; and, as regards the consolidated financial statements, Article 4 of the IAS Regulation.

# Opinion on other matters prescribed by the Companies Act 2006

In our opinion:

- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006; and
- the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# Matters on which we are required to report by exception

We have nothing to report in respect of the following:

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- the company financial statements and the part of the Directors' Remuneration Report to be audited are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Under the Listing Rules we are required to review:

- the directors' statement, set out on page 26, in relation to going concern;
- the part of the Corporate Governance Statement on page 26 relating to the company's compliance with the nine provisions of the June 2008 Combined Code specified for our review; and
- certain elements of the report to shareholders by the Board on directors' remuneration.

Sinun Parhby

# Simon Pashby (Senior Statutory Auditor)

for and on behalf of KPMG Audit Plc, Statutory Auditor Chartered Accountants Edinburgh

6 April 2011

# **Consolidated Income Statement**

for the year ended 31 December 2010

	Notes	2010 £m	2009 £m
Revenue Investment management fees Other income	2	258.2 1.6	237.8 4.1
Total revenue Fee and commission expenses	2	259.8 (16.6)	241.9 (16.8)
Net revenue	2	243.2	225.1
Net gains and investment income on unit-linked assets Movement in fair value of unit-linked liabilities	3	74.3 (73.3)	136.0 (134.6)
Operating expenses Operating expenses Distributions to members of LLPs Amortisation of intangible assets – management contracts Unrealised gains on forward currency contracts Other exceptional net operating expenses	4(b) 13 6(a) 6(b)	(169.7) (6.0) (50.7) – (20.9)	(164.8) - (49.8) 1.2 (19.0)
Total operating expenses	4(a)	(247.3)	(232.4)
Operating loss Finance revenue Finance costs F&C REIT put option fair value gain Gain on debt exchange Impairment of financial investments	7 8 6(c) 6(d) 14	(3.1) 11.1 (33.6) 6.4 – –	(5.9) 11.5 (30.3) 5.6 27.9 (0.1)
(Loss)/profit before tax		(19.2)	8.7
Tax – Shareholders Tax – Policyholders		6.2 (0.4)	10.4 (0.4)
Tax income	9	5.8	10.0
(Loss)/profit for the year		(13.4)	18.7
Attributable to: Equity holders of the parent Minority interests (Loss)/profit for the year		(16.6) 3.2 (13.4)	15.9 2.8 18.7
Pasia (lass) (astrings per Ordinaty Share	10	(2.21)n	2.04p
Basic (loss)/earnings per Ordinary Share Diluted (loss)/earnings per Ordinary Share	10	(3.31)p (3.31)p	3.24p 3.19p
			· · ·
Memo – dividends paid	11	£m 24.5	£m 29.5
Memo – dividends proposed	11	10.3	19.5

The accompanying notes to the Consolidated Financial Statements form an integral part of these financial statements.

# **Consolidated Statement of Comprehensive Income**

for the year ended 31 December 2010

		2010	2009
	Notes	£m	£m
(Loss)/profit for the year		(13.4)	18.7
Other comprehensive income/(expense):			
Foreign exchange movements on translation of foreign operations		(4.7)	(15.2)
Foreign exchange transfer to Income Statement on liquidation of subsidiary		(1.3)	-
Actuarial gains/(losses) on defined benefit pension schemes	25(d)	10.4	(27.2)
Gains on available for sale financial investments	14	1.3	0.1
Tax (expense)/income on items taken directly to equity	9	(3.5)	7.6
Other comprehensive income/(expense) for the year		2.2	(34.7)
Total comprehensive expense for the year		(11.2)	(16.0)
Total comprehensive (expense)/income attributable to:			
Equity holders of the parent		(14.4)	(18.8)
Minority interests		3.2	2.8
		(11.2)	(16.0)

# **Consolidated Statement of Financial Position**

as at 31 December 2010

	Notes	31 December 2010 £m	31 December 2009 £m
Assets Non-current assets Property, plant and equipment Intangible assets:	12	8.3	8.4
– Goodwill     – Management contracts     – Software and licences	13 13 13	611.9 175.5 1.0	595.1 206.7 0.6
Financial investments Other receivables Deferred acquisition costs Deferred tax assets	13 14 20 16 17(a)	788.4 3.5 2.0 6.0 30.9	802.4 2.2 1.9 6.4 34.3
Total non-current assets		839.1	855.6
Current assets Financial investments Reinsurance assets Stock of units and shares Deferred acquisition costs Trade and other receivables Current tax receivable Cash and cash equivalents:	18(a)(i) 19 18(a)(ii) 16 20	548.7 2.0 0.1 2.8 162.6 0.1	634.9 1.9 0.3 2.6 91.4 5.8
– Policyholders	21 21	178.8 23.4	186.2 27.7
	21	202.2	213.9
Total current assets		918.5	950.8
Total assets		1,757.6	1,806.4
Liabilities Non-current liabilities Interest bearing loans and borrowings Other payables Provisions Pension deficit Employee benefits Deferred income Other financial liabilities Deferred tax liabilities	22 23 24 25 27 28 17(a)	273.7 12.1 8.1 27.6 11.6 8.1 49.5 48.1	253.9 6.7 10.1 46.7 9.6 9.1 60.4 58.3
Total non-current liabilities		438.8	454.8
Current liabilities Investment contract liabilities Insurance contract liabilities Interest bearing loans and borrowings Trade and other payables Provisions Employee benefits Members' liabilities Deferred income Other financial liabilities Current tax payable	29 30 22 23 24 27 28	559.2 2.0 - 138.5 9.0 24.3 4.4 3.7 4.5 1.6	649.9 1.9 10.0 64.1 8.9 21.3 - 3.8 1.3 1.3 1.5
Total current liabilities		747.2	762.7
Total liabilities		1,186.0	1,217.5
Equity Ordinary Share capital Share premium account Capital Redemption reserve Merger reserve Other reserves Retained earnings	31 32 32 32 32 32 32 32	0.5 51.8 0.8 383.3 (19.5) 138.2	0.5 33.8 0.8 416.6 (14.5) 132.5
Total equity attributable to equity holders of the parent Minority interests	32	555.1 16.5	569.7 19.2
Total equity		571.6	588.9
Total liabilities and equity		1,757.6	1,806.4

The Consolidated Financial Statements were approved by the Board of Directors and authorised for issue on 6 April 2011. They were signed on its behalf by:

KS Branon

Alan Quian

Edward Bramson Chairman

Alain Grisay Chief Executive

The accompanying notes to the Consolidated Financial Statements form an integral part of these financial statements.

Annual Report and Financial Statements 2010

# **Consolidated Statement of Changes in Equity**

for the year ended 31 December 2010

	Ordinary Share capital £m	Share premium account £m	Capital Redemption reserve £m	Merger reserve £m	Foreign currency translation reserve £m	Fair value reserve £m	Acquisition reserve £m	Retained earnings £m	Minority interests £m	Total equity £m
Balance at 1 January 2009	0.5	33.8	-	456.8	65.3	1.3	(66.0)	119.4	18.7	629.8
Profit for the year Other comprehensive	-	-	-	-	-	-	-	15.9	2.8	18.7
(expense)/income	-	-	-	-	(15.2)	0.1	-	(19.6)	-	(34.7)
Total comprehensive										
(expense)/income	-	-	-	-	(15.2)	0.1	-	(3.7)	2.8	(16.0)
Realised element of merger										
reserve to offset amortisation										
of intangible assets	-	-	-	(40.2)	-	-	-	40.2	-	-
Purchase of own shares	-	-	-	-	-	-	-	(7.4)	-	(7.4)
Share-based payment										
charges credited to equity	-	-	-	-	-	-	-	14.3	-	14.3
Transfer to Capital Redemption										
reserve on redemption of										
Preference Share capital	-	-	0.8	-	-	-	-	(0.8)	-	-
Final 2008 dividend paid	-	-	-	-	-	-	-	(19.8)	-	(19.8)
Interim 2009 dividend paid	-	-	-	-	-	-	-	(9.7)	-	(9.7)
Distributions to minority interests	-	-	-	-	-	-	-	-	(2.3)	(2.3)
Balance at 31 December 2009	0.5	33.8	0.8	416.6	50.1	1.4	(66.0)	132.5	19.2	588.9
(Loss)/profit for the year	-	-	-	-	-	-	-	(16.6)	3.2	(13.4)
Other comprehensive										
(expense)/income	-	-	-	-	(6.0)	1.0	-	7.2	-	2.2
Total comprehensive										
(expense)/income	-	-	-	-	(6.0)	1.0	-	(9.4)	3.2	(11.2)
Realised element of merger										
reserve to offset amortisation										
of intangible assets	_	_	-	(33.3)	_	_	-	33.3	_	_
Transfer of investment in own shares	6			()						
into equity on acquisition of TRC	_	_	_	_	_	-	_	(0.8)	_	(0.8)
Purchase of own shares	_	_	_	_	-	-	_	(9.7)	-	(9.7)
Settlement proceeds received								. ,		. ,
on disposal of own shares	_	_	_	_	-	-	_	1.1	-	1.1
Share-based payment										
charges credited to equity	_	_	_	_	-	-	_	19.5	-	19.5
Share capital allotted on										
placement of shares	_	14.2	-	_	_	_	-	_	_	14.2
Share capital allotted in respect of										
TRC Commutation arrangements	_	3.8	_	_	-	-	-	(3.8)	-	_
Final 2009 dividend paid	_	-	_	_	-	-	-	(19.4)	-	(19.4)
Interim 2010 dividend paid	_	_	_	_	-	-	-	(5.1)	-	(5.1)
Distributions to minority interests	_	_	_	_	_	-	-	(011)	(5.9)	(5.9)
Balance at 31 December 2010	0.5	51.8	0.8	383.3	44.1	2.4	(66.0)	138.2	16.5	571.6
	0.0	51.0	0.0	000.0		2.4	(00.0)	100.2	10.0	011.0

The total of foreign currency translation reserve, fair value reserve and acquisition reserve constitutes 'Other reserves' as disclosed in the Consolidated Statement of Financial Position and amounts to a debit of £19.5m at 31 December 2010 (31 December 2009: £14.5m debit).

Cumulative defined benefit pension scheme actuarial losses (as disclosed in note 25(d)) recognised as at 31 December 2010 are £34.3m which are included in retained earnings (31 December 2009: £44.7m).

The share premium recognised during 2010 is stated net of £0.4m of transaction expenses associated with the related share placing.

The accompanying notes to the Consolidated Financial Statements form an integral part of these financial statements.

# **Consolidated Statement of Cash Flows**

for the year ended 31 December 2010

	Notes	2010 £m	2009 £m
Cash flows from operating activities	Notes	2.111	LIII
Operating loss		(3.1)	(5.9)
Cash outflow relating to restructuring costs <sup>+</sup>		(3.9)	-
Adjustments for non-cash items	33(a)	72.8	58.5
Changes in working capital and provisions	33(a)	(26.3)	(27.9)
Cash generated from operating activities*		39.5	24.7
Income tax paid		(4.8)	(16.4)
Net cash inflow from operating activities		34.7	8.3
Cash flows from investing activities			
Acquisition of property, plant and equipment		(1.1)	(0.9)
Proceeds from disposal of property, plant and equipment		0.1	-
Purchase of software and licences		(0.7)	(0.2)
Loan repayment from former associate		-	0.5
Payments to acquire investments		(1.2)	(1.6)
Proceeds from disposal of investments		3.0	6.5
Consideration payment for the acquisition of TRC		(33.6)	-
Fair value of cash acquired with the acquisition of TRC		27.2	-
Expenses of acquisitions <sup>#</sup>		(0.1)	(0.2)
Investment income – interest and dividends		1.1	2.5
Net cash (outflow)/inflow from investing activities		(5.3)	6.6
Cash flows from financing activities			
Proceeds from issue of share capital		14.2	-
Drawdown of acquisition loan facility		15.0	-
Repayment of acquisition loan facility		(15.0)	-
Proceeds from issue of Guaranteed Loan Notes 2016	22	20.0	25.0
Repayment of Floating Rate Secured Notes 2010	22	(10.0)	(25.0)
Expenses in respect of debt arrangements		(1.6)	(1.3)
Interest paid on Loan Notes		(20.8)	(19.8)
Other interest paid		(0.2)	(0.2)
Equity dividends paid	11	(24.5)	(29.5)
nterest on Preference Shares		-	(0.1)
Repayment of Preference Share capital		-	(0.8)
Distributions to minority interests		(5.9)	(2.3)
Purchases of own shares		(9.7)	(7.4)
Proceeds of disposal of own shares		1.1	-
Net cash outflow from financing activities		(37.4)	(61.4)
Net decrease in cash and cash equivalents		(8.0)	(46.5)
Effect of exchange rate fluctuations on cash held		(3.7)	(9.4)
Cash and cash equivalents at 1 January		213.9	269.8
Cash and cash equivalents at 31 December	21	202.2	213.9
Cash and cash equivalents			
Shareholders	21	178.8	186.2
Policyholders	21	23.4	27.7
	21	202.2	213.9

<sup>+</sup> Cash payment in respect of restructuring costs recognised on previous acquisitions.

\* Cash inflows from operating activities includes investments and disinvestments relating to unit-linked assets attributable to policyholders in the Group's insurance company. These activities can result in significant fluctuations in "cash flows from operating activities".

# Cash flows relating to acquisitions before 1 January 2010.

#### Non-cash transactions

During 2010, a total of 6,085,996 Ordinary Shares were issued during the year in respect of TRC Initial and Deferred Commutation consideration. The fair value of these shares was £3.8m.

During 2009, £135.0m of Fixed/Floating Rate Subordinated Notes 2016/2026 were exchanged for £104.7m of Guaranteed Fixed Rate Loan Notes 2016, as detailed in note 22.

The accompanying notes to the Consolidated Financial Statements form an integral part of these financial statements.

# **Accounting Policies**

#### Basis of preparation and statement of compliance

These are the Consolidated Financial Statements of F&C Asset Management plc and its subsidiaries ('the Group') which have been prepared on a going concern basis and in accordance with International Financial Reporting Standards, as adopted by the European Union ('adopted IFRS'), and those parts of the Companies Act 2006 applicable to companies reporting under adopted IFRS. These Consolidated Financial Statements are presented in millions of pounds Sterling, rounded to one decimal point, except where otherwise indicated.

# **Going concern**

The Group's business activities, together with the factors likely to affect its future development, performance and position are set out in the Business Review on pages 2 to 20. The financial position of the Group, its cash flows and liquidity position are also described in the Business Review. In addition, note 36 to the Financial Statements includes the Group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and its exposure to credit risk and liquidity risk.

The Group has considerable financial resources together with longterm contracts with a number of clients across different geographic areas and industries. After making enquiries, the Directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing these Financial Statements.

# New or revised standards

The Group has adopted the following new or revised standards and interpretations as of 1 January 2010:

#### (a) IFRS3 (Revised): Business Combinations and IAS 27: Consolidated and Separate Financial Statements (Revised)

This has resulted in a revision to the accounting policy on business combinations. The most significant changes to the existing policy are:

- Acquisition costs are now expensed in the Income Statement whereas previously they were included in the cost of the acquisition;
- Changes to contingent consideration classified as equity resulting from events after the date of acquisition are recognised directly in equity whereas previously there was an adjustment to goodwill; and
- Other changes to contingent consideration after the date of acquisition are recognised in profit or loss whereas previously there was an adjustment to goodwill.

These changes are not retrospective and do not affect business combinations prior to 1 January 2010.

- (b) The amendments to the following standards and new interpretations below did not have any impact on the accounting policies, financial position or performance of the Group:
  - IFRS 2 Share-based Payment: Amendments relating to group cash-settled share-based payment transactions;
  - IFRS 5 Non-current Assets Held for Sale and Discontinued Operations (Amendments April 2009);
  - IFRS 8 Operating Segments (Amendments April 2009);
  - IAS 1 Presentation of Financial Statements (Amendments April 2009);
  - IAS 7 Statements of Cash Flows (Amendments April 2009);
  - IAS17 Leases (Amendments April 2009);
  - IAS36 Impairment of Assets (Amendments April 2009); and
  - IAS39 Financial Instruments: Recognition and Measurement (Amendments March 2009).

#### **Parent Company Financial Statements**

The parent Company has continued to present individual Financial Statements prepared on a UK GAAP basis as permitted by section 395(1) of the Companies Act 2006, adopting the exemption of omitting the Profit and Loss Account and related notes conferred by section 408 of that Act. The Company Financial Statements, together with their respective accounting policies and notes, are presented on pages 128 to 142.

#### Accounting estimates, assumptions and judgements

The preparation of the Financial Statements necessitates the use of estimates, assumptions and judgements. These estimates, assumptions and judgements affect the reported amounts of assets, liabilities, contingent assets and contingent liabilities at the reporting date as well as the reported income and expenses for the year. While estimates are based on management's best knowledge and judgement using information and financial data available to them, the actual outcome may differ from these estimates.

The key sources of estimation, uncertainty and critical judgements in applying accounting policies are disclosed, where appropriate, in the following notes to the Consolidated Financial Statements:

### (a) Impairment testing of intangible assets

The projected revenue growth, projected operating cost growth and discount rates applied to cash flow projections, as disclosed in note 13.

### (b) Pension assumptions

The mortality assumptions, expected rates of return, discount rates, rates of salary increases and rate of inflation increases, as disclosed in note 25.

### (c) Minority interest put options

The fair value of the F&C REIT minority interest put options is subject to uncertainties in respect of future performance and other factors impacting the valuation of the F&C REIT Group. Details of these put options are disclosed in note 28.

#### (d) Provisions

Onerous contract provisions for premises are subject to uncertainties over time, including market rent reviews and break-options within the lease arrangements. The F&C Partners litigation dispute is subject to determination in the High Court. While there are a number of possible outcomes to this trial, the Directors continue to recognise a provision in respect of the totality of matters in dispute. Details of provisions are disclosed within note 24.

#### (e) Share-based payments

The share-based payment expense in respect of the TRC Commutation arrangements, as detailed in note 15(a) and 26(g), is dependent upon whether the underlying put and call options are exercised and, if exercised, the expense will vary according to a number of variables, including the level of earnings of the respective Investment Teams and the latest audited financial results of the F&C Group.

The final F&C REIT variable minority interest share-based payment expense will depend on the extent of the F&C REIT financial results over the remainder of the performance periods and, if the performance criteria are achieved, the value of F&C REIT business at the vesting date. Details are given in note 26(c).

#### (f) Deferred tax assets

The quantum of deferred tax assets recognised, as detailed in note 17, is based upon assumptions as to the future profitability of the underlying companies to which they relate.

#### (g) TRC contingent consideration

The conditional consideration payable in respect of the acquisition of TRC is an estimate but is dependent upon the level of future earnings of the TRC Group at two specific dates, as detailed in note 15(a).

#### Summary of significant accounting policies

The accounting policies set out below have been applied consistently throughout the Group for the purposes of the Consolidated Financial Statements for the years ended 31 December 2010 and 31 December 2009, aside from any new or revised standards applicable for the first time in the current year.

#### (a) Consolidation

# (i) Subsidiaries

Subsidiaries are entities over which the Group has the power, directly or indirectly, to govern the financial and operating policies so as to obtain benefits from their activities. Subsidiaries follow accounting policies consistent with those of the Group, unless there is a requirement for the subsidiary to follow a different accounting treatment, in which case, consolidation adjustments are made to align the treatment of such subsidiaries within the Consolidated Financial Statements. The subsidiaries all have coterminous reporting periods, with three exceptions.

The Consolidated Financial Statements incorporate the assets, liabilities, results and cash flows of the Company and its subsidiaries. The results of subsidiaries acquired or sold during the period are included in the consolidated results from the date of acquisition or up to the date of disposal. Intra-group balances and any unrealised gains and losses or income and expenses arising from intra-group transactions are eliminated in preparing the Consolidated Financial Statements.

Minority interests represent the portion of profit or loss and net assets in subsidiaries not held by the Group and are presented separately in the Consolidated Income Statement ('Income Statement') and within equity in the Consolidated Statement of Financial Position ('Statement of Financial Position'), separately from parent shareholders' equity.

#### (ii) Business combinations

IFRS 3 (Revised) (relating to Business Combinations from 1 January 2010)

A business combination is the bringing together of separate entities or businesses into one reporting entity. The result is that one entity, the acquirer, obtains control of one or more entities or businesses. The acquisition date is the date on which the acquirer obtains control of the acquiree.

The cost of an acquisition is measured at the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets and liabilities acquired and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The excess of the cost of the acquisition over the fair value of the Group's share of identifiable net assets acquired is recorded as goodwill. Acquisition-related expenses are expensed in the Income Statement.

*IFRS 3 (relating to Business Combinations prior to 2010)* A business combination is the bringing together of separate entities or businesses into one reporting entity. The result is that one entity, the acquirer, obtains control of one or more entities or businesses.

The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets and liabilities acquired and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The excess of the cost of the acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill.

#### (b) Foreign currencies

The Group's presentational currency is Sterling. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured in that functional currency.

#### (i) Foreign currency transactions

Transactions in foreign currencies are translated into the functional currency at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated at the exchange rate ruling at the reporting date, and any exchange differences arising are taken to the Income Statement.

Non-monetary assets and liabilities, other than intangible assets arising on the acquisition of foreign operations (measured at historical cost in a foreign currency), are translated using the exchange rate at the date of transaction and are not subsequently restated. Non-monetary assets and liabilities stated at fair value in a foreign currency are translated at the exchange rate at the date the fair value was determined. When fair value movements in assets and liabilities are reflected in the Income Statement, the corresponding exchange movements are also recognised in the Income Statement. Similarly, when fair value movements in assets and liabilities are reflected directly in equity, the corresponding exchange movements (except any relating to available for sale monetary assets) are also recognised directly in equity.

#### (ii) Foreign operations

The functional currency of foreign operations is predominantly the Euro.

The assets and liabilities of, or relating to, foreign operations are translated into Sterling at foreign exchange rates ruling at the reporting date. The revenues and expenses of foreign operations are translated to Sterling at foreign exchange rates approximating to the rates ruling at the dates of the transactions. Foreign exchange differences arising on translation of foreign operations into Sterling, including related intangible assets, are recognised directly in the Group's Foreign Currency Translation Reserve ('FCTR'), which is a separate component of equity, and reported in the Statement of Comprehensive Income. These exchange differences are recognised as income or expenses in the period in which the foreign operations are disposed of.

#### (c) Revenue recognition

Management fees, investment advisory fees and other revenue generated from the Group's asset management activities are recognised in the Income Statement over the period for which these investment management services are provided.

Initial fees received in advance, arising on Open Ended Investment Company ('OEIC') contracts, are taken to the Statement of Financial Position and amortised over the period of the asset management service. The Group enters into standard contractual terms for all investors. Therefore, the period of provision of asset management services is estimated based upon the Group's experience of the average holding periods of OEIC investors. The average holding period is reassessed on an annual basis.

The Group is entitled to earn performance fees from a number of clients if the actual investment performance of clients' assets exceeds defined benchmarks by an agreed level of outperformance, generally in a set time period. Most of the Group's performance fee arrangements are assessed on a calendar year basis. Performance fees are recognised when the quantum of the fee can be estimated reliably, which is when the performance period ends, when this occurs on or before the reporting date, or where there is a period of less than six months remaining to the end of the performance period and there is evidence at the reporting date which suggests that the current performance will be sustainable.

#### (d) Leases

All leases entered into by the Group are operating leases, being leases where the lessor retains substantially all the risks and rewards of ownership of the leased asset. Rentals paid under operating leases are charged to the Income Statement on a straight-line basis over the lease term. Lease incentives are recognised by the Group as a reduction in the rental expense, allocated on a straight-line basis over the lease term. Accounting policy "(s) Provisions" discusses the recognition of provisions on onerous property leases when the leased space has ceased to be occupied by the Group.

#### (e) Fee and commission expenses

Fee and commission expenses comprise two main elements – costs associated with gaining new OEIC asset management contracts and subsequent commission paid to agents. The costs associated with gaining OEIC contracts are deferred and amortised over the estimated term of the contracts (in line with the treatment of the associated initial OEIC fees received), while the subsequent renewal commission paid to agents is expensed as the services are provided.

#### (f) Exceptional income and costs

Where the Group incurs significant non-recurring expenditure or earns significant non-recurring income in respect of items that arise outwith the Group's normal business activities and which are sufficiently material to warrant separate disclosure, then such items are disclosed in the Income Statement as exceptional items, either separately or collectively, depending on their nature.

# (g) Finance revenue

Finance revenue comprises interest, dividends, expected return on pension assets and fair value adjustments through the Income Statement in respect of shareholder investments. Dividend income is recognised when the right to receive payment is established. Interest income is recognised in the Income Statement on an effective interest rate basis as it accrues.

#### (h) Finance costs

Finance costs comprise interest payable on borrowings, interest on pension liabilities, amortisation of loan issue costs, unwinding of discount on provisions and dividends on Preference Shares. Borrowing costs are recognised in the Income Statement on an effective interest rate basis.

#### (i) Income taxes

The income tax expense or income disclosed on the face of the Income Statement represents the aggregate of current tax and the movement in deferred tax. Income tax is recognised in the Income Statement for the period, except to the extent that it is attributable to a gain or loss that is recognised directly in equity. In such cases the gain or loss shown in equity is stated separately from the attributable income tax.

Current tax is the expected tax payable to, or receivable from, the taxation authorities on the taxable profit for the period, using tax rates enacted or substantively enacted at the reporting date, and includes any adjustment to tax payable in respect of previous years.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amount of assets and liabilities in the Financial Statements and the corresponding tax basis used in the computation of taxable profit, accounted for using the reporting date liability method.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised, based on tax rates and laws enacted or substantively enacted at the reporting date. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised, except:

- Where the deferred tax asset or liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination that at the time of the transaction affects neither the accounting nor taxable profit or loss; or
- In respect of taxable or deductible temporary differences associated with investments in subsidiaries and associates, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the asset to be recovered.

Any income tax expense or income in respect of taxable gains or losses attributable to policyholders falls to be borne by or to the benefit of the Group's unit-linked policyholders. As a result, the Directors consider it appropriate to differentiate on the face of the Income Statement between tax attributable to policyholders and that attributable to shareholders.

#### (j) Property, plant and equipment

Property, plant and equipment is stated at cost less accumulated depreciation and accumulated impairment losses.

Expenditure on property, plant and equipment is capitalised on initial recognition. Subsequent expenditure is only capitalised when it is probable that there will be future economic benefits associated with the expenditure which can be measured reliably. All other expenditure is recognised in the Income Statement as an expense as incurred.

Property, plant and equipment is depreciated so as to write off the cost of assets, using the straight-line method, over their estimated useful lives, as follows:

Leasehold improvements	<ul> <li>over 10 years</li> </ul>
Motor vehicles	- over 3-4 years
Office furniture & equipment	- over 3-5 years
Computer equipment	- over 3-4 years

Depreciation is recognised as an expense in the Income Statement.

The carrying value of assets and their useful lives are reviewed at each reporting date. If an indication of impairment exists, the assets are written down to their recoverable amount and the impairment is charged to the Income Statement in the period in which it arises.

An item of property, plant and equipment is derecognised upon disposal or when no further future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (calculated as the fair value less costs to sell) is included in the Income Statement in the year the asset is derecognised.

#### (k) Intangible assets

#### (i) Goodwill

Goodwill arising from a business combination is initially measured at cost, being the excess of the cost of the business combination over the Group's interest in the fair value of the identifiable assets and liabilities and contingent liabilities. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses.

Business combinations arising after 1 July 2002 and before 31 December 2009 were accounted for under IFRS 3: Business Combinations using the purchase method. Where the initial amount of goodwill can only be determined on a provisional basis at the end of the financial reporting period, adjustments are made to the amount of goodwill up to 12 months from the date of acquisition. Other adjustments to goodwill are made for amounts that are contingent on future events and on the realisation of potential benefits of the acquiree's tax losses carried forward and other deferred tax assets that did not satisfy the criteria for separate recognition on acquisition.

Business combinations arising after 31 December 2009 are accounted for under IFRS 3 (Revised): Business Combinations. Where the initial amount of goodwill can only be determined on a provisional basis at the end of the financial reporting period, adjustments are made to the amount of goodwill up to 12 months from the date of acquisition to the extent that they relate to revisions to the quantum of net assets acquired. Any adjustment to the initial consideration, including amounts which are conditional upon performance criteria, are recognised in the Income Statement in the period in which the subsequent change arises.

Goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

#### (ii) Investment management contracts

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less accumulated amortisation and any accumulated impairment losses.

The useful lives of management contracts are finite and such contracts are amortised on a straight-line basis over their estimated useful lives or average contractual term, with amortisation being charged to the Income Statement. The amortisation period is reviewed at each financial year end. Details of estimated useful lives are shown in note 13.

#### (iii) Software and licences

Separately purchased intangible assets have a finite life and are shown at cost less accumulated amortisation and any accumulated impairment losses. Amortisation is charged to the Income Statement in equal annual instalments, based on the following useful economic lives:

Software – 3 years Licences – over the contractual term (3-5 years)

Subsequent expenditure on capitalised intangible assets is expensed as incurred.

#### (I) Impairment of intangible assets

At each reporting date the Group assesses whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing is required, the Group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cashgenerating unit's fair value less costs to sell and its value in use, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Any impairment arising is recognised in the Income Statement. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

For the purpose of impairment testing, goodwill acquired in a business combination is allocated to a cash-generating unit, or group of cash-generating units, that are expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is so allocated represents the lowest level within the Group at which the goodwill is monitored for internal management purposes.

Where goodwill forms part of a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation.

Except for any goodwill impairments, which cannot be reversed, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. In such a case the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation or amortisation, had no impairment loss been recognised for the asset in prior years. Such reversals are recognised in the Income Statement. After such a reversal, the amortisation or depreciation charge is adjusted in future periods to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining useful life.

#### (m) Financial instruments

Financial instruments are recognised initially at fair value, plus directly attributable transaction costs, in the case of investments not at fair value through profit or loss.

The fair value of instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices (mid price for OEICs) at the close of business on the reporting date. For investments where there is no active market, fair value is determined using valuation techniques. Such techniques include using: recent arm's length market transactions; reference to the current market value of another instrument which is substantially the same; or discounted cash flow analysis and option pricing models.

Financial instruments are classified into the categories described below:

(i) Financial instruments at fair value through profit or loss include investments that are held for trading purposes or that have been specifically designated as 'at fair value through profit or loss'. They are carried in the Statement of Financial Position at fair value and movements in fair value are taken to the Income Statement in the period in which they arise. The following assets and liabilities are classified as financial instruments at fair value through profit or loss:

Current assets:

- Financial investments
- Stock of units and shares

Current liabilities:

- Investment contract liabilities
- Other financial liabilities

Non-current liabilities:

• Other financial liabilities

The Group has adopted "trade date" accounting for purchases or sales of financial assets under a contract whose terms require delivery of the asset within the time frame established in the marketplace concerned. Accordingly, such financial instruments are recognised on the date the Group commits to the purchase of the investments, and are derecognised on the date it commits to their sale.

The Group has adopted the Fair Value Option in IAS 39, which enables the liabilities in respect of the Group's unitlinked investment contracts to be matched to the fair value of the related assets which are solely attributable to the investment contract policyholders, thus reflecting the contractual entitlement of the policyholders. Differences in fair values are taken to the Income Statement.

(ii) Available for sale financial assets are also carried at fair value in the Statement of Financial Position. In respect of unquoted instruments, or where the market for a financial instrument is not active, fair value is established by using recognised valuation methodologies, in accordance with International Private Equity and Venture Capital Valuation Guidelines. Where insufficient information exists to produce a valuation then the price of recent investments is used. Such techniques include using: recent arm's length market transactions; reference to the current market value of another instrument which is substantially the same; or discounted cash flow analysis and option pricing models.

For unquoted investments in early stage enterprises and enterprises with revenues but without significant profits or significant positive cash flows, fair value is determined using the "Price of a Recent Investment" method. Repayments are treated as reductions to carrying value. After an appropriate period, an assessment is made as to whether the circumstances of the investment have changed such that another valuation methodology is appropriate, and whether there is any evidence of deterioration or strong defensible evidence of an increase in value. In the absence of these indicators, fair value is determined to be that reported at the previous reporting date.

Unquoted investments with revenues, maintainable profits and/or maintainable cash flows are valued by deriving an Enterprise Value of the underlying business.

Movements in fair value, other than impairment losses and foreign exchange movements on monetary assets, are taken to the fair value reserve in equity until derecognition of the asset, at which time the cumulative amount in this reserve is recognised in the Income Statement. The following assets are classified as available for sale:

#### Non-current assets:

Financial investments

(iii) Loans and receivables are measured on initial recognition at fair value plus any directly attributable transaction costs incurred. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest rate method. Gains and losses are recognised in the Income Statement when loans and receivables are derecognised or impaired, as well as through the amortisation process. The following assets are classified as loans and receivables:

Non-current assets:

Other receivables

Current assets:

- Cash and cash equivalents
- Trade and other receivables
- (iv) Other financial liabilities include the minority interest put options and forward currency contracts which are recognised at fair value through profit or loss.

The minority interest put options, over equity in majority owned subsidiaries, are recognised at fair value at the reporting date. Upon initial recognition the fair value of the put option is debited to equity. Subsequent movements to the fair value are reflected in the Income Statement. Fair value is the amount at which a derivative could be exchanged in a transaction at the reporting date between willing parties.

The remaining financial liabilities are recognised at amortised cost using the effective interest rate after initial recognition. The following liabilities are classified as other financial liabilities:

Non-current liabilities:

- Interest bearing loans and borrowings
- Other payables

Current liabilities:

- Trade and other payables
- Interest bearing loans and borrowings

Expenses incurred in respect of raising capital on interest bearing loans and borrowings are amortised over the term of the loan on an effective interest rate basis. These expenses are offset against the loan amount.

#### Derecognition of financial assets and liabilities Financial assets

A financial asset or, where applicable, a part of a financial asset, is derecognised when the rights to receive cash flows from the asset have expired.

#### Financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged, cancelled or expires.

#### Impairment of financial assets

The Group assesses at each reporting date whether a financial asset or group of financial assets is impaired.

#### Assets carried at amortised cost

If there is objective evidence that an impairment loss on loans and receivables carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in the Income Statement.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in the Income Statement to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

#### Available for sale financial assets

If an available for sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation) and its current fair value, less any impairment loss previously recognised in the Income Statement, is transferred from equity to the Income Statement. Reversals in respect of equity instruments classified as available for sale are not recognised in the Income Statement. Reversals of impairment losses on debt instruments are taken through the Income Statement if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognised in the Income Statement.

#### (n) Cash and cash equivalents

Cash and cash equivalents comprise cash balances, deposits held at call with banks and other short-term, highly liquid investments in money market instruments with original maturity dates of three months or less.

#### (o) Investment contracts

The Group sells unit-linked pension investment contracts through its insurance entity, F&C Managed Pension Funds Limited ('MPF'). These unit-linked contracts involve both the transfer of a financial instrument and the provision of investment management services. The financial instrument component is classified as a financial liability at fair value through profit or loss. The financial liability is measured using a valuation technique based on the carrying value of the assets and liabilities that are held to back the contract, adjusted to take account of the effect on the liabilities of discounting for the time value of tax payments on assets sold in the fund.

Unit-linked policyholder assets held by MPF and related policyholder liabilities are carried at fair value, with changes in fair value taken to profit or loss.

Amounts received from and paid to investors under these contracts are accounted for as deposits received or paid and therefore not recorded in the Income Statement. At the reporting date the value of these contracts is stated at an amount equal to the fair value of the net assets held to match the contractual obligations.

#### (p) Insurance contract liabilities

Insurance contract liabilities are measured in accordance with actuarial principles and guidance. Any change in the value of the liability is taken to "Movement in fair value of unit-linked liabilities" in the Income Statement. Where these liabilities are reinsured, the element of the risk reinsured is valued on the same basis as the related liability and is included as an asset in the Statement of Financial Position. Changes in the value of the asset are taken to the Income Statement. Amounts recoverable under reinsurance contracts are assessed for impairment at each reporting date.

#### (q) Employee and member benefits

#### (i) Short-term employee benefits

Short-term employee benefits are recognised as an undiscounted expense and liability when the employee has rendered services during an accounting period. Short-term compensated absences are recognised, in the case of accumulating compensated absences, when the employees render service that increases their entitlement to future compensated absences or, in the case of non-accumulating compensated absences, when the absences occur.

#### (ii) Profit-sharing and bonus payments

These are recognised when there is a present legal or constructive obligation to make such payments as a result of past events and a reliable estimate of the obligation can be made.

(iii) Profit entitlement of members of Limited Liability Partnerships Where a member of a Limited Liability Partnership ('LLP') has an automatic entitlement to distributions of partnership profits in respect of their services, an expense ('Distributions to members of LLPs') and a liability ('Members Liabilities') are recognised as their services are rendered during an accounting period.

### (iv) Pension obligations

#### Defined benefit schemes

The Group operates a number of defined benefit pension arrangements. These schemes provide benefits based on final pensionable salary. The assets of the funded schemes are held in separate trustee administered funds.

The pension liability recognised in the Statement of Financial Position is the present obligation of the employer, which is the estimated present value of future benefits that employees have earned in return for their services in the current and prior years, less the value of the plan assets in the schemes. The discount rate applied to the employees' benefits is the appropriate AA corporate bond yield at the reporting date. A qualified actuary performs the calculation annually using the projected unit credit method. The pension costs of the schemes in the Income Statement are analysed into:

- Current service cost, which is the actuarially calculated present value of the benefits earned by the active employees in each period;
- Past service costs, which relate to employee service in prior periods, and arise as a result of the introduction of, or improvement to, retirement benefits in the current period. These are recognised in the Income Statement on a straight-line basis over the period in which the increase in benefits vests;
- Settlements or curtailments recognised in the Income Statement to the extent that they are not allowed for in the actuarial assumptions. Gains or losses on settlements or curtailments are recognised at the date on which there is a demonstratable commitment to making a significant reduction in the number of employees covered by the plan or an amendment to the terms of the plan;
- The expected return on pension assets recognised within 'Finance revenue'; and
- The interest on pension obligations recognised in 'Finance costs'.

The actuarial gains and losses, which arise from any new valuation and from updating the previous actuarial valuation to reflect conditions at the reporting date, are taken in full to the Statement of Comprehensive Income for the period.

#### Defined contribution schemes

Contributions made to these schemes are charged to the Income Statement as they become payable in accordance with the rules of the scheme.

#### (v) Other long-term employee benefits

Other long-term employee benefits are recognised at the discounted present value of the obligation at the reporting date. The benefit is determined using actuarial techniques to estimate the amount of benefit employees have earned for their services at the reporting date.

#### (vi) Termination benefits

Termination benefits are recognised as a liability and an expense when the Group is committed to the termination of employment before the normal retirement date. A commitment to such termination benefits arises when the Group has initiated detailed plans which cannot realistically be withdrawn.

#### (r) Share-based payments

The Group operates a number of share scheme arrangements which require to be accounted for as share-based payments.

All grants of shares, share options or other share-based instruments that were granted after 7 November 2002 have been recognised as an expense. Where applicable, the fair values of share-based payment awards are measured using a valuation model applicable to the terms of the awards (Black Scholes, Binomial or Monte Carlo simulation). The fair value is measured by an independent external valuer at the date the award is granted and the expense is spread over the period during which the employees become unconditionally entitled to exercise the awards, known as the vesting period. Where options exist for awards to vest on more than one date, the expense is initially spread over the period to the earliest possible vesting date. The cumulative expense recognised in the Income Statement is equal to the estimated fair value of the award multiplied by the number of awards expected to vest. Vesting of awards typically depends upon meeting defined performance criteria such as underlying earnings per share ('EPS') targets and/or share price return targets or continued employment.

The fair value of share-based payment awards, where it is not considered possible to estimate reliably the fair value of these awards at the grant date, is determined by measurement of the equity instruments at intrinsic value. The intrinsic value is spread over the vesting period.

Vesting of equity-settled employee share awards depends upon meeting "market" and/or "non-market related" performance conditions. The type of vesting criteria affects the calculation of the expense charged to the Income Statement and subsequent adjustments, as follows:

- (i) Non-market related conditions are performance criteria not directly linked to Company share price targets, such as EPS targets and/or continued employment. The probability of meeting non-market conditions is incorporated into the expense charge via the estimate of the number of awards expected to vest. The total cumulative expense is reassesed at each reporting date and is ultimately adjusted to reflect the actual number of awards which vest. Therefore, if no awards vest, no cumulative expense charge is ultimately recognised.
- (ii) Market related conditions are performance criteria linked to Company share price targets. The probability of meeting market conditions is incorporated into the calculation of the fair value of the award. Should the market-based performance condition not ultimately be met, no "true up/down" adjustment is made to reflect this. Therefore, an expense charge is made whether market-based awards ultimately vest or not.

IFRS 2: Share-based Payment makes a distinction between awards settled in equity and those settled in cash. Equitysettled awards are charged to the Income Statement with a corresponding credit to equity. Cash-settled awards are charged to the Income Statement with a corresponding credit to liabilities. The estimated fair value of cash-settled awards is re-measured at each reporting date until the payments are ultimately settled.

Awards to employees treated as "good leavers" or employees who cancel their savings contracts (under the Share Save Scheme) vest immediately and the remaining full expense of the awards is charged to the Income Statement at that time. Good leavers include retirees and involuntary redundancies.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of EPS.

#### (s) Provisions

A provision is recognised in the Statement of Financial Position when the Group has a legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. No provision is established where a reliable estimate of the obligation cannot be made.

Where the Group expects some or all of a provision to be recovered from external parties, the recovery is recognised as a separate asset but only when the reimbursement is virtually certain.

Where the Group has obligations under property leases and where the space has ceased to be used for the purposes of the business, full provision is made for future net outstanding liabilities under such leases after taking into account the effect of any expected sub-letting arrangements.

#### (t) Share capital

When shares are issued, any component that creates a financial liability of the Company or Group is presented as a liability in the Statement of Financial Position, measured initially at fair value, net of transaction costs and thereafter at amortised cost until extinguished on conversion or redemption.

The remainder of the issue proceeds is allocated to the equity component and included in shareholders' equity, net of transaction costs.

#### Ordinary Share capital

When Ordinary Shares are repurchased, the amounts of consideration paid, including directly attributable costs, are recognised in the own share reserve included within retained earnings and are classified as deductions in equity. The Company's dealings in its own shares are reflected through equity.

Dividends on Ordinary Shares are recognised on the date of payment, or if subject to approval, the date approved by the shareholders.

# (u) Accounting for Employee Benefit Trusts ('EBTs')

The Group has several EBTs which own shares in the Company and other investments to enable it to satisfy certain future settlements of share-based awards. The EBTs are consolidated into the Group's results, with these own shares included within retained earnings at cost. Consideration received for such shares is also recognised in retained earnings. No gain or loss is recognised in the performance statements on the purchase, sale, issue or cancellation of equity shares. Other investments held by EBTs are recognised as assets in the Statement of Financial Position.

# (v) New standards and interpretations not applied

The International Accounting Standards Board has issued the following standards, relevant to the Group, which have not yet been applied and have an effective date after the date of these Financial Statements:

International Accounting Standards (IAS/IF	RS)	Effective Date
Endorsed by the European Union and availa	able for early adoption:	
IAS 32	Financial Instruments: Presentation: Amendments relating to classification of Rights issues	1 February 2010
IFRIC 19	Extinguishing Financial Liabilities with Equity Instruments	1 July 2010
IAS 24 (revised 2009)	Related Party Disclosures: Revised definition of related parties	1 January 2011
Amendment to IFRIC 14	IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction: Prepayments of a Minimum Funding Requirement	1 January 2011
Not yet endorsed by the European Union:		
Improvements to IFRS (May 2010)	Improvements to IFRS 2010	1 July 2010 – 1 January 2011
Amendments to IFRS 7 Financial Instruments: Disclosures (October 2010)	Amendments enhancing disclosures about transfers of financial as	sets 1 July 2011
IAS 12: Income Taxes (December 2010)	Deferred tax: recovery of underlying assets	1 January 2012
IFRS 9: Financial Instruments	Classification and Measurement	1 January 2013

The Directors do not anticipate that the adoption of these standards will materially impact the Group's financial results in the period of initial application although there may be revised presentations to the primary Financial Statements and additional disclosures. No material impact on the Group is expected to arise from any other standards which are available for early adoption. The Group intends to adopt the standards in the reporting period when they become effective.

# **Notes to the Consolidated Financial Statements**

## 1. Operating segments

From a management perspective, the Group operates three operating units and therefore presents three operating segments for segment reporting purposes:

- F&C (previously called Investment Management);
- F&C REIT (previously called Property Asset Management) has a separate Board with considerable autonomy and operationally F&C REIT is managed separately from the rest of the F&C Group; and
- Thames River Capital ('TRC'), an investment management business acquired on 1 September 2010, has a separate Management Committee and operationally is managed separately from the rest of the F&C Group.

While there are different sources of revenue within the F&C operating segment and distinct distribution channels, and assets under management can be categorised by client type and asset class, the Directors do not consider these to constitute separate operating segments within the meaning of IFRS 8: Operating Segments.

Management monitors the operating results of its three operating segments separately for the purpose of making decisions about resource allocation and performance assessment.

Transfer prices between the operating segments reflect arm's-length agreements entered into at the time of acquiring REIT and TRC and creating the F&C REIT and TRC operating segments. Segment revenue, segment expense and segment result include transactions between operating segments, which are eliminated on consolidation. The accounting policies of the operating segments are the same as those of the Group.

(a) Operating segments' financial infor	mation	F&C	F&C	REIT	TF	SC		Total
	2010	2009	2010	2009	2010	2009	2010	2009
	£m	£m	£m	£m	£m	£m	£m	£m
Revenue								
External clients	205.2	203.1	40.0	38.8	14.6	n/a	259.8	241.9
Inter-segment revenue	1.0	1.3	-	-	0.7	n/a	1.7	1.3
Segment revenue	206.2	204.4	40.0	38.8	15.3	n/a	261.5	243.2
Fee and commission expenses Net gains and investment income	(14.4)	(13.5)	(2.1)	(3.3)	(0.1)	n/a	(16.6)	(16.8
on unit-linked assets	74.3	136.0	-	_	-	n/a	74.3	136.0
Movement in fair value of unit-linked liabilities	(73.3)	(134.6)	_	_	-	n/a	(73.3)	(134.6
Operating expenses*	(197.7)	(206.4)	(28.7)	(27.3)	(22.6)	n/a	(249.0)	(233.7
Operating (loss)/profit	(4.9)	(14.1)	9.2	8.2	(7.4)	n/a	(3.1)	(5.9
Finance revenue	21.3	11.4	0.1	0.1	0.3	n/a	21.7	11.5
Finance costs	(33.6)	(30.3)	_	_	_	n/a	(33.6)	(30.3
F&C REIT put option fair value gain	6.4	5.6	_	_	-	n/a	6.4	5.6
Gain on debt exchange	-	27.9	-	_	_	n/a	-	27.9
Impairment of financial investments	-	(0.1)	_	_	-	n/a	-	(0.1
Tax income/(expense)	6.9	11.4	(1.4)	(1.4)	0.3	n/a	5.8	10.0
(Loss)/profit for the year	(3.9)	11.8	7.9	6.9	(6.8)	n/a	(2.8)	18.7
Segment assets	1,479.3	1,594.4	210.6	222.2	79.2	n/a	1,769.1	1,816.6
Segment liabilities	(1,116.3)	(1,151.4)	(23.8)	(29.6)	(29.8)	n/a	(1,169.9)	(1,181.0
Other information Expenditure on non-current assets	3.5	0.5	0.2	0.6	40.1	n/a	43.8	1.1
Depreciation and amortisation Non-cash expenses/(income) other than	40.2	41.8	11.6	11.5	2.3	n/a	54.1	53.3
depreciation and amortisation	1.8	(22.7)	0.1	0.8	6.1	n/a	8.0	(21.9

\* Operating expenses include depreciation and amortisation of intangible assets.

Revenues from two external clients each represent 10% or more of the Group's total revenues. Revenues from the largest client amount to £36.6m (2009: £35.1m) and are earned in the F&C segment. Revenues from the second largest client amount to £32.7m (2009: £29.8m) and are earned in the F&C and F&C REIT segments.

# 1. Operating segments continued

# (b) Reconciliations to Group Financial Statements

(b) Reconciliations to Group Financial Statements		
	2010	2009
	£m	£m
Total revenue		
Total revenue for reportable segments	261.5	243.2
Elimination of inter-segment revenue	(1.7)	(1.3)
Group revenue	259.8	241.9
Operating expenses		
Total operating expenses for reportable segments	249.0	233.7
Elimination of inter-segment expenses	(1.7)	(1.3)
Group operating expenses	247.3	232.4
Finance revenue		
Total finance revenue for reportable segments	21.7	11.5
Elimination of inter-segment finance revenue	(10.6)	-
Group finance revenue	11.1	11.5
(Loss)/profit after tax		
Total (loss)/profit for reportable segments	(2.8)	18.7
Adjustment for inter-segment profit distributions	(10.6)	-
Group (loss)/profit for the year	(13.4)	18.7
Assets		
Total assets for reportable segments	1,769.1	1,816.6
Elimination of inter-segment assets	(9.0)	(7.4)
Reclassification between assets and liabilities	(2.5)	(2.8)
Group assets	1,757.6	1,806.4
Liabilities		
Total liabilities for reportable segments	(1,169.9)	(1,181.0)
Elimination of inter-segment liabilities	9.0	7.4
Reclassification between assets and liabilities	2.5	2.8
Unallocated defined benefit pension liabilities	(27.6)	(46.7)
Group liabilities	(1,186.0)	(1,217.5)

The reportable segments' totals for all other line items reported in the table at note 1(a) are the same as those for the Group, with no reconciling differences.

# (c) Geographical information

	2010	2009
Revenue by location of clients	£m	£m
United Kingdom	102.1	95.2
Continental Europe*	138.0	127.7
Rest of the World	19.7	19.0
Group total	259.8	241.9
Non-current assets by domicile <sup>†</sup>	2010 £m	2009 £m
United Kingdom	113.1	116.6
Continental Europe*	53.1	76.0
Rest of the World	18.6	23.1
	184.8	215.7
Unallocated	611.9	595.1
Group total	796.7	810.8

\* Continental Europe is defined as being within the European Economic Area.

<sup>†</sup> Excluding financial investments, other receivables, deferred acquisition costs and deferred tax assets.

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# 2. Net revenue

	2010 £m	2009 £m
Base management fees	245.3	219.1
Performance related management fees	12.9	18.7
Total investment management fees	258.2	237.8
Other income	1.6	4.1
Total revenue	259.8	241.9
Renewal commission on open-ended investment products Other selling expenses	(10.1) (6.5)	(9.3) (7.5)
Fee and commission expenses	(16.6)	(16.8)
Net revenue	243.2	225.1

Other income in 2009 includes £3.8m associated with the finalisation of the consideration payable to Eureko B.V. in respect of the 2004 acquisition of F&C Group Holdings and its subsidiaries.

# 3. Net gains and investment income on unit-linked assets

	Notes	2010 £m	2009 £m
Interest income on policyholders' cash	7	-	0.4
Interest income on other financial instruments attributable to policyholders	7	7.5	9.2
Dividend income		10.0	16.8
Movement in fair values of unit-linked assets		56.8	109.6
	29	74.3	136.0

Note 18(a)(i)(1) gives further background to the unit-linked assets held by the Group.

#### 4. Expenses

#### (a) Total operating expenses

Total operating expenses, including exceptional costs, can be summarised into the following categories:

	2010 £m	2009 £m
Employee and member benefits and related expenses*	125.0	121.6
Premises expenses	9.3	12.6
Communication and information technology expenses	14.4	13.5
Third party administration expenses	6.6	6.5
Promotional and client servicing expenses	6.4	5.5
Depreciation and amortisation expenses	54.1	53.3
Other expenses	31.5	19.4
Total operating expenses	247.3	232.4

\* This includes £5.6m (2009: £6.1m) of employment related expenses, which are not included in the employee benefit expense table in note 5.

#### (b) Operating expenses

Operating expenses include the following:

	Notes	2010 £m	2009 £m
Depreciation of owned tangible property, plant and equipment	12	2.7	2.8
Amortisation of software and licences	13	0.7	0.7
Auditor's remuneration – audit of these Financial Statements	4(c)	0.5	0.6
Auditor's remuneration – audit of financial statements of subsidiaries pursuant to legislation	4(c)	0.3	0.3
Auditor's remuneration – other services	4(c)	0.4	0.4
Operating lease rentals – land and buildings (head leases)		11.8	11.5
Operating lease rentals – vehicles		0.3	0.6
Operating lease rentals – other*		4.2	4.5
Rentals receivable - operating leases (sub-leases)		(4.1)	(4.3)
Loss on disposal of property, plant and equipment		0.1	0.2
Realised exchange gains on forward currency contracts		(0.9)	(5.9)
Other foreign exchange losses		1.6	4.1

\* Stated net of amounts receivable from brokers under Commission Sharing Arrangements.

Sub-lease rentals of £4.1m (2009: £4.3m) were received during the year, of which £3.9m (2009: £4.2m) relates to guaranteed payments and £0.2m (2009: £0.1m) relates to contingent payments.

All amounts included within operating lease and sub-lease rental payments represent minimum lease payments.

# 4. Expenses continued

## (c) Auditor's remuneration

Fees paid to the Group's auditor are summarised as follows:

	KP	MG
	2010 £m	2009 £m
Annual audit fees – 2010	0.5	-
Annual audit fees – 2009 Annual audit fees – 2008		0.4 0.2
Audit of these Financial Statements Audit of financial statements of subsidiaries pursuant to legislation	0.5 0.3	0.6 0.3
Total audit fees of the Group	0.8	0.9
Other services supplied pursuant to such legislation All other services	0.1 0.3	0.1 0.3
Total auditor's remuneration	1.2	1.3

The Group's policy on the award of non-audit services to accountancy firms is outlined in the Directors' Report on Corporate Governance. During the year the fees paid by F&C to other accountancy firms for non-audit services were as follows:

	2010 £m	2009 £m
Deloitte	1.8	0.3
PricewaterhouseCoopers	0.7	0.4
Ernst & Young	0.4	0.4
BDO	-	0.2
Jebens Mensching	-	0.1
	2.9	1.4

During 2009, in addition to the above, £0.1m was paid to Deloitte for services relating to acquisitions. These fees were capitalised as part of previous acquisitions. All acquisition expenses incurred in 2010 were expensed in accordance with IFRS 3 (Revised): Business Combinations.

In addition to the above, the following fees were paid by OEICs and unit trusts, for services provided directly to them, for which Group companies are the Authorised Corporate Director or Manager:

	2010	2009
	£m	£m
PricewaterhouseCoopers	0.4	0.5

## 5. Employee and member benefit expenses

Total employee benefit expenses, including remuneration of the Directors and expenses relating to LLP members, were:

		2010	2009
	Notes	£m	£m
Short-term employee and member benefits:			
Salaries and related benefits		58.7	56.6
Bonus		16.0	15.9
Wages and salaries		74.7	72.5
Distributions to members of LLPs		6.0	-
TRC Commutation payment to LLP members		1.4	-
Social Security costs		10.4	11.2
		92.5	83.7
Post-employment benefits:			
Defined contributions pension expenses	25(h)	3.9	4.2
Defined benefits scheme (income)/expenses	25(d)	(1.3)	2.6
		2.6	6.8
Total of wages and salaries, Social Security costs and post-employment benefits		95.1	90.5
Other long-term employee benefits		0.1	0.1
Termination benefits		1.6	4.6
Share-based payment expenses	26	22.6	20.3
Total employee and member benefits expenses		119.4	115.5

The monthly average number of employees and members (including Executive Directors) of the Group during 2010 was 1,018 (2009: 923). F&C Asset Management plc had no employees during either year.

The above table includes £6.1m (2009: £6.1m) of exceptional employment costs.

2010

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#### 6. Exceptional income and expenditure

#### (a) Unrealised gains on forward currency contracts

	2010	2009
	£m	£m
Unrealised gains on forward currency contracts	-	1.2

During 2008, the Group entered into a series of forward currency contracts to provide certainty as to the Sterling value of a portion of the Group's Euro-denominated cash flows. In line with accounting requirements, open contracts are carried in the Statement of Financial Position at their fair value. The final contract matured in June 2010 and therefore no unrealised gain or loss has been recognised in the Income Statement for the year ended 31 December 2010 (2009: £1.2m gain). Unrealised gains/(losses) on forward currency contracts are excluded from the calculation of underlying earnings. Realised gains or losses on such contracts are included in determining underlying earnings.

#### (b) Other exceptional net operating expenses

The Group has classified the following operating (expenses)/income as exceptional:

		2010 £m	2009 £m
Corporate advisory fees	(i)	(9.9)	(2.6)
F&C Partners litigation expense	(ii)	(6.0)	(4.1)
TRC Commutation expenses	(iii)	(6.2)	_
Exceptional employment and staff related income/(expense)	(iv)	2.5	(6.1)
F&C REIT variable minority interest SBP income/(expense)	(V)	0.3	(3.7)
TRC Management Retention and Incentive Plans	(vi)	(1.8)	_
TRC integration expenses	(vii)	(1.1)	_
Foreign exchange transfer from reserves on liquidation of subsidiary	(viii)	1.3	_
Investment Trust VAT income	(ix)	-	2.5
Exceptional client compensation expense	(x)	-	(2.5)
Exceptional property expense	(xi)	-	(2.5)
		(20.9)	(19.0)

#### (i) Corporate advisory fees

During 2010, £7.5m of corporate advisory and related transaction expenses were incurred in connection with the acquisition of TRC, together with £2.0m of abortive acquisition costs in respect of C-Quadrat and other corporate costs of some £0.4m. The Directors consider these corporate costs to be exceptional in nature and have therefore excluded this £9.9m aggregate expense from the measurement of underlying earnings.

As noted in the Accounting Policies section of these Financial Statements, the revisions to IFRS 3 (Revised): Business Combinations require costs associated with acquisitions to be expensed in the Income Statement rather than included in determining the quantum of any goodwill arising on a transaction.

The £2.6m of costs incurred in 2009 relate to corporate advisory fees incurred in seeking to identify acquisition opportunities which would create shareholder value, together with costs relating to the separation of the F&C Group from FP, prior to FP divesting of its shareholding in F&C.

#### (ii) F&C Partners litigation expense

As disclosed in the 2009 Financial Statements, the Group has received put option notices under the Partnership Agreement from each of the founder members of F&C Partners LLP ('Partners'), the Group's majority owned fund of hedge funds business. In addition, there has been further related litigation, details of which are given in note 24. The Company vigorously denies the validity of these notices and related claims and has been engaged in litigation during the course of 2010 in respect of this matter. Some £6.0m of associated legal and related expenses have been charged to the Income Statement for the year ended 31 December 2010.

Given the quantum and nature of this expense, the Directors continue to consider it appropriate to treat these costs as exceptional in nature and exclude them from the measurement of underlying earnings.

#### (iii) TRC Commutation expenses

As outlined in note 15(a), the Divisional Members of TRC Investment Teams have entered into put and call options which, if exercised, will transfer up to 20% of their entitlement to management fee profits to the F&C Group. Under IFRS, the share element of the consideration payable under these Commutation arrangements requires to be accounted for as a share-based payment.

Given the capital nature of these arrangements, the Directors consider it appropriate to treat the total Commutation expense as exceptional in nature and exclude it from the measurement of underlying earnings for 2010.

#### 6. Exceptional income and expenditure continued

#### (iv) Exceptional employment and staff related income/(expense)

During 2010 the Group recognised a net £2.5m of non-recurring income associated with employee remuneration arrangements. This comprises a £4.0m pension curtailment credit arising from benefit changes made to defined benefit pension arrangements, as outlined in note 25(d), offset by a £0.6m past service pension cost and £0.9m of redundancy and related staff costs, which were incurred as a result of cost saving actions initiated during the year.

The Directors consider the net credit in respect of the above items to be exceptional in nature and have therefore excluded this credit from the measurement of underlying earnings for 2010.

The exceptional employment costs incurred during 2009 related to a number of actions taken by management to yield recurring staff cost savings.

#### (v) F&C REIT variable minority interest SBP income/(expense)

30% of F&C REIT, the Group's property asset management business, is held by the former owners of REIT, two of whom occupy key management roles within F&C REIT.

The former owners have the opportunity to increase their ownership of F&C REIT by a further 10% through the achievement of stretching performance targets over the six year period to 31 December 2014. This earn-out mechanism meets the criteria of and is accounted for as a share-based payment. During 2010, as a result of a combination of a reassessment of the likelihood of the financial targets being achieved and the reassessment of the fair value of the F&C REIT business, a credit of £0.3m has been recognised in the Income Statement (2009: a charge of £3.7m). This credit has been excluded from underlying earnings, as this arrangement is considered to be of a capital nature. Full details of this share-based payment are given in note 26(c).

#### (vi) TRC Management Retention and Incentive Plans

As a condition of the acquisition of TRC, the Group established a Management Retention Plan ('MRP') and Management Incentive Plan ('MIP') to retain and incentivise certain TRC personnel. The respective cost of the MRP and MIP (including NIC) charged to the 2010 Income Statement, for the four month period since the acquisition, is £1.7m and £0.1m. Details of these share-based payment arrangements are given in notes 26(e) and (f).

Given the quantum and nature of these awards, the Directors consider it appropriate to treat the associated expense as exceptional and exclude it from the measurement of underlying earnings for 2010.

#### (vii) TRC integration expenses

Following the acquisition of TRC, the Group incurred some £1.1m of integration expenses associated with the alignment of certain activities within the enlarged Group. This expense includes redundancy related and other integration costs.

Given the nature of this expense, the Directors consider it appropriate to treat it as exceptional in nature and exclude it from the measurement of underlying earnings for 2010.

#### (viii) Foreign exchange transfer from reserves on liquidation of subsidiary

Following the transfer of its assets under management to another F&C Group company, F&C Luxembourg was put into voluntary liquidation during the year ended 31 December 2010. The cumulative foreign exchange gain of £1.3m previously recognised in the foreign currency translation reserve has been 'recycled' to the Income Statement in accordance with accounting requirements.

Due to the nature of this gain, the Directors have excluded this credit from the calculation of underlying earnings for 2010.

#### (ix) Investment Trust VAT income

During 2007, following the outcome of litigation, HM Revenue and Customs ('HMRC') concluded that investment management fees paid by investment trusts were not subject to VAT and a provision was recognised for the VAT and associated interest costs which the Directors considered may be payable to investment trust clients in respect of historic periods, beyond the amounts recoverable from HMRC. In early 2009, the Group settled all amounts payable in respect of this matter and the excess provision, net of advisor costs, of £2.5m was recognised as a credit in the Income Statement for that year.

The Directors excluded this income from underlying earnings for 2009 to be consistent with the treatment of the expense when the provision was initially recognised. Details and movements in the associated provision are given in note 24.

#### (x) Exceptional client compensation expense

The exceptional client compensation expense of £2.5m recognised in 2009 represents the net cost to the Group of an amount payable as a result of an investment mandate breach. This expense related to a single event in respect of one client, attributable to a unique set of circumstances.

Given the scale of the compensation, the Directors considered it appropriate to exclude this cost from the measurement of underlying earnings for 2009.

#### 6. Exceptional income and expenditure continued

#### (xi) Exceptional property expense

The Group has a number of onerous sub-let properties, which have arisen from historic acquisitions, as the Group has reduced its space requirements for its own operations. During 2009, the tenant in one of the Group's sub-let premises sought to exercise a break clause in their lease and vacate the premises. As it was economically beneficial to retain that tenant rather than seek to market the vacant premises, additional lease incentives of some £2.5m were granted to the existing tenant.

Given both the quantum of the increase in this provision and the fact that this lease was acquired as part of an acquisition, the Directors considered it appropriate to exclude the associated exceptional expense from the measurement of underlying earnings for 2009.

#### (c) F&C REIT put option fair value gain

	2010	2009
	£m	£m
F&C REIT put option fair value gain	6.4	5.6

The fair value of the F&C REIT put option liability, as disclosed in note 28, reflects the value of the F&C REIT business which is currently owned by the minority interest partners and which is the subject of options. The reduction in the fair value of the options during 2010 of £6.4m has been recognised as a gain in the Income Statement (2009: gain of £5.6m).

The Directors consider the value of these options and movements therein to be of a capital nature, and have therefore excluded these gains from the measurement of underlying earnings.

### (d) Gain on debt exchange

2	2010 £m	2009 £m
Gain on debt exchange	-	27.9

During 2009 the Group executed a debt exchange programme, as outlined in note 22, which sought to capitalise on the prevailing market conditions. A net gain of £27.9m arose on the partial extinguishment of subordinated debt, after accounting for the fees and other costs associated with this transaction.

The Directors considered the quantum and nature of this gain to be exceptional and considered it appropriate to exclude this gain from the measurement of underlying earnings for 2009.

# 7. Finance revenue

		2010	2009
	Note	£m	£m
Loans and receivables:			
Bank interest receivable		1.1	1.8
Other interest receivable		0.2	0.6
Designated as fair value through profit or loss:			
Movement in fair value of investments		0.3	1.2
		1.6	3.6
Other finance revenue:			
Expected return on pension plan assets	25(d)	9.5	7.9
Total finance revenue		11.1	11.5

	Note	2010 £m	2009 £m
Summary of total interest income:			
Bank interest receivable		1.1	1.8
Other interest receivable		0.2	0.6
Interest income on policyholders' cash	3	-	0.4
Interest income on other financial instruments attributable to policyholders	3	7.5	9.2
Total interest income		8.8	12.0

# 8. Finance costs

	Note	2010 £m	2009 £m
Interest expense on financial liabilities recognised at cost			
using the effective interest rate method:			
Fixed/Floating Rate Subordinated Notes 2016/2026		8.4	14.9
Guaranteed Fixed Rate Loan Notes 2016		12.2	3.4
Floating Rate Secured Notes 2010		0.2	1.5
Bank charges and other interest payable		0.5	0.1
Total interest expense:		21.3	19.9
Amortisation of loan note issue costs and facility fees		0.5	0.2
Unwinding of discount on onerous provisions		0.5	0.2
Other finance costs:			
Interest cost on pension obligations	25(d)	11.3	10.0
Total finance costs		33.6	30.3

# 9. Income tax

# (a) Analysis of tax income in the year

The major components of tax (income)/expense recognised in the Income Statement and Statement of Comprehensive Income are:

	2010 £m	2009 £m
Current income tax:		
UK	0.8	(2.4)
Overseas	8.5	8.8
Adjustments in respect of previous years	(0.2)	(0.6)
Deferred income tax:		
Relating to origination and reversal of temporary differences	(12.8)	(14.0)
Adjustments in respect of previous years	(1.3)	(1.8)
Adjustments in respect of Corporation Tax rate change	(0.8)	-
Tax income reported in the Income Statement	(5.8)	(10.0)
	2010	2009
	£m	£m
Deferred and current income tax related to items charged or credited directly to equity:		
Gain on financial investments	0.3	_
Actuarial gains/(losses) on defined benefit pension schemes	3.0	(7.6)
Adjustments in respect of Corporation Tax rate change	0.2	-
Tax expense/(income) recognised directly in the Statement of Comprehensive Income	3.5	(7.6)

#### (b) Factors affecting the tax income for the year

A reconciliation between the actual tax income and the accounting (loss)/profit multiplied by the Group's domestic tax rate for the years ended 31 December 2010 and 2009 is as follows:

	2010 £m	2009 £m
(Loss)/profit before tax	(19.2)	8.7
At the Crown's statutory income tay rate of $20.00/(2000), 20.00/$	(5.4)	0.4
At the Group's statutory income tax rate of 28.0% (2009: 28.0%) Adjustments in respect of previous years	(5.4) (1.5)	2.4 (2.4)
	(1.5)	(2.4)
Disallowed expenses		
Non-taxable income	(1.6)	(11.8)
Overseas tax	0.1	(0.4)
Unrecognised losses	0.1	_
Share-based payments	(0.1)	(0.1)
Disallowed distributions to LLP members	1.7	_
Non-taxable income attributable to LLP members	(1.7)	-
Corporation Tax rate change	(0.8)	-
Tax income reported in the Income Statement	(5.8)	(10.0)

Deferred tax assets and liabilities are shown in note 17.

#### 9. Income tax continued

#### (c) Factors affecting future tax charges

The Chancellor of the Exchequer's Emergency Budget on 22 June 2010 announced that the UK Corporation Tax rate will reduce from 28% to 24% over a period of 4 years from 2011. The first reduction in the UK Corporation Tax rate from 28% to 27% was substantively enacted on 20 July 2010 and is effective from 1 April 2011. Accordingly, this will reduce the Group's current tax charge in future. This rate change has reduced the net deferred tax liability as at 31 December 2010 by £0.6m.

The reduction comprises three elements:

- A £0.8m tax charge which has impacted underlying earnings of the Group;
- A £1.6m tax credit attributable to intangible assets, which has been excluded from underlying earnings, consistent with the treatment of the corresponding amortisation charge; and
- A £0.2m charge to equity reflecting the deferred tax that is expected to reverse through equity.

A further 1% reduction in the UK Corporation Tax rate was announced in the Chancellor's Budget of 23 March 2011. This was subsequently enacted on 29 March 2011 and will take the Corporation Tax rate down to 26% with effect from 1 April 2011. It is estimated that the effect of this additional 1% rate change will lead to a further reduction in the Group's net deferred tax liability of £0.6m.

The Directors are of the view that due to the significant level of estimation required it is not yet possible to quantify the full anticipated effect of the proposed subsequent 3% rate reduction in future years, although this will further reduce the Group's current tax charge in future and reduce the Group's deferred tax assets/(liabilities) recognised in the Statement of Financial Position.

#### 10. Earnings per share

Basic (loss)/earnings per share amounts are calculated by dividing the (loss)/earnings for the year attributable to ordinary equity holders of the parent by the weighted average number of Ordinary Shares outstanding during the year.

Diluted earnings per share amounts are calculated by dividing the earnings for the year attributable to ordinary equity holders of the parent by the weighted average number of Ordinary Shares outstanding during the year plus the weighted average number of Ordinary Shares that would be issued on the conversion of all the dilutive potential Ordinary Shares into Ordinary Shares at the reporting date.

In the opinion of the Directors the 'underlying earnings' as quantified in the 'Reconciliation of (loss)/earnings' table below, more accurately reflects the underlying earnings performance of the Group.

	2010	2009
Reconciliation of basic earnings per share	р	р
Basic (loss)/earnings per Ordinary Share	(3.31)	3.24
Amortisation of intangibles	6.48	6.80
F&C REIT put option fair value gain	(1.28)	(1.14)
Corporate advisory fees	1.97	0.45
F&C Partners litigation expense	0.88	0.83
TRC Commutation expenses	1.24	-
Exceptional employment and staff related (income)/expense	(0.38)	0.89
F&C REIT variable minority interest SBP (income)/expense	(0.06)	0.75
TRC Management Retention and Incentive Plans	0.30	-
TRC integration expenses	0.18	-
Foreign exchange transfer from reserves on liquidation of subsidiary	(0.26)	-
Prior year unrealised losses on forward currency contracts, now realised	(0.18)	(1.45)
Investment Trust VAT income	-	(0.37)
Exceptional client compensation expense	-	0.37
Exceptional property expense	-	0.37
Gain on debt exchange	-	(6.00)
Unrealised gains on forward currency contracts	-	(0.16)
Underlying earnings per Ordinary Share	5.58	4.58
Foreign exchange losses included within underlying earnings per share	0.28	1.18
Underlying earnings per Ordinary Share excluding foreign exchange losses	5.86	5.76
	2010	2009
	р	р
Diluted earnings per Ordinary Share*	(3.31)	3.19

\* Where the Group has incurred a basic loss per Ordinary Share, no dilution arises despite the 'dilutive potential weighted average number of Ordinary Shares' being greater than the 'weighted average number of Ordinary Shares used to determine the basic loss per share'. As a result, the reported basic and diluted loss per Ordinary Share are the same in 2010.

All amounts disclosed in the table above are stated net of any attributable tax, as presented in the Reconciliation of (loss)/earnings table below.

# 10. Earnings per share continued

The following tables disclose the earnings and share capital data used in the basic and diluted (loss)/earnings per share calculations:

		2010			2009	
	Gross	Tax	Net	Gross	Tax	Net
Reconciliation of (loss)/earnings	£m	£m	£m	£m	£m	£m
(Loss)/earnings attributable to ordinary equity holders						
of the parent for basic (loss)/earnings per share	(22.1)	5.5	(16.6)	5.9	10.0	15.9
Amortisation of intangibles <sup>(1)</sup>	47.3	(14.8)	32.5	46.4	(13.0)	33.4
F&C REIT put option fair value gain	(6.4)	-	(6.4)	(5.6)	-	(5.6)
Corporate advisory fees	9.9	-	9.9	2.6	(0.4)	2.2
F&C Partners litigation expense	6.0	(1.6)	4.4	4.1	_	4.1
TRC Commutation expenses	6.2	-	6.2	_	-	-
Exceptional employment and staff related (income)/expense <sup>(2)</sup>	(2.6)	0.7	(1.9)	6.1	(1.7)	4.4
F&C REIT variable minority interest SBP (income)/expense	(0.3)	-	(0.3)	3.7	_	3.7
TRC Management Retention and Incentive Plans	1.8	(0.3)	1.5	_	_	-
TRC integration expenses	1.1	(0.2)	0.9	_	_	-
Foreign exchange transfer from reserves on liquidation of subsidiary	(1.3)	-	(1.3)	_	_	-
Prior year unrealised losses on forward currency contracts, now realised	(1.3)	0.4	(0.9)	(9.9)	2.8	(7.1)
Investment Trust VAT income	-	-	-	(2.5)	0.7	(1.8)
Exceptional client compensation expense	-	-	-	2.5	(0.7)	1.8
Exceptional property expense	-	-	-	2.5	(0.7)	1.8
Gain on debt exchange	-	-	-	(27.9)	(1.6)	(29.5)
Unrealised gains on forward currency contracts	-	-	-	(1.2)	0.4	(0.8)
Underlying earnings attributable to ordinary equity						
holders of the parent	38.3	(10.3)	28.0	26.7	(4.2)	22.5
Foreign exchange losses included within underlying earnings	2.0	(0.6)	1.4	8.1	(2.3)	5.8
Underlying earnings attributable to ordinary equity holders						
of the parent excluding foreign exchange losses	40.3	(10.9)	29.4	34.8	(6.5)	28.3

(1) Excludes £2.3m (2009: £2.4m) of amortisation of intangibles (net of tax) which is attributable to minority interests.

(2) Excludes £0.1m (2009: £nil) of costs (net of tax) which is attributable to minority interests.

Share capital	2010 No.	2009 No.
Weighted average number of Ordinary Shares for basic (loss)/earnings per share <sup>(3)</sup>	501,469,251	491,145,219
Weighted average dilutive potential Ordinary Shares exercisable:		
The Long Term Remuneration Plan awards	16,130,914	5,505,284
The Executive Director Remuneration Plan awards	2,543,218	1,079,472
Purchased Equity Plan awards	694,880	1,066,603
Discretionary awards	-	93,327
Share Save Scheme options	-	36,311
Dilutive potential weighted average number of Ordinary Shares	520,838,263	498,926,216

<sup>(3)</sup> Excluding own shares held by Nominees/Employee Benefit Trusts.

Certain former employees are entitled to exercise their 1995 or 2002 Executive Share Options for a defined period after leaving the Company, in accordance with scheme rules. These options have been treated as anti-dilutive as the option prices are above the average share price for the year.

In the period between the reporting date and the approval of the Consolidated Financial Statements, 9,474,354 Deferred Share Awards (2009: nil) vested which were satisfied by the utilisation of own shares held by Employee Benefit Trusts.

# 10. Earnings per share continued

#### Potential future dilution

The following share-based payment arrangements could potentially dilute basic earnings per share in the future, but were not included in the above calculation of diluted earnings per share because they were either anti-dilutive for the years presented or had not met the relevant performance criteria at the reporting date:

- Long-Term Remuneration Plan (restricted awards)
- F&C REIT variable minority interest SBP

This earn-out arrangement gives the F&C REIT minority partners the opportunity to increase their ownership of F&C REIT from 30% to 40% before 31 December 2014. At 31 December 2010, the Directors have estimated that the percentage ownership which is expected to transfer is 6.66%. A transfer of 6.66% would potentially dilute the profits attributable to the equity holders of the parent. However, the principle of this incentive arrangement is that the incremental profits which would become attributable to minority interests as a result of achieving the performance criteria are funded from the increased level of absolute profits generated by F&C REIT for the year in which vesting arises, rather than diluting the current level of profits attributable to equity holders of the parent. There can be no guarantee that, subsequent to vesting, the higher level of profits which met the vesting criteria would be sustainable.

- TRC Management Retention Plan
- TRC Management Incentive Plan
- TRC Commutation arrangements

The Divisional Members of TRC Investment Teams have put and call options to transfer up to 20% of their entitlement to management fee profits of their respective Investment Teams to F&C. The exercise of these options is expected to enhance the profits attributable to equity holders of the parent. However, there can be no guarantee that, subsequent to the exercise of the options, a higher level of absolute profits would be sustainable.

- Deferred Share Awards
- Share Save Scheme
- 2002 Executive Share Option Scheme

At 31 December 2010, the 1,082,028 (31 December 2009: 1,082,028) options outstanding have all vested. These have exercise prices between 139.00p and 240.83p and are anti-dilutive as the option prices are above the average share price for the year.

• 1995 Executive Share Option Scheme.

At 31 December 2010, the 236,500 (31 December 2009: 532,122) options outstanding have all vested. These have an exercise price of 455.83p and are anti-dilutive as the option prices are above the average share price for the year.

Details of all awards potentially dilutable at each reporting date are disclosed in note 26, together with the total number of awards outstanding for each scheme.

In addition, the TRC conditional consideration payment (as detailed in note 15 (a)) could potentially dilute earnings per share. Under the acquisition agreement, two potential instalments of up to £10.0m each are payable to the vendors where certain Run-rate EBITDA performance criteria are achieved. While the achievement of the performance criteria would enhance the level of profits attributable to the equity holders of the parent, there can be no guarantee that the higher level of profits which met the performance criteria would be sustainable.

# **11. Ordinary Dividends**

	2010	2009
Declared and paid during the year	£m	£m
Equity dividends on Ordinary Shares:		
Final dividend for 2009: 4.0p (2008: 4.0p)	19.4	19.8
Interim dividend for 2010: 1.0p (2009: 2.0p)	5.1	9.7
	24.5	29.5
Proposed for approval at the Annual General Meeting		
Equity dividends on Ordinary Shares:		
Final dividend for 2010: 2.0p (2009: 4.0p)	10.3	19.5

The entitlement of Employee Benefit Trusts to receive dividends (on some of their holdings of F&C shares) has been waived by the Trustees. This has resulted in the following dividends being waived:

	Shares	£m
2010 Dividends		
2009 Final	9,169,006	0.4
2010 Interim	17,372,505	0.2
2009 Dividends		
2008 Final	1,461,036	0.1
2009 Interim	11,202,711	0.2

# 12. Property, plant and equipment

12. Property, plant and equipment	Leasehold improvements	Computer equipment	Office furniture and equipment	Motor vehicles	Total
	£m	£m	£m	£m	£m
Cost:					
At 1 January 2009	13.0	10.8	2.6	0.7	27.1
Additions	0.4	0.2	0.2	0.2	1.0
Disposals	(0.1)	(3.4)	(0.5)	-	(4.0
Foreign exchange losses	(0.1)	-	_	-	(0.1
At 31 December 2009	13.2	7.6	2.3	0.9	24.0
Fair value of additions arising on acquisition of TRC	0.5	0.9	0.3	-	1.7
Additions	0.1	0.8	0.1	0.2	1.2
Disposals	(0.1)	(0.6)	(0.1)	(0.1)	(0.9
Foreign exchange losses	(0.2)	-	-	-	(0.2)
At 31 December 2010	13.5	8.7	2.6	1.0	25.8
Depreciation and impairment:					
At 1 January 2009	5.5	9.2	1.7	0.1	16.5
Depreciation charge for the year	1.4	1.0	0.2	0.2	2.8
Disposals	(0.1)	(3.4)	(0.2)	-	(3.7
At 31 December 2009	6.8	6.8	1.7	0.3	15.6
Depreciation charge for the year	1.5	0.8	0.2	0.2	2.7
Disposals	-	(0.6)	-	(0.1)	(0.7)
Foreign exchange gains	(0.1)	-	-	-	(0.1
At 31 December 2010	8.2	7.0	1.9	0.4	17.5
Net book values:					
At 31 December 2008	7.5	1.6	0.9	0.6	10.6
At 31 December 2009	6.4	0.8	0.6	0.6	8.4
At 31 December 2010	5.3	1.7	0.7	0.6	8.3
Cumulative impairment losses: At 31 December 2009	2.0	_	_	_	2.0
At 31 December 2010	2.0	_	_	-	2.0

There are no restrictions on the Group's title to the above assets and none are pledged as security for liabilities, other than the security over FCAM's holding in F&C REIT, which was relinquished on 29 June 2010 and which effectively yielded beneficial entitlement to some of the Group's property, plant and equipment. Details of this security are given in note 22.

The cost of fully depreciated property, plant and equipment which is still in use at 31 December 2010 is £8.2m (31 December 2009: £7.4m).

# 13. Intangible assets

	Goodwill £m	Management contracts £m	Software and licences £m	Total £m
Cost:				
At 1 January 2009	595.1	695.5	5.9	1,296.5
Additions	-	-	0.1	0.1
Disposals	-	-	(1.2)	(1.2)
Foreign exchange losses	-	(10.4)	(0.1)	(10.5)
At 31 December 2009	595.1	685.1	4.7	1,284.9
Fair value of additions arising on acquisition of TRC	-	23.0	0.5	23.5
Additions	16.8	-	0.6	17.4
Foreign exchange losses	-	(3.5)	-	(3.5)
At 31 December 2010	611.9	704.6	5.8	1,322.3
Amortisation and impairment:				
At 1 January 2009	_	428.6	4.7	433.3
Amortisation charge for the year	_	49.8	0.7	50.5
Disposals	-	_	(1.2)	(1.2)
Foreign exchange gains	-	_	(0.1)	(0.1)
At 31 December 2009	_	478.4	4.1	482.5
Amortisation charge for the year	-	50.7	0.7	51.4
At 31 December 2010	-	529.1	4.8	533.9
Net book values:				
At 31 December 2008	595.1	266.9	1.2	863.2
At 31 December 2009	595.1	206.7	0.6	802.4
At 31 December 2010	611.9	175.5	1.0	788.4

# Goodwill

Goodwill has arisen from various business combinations and, reflecting the Group's reportable operating segments disclosed in note 1, is represented by three cash generating units ('CGUs'), as follows:

31 December	31 December
2010	2009
£m	£m
F&C 467.2	467.2
F&C REIT 127.9	127.9
Thames River Capital 16.8	_
611.9	595.1

F&C and F&C REIT were previously called Investment Management and Property Asset Management respectively.

Goodwill is not amortised but is tested for impairment annually at individual CGU level, or when indicators of potential impairment are identified. The carrying value of goodwill attributable to each CGU was tested for impairment as at 31 December 2010, as described below; to date, none of the CGUs has suffered any impairment of goodwill.

The additional goodwill arising in 2010 relates to the acquisition of TRC and is fully attributable to the newly created TRC operating segment. Details of the acquisition are given in note 15(a).

#### Management contracts

Management contracts predominantly relate to contracts arising from business acquisitions. The addition during 2010 of £23.0m is the value attributed to the management contracts acquired through the TRC business combination.

Management contracts are amortised over their expected useful lives and are tested for impairment only when indicators of potential impairment are identified. No such indicators have been identified since the last impairment review undertaken as at 31 December 2008 and therefore no impairment review of management contracts has been undertaken this year. Management contract impairment losses recognised in prior years relate entirely to the F&C operating segment; the accumulated impairment losses at 31 December 2010 were £218.3m (31 December 2009: £218.3m).

The foreign exchange losses in the year arise from the relative weakening of the Euro over the course of 2010, reducing the value of contracts denominated in that currency (primarily F&C insurance contracts) in Sterling terms.

#### 13. Intangible assets continued

The categories of management contracts, their carrying amounts at the year-end, remaining amortisation periods and estimated useful lives are as follows:

	31 December 2010				31 December 2009		
	Net book values £m	Remaining amortisation period (years)	Estimated useful life (years)	Net book values £m	Remaining amortisation period (years)	Estimated useful life (years)	
RSAI insurance contracts	1.0	1	10	1.7	2	10	
RSAI retail contracts/F&C OEICs	9.1	1 – 4	10	13.5	2 – 5	10	
F&C insurance contracts	58.1	4	10	76.2	5	10	
F&C institutional contracts (fixed term/non-fixed term)	6.7	4 / -	10 / 4	17.7	5/1	10/4	
F&C investment trust contracts	11.8	51⁄2	10	14.0	61⁄2	10	
F&C advisory and sub-advisory contracts	19.3	4	10	25.0	5	10	
Private equity fund of funds	0.9	14	20	0.9	15	20	
REIT property contracts	47.5	5	7	57.7	6	7	
Thames River Capital contracts	21.1	4	4	-	-	-	
	175.5			206.7			

#### Impairment testing of goodwill

The recoverable amount of the CGUs has been determined on their value in use (including terminal value) at each respective testing date for 2009 and 2010. The value in use is calculated by discounting the cash flow projections based on the latest annual financial budget approved by the Board, and management's forecasts. A long-term growth rate is used to extrapolate the cash flows because of the nature of the Group's business making up the CGUs and the Board's current view that there is no reason to believe that they will not continue in operation in perpetuity.

The key assumptions adopted in these calculations for each business segment are as follows:

	31 December 2010			31 December 2009		
	F&C	F&C REIT	TRC	F&C	F&C REIT	TRC
Discount rate	8.60%	8.60%	10.60%	10.25%	10.25%	n/a
Long-term market growth rate	5.30%	4.25%	5.80%	5.35%	4.15%	n/a
Inflation rate*	4.15%	4.15%	4.15%	4.25%	4.25%	n/a

\* The costs included in year 1 of the projections reflect those included in the Board approved budget for the respective year.

The discount rate is based on the Group's weighted average cost of capital to estimate a market relevant rate, calculated as at the year-end, and takes into account the relative risks associated with the Group's various revenue streams included in the respective operating segments. The discount rates disclosed above are the post-tax rates which have been applied in the projections; the pre-tax discount rates are 10.85% and 13.00% for F&C/F&C REIT and TRC respectively (2009: 12.95%, F&C/F&C REIT only). All discount rates shown subsequently within this note are stated after tax.

Revenues are based on the Board-approved budget for each operating segment, and management's net business flow forecasts for the subsequent four years. Thereafter, revenues have been grown in line with the Group's long-term view of market growth, consistent with that experienced historically, in the long-term, across the markets in which assets are invested. The different rates reflect the composite mix of assets held in each operating segment for each period. Net new business revenues are included at the levels assumed in the 2011 budget and management's forecasts up to 2015 with no further net new business included thereafter. Additional costs associated with the increased revenues have been included in the projections, primarily to reflect variable remuneration costs. Revenues earned from significant contracts with a fixed term are assumed to terminate at the end of the fixed term, with operating costs falling by an amount which assumes associated profit margins of 70%.

Projected operating costs for the first year are driven by the budgeted profit margins for each operating segment for 2011. Thereafter, both existing budgeted costs and, as noted above, further costs added associated with net new business revenue forecasts have been grown at inflation rates to accord with anticipated future salary and other cost increases.

Values in use are compared to the carrying values of goodwill, attributable management contracts and other intangible assets (net of associated deferred tax provisions), and property, plant and equipment in order to ascertain whether any impairment exists.

As this annual impairment review of goodwill indicated surpluses in all segments, no impairment has been recognised in the year in respect of goodwill (31 December 2009: £nil).

#### 13. Intangible assets continued

The key assumptions noted in the above table are those to which the calculated values in use are most sensitive. These assumptions, together with the inclusion in the projections of forecast net new business revenues and associated costs, result in the following surpluses of goodwill:

	31 December 2010				31 December 2009		
	F&C £m	F&C REIT £m	TRC £m	F&C £m	F&C REIT <b>£m</b>	TRC £m	
Excess of recoverable amount over carrying value	787.8	44.6	234.9	615.1	74.6	n/a	

In order to assess the sensitivity of the key assumptions on the carrying values of goodwill, an analysis was conducted to ascertain the change that would be required to derive values in use which approximated to the carrying values of goodwill and beyond which impairment would arise.

The absolute levels, on a standalone basis, of the key assumptions which most closely resulted in a match in the values in use to the carrying values of goodwill were as follows:

	31 December 2010				31 December 2009		
	F&C	F&C REIT	TRC	F&C	F&C REIT	TRC	
Discount rate	16.19%	10.36%	39.84%	17.00%	13.35%	n/a	
Long-term market growth rate	2.49%	2.85%	(5.93)%	2.55%	1.28%	n/a	
Inflation rate	7.38%	6.74%	14.21%	7.65%	9.20%	n/a	
Per cent. achievement of new business targets	<0.00%	<0.00%	<0.00%	<0.00%	41.85%	n/a	

#### 14. Financial investments

The following assets are designated as available for sale:

Unquoted investments	2010 £m	2009 £m
At 1 January	2.2	2.1
Fair value movement in the year	1.3	0.2
Impairment expense	-	(0.1)
At 31 December	3.5	2.2

Unquoted investments include the Group's direct investment, co-investments and carried interest entitlement in private equity limited partnerships.

The fair value of the unquoted investments has been estimated using International Private Equity and Venture Capital Valuation Guidelines.

The Directors believe that the estimated fair values resulting from the valuation technique applied to unquoted shares which are recorded in the Statement of Financial Position, and the related realised fair value gains recorded in the Income Statement, are reasonable and the most appropriate at the reporting date.

The investments have no fixed maturity date or coupon rate.

Included within the unquoted financial investments at 31 December 2010 are £0.1m (31 December 2009: £0.1m) of equity instruments measured at the price of recent investments. The fair value of these investments cannot be measured reliably as the Group does not have access to the underlying information to produce fair value valuations for these investments. These investments consist of loans and carried interest in private equity limited partnerships. These investments are managed by external fund managers and the Group obtains income when the investments are realised. The Group intends to hold these investments until all the private equity investments are realised. In 2010, the Group received no distributions (2009: £nil) in respect of the investments held at cost.

#### 15. Acquisition of subsidiaries

#### (a) Acquisition of Thames River Capital Group

F&C Asset Management plc ('FCAM') acquired and gained control of the Thames River Capital Group ('TRC' or the 'TRC Group') on 1 September 2010 ('Completion' date). TRC is a London-based asset management business that provides specialist products and services to wholesale and wealth management clients. TRC manages a range of specialist high alpha and absolute return products.

The acquisition of TRC represented an attractive opportunity to broaden F&C's specialist investment management capabilities in multiple product areas, augment its sales and marketing skills and expand its distribution footprint, thereby accelerating the achievement of F&C's strategic objectives.

The TRC Group operates its business through two limited liability partnerships ('LLPs'), Thames River Capital LLP and Thames River Multi-Capital LLP. Between them they had 7 Investment Teams at 1 September 2010.

FCAM acquired 100% ownership of Thames River Capital Group Limited which, in turn, owned, directly or indirectly, 100% of the following entities at the date of acquisition:

Thames River Capital Holdings Limited Thames River Capital UK Limited ('TRC UK') TRC UK's interest in Thames River Capital LLP TRC UK's interest in Thames River Multi-Capital LLP Thames River Capital GmbH

The consideration payable by FCAM for the acquisition will be up to £53.6m (excluding the adjustment in respect of the consolidated net assets target) comprised as follows:

- (i) The initial consideration:
  - £33.6m was paid in cash at Completion; and
  - The consideration paid at Completion will be subject to an adjustment if the consolidated net asset value of the TRC Group at the Completion date exceeds or falls short of an agreed target amount of £9.0m.

(ii) The conditional consideration payment:

- Up to a further £20.0m of conditional consideration is payable, in two instalments shortly after 31 December 2011 and 30 June 2012, and is contingent on the TRC Group achieving certain financial targets at each of these dates;
- The first instalment is a variable amount dependent on the Run-Rate Earnings Before Interest, Taxation, Depreciation and Amortisation ('Run-Rate EBITDA') on an annualised basis as at 31 December 2011. This instalment becomes payable if the December 2011 Run-Rate EBITDA exceeds £12.5m and the amount payable increases on a straight-line basis from zero to a maximum of £10.0m, which is payable if the December 2011 Run-Rate EBITDA equals or exceeds £15.0m;
- The second instalment varies according to the Run-Rate EBITDA on an annualised basis as at 30 June 2012. This instalment becomes payable if the June 2012 Run-Rate EBITDA exceeds £15.0m and the amount payable increases on a straight-line basis from zero to a maximum of £10.0m, which is payable if the June 2012 Run-Rate EBITDA equals or exceeds £17.0m; and
- The conditional consideration payment, if payable, will be satisfied by the issue of a variable number of Ordinary Shares or, in certain limited circumstances, the issue of bank guaranteed loan notes by F&C.

F&C funded the cash consideration for the acquisition through a combination of the £14.2m net proceeds of a non-pre-emptive cash placing of F&C Ordinary Shares carried out on 28 April 2010, a £15m acquisition loan facility and existing cash resources.

In addition, as a condition of the acquisition, two new share-based payment agreements were established to retain and incentivise TRC group employees: TRC Management Retention Plan and the TRC Management Incentive Plan. Details of these schemes are disclosed in notes 26(e) and (f).

The fair value of consideration paid by the Group for its 100% holding in Thames River Capital Group Limited was as follows:

	£m
Initial consideration – cash	33.6
Estimated additional cash consideration payable as a result of TRC net assets exceeding target net assets	7.5
Estimated fair value of first instalment of conditional consideration	5.0
Estimated fair value of second instalment of conditional consideration	2.5
Fair value of consideration paid for 100% of TRC Group	48.6

FCAM also incurred £7.5m of acquisition expenses relating to the legal, accounting and other professional advisor fees associated with the transaction (£7.2m of these have been capitalised in the Company Financial Statements, as shown in note 5 on page 133). These expenses are treated as exceptional costs, as explained in note 6(b).

# 15. Acquisition and disposal of subsidiaries continued

The provisional fair values of assets and liabilities acquired at Completion were as follows:

The provisional fair values of assets and liabilities acqu	Book value £m	Accounting policy alignment £m	Acquired intangibles £m	Fair value adjustments £m	Provisional fair value to the Group at acquisition, as at 31 December 2010 £m
Non-current assets:					
Property, plant and equipment	1.7	-	-	-	1.7
Intangible assets: – management contracts	_	_	23.0		23.0
- management contracts - software and licences	0.5	_	23.0	_	23.0
Deferred acquisition costs	0.5	0.1	_	_	0.3
Deferred tax assets	0.6	0.1	_	0.1	0.8
	0.0	0.11		0.1	0.0
Current assets:				0.0	10
Financial investments	1.1	-	-	0.8	1.9
Deferred acquisition costs	- 13.3	0.1	-	_	0.1 13.3
Trade and other receivables <sup>#</sup> Cash and cash equivalents	27.2	-	-	_	27.2
Cash and Cash equivalents	21.2	_	_	-	21.2
Non-current liabilities:					
Provisions	(0.1)	-	-	(0.1)	
Employee benefits	(1.1)	-	-	-	(1.1)
Deferred income	-	(0.4)	-	-	(0.4)
Deferred tax liabilities	-	-	(6.4)	-	(6.4)
Current liabilities:					
Trade and other payables	(17.6)	(0.1)	-	-	(17.7)
Employee benefits	(6.3)	-	-	0.3	(6.0)
Deferred income	-	(0.3)	-	-	(0.3)
Members' liabilities	(3.4)	-	-	-	(3.4)
Current tax payable	(1.0)	-	-	(0.3)	(1.3)
Estimated net assets acquired	14.9	(0.5)	16.6	0.8	31.8
Goodwill					16.8
Total consideration					48.6

\* The gross contractual amounts receivable at Completion are £13.3m, which is also the estimate of contractual cash flows expected to be collected.

The following adjustments were made to the book values of the assets and liabilities acquired:

- The key accounting policy alignment adjustments relate to the recognition of deferred income and deferred acquisition costs, together with associated tax adjustments, in accordance with IFRS requirements adopted by the F&C Group;
- An intangible asset of £23.0m, together with an associated deferred tax liability of £6.4m, has been recognised on acquisition, being the fair value of the management contracts acquired with TRC. Further details of intangible assets are given in note 13; and
- Fair value adjustments include:
  - o the recognition of an investment of £0.8m, being the fair value of F&C Ordinary Shares acquired with TRC, which relate to employee benefit arrangements. On consolidation, this investment has been transferred to equity as the shares are required to be accounted for as 'own shares';
  - o a reduction of £0.3m to the initial estimate of employee benefits included in the Completion Accounts; and
  - o the tax effect of pre-tax adjustments.

The adjustments noted above reflect the Directors' best estimate of the necessary fair value adjustments to the net assets of the acquired entities as at 31 December 2010.

As at 31 December 2010, the fair values of identifiable assets acquired and liabilities assumed are considered by the Directors to be provisional. Any subsequent amendments to the fair values will be made after the TRC Completion Accounts review process has been completed.

No provisions for reorganisation or restructuring costs were included in the liabilities of the acquired entities. The net revenues and loss before tax attributable to the TRC Group for the four month period between the date of acquisition and 31 December 2010 were £14.6m and £3.7m respectively. On an underlying basis excluding the Commutation expense and the costs associated with the TRC Management Retention and Incentive Plans, the pre-tax result was a profit of £2.8m.

### 15. Acquisition and disposal of subsidiaries continued

As a pre-condition of the acquisition agreements, a group restructuring involving the entities being acquired by the F&C Group was completed in advance of the acquisition. This restructuring was required as the Group was not acquiring Nevsky Holdings Limited or TRC UK's interest in Nevsky Capital LLP, as outlined in the Circular issued to shareholders in respect of this transaction. As a result, the pre-acquisition results of the acquired entities would have differed materially from the post-acquisition results of TRC entities included within the F&C Group results. Therefore, it is not considered possible to determine what the F&C Group results would have been had the acquisition completed on 1 January 2010.

The value of goodwill arising on acquisition includes the value of the investment management teams acquired and the value of future business flows that the distribution capability of TRC is expected to generate. No tax deduction is expected to be available in respect of the goodwill arising on acquisition.

### **Commutation arrangements**

The Divisional Members of Investment Teams have entered into put and call options which, if exercised, will transfer value to F&C by way of variation of the entitlements to the allocation of management fee profits (as defined in the underlying legal agreements) and capital profits in the respective LLP. The exercise of these options will increase TRC UK's share of the management fee profits of the respective Investment Teams by up to 20%.

These options are exercisable:

• 18 months after Completion:

At the option of the Investment Teams, TRC UK will purchase an additional 10% of the management fee profits of each Investment Team. The option for Investment Teams to exercise this put option is conditional on that team's respective net fund flows being positive for the 12 months preceding the option exercise period.

• 36 months after Completion:

FCAM has a call option to purchase, through TRC UK, an additional 20% of the management fee profits of each of the Investment Teams. The level of 20% is reduced by the percentage of any profits which have already been commuted at an earlier date.

The 18/36 months options to acquire such management fee profits may be deferred for a period of 12 months if the F&C EBITDA Multiple, which is one of the components used to quantify the Commutation consideration, is less than 5.

The Commutation consideration may be satisfied in two tranches, at F&C's sole discretion, by:

- (a) the allotment and issue at the relevant Commutation completion date to each Divisional Member of such number of F&C Shares as shall have a value equal to 50% of the consideration, or (b) the payment to the Divisional Members of 50% of the consideration in cash at the relevant Commutation completion date; and
- (b) the allotment and issue at the relevant Commutation completion date to a Nominee of such number of F&C Shares as shall have a value equal to 50% of the consideration ('Deferred Commutation Shares'), or (b) in certain circumstances the payment of 50% of the consideration in cash on the date falling 24 months after the relevant Commutation completion date. Deferred Commutation Shares shall be released by the Nominee 24 months after the Commutation completion date, provided the Member continues to provide services to the respective LLP or has ceased to do so in certain "good leaver" circumstances.

At Completion, two Divisions entered into an initial 10% Commutation, resulting in TRC UK obtaining a further 10% of the related management fee profits in those Investment Teams. The aggregate consideration payable in respect of this initial Commutation of profits was satisfied by: a cash payment of £1.4m; the issue of 3,042,999 Ordinary Shares and the issue of 3,042,997 Deferred Commutation Shares. The aggregate fair value of the Ordinary Share capital and share premium arising on the issue of these Shares was £3.8m. The corresponding charge in respect of these has been recognised in the own share reserve, a separate component of retained earnings, in accordance with the treatment of new shares issued to satisfy share-based payment arrangements.

Under IFRS the share element of these Commutation arrangements requires to be accounted for as a share-based payment. Further details are given in note 26(g). The cash payment has been expensed and is included within the Commutation expenses outlined in note 6(b)(iii).

### (b) Acquisition of F&C Group (Holdings) Limited

Following the review of the Completion Accounts and subsequent fair value adjustments to the purchase consideration for the acquisition of F&C Group (Holdings) Limited on 11 October 2004, there is an estimated further consideration of £0.7m payable to Eureko B.V. at 31 December 2010 (31 December 2009: £0.7m).

# **16. Deferred acquisition costs**

•	2010 £m	2009 £m
At 1 January	9.0	11.1
Fair value of additions arising on acquisition of TRC	0.2	-
Costs deferred in the year	2.4	1.2
Amortisation in the year	(2.8)	(3.3)
At 31 December	8.8	9.0

	31 December 2010 £m	31 December 2009 £m
Split as follows:		
Non-current assets	6.0	6.4
Current assets	2.8	2.6
	8.8	9.0

Deferred acquisition costs represent the commission paid to gain new asset inflows into OEICs. These costs are amortised over the expected terms of the contracts, in line with the initial fees received from investors, as disclosed in note 27.

# 17. Deferred tax assets and liabilities

# (a) Recognised deferred assets and liabilities

Deferred tax assets and liabilities are attributable to the following:

		31 December 2010			December 2009	
	Assets £m	Liabilities £m	Net £m	Assets £m	Liabilities £m	Net £m
Employee benefits*	8.3	-	8.3	15.3	_	15.3
Share-based payments	12.8	-	12.8	12.4	-	12.4
Unused tax losses	4.2	-	4.2	0.6	_	0.6
Property, plant and equipment	2.9	-	2.9	2.6	-	2.6
Receivables, payables and provisions	2.7	-	2.7	3.4	-	3.4
Intangible assets – management contracts	-	(47.3)	(47.3)	_	(57.7)	(57.7)
Unrealised fair value gains on available for sale assets	-	(0.8)	(0.8)	-	(0.6)	(0.6)
Net deferred tax assets/(liabilities)	30.9	(48.1)	(17.2)	34.3	(58.3)	(24.0)

\*Includes £7.3m (31 December 2009: £12.9m) relating to deferred tax on defined benefit pension deficit.

Based on Board-approved budgets and forecasts, the Directors believe that it is appropriate to recognise deferred tax assets at the reporting date because it is considered probable that there will be suitable taxable profits from which the underlying temporary differences can be deducted.

# (b) Movement in temporary differences during the year

	1 January 2010 £m	Recognised in income £m	Recognised in equity £m	Revaluation in year £m	Acquired in year £m	31 December 2010 £m
Employee benefits	15.3	(4.2)	(3.2)	(0.1)	0.5	8.3
Share-based payments	12.4	0.4	-	-	-	12.8
Unused tax losses	0.6	3.6	-	-	-	4.2
Property, plant and equipment	2.6	0.1	-	-	0.2	2.9
Receivables, payables and provisions	3.4	(0.8)	-	-	0.1	2.7
Intangible assets – management contracts	(57.7)	15.8	-	1.0	(6.4)	(47.3)
Unrealised fair value gains on available for sale assets	(0.6)	-	(0.3)	0.1	-	(0.8)
	(24.0)	14.9	(3.5)	1.0	(5.6)	(17.2)

# 17. Deferred tax assets and liabilities continued

	1 January 2009 £m	Recognised in income £m	Recognised in equity £m	Revaluation in year £m	Acquired in year £m	31 December 2009 £m
Employee benefits	9.0	(1.2)	7.6	(0.1)	-	15.3
Share-based payments	9.7	2.7	-	-	_	12.4
Unused tax losses	-	0.6	-	-	_	0.6
Property, plant and equipment	2.5	0.1	-	-	_	2.6
Receivables, payables & provisions	5.3	(1.9)	-	-	_	3.4
Intangible assets – management contracts	(74.5)	14.0	-	2.8	_	(57.7)
Unrealised fair value gains on available for sale assets	(0.6)	-	-	-	_	(0.6)
Unremitted overseas earnings	(1.9)	1.5	-	0.4	-	_
	(50.5)	15.8	7.6	3.1	-	(24.0)

### (c) Unrecognised deferred tax assets and liabilities

At 31 December 2010 the Group has unrecognised tax losses of £0.3m (31 December 2009: £0.2m) that are available indefinitely for offset against future taxable profits of the companies in which the losses arose. Deferred tax assets have not been recognised in respect of these losses as they cannot be used to offset taxable profits elsewhere in the Group, and they have arisen in companies that have not reported taxable profits for some time.

# **18. Financial instruments**

# (a) Analysis of assets and liabilities at the reporting date

Financial investments held in relation to the activities of the Group's insurance subsidiary have been classified as fair value through profit or loss within current assets.

Stocks of units and shares are held in relation to fund management activities and are classified as held for trading within current assets.

Financial investments included within non-current assets are classified as available for sale and are carried at fair value (or at amortised cost if fair value cannot be measured reliably). Other loans and receivables included within non-current assets are carried at amortised cost.

### (i) Designated as fair value through profit or loss

	31	December	31 December
		2010	2009
	Notes	£m	£m
Financial investments in respect of unit-linked contracts	(1)	538.8	624.9
Other financial investments	(2)	9.9	10.0
		548.7	634.9

### (1) Financial investments in respect of unit-linked contracts:

2010	2009
	2009
£m	£m
Equity securities:	
Listed 232.4	431.0
OEICs and unit trusts 106.9	12.6
Total equity securities 339.3	443.6
Debt and fixed income securities:	
Government bonds 59.2	65.8
Other listed fixed interest securities 87.2	82.2
Index-linked gilts 42.8	24.1
Participation in pooled investments 10.3	9.2
Total debt and fixed income securities199.5	181.3
Total unit-linked financial investments designated as fair value	
through profit or loss 538.8	624.9

### Financial instruments relating to unit-linked contracts

The Group's insurance subsidiary, F&C Managed Pension Funds Limited, provides unit-linked pension wrappers. From F&C's perspective, the risks and rewards of managing these assets are the same as other assets under management, as the financial risks and rewards attributable to the assets invested fall to be borne by, or to the benefit of, the Group's clients. Hence, while a number of significant financial instruments are recognised in the Consolidated Statement of Financial Position in respect of this subsidiary, the key risk to the Group is the impact on the level of management fees which are earned from this entity and which are directly affected by the underlying value of policyholder assets. While F&C Managed Pension Funds Limited has some insurance risks, these risks are fully reinsured, thereby negating any net insurance risk to the Group's equity holders.

The amounts included in the Consolidated Statement of Financial Position in respect of assets and liabilities held within unit-linked funds are as follows:

31 December 2010	31 December 2009
£m	£m
Fair value through profit or loss:	
Financial investments 538.8	624.9
Loans and receivables:	
Deferred acquisition costs 0.1	0.1
Trade and other receivables 0.1	0.3
Cash and cash equivalents <sup>#</sup> 20.2	24.6
Total unit-linked assets less liabilities559.2	649.9

\*This does not include £3.2m of non-linked policyholders' cash (31 December 2009: £3.1m).

These unit-linked assets are matched by the associated investment contract liabilities disclosed in note 29.

# (2) Other financial investments:

	31	December	31 December
		2010	2009
	Note	£m	£m
Purchased Equity Plan	26(h)(ii)	4.0	4.7
NIC hedge		2.6	3.1
Bonus – investments		1.8	1.9
TRC Employee Benefit Trust		1.2	-
Corporate bonds		0.3	0.3
		9.9	10.0

The 'Purchased Equity Plan' represents investments held by an Employee Benefit Trust in F&C funds for the purpose of future settlement of Purchased Equity Plan awards. A corresponding liability is recognised over the vesting period.

The 'NIC hedge' represents an investment in equities and other assets made via an Employee Benefit Trust for the purpose of funding future national insurance contributions ('NIC') payments on legacy employee share plans. The provision for the NIC liability is separately recognised.

'Bonus – investments' represents an investment in managed funds for the purpose of future settlement of bonus awards. The liability for these bonuses is separately recognised.

'TRC Employee Benefit Trust' represents investments held by an Employee Benefit Trust in TRC funds for the purpose of future settlement of TRC bonus awards. A corresponding liability is recognised in employee benefit liabilities.

'Corporate bonds' represents an investment in corporate bonds held by F&C Managed Pension Funds Limited. The corporate bonds have the following maturity dates:

31 December	31 December
2010	2009
Maturity date £m	£m
2014 <b>0.3</b>	0.3

### (ii) Designated as held for trading

31 December	31 December
2010	2009
£m	£m
Stock of units and shares 0.1	0.3

The Group holds a stock of units and shares in respect of its OEIC and unit trust business. This stock of units and shares is commonly referred to as the 'Manager's Box'. The Group's stock of units and shares is valued using quoted market values. The Group is therefore exposed to market value movements in the value of these assets.

### (iii) Designated as loans and receivables

	31 December	31 December
	2010	2009
	£m	£m
Cash and cash equivalents	202.2	213.9
Trade and other receivables:		
Trade debtors	21.5	14.9
Accrued income	38.9	41.3
Other debtors	10.8	8.5
OEIC and unit-trust debtors	81.2	21.8
Amounts owed by Eureko Group	1.4	1.4
Amounts owed by TRC related party entities	0.7	-
Amounts owed by F&C REIT related party entities	0.1	0.1
	356.8	301.9

# (b) Fair values

# (i) Fair value hierarchy

The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by category of valuation technique:

Level 1: Quoted (unadjusted) prices in active markets for identical assets or liabilities.

Level 2: Other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly.

Level 3: Techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

As at 31 December 2010, the Group held the following financial instruments measured at fair value:

				31 December
	Level 1	Level 2	Level 3	2010
Assets measured at fair value	£m	£m	£m	£m
Financial assets at fair value through profit or loss:				
Financial investments in respect of unit-linked contracts	491.4	46.0	1.4	538.8
Other financial investments	4.6	5.1	0.2	9.9
Classified as held for trading: stock of units and shares	0.1	-	-	0.1
Available for sale financial assets:				
Unquoted investments	-	-	3.5	3.5
	496.1	51.1	5.1	552.3
				31 December
	Level 1	Level 2	Level 3	2010
Liabilities measured at fair value	£m	£m	£m	£m
Financial liabilities at fair value through profit or loss:				
F&C REIT put options	-	_	(54.0)	(54.0)
Investment contract liabilities	-	(559.2)	-	(559.2)
	-	(559.2)	(54.0)	(613.2)
				31 December
	Level 1	Level 2	Level 3	2009
Assets measured at fair value	£m	£m	£m	£m
Financial assets at fair value through profit or loss:				
Financial investments in respect of unit-linked contracts	607.2	14.2	3.5	624.9
Other financial investments	5.1	4.7	0.2	10.0
Classified as held for trading: stock of units and shares	0.3	-	-	0.3
Available for sale financial assets:				
Unquoted investments	-	-	2.2	2.2
	612.6	18.9	5.9	637.4
				01 December
	Level 1	Level 2	Level 3	31 December 2009
Liabilities measured at fair value	£m	£m	£m	£m
Financial liabilities at fair value through profit or loss:				
Forward currency contracts	_	(1.3)	_	(1.3)
F&C REIT put options	_	_	(60.4)	(60.4)
Investment contract liabilities	-	(649.9)	-	(649.9)
	_	(651.2)	(60.4)	(711.6)

# Assets/(liabilities) measured at fair value based on level 3

Assets/(habilities) measured at fair value based on level 3		ial assets FVTPL	Available for sale financial assets	Financial liabilities at FVTPL	
	Financial investments in respect of unit-linked contracts	Other financial investments	Unquoted	F&C REIT	Total
Fair value measurement at end of the reporting period	£m	£m	£m	£m	£m
At 1 January 2009	2.4	0.3	2.1	(66.0)	(61.2)
Total gains or losses:					
In profit or loss	(0.6)	(0.1)	(0.1)	5.6	4.8
In other comprehensive income	-	-	0.2	-	0.2
Purchases	2.2	-	_	-	2.2
Settlements	(0.5)	-	_	_	(0.5)
At 31 December 2009	3.5	0.2	2.2	(60.4)	(54.5)
Total gains or losses:					
In profit or loss	0.4	-	-	6.4	6.8
In other comprehensive income	-	-	1.3	-	1.3
Purchases	1.4	-	-	-	1.4
Settlements	(0.7)	-	-	-	(0.7)
Transfers out of Level 3#	(3.2)	-	-	-	(3.2)
At 31 December 2010	1.4	0.2	3.5	(54.0)	(48.9)

# Transfers out of Level 3 resulted from investments receiving an active market price during the year.

# Total gains or losses included in the Income Statement for the year:

2010					
Net gains and investment income on unit-linked assets	0.4	-	_	_	0.4
F&C REIT put option fair value gain	-	-	-	6.4	6.4
	0.4	-	-	6.4	6.8
2009					
Net losses and investment income on unit-linked assets	(0.6)	_	-	_	(0.6)
Finance revenue	_	(0.1)	_	-	(0.1)
Impairment of financial investments	-	_	(0.1)	_	(0.1)
F&C REIT put option fair value gain	-	_	-	5.6	5.6
	(0.6)	(0.1)	(0.1)	5.6	4.8

The gains or losses included in profit or loss for the year were all in respect of assets or liabilities held at the reporting date.

# Sensitivities for level 3

While the Group believes that its estimates of fair value are appropriate, the use of different assumptions could lead to different measurements of fair value. Potential changes in the assumptions used in the valuation of level 3 financial assets are not considered to have a material impact on the Income Statement. In respect of level 3 financial liabilities changing one or more of the unobservable inputs to reasonably possible alternative assumptions would have the following effects:

	Effect on profit or loss		Effect on othe comprehensive inc	
At 31 December 2010	Favourable (Un £m	avourable) £m	Favourable £m	(Unfavourable) £m
Available for sale financial assets: Unquoted investments Financial liabilities at FVTPL: F&C REIT put options	- 5.0	- (4.6)	0.3	(0.3) –
At 31 December 2009				
Financial liabilities at FVTPL: F&C REIT put options	4.3	(8.5)	_	_

The F&C REIT put option sensitivities were derived from reasonable changes to the assumptions, as disclosed in note 28, on the following unobservable inputs:

- Recurring discount rates +/- 1%
- Weightings of 2010 results +/- 10%
- Recurring EBITDA multiple +/- 1x

Flexing the relative weightings to the 3 valuation methodologies +/- 10%

# (ii) Fair value comparisons

Set out below is a comparison by category of carrying amounts and fair values of all the Group's financial instruments.

	Carrying amount		Fair value	
Financial assets	31 December 2010 £m	31 December 2009 £m	31 December 2010 £m	31 December 2009 £m
Financial investments: available for sale	3.5	2.2	3.5	2.2
Financial investments: fair value through profit or loss	548.7	634.9	548.7	634.9
Held for trading: stock of units and shares	0.1	0.3	0.1	0.3
Financial liabilities				
Interest bearing loans and borrowings: Fixed/Floating Rate Subordinated Notes 2016/2026 Guaranteed Fixed Rate Loan Notes 2016 Floating Rate Secured Notes 2010	(124.4) (149.3) –	(124.2) (129.7) (10.0)	(154.0)	(83.2) (129.7) (10.0)
Other financial liabilities: F&C REIT put options Forward currency contracts	(54.0) _	(60.4) (1.3)	. ,	(60.4) (1.3)
Investment contract liabilities	(559.2)	(649.9)	(559.2)	(649.9)

The fair values of short-term 'trade and other receivables', 'cash and cash equivalents' and 'trade and other payables' have been excluded from the above table as their carrying amounts are a reasonable approximation of their fair value.

The following summarises the major methods and assumptions used in estimating the fair values of financial instruments reflected in the table:

# Securities

The fair value of listed investments is based on quoted bid market prices at the reporting date without any deduction for transaction costs. The fair value of unlisted investments has been valued in accordance with International Private Equity and Venture Capital Valuation Guidelines and in accordance with the underlying limited partnership agreements.

# Interest bearing loans and borrowings

The fair value of the Subordinated Notes and Guaranteed Loan Notes is based on a quoted market price at the reporting date. The fair value of other borrowings has been calculated by discounting the expected future cash flows at prevailing interest rates. The valuations have considered similar instruments available in the market and the liquidity of assets and liabilities.

# **Unquoted investments**

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market-related rate for a similar instrument at the reporting date. Where other pricing models are used, inputs are based on market related data at the reporting date.

### **Put options**

The fair value is based on an external valuation of the business, as detailed in note 28.

### Forward currency contracts

The fair value is based on relevant exchange rates at the reporting date.

# **19. Reinsurance assets**

31 December	31 December
2010	2009
£m	£m
Reinsurers' share of insurance contract liabilities 2.0	1.9
Total reinsurance assets - current assets       2.0	1.9

# 20. Trade and other receivables

	31 December	31 December
	2010	2009
	£m	£m
Non-current:		
Accrued income	0.1	-
Other debtors	0.4	0.4
Prepayments	0.1	0.1
Amounts owed by Eureko Group	1.4	1.4
	2.0	1.9
Current:		
Trade debtors	21.5	14.9
VAT recoverable	1.2	-
Accrued income	38.8	41.3
OEIC and unit trust debtors	81.2	21.8
Other debtors	10.4	8.1
Prepayments	8.7	5.2
Amounts owed by F&C REIT related party entities	0.1	0.1
Amounts owed by TRC related party entities	0.7	-
	162.6	91.4

Trade debtors are non-interest bearing and are generally receivable within 30 days.

# 21. Cash and cash equivalents

	31 December 2010	31 December 2009
	£m	£m
Shareholders:		
Cash at bank and in hand	29.7	1.5
Short-term deposits	149.1	184.7
	178.8	186.2
Policyholders:		
Cash at bank and in hand	5.2	0.6
Short-term deposits	18.2	27.1
	23.4	27.7
Total cash and cash equivalents	202.2	213.9

Cash and cash equivalents are held by the Group for the purpose of meeting short-term cash commitments rather than for investment or other purposes. All short-term deposits are readily convertible to a known amount of cash and are not subject to significant risk of changes in value.

Cash at bank earns interest at floating rates based on daily bank deposit rates. Short-term deposits are generally made for varying periods of between one day and three months depending on the immediate cash requirements of the Group and earn interest at the respective short-term deposit rates. The fair value of cash and cash equivalents at 31 December 2010 is £202.2m (31 December 2009: £213.9m).

# Restrictions on use of cash

The policyholders' cash is not available for general use by the Group. These funds are held on behalf of policyholders of unit-linked insurance contracts which are included in the Statement of Financial Position. At 31 December 2010 policyholders' cash amounted to £23.4m (31 December 2009: £27.7m) of the total cash and cash equivalents balance.

### 22. Interest bearing loans and borrowings

The contractual terms of the Group's interest bearing loans and borrowings are as follows:

	31	December 2010 £m	31 December 2009 £m
<b>Fixed/Floating Rate Subordinated Notes 2016/2026</b> Interest rate of 6.75% per annum until 19 December 2016, payable annually in arrears. Issuer has the option to extend the notes beyond this date at a rate of 2.69% above 3 month LIBOR until 19 December 2026, payable quarterly in arrears.		124.4	124.2
Guaranteed Fixed Rate Loan Notes 2016 Interest rate of 9.0% per annum until 19 December 2016, payable annually in arrears.	(i)	149.3	129.7
Floating Rate Secured Notes 2010 Interest payable at the following rates: From 16 December 2008 to 15 June 2009 at LIBOR +3%; and from 16 June 2009 until redemption at LIBOR +4%.	(ii)	-	10.0
Interest was payable quarterly in arrears on 28 February, 31 May, 31 August and 30 November. The £35.0m Notes were repaid as follows: £25.0m repaid on 22 September 2009; £10.0m repaid on 29 June 2010.			
		273.7	263.9

(i) £20.0m of new Loan Notes were issued on 23 September 2010 on the same terms and conditions as the existing Loan Notes.

(ii) The Floating Rate Secured Notes 2010 were listed on The Channel Islands Stock Exchange.

During 2009, the Group offered holders of the Fixed/Floating Rate Subordinated Notes 2016/2026 the opportunity to exchange up to £135.0m of the Notes for new Guaranteed 9% Fixed Rate Loan Notes 2016 at a pre-determined exchange ratio. £135.0m of the Subordinated Notes were exchanged for £104.7m Guaranteed Loan Notes. In addition, £25.0m of new Guaranteed Loan Note debt was issued. The gain arising on this debt exchange was £27.9m, as shown in note 6(d).

The Floating Rate Secured Notes were held by Kendray Properties Limited, which held a security over FCAM's entire holding in F&C REIT Asset Management LLP until 29 June 2010 when all liabilities due under the terms of the loan note agreement were settled. The carrying amount of net assets (including intangible management contracts) pledged as security over the Secured Notes as at 31 December 2009 was £45.7m.

# **Borrowing facilities**

The Group has borrowing facilities available to it. The undrawn committed facilities available at the year end are as follows:

	31 December 2010 £m	31 December 2009 £m
Expiring in one year or less:		
Revolving credit facility	20.0	-
Bank overdraft facilities	2.0	2.0
	22.0	2.0

Prior to the acquisition of TRC, the Group entered into a facilities agreement with HSBC to provide two lines of credit:

- A £15m bridging facility for the acquisition of TRC; and
- A £20m revolving credit facility available for general corporate and working capital purposes. This facility was conditional on the acquisition of TRC.

The £15m facility was utilised to partially fund the initial cash consideration for the purchase of TRC and was repaid shortly thereafter following the issue of a further £20m of the existing 9% Guaranteed Fixed Rate Notes in September 2010.

The revolving credit facility is available for drawdown until 31 August 2011, at which point it must be repaid in full. The repayment date of this facility may be extended until 29 February 2012, at the option of F&C, if certain financial tests continue to be met.

The interest payable on the revolving credit facility is LIBOR plus a margin of between 2.5% and 5.0%, depending on the credit rating and certain financial metrics of the F&C Group.

	31 December	31 December
	2010	2009
Repayment periods	£m	£m
Amounts repayable:		
In one year or less, or on demand	-	10.0
In more than one year but not more than two years	-	_
In more than two years but not more than five years	-	_
In more than five years	273.7	253.9
	273.7	263.9

Additional information about the Group's exposure to interest rate risk is provided in note 37.

# 23. Trade and other payables

	31 December	31 December
	2010	2009
	£m	£m
Non-current:		
Accruals	2.0	5.0
Other creditors#	10.1	1.7
	12.1	6.7
Current:		
Trade creditors <sup>†</sup>	3.4	1.9
Amounts owed to Eureko Group	2.0	2.0
Amounts owed to F&C REIT related party entities	0.3	2.3
Social Security and PAYE	1.8	2.2
VAT payable	-	1.1
Accruals	25.1	27.1
OEIC and unit trust creditors	80.1	20.2
Other creditors#	25.8	7.3
	138.5	64.1

# At 31 December 2010, other creditors includes £7.5m current and £7.5m non-current of estimated consideration payable in respect of the TRC acquisition (31 December 2009: £nil).

<sup>+</sup> Trade creditors are non-interest bearing and are settled in accordance with the individual contractual arrangements.

# 24. Provisions

	Onerous premises contracts £m	NIC on share schemes £m	Long- term sickness £m	Guaranteed product £m	Long- term service award £m	Investment Trust VAT £m	F&C Partners dispute £m	Total £m
At 1 January 2009	7.0	4.4	1.9	0.8	0.1	3.8	_	18.0
Provided during the year	3.1	5.2	0.3	_	_	_	2.4	11.0
Utilised during the year	(1.6)	(1.7)	(0.2)	(0.2)	_	(1.2)	-	(4.9)
Released during the year	(0.1)	(2.3)	_	(0.1)	-	(2.6)	-	(5.1)
At 31 December 2009 Fair value of provisions	8.4	5.6	2.0	0.5	0.1	-	2.4	19.0
on acquisition of TRC	_	0.2	_	_	_	_	-	0.2
Provided during the year	0.3	2.1	_	_	_	_	-	2.4
Utilised during the year	(1.7)	(1.3)	(0.2)	-	-	-	-	(3.2)
Released during the year	(0.4)	-	(0.8)	(0.1)	-	-	-	(1.3)
At 31 December 2010	6.6	6.6	1.0	0.4	0.1	-	2.4	17.1
At 31 December 2010								
Non-current liabilities	4.9	2.0	0.8	0.3	0.1	-	-	8.1
Current liabilities	1.7	4.6	0.2	0.1	-	-	2.4	9.0
At 31 December 2009								
Non-current liabilities	6.5	1.3	1.8	0.4	0.1	-	-	10.1
Current liabilities	1.9	4.3	0.2	0.1	_	_	2.4	8.9

# **Onerous premises contracts**

The Group holds all properties under operating leases. This includes a number of vacant or sub-let properties which were either previously occupied or are partially occupied by the Group. Provision has been made for the residual lease commitments where significant, after taking into account existing and expected sub-tenant contractual arrangements. The remaining terms are for up to 10 years, although a significant element of this provision relates to lease incentive arrangements and is expected to be utilised within 3 years.

Assumptions have been made as to whether each leasehold property may be sub-let or assigned in the future. All leases, and the majority of sub-leases, are for minimum guaranteed rentals. One sub-lease involves the possible receipt of contingent rent. Any contingent rent received in excess of the anticipated amount is recognised as income during the period. The provision is subject to uncertainties over time, including market rent reviews and break options within the lease arrangements. In addition, exposure could exist if an existing tenant defaulted or went into liquidation or administration.

# 24. Provisions continued

# NIC on share schemes

The provision for national insurance contributions ('NIC') on share schemes represents the potential employer's NIC liabilities in respect of a number of share-based payment schemes operated by the Group. The provision is subject to uncertainties in respect of the extent to which performance conditions are met, movements in the Company's share price, the extent to which awards are forfeited and, where eligible, the timing of when employees choose to exercise options. The current element of the provision for NIC on share schemes relates to awards which are expected to vest within one year. At 31 December 2010, £2.6m (31 December 2009: £3.1m) of financial investments were held by the Group to partially fund the NIC liability on the Deferred Investment Plan and Deferred Investment Option Plan. This is disclosed in note 18(a)(i)(2).

### Long-term sickness

The Group has long-term sickness insurance arrangements which cover the cost of absence from work of all current employees. However, the cost of employees who went on long-term absence prior to these arrangements being established are self-insured by the Group. The provision represents the expected present value of income protection payments due to these individuals.

This provision has been quantified on the assumption that all employees currently on long-term sick leave do not return to the employment of the Group. The discount rate and salary growth assumptions used in each year are identical to those used for the purposes of determining UK defined benefit pension obligations.

### **Guaranteed product**

The provision for the guaranteed product represents the actuarially assessed cost of meeting potential obligations under certain investment products which have a guaranteed payout in the event of death of the investor. This provision is subject to uncertainties in respect of movements in market levels and the mortality rates of investors. The underlying investment plan was closed to new investors during 2004.

### Long-term service award

This provision represents the obligation in respect of long-term service benefits to which some employees are entitled, including incremental holiday entitlement and long-term service awards.

### **Investment Trust VAT**

During 2007, HM Revenue and Customs ('HMRC') agreed that asset management services to UK Investment Trust Companies ('ITCs') should be exempt from VAT. A number of Group companies, in common with other asset managers in the UK, received claims from ITCs for the repayment of VAT charged to them for historic periods dating back to 1990. While the Group charged VAT in accordance with applicable UK law at the time, a provision was recognised in 2007 to the extent that the expected payments to be made to ITCs were greater than the expected amount recoverable from HMRC. In early 2009 all amounts due to ITCs by the Group were settled and the excess of the provision of £2.6m was released to the Income Statement. No provision is therefore required at 31 December 2009 or 2010.

### **F&C** Partners dispute

During 2009, the two individual founder members of F&C Partners LLP ('Partners'), the Group's fund of hedge funds business, sought to exercise put options to sell their minority interest in Partners to the F&C corporate member under the terms of the LLP Agreement (in total, for approximately £7.8m). In March 2009, the F&C corporate member issued a claim in the High Court seeking a declaration on the validity of the exercise of the put options. The individual members sought an unspecified sum by way of counter-claim. In June 2009, the individual founder members issued a petition against Partners and the F&C corporate member under Section 459 of the Companies Act 1985 (now Section 994 of the Companies Act 2006) seeking an order that the F&C corporate member buy out their minority interest in Partners at a price to be determined. In April 2010, the F&C corporate member issued a cross-petition against the individual members and Partners under section 994 of the Companies Act 2006 seeking an order that the individual members transfer their interests in Partners to the corporate member at a valuation based on the market value of Partners.

These matters have been heard at a trial in the High Court which commenced in June 2010 and is scheduled to conclude shortly, although the outcome of this trial is not expected to be known until later this year. There are a number of potential outcomes to this trial including an order that the F&C corporate member buy out the minorities' interest and there is a wide range of values at which such an order could be made.

In view of this uncertainty, and having regard to the formulaic value which may have been determined had the founder members validly exercised their put options in October 2010, the Directors continue to hold a provision of £2.4m at 31 December 2010, in respect of the totality of all disputed matters, even though they have been advised that the Group should be successful in respect of all claims. The provision was initially recognised in 2009.

# 25. Pension benefits

The Group operates defined benefit schemes in the United Kingdom, The Netherlands, the Republic of Ireland and participates in one in Portugal. The UK scheme is closed to new entrants. All new UK employees are eligible to benefit from defined contribution arrangements, which provide greater certainty over the future cost to the Group.

A former Chairman of the Group, Mr R W Jenkins, has a pension entitlement of £119,000 per annum, commencing in January 2011. This pension will be indexed in line with the Retail Price Index on 1 January in each subsequent year. The Group has not earmarked any assets to date with respect to this liability.

The net pension deficit is recognised under non-current liabilities in the Statement of Financial Position and is stated gross of the related deferred tax asset.

The results of the latest full actuarial valuations were updated at 31 December 2010 by qualified independent actuaries.

The pension (deficits)/surpluses of the Group are summarised in aggregate and by scheme as follows:

31 December	31 December
2010	2009
Aggregate £m	£m
Fair value of plan assets 190.4	157.5
Benefit obligations (218.0)	(204.2)
Total pension deficit (27.6)	(46.7)
31 December	31 December
2010	2009
By scheme £m	£m
F&C Asset Management Pension Plan ('FCAM Plan') (17.5)	(38.0)
F&C Netherlands pension plan (6.5)	(5.7)
F&C Ireland pension plan (0.4)	(0.4)
F&C Portugal pension plan (0.2)	0.1
R W Jenkins pension (3.0)	(2.7)
Total pension deficit (27.6)	(46.7)

### Disclosure relating to the Group's defined benefit obligations

The information given in (a) to (d) below reflects the aggregate disclosures in respect of all Group defined benefit pension arrangements, except where otherwise indicated.

# (a) Plan assets and expected rate of return

	31 Decem	31 December 2010 31 [		December 2009	
Plan assets	£m	%	£m	%	
Equities	71.9	38	96.0	61	
Debt securities	55.0	29	2.8	2	
LDI Pools	50.4	26	44.3	28	
Cash	2.4	1	3.3	2	
Other*	10.7	6	11.1	7	
Total fair value of plan assets	190.4	100	157.5	100	

\* Other assets consist of assets held in insurance contracts in respect of The Netherlands scheme and some property assets.

Plan assets include £31.2m (31 December 2009: £86.8m) of underlying investments held by the Group pension schemes via transferable investment contracts with F&C Managed Pension Funds Limited, the Group's unit-linked pooled pension business. The plan assets do not include Ordinary Shares issued by the Company.

Expected long-term rates of return applied to UK funded defined benefit assets are as follows:

Expected long-term rate of return on plan assets	31 December 2010	31 December 2009
Equities	7.00%	7.00%
Debt securities	5.00%	5.00%
LDI Pools	3.90%	4.20%
Cash	0.50%	0.50%
Other	7.00%	7.00%

### Basis used to determine the expected rate of return on plan assets

To develop the expected long-term rate of return on assets assumption, the Group considered the current level of expected returns on risk-free investments (primarily government bonds), the historical level of risk premium associated with the other asset classes in which the portfolio is invested, and the expectations for the future returns of each asset class. The expected return for each asset class was then weighted, based on the actual asset allocation, to develop the expected long-term rate of return on assets assumption for the portfolio.

### (b) Major assumptions used by schemes' actuaries in respect of benefit obligations

# (i) Mortality assumptions

The mortality assumptions used for the main UK defined benefit scheme and the unfunded UK obligation are:

	31 December 2010	31 December 2009
Mortality table for males retiring in the future Mortality table for females retiring in the future Mortality table for current male pensioners	S1NML MC min1% - 1 S1NFL MC min1% - 1 S1NML MC min1% - 1	PMA92MCYOB – 1 PFA92MCYOB – 1 PMA92MCYOB – 1
Mortality table for current female pensioners	S1NFL MC min1% – 1	PFA92MCYOB – 1

The mortality assumptions for the overseas schemes are:

	31 December 2010	31 December 2009
F&C Netherlands	Prognosetafel 2010 – 2060 generational table	Prognosetafel 2008 – 2053 generational table
F&C Ireland	Compulsory Purchase Annuity Rates	Compulsory Purchase Annuity Rates
F&C Portugal	Males TV 73/77 (rated down 1 year) Females TV 88/90 (rated down 2 years)	Males TV 73/77 (rated down 1 year) Females TV 88/90 (rated down 2 years)

### (ii) Impact of mortality assumptions

To demonstrate what these mortality assumptions mean in respect of the FCAM Plan, the expected ages at death of members retiring at age 60 are as follows:

31 [	December 2010 Years	31 December 2009 Years
Expected age at death for a male retiring in the future at age 60, currently aged 40	90	89
Expected age at death for a female retiring in the future at age 60, currently aged 40	92	92
Expected age at death for a current male pensioner aged 60	89	88
Expected age at death for a current female pensioner aged 60	90	91

### (iii) Cost of annuities

The table below summarises the cost of providing annuities of £1 per annum (with associated death benefits and pension increases) for UK members currently aged 40 at age 60 based on the assumptions used for the pension disclosures:

31 December 2010 2011	
Male annuity25.60Female annuity25.00	

These rates assume a monthly payments model with a discount rate of 5.30% (2009: 5.70%). The rates also assume two-thirds of the members' benefit will be paid to the spouse; a 5-year guarantee is provided; and pensions in excess of Guaranteed Minimum Pension will increase by 3.35% (2009: 3.60%) per annum.

# (iv) Discount and growth assumptions

The range of assumptions used to determine benefit obligations are as follows:

	31 December 2010	31 December 2009
Discount rate	5.30%	5.50% - 5.70%
Rate of salary increase	2.00% - 4.00%	2.50% - 4.85%
Rate of inflation increase	2.00% - 3.50%	2.00% - 3.60%

# 25. Pension benefits continued

The range of assumptions used to determine net pension cost for the year are as follows:

	2010	2009
Discount rate	5.50% – 5.70%	5.70% - 6.10%
Weighted average expected long-term return on plan assets	4.91% – 6.00%	4.80% - 5.70%
Rate of inflation increase	2.00% – 3.60%	2.50% - 4.35%
Rate of salary increase	2.00% - 4.00%	2.00% – 3.10%

# (v) Sensitivities

An estimate of the sensitivities regarding the principal assumptions used to measure the schemes' liabilities are set out below:

Assumption	Change in assumption	Estimated impact on scheme liabilities
Inflation	Increase/decrease by 0.1%	Increase/decrease by 1.9%
Salaries	Increase/decrease by 0.1%	Increase/decrease by 0.1%
Pensions	Increase/decrease by 0.1%	Increase/decrease by 1.3%
Discount rate	Increase/decrease by 0.1%	Decrease/increase by 2.2%
Life expectancy	Increase/decrease by 1 year	Increase/decrease by 1.8%

# (c) Profile of schemes' membership

The profile of the current membership of defined benefit arrangements in the Group is as follows:

	31 December 2010		31 Decemb	er 2009	
	% of total membership	Average age	% of total membership	Average age	
Active members	17%	44	17%	42	
Deferred members	70%	44	71%	42	
Pensioners	13%	66	12%	65	
	100%		100%		

The profile of the liabilities of defined benefit arrangements throughout the Group is as follows:

	2010	2009
	£m	£m
Active members	52.7	59.7
Deferred members	105.0	94.4
Pensioners	60.3	50.1
Benefit obligations at 31 December	218.0	204.2

# (d) Aggregate disclosure obligations

(*)99946	2010	2009
Change in benefit obligations:	£m	£m
Benefit obligations at 1 January	204.2	167.9
Foreign exchange movements	(0.7)	(1.6)
Current service cost	2.1	2.6
Past service costs*	0.6	-
Interest cost on pension obligations	11.3	10.0
Curtailment income#	(4.0)	-
Members' contributions	0.2	0.2
Actuarial losses	9.0	31.4
Settlements	-	(0.1)
Benefits paid	(4.7)	(6.2)
Benefit obligations at 31 December	218.0	204.2

\* The past service costs in 2010 relate to the augmentation of pension entitlements for certain employees.

The Board and Trustees implemented changes to the UK FCAM Pension Plan during 2010. The changes capped future increases in pensionable salary for past # and future service. These changes resulted in a one-off credit to the Income Statement. The curtailment income has been recognised as an exceptional item within exceptional employment and staff related income/(expenses) (see note 6(b)). For future service the changes increased the normal pension age (unless additional employee contributions were paid) and reduced the level of pension increases applied.

	3	31 December 2010	31 December 2009
		£m	£m
Analysis of defined benefit obligations:			
Plans that are wholly or partly funded		215.0	201.5
Obligation that is wholly unfunded		3.0	2.7
		218.0	204.2
		2010	2009
Change in plan assets:		£m	£m
Fair value of plan assets at 1 January		157.5	146.1
Foreign exchange movements		(0.5)	(1.2)
Expected return on pension plan assets		9.5	7.9
Actuarial gains		19.4	4.2
Employer contributions		9.0	6.6
Member contributions		0.2	0.2
Settlements		-	(0.1)
Benefits paid		(4.7)	(6.2)
Fair value of plan assets at 31 December		190.4	157.5
	3	31 December	31 December
		2010	2009
		£m	£m
Net pension deficit recognised		(27.6)	(46.7)
		2010	2009
Components of defined benefit pension expense/(income):		£m	£m
Current service cost		2.1	2.6
Past service cost		0.6	-
Curtailment income		(4.0)	-
Interest cost on pension obligations		11.3	10.0
Expected return on pension plan assets		(9.5)	(7.9)
Total defined benefit pension expense recognised in the Income Statement		0.5	4.7
		2010	2009
Classification of defined benefit pension expense/(income) in the Income Statement:	Notes	£m	£m
Operating expenses	5	(1.3)	2.6
Finance revenue	7	(9.5)	(7.9)
Finance costs	8	11.3	10.0
Total defined benefit pension expense recognised in the Income Statement		0.5	4.7
		2010	2009
		£m	£m
Actuarial gains/(losses) immediately recognised in the Statement of Comprehensive Income		10.4	(27.2)
The cumulative actuarial losses recognised in the Statement of Comprehensive Income		(34.3)	(44.7)
		2010	2009
		2010 £m	2009 £m

### Five year history

	2010 £m	2009 £m	2008 £m	2007 £m	2006 £m
Benefit obligations at 31 December	(218.0)	(204.2)	(167.9)	(177.4)	(179.8)
Fair value of plan assets at 31 December	190.4	157.5	146.1	150.6	134.4
Total pension deficit	(27.6)	(46.7)	(21.8)	(26.8)	(45.4)
Difference between expected and actual return on plan assets:					
Amount	19.4	4.2	(21.1)	(1.6)	2.1
Percentage of plan assets	10%	3%	(14%)	(1%)	2%
Experience gains and (losses) on benefit obligations:					
Amount	5.8	1.1	1.3	(3.4)	(1.6)
Percentage of benefit obligations	3%	1%	1%	(2%)	(1%)
Total gains and (losses):					
Amount	10.4	(27.2)	2.5	11.1	2.5
Percentage of benefit obligations	5%	(13%)	1%	6%	1%

### (e) Pension schemes' details

### (i) F&C Asset Management Pension Plan ('FCAM Plan')

Date of last actuarial valuation	31 March 2010
Scheme Actuary	Mercer Limited
Method of valuation	Projected Unit
Market value of assets at last valuation date	£156.4m
Level of funding	88%

The FCAM Plan's assets, which are managed by F&C, are held under the control of the Trustees and are used to secure benefits for the members of the FCAM Plan and their dependants in accordance with the Trust Deed and Rules.

# Trustee Board of the FCAM Plan

The appointment of Trustees is determined by the FCAM Plan's trust documentation. The Trustee Board currently consists of three employerappointed Trustees, three member-selected Trustees and two independent Trustees, one of whom is currently the Chairman of the Trustee Board. Of the current employer-appointed and member-selected Trustees, four are employees of F&C and active members of the FCAM Plan, one is a deferred member and one is retired and receiving a pension from the FCAM Plan.

# Relationship between F&C and the Trustees of the FCAM Plan

The FCAM Plan's assets are held in a separate Trustee-administered fund to meet long-term pension liabilities to past and present employees. The Trustees of the FCAM Plan are required to act in the best interests of the FCAM Plan's beneficiaries.

### (ii) Other pension schemes

# F&C Portugal

Certain employees in Portugal participate in the multi-employer scheme, Fundo de Pensoes do Grupo Banco Comercial Português. The assets and liabilities of the scheme are separately identifiable. There are no Trustees, and F&C Portugal controls the assets relating to the F&C members of the scheme. From 1 January 2011, this scheme will be integrated into the Social Security system and part of the employees' occupational pension benefits will be funded through the Social Security system from that date. However, the scheme benefit structure and employees' total pensions have not changed.

### **F&C Netherlands**

The Plan in The Netherlands is financed via an insurance contract. There are no Trustees, but the Works Council participates in negotiations in respect of potential changes to the Plan.

### F&C Ireland

The Group operates a defined benefit pension scheme in Ireland. There are currently four Trustees of this plan, all of whom are employees of F&C.

# (f) Future funding requirements FCAM Plan

A revised schedule of contributions was agreed in January 2011, under which the Group agreed to pay a minimum of 17.0% of Pensionable Salaries plus £3.0m per annum in respect of deficit recovery contributions, £0.48m per annum in respect of administrative expenses and any additional amounts required as a result of the asset underperformance guarantee. Further, to the extent that the Group repays any amount of its fixed or floating rate notes after 1 January 2011 from cash flows then the Group shall pay, within one month of that repayment, a special contribution to reduce the deficit determined in the valuation at 31 March 2010 in the same proportion as the aggregate reduction in fixed or floating rate notes. If there is more than one such reduction then the special contributions necessary shall be computed taking into account the aggregate percentage reduction in fixed or floating rate notes since 1 January 2011 and the amount of any previous such special contribution paid. For the avoidance of doubt, a repayment from cash flows does not include a repayment of the notes from the issue of a capital instrument specified for that purpose. The minimum estimated contribution expected to be paid into the Plan during 2011 is £5.2m (2010: £7.4m).

Prior to this the Group paid contributions in line with, or in excess of, those required by previous schedules agreed in June 2008 and March 2010. Under these previous schedules the Group paid contributions of a minimum of 29.6% of Pensionable Salaries until 1 March 2009 and 28.1% of Pensionable Salaries thereafter. The Group also agreed to pay an additional £1.5m per annum from 1 April 2007 but in fact paid £5.0m per annum between 1 July 2009 until the completion of the 31 March 2010 triennial actuarial valuation. Employee contributions are payable via a salary sacrifice scheme in addition to the Group contributions. The rates of employee contributions payable increased on a phased basis until March 2009 and some were further increased from 1 March 2010 as described below. Contributions are subject to review at future actuarial valuations.

As the FCAM Plan is a closed scheme, under the projected unit method the current service cost will tend to increase as a percentage of pensionable salaries as the average age of members increases.

With effect from 1 March 2010 changes were made to the benefits granted under the FCAM Plan in respect of both past and future service for current active members. A limit of 2% per annum was imposed on future increases in Pensionable Salary. To facilitate this, an underpin was introduced so that members' benefits accrued prior to 1 March 2010 will not be less than that they would have received if they had left service on 28 February 2010. In addition, in respect of service after 28 February 2010 only, the level of guaranteed increases in pension after retirement was reduced and some members were given a choice between increasing the level of their contributions or having their normal pension age increased to 65. These changes reduced the pension cost recognised in the Income Statement in 2010 when the effect of the changes on past service had been recognised, and will, to a lesser extent, reduce the pension cost in subsequent years.

### Non-UK schemes

The figures in the table below assume that contributions will continue to be paid to the overseas schemes at the level paid in 2010, with appropriate increases for future changes in salary assumptions.

# Contributions to defined benefit schemes

Amounts paid into the Group's defined benefit schemes in the past two years and expected future payments over the next five years are as follows:

# Contributions paid

Contributions paid	£M
2009	6.6
2010	9.0
Expected future contributions	£m
2011	6.2
2012	6.0
2013	6.0
2014	6.0
2015	6.1

# (g) Risk management

### (i) FCAM Plan

The Trustees set general investment policy but delegate the responsibility for the selection of specific investments (other than investments in respect of members' voluntary contributions) to the investment manager. The Trustees regularly monitor the FCAM Plan's investments.

The Trustees seek advice from their investment advisor and believe they have sufficient skills and expertise to make investment decisions based on this advice.

The Trustees have set performance and risk targets for the investment manager. The performance objectives are long-term. However, the Trustees monitor the investment manager on a regular basis in order to ensure that the scheme is on track to meet its long-term objectives.

The results of an asset-liability review undertaken alongside the 31 March 2010 actuarial valuation of the Plan will be used to assist the Trustees and the Group in managing volatility in the underlying investment performance and the risk of a significant increase in the FCAM Plan's deficit by providing information used to determine the FCAM Plan's investment strategy.

# Asset allocation

The Trustees, with the agreement of F&C, decided to introduce more diversification into the FCAM Plan's return-seeking asset investment strategy. At the present time, diversifying allocations to both UK and overseas equity-linked bond funds and an overseas private equity fund have been made. Previously the Trustees have implemented a Liability Driven Investment ('LDI') approach to the investment strategy. Other allocations to alternative asset classes may be made in the future.

### Interest rate and inflation risk

The LDI pools are intended to help provide a degree of matching to the liabilities of the FCAM Plan. Each pool comprises zero coupon derivatives with the same maturity as the expected cash flows of the scheme. Each pool has leveraged exposure of varying amounts to inflation and interest rates. The pools are valued using the market values of the underlying securities.

The equity-linked bond funds also provide a degree of matching to the liabilities but in addition retain an exposure to equity market movements.

# **Currency risk**

In order to increase the diversification of the equity portfolio, the FCAM Plan invests in overseas assets. However, the FCAM Plan's liabilities are denominated entirely in Sterling and therefore there is a risk that the appreciation of Sterling against other currencies will reduce the return from overseas assets.

### **Operational risk**

The investment managers do not directly hold any of the FCAM Plan's securities. These are held by an external custodian. The assets are ring fenced from F&C's creditors and are therefore transferable.

### (ii) Non-UK schemes

The plan in The Netherlands is financed via an insurance contract. The value of the plan assets is the value of the reserve which the insurance company holds to match guaranteed pension liabilities. These reserves are, in effect, fixed interest instruments, so provide a reasonable match to pension liabilities.

The plan in Ireland invests in pooled unitised funds, with returns reflecting the performance of the underlying assets.

The plan in Portugal is part of an industry-wide banking sector plan. Each participant company holds a share of the assets, which are invested using the same asset allocation as the overall plan assets. F&C Portugal is the asset manager for the overall scheme.

At 31 December 2010, the assets of both the F&C Portugal and F&C Ireland plans were invested in diversified portfolios that consisted primarily of debt and equity securities.

# (h) Cost of defined contribution plans

		2010	2009
	Note	£m	£m
Group personal pension plans		3.4	3.3
Other defined contribution schemes		0.5	0.9
Defined contribution pension expense	5	3.9	4.2

The Group had £0.1m of pension contributions outstanding as at 31 December 2010 (31 December 2009: £0.1m).

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### 26. Share-based payments

The Group operates several share-based payment plans as part of its total employee compensation arrangements.

# Summary

The total share-based payment expense is analysed as follows:

		2010	2009
	Note	£m	£m
By Scheme:			
The Long-Term Remuneration Plan (deferred awards)		11.8	11.9
The Long-Term Remuneration Plan (restricted awards)		0.3	0.1
Executive Director Remuneration Plan (deferred awards)		1.5	1.9
F&C REIT variable minority interest SBP		(0.3)	3.7
F&C REIT Long-Term Remuneration Plan		0.8	-
TRC Management Retention Plan		1.5	-
TRC Management Incentive Plan		0.1	-
TRC Commutation arrangements		4.8	-
Purchased Equity Plan (FCAM plc shares)		0.5	0.7
Purchased Equity Plan (F&C investment funds)		1.3	1.9
Deferred Share Awards		0.1	0.1
Share Save Scheme		0.2	-
Total share-based payment expense recognised in the Income Statement	5	22.6	20.3

The total expense recognised during the year in respect of share-based payment schemes is split as follows:

	2010	2009
	£m	£m
Equity-settled	19.5	14.3
Cash-settled	3.1	6.0
Total share-based payment expense recognised in the Income Statement	22.6	20.3
	31 December	31 December
	2010	2009
	£m	£m
Total carrying amount of cash-settled liabilities	10.9	8.6

The details of each scheme are disclosed below.

Details of option pricing models and key assumptions used to obtain the fair value of services received, or the fair value of the equity instruments granted, have been disclosed only for awards granted during the year ended 31 December 2010. Details of awards granted in previous accounting periods are disclosed in the previous years' Financial Statements.

The fair value of services received in return for awards granted is measured by reference to the fair value of share awards granted.

The cash-settled element of the awards is based on dividends payable on the shares during the vesting period, being notionally re-invested in F&C Asset Management plc shares. Once the share awards vest, the value of the notional shares is paid to the employee in cash. The value of dividend payments has been separated from the equity-settled awards as these are settled in cash.

The cumulative grant expense for each award is "trued up" during the vesting period and at the end of the vesting period, after allowing for actual forfeitures and, where applicable, the extent to which the performance criteria have been met.

The weighted average share price during 2010 was £0.64 (2009: £0.73).

The weighted average share price at exercise date during 2010 was £0.65 (2009: £0.77).

The following tables summarise the inputs into the valuations used for awards granted and the fair values assigned, during the year ended 31 December 2010.

# **Deferred Awards**

	LTRP Deferred	TRC Management	TRC Deferred	PEP
Award:	Share Awards	Retention Plan	Share Award	FCAM Shares
Award date	7 April 2010	1 September 2010	1 September 2010	31 March 2010
Number of awards granted	17,335,585	21,312,209	1,068,959	493,810
Share price at grant date	64.4p	62.8p	62.8p	62.2p
Exercise price	0.0p	0.0p	0.0p	0.0p
Vesting period	3 years	3 years	18 months	3 years
Full term of award	3 years	3 years	18 months	51 months
Expected dividend yield (%)	7.29%	4.45%	4.45%	7.21%
Expected volatility (%)	n/a	n/a	n/a	n/a
Risk-free interest rate (%) p.a.	n/a	n/a	n/a	n/a
Expected forfeiture rate (%)	0.0%	0.0%	0.0%	0.0%
Fair value at measurement date (per award)				
– Equity	51.8p	54.9p	58.7p	45.8p
- Cash	12.6p	7.9p	4.1p	16.4p
Valuation basis	market price	market price	market price	market price
Estimated vesting percentage at award date	n/a	n/a	n/a	n/a

# LTRP Restricted Share Awards

Element of Award:	EPS	Investment Performance	Net New Business	TSR
Award date	4 May 2010	4 May 2010	4 May 2010	4 May 2010
Number of awards granted	946,622	946,622	946,622	946,622
Share price at grant date	64.8p	64.8p	64.8p	64.8p
Exercise price	0.0p	0.0p	0.0p	0.0p
Vesting period	3 years	3 years	3 years	3 years
Full term of award	3 years	3 years	3 years	3 years
Expected dividend yield (%)	7.30%	7.30%	7.30%	7.30%
Expected volatility (%)	n/a	n/a	n/a	57.0%
Risk-free interest rate (%) p.a.	n/a	n/a	n/a	1.77%
Expected forfeiture rate (%)	0.0%	0.0%	0.0%	0.0%
Fair value at measurement date (per award)				
– Equity	47.3p	47.3p	47.3p	36.1p
– Cash	17.5p	17.5p	17.5p	9.0p
Valuation basis	market price	market price	market price	Monte Carlo
				simulation model
Estimated vesting percentage at award date	64.0%	50.0%	67.0%	100.0%

# **TRC Management Incentive Plan**

	31 December 2011	30 June 2011	48-month cumulative EBITDA	
Element of Award:	run-rate EBITDA	run-rate EBITDA	5 years	6 years
Award date	1 September 2010	1 September 2010	1 September 2010	1 September 2010
Number of awards granted	1,776,018	1,776,018	5,328,052	5,328,052
Share price at grant date	62.8p	62.8p	62.8p	62.8p
Exercise price	0.0p	0.0p	0.0p	0.0p
Vesting period	30 months	3 years	5 years	6 years
Full term of award	30 months	3 years	5 years	6 years
Expected dividend yield (%)	4.45%	4.45%	4.45%	4.45%
Expected volatility (%)	n/a	n/a	n/a	n/a
Risk-free interest rate (%) p.a.	n/a	n/a	n/a	n/a
Expected forfeiture rate (%)	0.0%	0.0%	0.0%	0.0%
Fair value at measurement date (per award)				
– Equity	56.2p	54.9p	50.2p	48.1p
– Cash	6.6p	7.9p	12.6p	14.7p
Valuation basis	market price	market price	market price	market price
Estimated vesting percentage at award date	50%	25%	0%	0%

# F&C REIT Long-Term Remuneration Plan

Award:	2009 award	2010 award
Award date	1 May 2010	1 May 2010
Number of units in F&C REIT LLP granted	16,163.52 units	12,696.08 units
Value of unit at award date	£102.00 per unit	£102.00 per unit
Vesting period	23 months	3 years
Full term of award	3 years	3 years
Expected forfeiture	0.0%	0.0%
Model used	External valuation of	External valuation of
	F&C REIT LLP business	F&C REIT LLP business

# **TRC Commutation arrangements**

Award date	1 September 2010
Vesting periods of award	Immediate to 60 months. Depends on exercise date of option. On exercise 50% of the option value is settled immediately and 50% is deferred for two years. Latest exercise date three years from date of award.
Full term of award	Immediate to 60 months.
Fair value of options at award date	£24.0m
Expected forfeiture	0.0%
Model used	Intrinsic value based on method of determination of the Commutation consideration in accordance with the Commutation agreement. The consideration is based on a multiple of Investment Team management fee EBITDA for a period of 12 months preceding the option exercise. The multiple is based on a 25% discount to F&C's own enterprise value to EBITDA trading multiple, which will be calculated by dividing F&C's enterprise value by the F&C EBITDA. The F&C enterprise value to EBITDA trading multiple is subject to a maximum of 12. The F&C enterprise value is based on an average F&C share price multiplied by the total number of F&C shares allotted.

# (a) The Long-Term Remuneration Plan ('LTRP')

The LTRP is the primary long-term incentive arrangement of the Group. The LTRP rules allow both Deferred Share Awards and Restricted Share Awards to be made at the discretion of the Board.

# (i) Deferred Share Awards

The LTRP allows deferred awards to be granted to employees below Executive Director level, subject only to a time-vesting period of three years.

The number of Deferred Share Awards is as follows:

2010 No.	2009 No.
Outstanding at 1 January 28,769,100	17,831,370
Granted during the year 17,335,585	15,139,943
Exercised during the year (5,243,031)	(3,667,084)
Forfeited during the year (1,280,575)	(535,129)
Expired during the year (209,342)	-
Outstanding at 31 December 39,371,737	28,769,100
Exercisable at 31 December 209,259	180,459

The awards exercisable at 31 December 2010 and 31 December 2009 relate to good leavers.

At 31 December 2010 the following LTRP Deferred Share Awards were outstanding:

Grant date	No. of options outstanding	Earliest exercise date	Exercise price
25 March 2008	8,464,757	25 March 2011	0.0p
8 July 2009	14,124,071	8 July 2012	0.0p
7 April 2010	16,782,909	7 April 2013	0.0p

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 1.6 years (31 December 2009: 1.7 years).

### (ii) Restricted Share Awards

New performance conditions were introduced for the restricted LTRP awards granted in 2010. Vesting of the Ordinary Shares that are the subject of a Restricted Share Award under the LTRP will now be dependent upon four specified performance conditions and conditions of continued service being met. The performance conditions applied to the LTRP are determined by the Board, are measured over a three-year performance period and comprise the following:

- 25% of the award comprises an underlying Earnings Per Share ('EPS') condition;
- 25% of the award comprises a Total Shareholder Return ('TSR') condition;
- 25% of the award comprises an Investment Performance condition; and
- 25% of the award comprises a Net New Business condition.

To the extent that any element of the award has not vested in accordance with the performance criteria detailed below it lapses immediately.

### (a) The EPS element

The EPS condition is based on the amount by which the average annual percentage growth in underlying EPS exceeds the percentage increase in the Retail Price Index condition over the three-year performance period ('EPS Outperformance Percentage').

The awards vest according to the following criteria:

EPS Outperformance Percentage	Percentage of award vesting
Less than 3%	0%
3%	25%
Equal to or greater than 11%	100%
Between 3% and 11%	Straight-line vesting between 25% and 100%

### (b) The TSR element

The TSR condition compares the TSR of the Group over a three-year performance period (commencing on the award date) with a list of companies in a predetermined financial services comparator group. At the end of the performance period, the Group and each of the comparator companies are listed and ranked in accordance with their TSR over the performance period ('TSR Position'). The TSR measure reflects the movement in the value of shares plus any dividends declared during the relevant period.

The awards vest according to the following criteria:

# TSR PositionPercentage of award vestingBelow median0%Median25%Upper quartile100%Between median and upper quartileStraight-line vesting between 25% and 100%

### (c) The Investment Performance element

The Investment Performance condition is based on the Total Weighted Outperformance Percentage (25% of the one-year outperformance percentage and 75% of the three-year outperformance percentage) on investment management performance over a three-year period.

The awards vest according to the following criteria:

Total Weighted Outperformance Percentage	Percentage of award vesting	
Equal to or less than 42%	0%	
75% or more	100%	
Between 42% and 75%	Straight-line vesting between 0% and 100%	

### (d) The Net New Business element

The Net New Business condition is based on a comparison of the actual versus the budgeted amount of net new business for the period ('Net New Business Percentage'). The budgeted net new business is determined on an annual basis by the Board. Performance is measured over a three-year period.

The awards vest according to the following criteria:

Net New Business Percentage	Percentage of award vesting	
Equal to or less than 25%	0%	
125% or more	100%	
Between 25% and 125%	Straight-line vesting between 0% and 100%	

The number of Restricted Share Awards is as follows:

2010 No.	2009 No.
Outstanding at 1 January 327,548	843,829
Granted during the year 3,786,486	-
Expired during the year (327,548)	(516,281)
Outstanding at 31 December 3,786,486	327,548

The EPS and TSR elements of the awards granted on 16 March 2007 did not meet the respective performance criteria and expired.

At 31 December 2010 the following LTRP restricted share awards were outstanding:

Grant date	No. of options	Earliest	Exercise
	outstanding	exercise date*	price
4 May 2010	3,786,486	4 May 2013	0.0p

\* Assuming performance criteria satisfied.

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 2.3 years (31 December 2009: 0.2 years).

### (b) The Executive Director Remuneration Plan ('EDRP')

Any Executive Director of the Company is eligible to participate in the EDRP. The EDRP provides for the grant of two different forms of award, Deferred Share Awards and Restricted Share Awards.

# (i) Deferred Share Awards

Awards vest at the end of a three-year period from grant date, subject to the continued employment of the participant within the Group. There are no performance criteria attached to the deferred shares and the vested shares transfer to the participant as soon as possible after vesting.

The number of Deferred Share Awards is as follows:

	2010	2009
	No.	No.
Outstanding at 1 January 4,7	15,206	2,526,214
Granted during the year	-	2,188,992
Exercised during the year (1,5	00,574)	-
Outstanding at 31 December 3,2	14,632	4,715,206

No awards were exercisable at either 31 December 2010 or 31 December 2009.

At 31 December 2010 the following EDRP Deferred Share Awards were outstanding:

Grant date	No. of awards outstanding	Earliest exercise date	Exercise price
25 March 2008	1,025,640	25 March 2011	0.0p
8 July 2009	2,188,992	8 July 2012	0.0p

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 1.1 years (31 December 2009: 1.6 years).

### (ii) Restricted Share Awards

The vesting of the Restricted Share Awards is dependent on the satisfaction of predetermined performance conditions relating to the underlying Earnings Per Share ('underlying EPS') performance of the Group. Under this condition, the Restricted Share Awards granted on 27 May 2007 would only vest if the Group's underlying EPS equalled or exceeded the 18.1p underlying EPS target for the year ending 31 December 2009. As the 2007 Restricted Share Awards did not meet this criteria they have now expired.

The number of Restricted Share Awards is as follows:

	3 years		3.5 years	
	2010	2009	2010	2009
	No.	No.	No.	No.
Outstanding at 1 January #	2,002,000	2,002,000	2,002,000	2,002,000
Expired during the year	(2,002,000)	-	(2,002,000)	-
Outstanding at 31 December#	-	2,002,000	-	2,002,000

# This represents the maximum number of restricted shares which could have been achieved by the participants.

### (c) F&C REIT variable minority interest SBP

In accordance with the F&C REIT Partnership Agreement, the F&C REIT minority partners (Kendray Properties Limited, Leo Noé and Ivor Smith) have the potential to increase their stake in F&C REIT Asset Management LLP ('F&C REIT') collectively from 30% to 40%.

A variable minority interest was granted as an incentive to achieve increased levels of profit including realisation of future performance fees in return for a potential increased stake in the business. This variable minority interest is therefore accounted for under IFRS 2: Share-based Payment. The fair value of the "award" at date of acquisition reflects the value assessed as part of the acquisition valuation. The fair value of the award is reassessed at each reporting date and this fair value is spread over the relevant vesting period.

The minority partners have the potential to increase their stake in F&C REIT by 3.33% for every year in which the EBITDA performance target of £45.0m is achieved, up to a maximum of 10%. For example, if the target was achieved in the first three years, no further increase would be possible. The variable minority interest performance criteria could be achieved in any year of the six-year period from 1 January 2009 to 31 December 2014. The vesting period is uncertain but the maximum timescale to achieve full vesting for each 3.33% is in years 4, 5 and 6 respectively. At 31 December 2010 the Directors have assumed that 3.33% will vest in each of 2013 and 2014 and the first tranche will expire as the performance target is not expected to be achieved. The expense for the second and third tranches is being spread from the date of grant (3 September 2008) over 5 and 6 years respectively. However, the respective vesting period may be accelerated if the targets are achieved earlier.

If either Leo Noé or Ivor Smith should leave during this period, the variable minority interest could still convert to all the minority partners, so the remaining charge would be accelerated, subject to meeting the performance criteria. The additional minority interest to which the minority partners would be entitled will be in proportion to their original partnership interest at the date of vesting. If a partner left after one year he would sacrifice two-thirds of his interest. If a partner stays three years he is entitled to his proportionate share of the full 10%, subject to meeting the performance criteria. Kendray's minority interest always varies in accordance with the underlying interests of Leo Noé and Ivor Smith. Any variable minority interest sacrificed by a minority partner will remain part of FCAM plc's share of F&C REIT.

As the performance criteria is non-market based, to the extent that part or all of the performance criteria are not met then that proportion of the charge will be reversed, i.e. "trued up".

### (d) F&C REIT Long-Term Remuneration Plan ('F&C REIT LTRP')

During 2010, a new scheme has been introduced to incentivise F&C REIT employees.

There are two elements to the Plan:

- (i) Deferred Award with no performance conditions; and
- (ii) Restricted Awards with performance conditions.

Participants are awarded notional units in the F&C REIT Asset Management LLP Group ('F&C REIT LLP'), each equal to 0.00005% of the market value of the F&C REIT LLP. The market value of the F&C REIT LLP will be determined annually by an independent valuation.

The Deferred Awards vest at the end of a pre-determined period from grant date (normally three years), subject to the continued employment of the participant. On vesting, the awards are settled by a cash payment based on the market value of each unit at the end of the vesting period.

No Restricted Awards have been granted under the performance element of this Plan to date.

The number of F&C REIT LTRP Deferred Awards is as follows:

	2010 Units	2009 Units
Outstanding at 1 January	-	_
Granted during the year	28,859.60	-
Outstanding at 31 December	28,859.60	-

At 31 December 2010 the following F&C REIT LTRP Deferred Awards were outstanding:

Grant date	No. of units	Earliest	Exercise
	outstanding	exercise date	price
1 May 2010	16,163.52	1 April 2012	0.0p
1 May 2010	12,696.08	1 May 2013	0.0p

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 1.7 years.

The intrinsic value of a unit at 31 December 2010 was £90.00.

### (e) Thames River Capital Management Retention Plan ('TRC MRP')

The TRC MRP was one of the two new share plans established at the date of the TRC acquisition to retain and incentivise key professionals within the TRC Group. Awards of deferred shares vest three years after completion of the acquisition, subject to continued employment within the F&C Group or membership of one of the two TRC LLPs. The TRC MRP awards are not subject to any performance criteria.

The TRC MRP includes good and bad leaver provisions.

The number of TRC MRP awards is as follows:

	2010 No.	2009 No.
Outstanding at 1 January	-	_
Granted during the year	21,312,209	-
Outstanding at 31 December	21,312,209	-

No awards were exercisable at 31 December 2010.

At 31 December 2010 the following TRC MRP awards were outstanding:

Grant date	No. of awards	Earliest	Exercise
	outstanding	exercise date	price
1 September 2010	21,312,209	1 September 2013	0.0p

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 2.7 years.

# (f) Thames River Capital Management Incentive Plan ('TRC MIP')

The TRC MIP is the second of two plans established at the date of the TRC acquisition to further incentivise TRC employees and members of the two TRC LLPs in the six-year period from the date of acquisition ('Completion').

Awards under the TRC MIP will vest upon achievements of specified financial targets as follows:

- 12.5% of the shares subject to awards will vest on the date falling thirty months following Completion provided that the run-rate EBITDA of the TRC Group as at 31 December 2011 is £15.0m or more. If the run-rate EBITDA is £12.5m or less, none of this tranche of shares will vest and the number of the shares that vest will increase on a linear basis if the run-rate EBITDA falls between the two thresholds;
- 12.5% of the shares subject to awards will vest on the third anniversary of Completion provided that the run-rate EBITDA of the TRC Group as at 30 June 2012 is £17.0m or more. If the run-rate EBITDA is £15.0m or less, none of this tranche of shares will vest and the number of the shares that vest will increase on a linear basis if the run-rate EBITDA falls between the two thresholds; and
- The remaining 75.0% of the shares subject to awards will vest in two equal instalments on each of the fifth and sixth anniversaries of Completion provided that the cumulative EBITDA of the TRC Group for the four-year period to 31 March 2014 is equal to £100.0m or more. If the cumulative EBITDA is equal to £60.0m or less, none of this tranche of shares will vest and the number of the shares that vest will increase on a linear basis if the run-rate EBITDA falls between these two thresholds.

Vesting is subject in each case to continued employment within the F&C Group or membership of the relevant LLP (as the case may be).

The terms of the TRC MIP includes good and bad leaver provisions, change of control provisions and a cash-settled element.

In addition, participants in the TRC MIP will receive an additional cash payment (up to a maximum aggregate amount of £3.0m), payable at the time that shares are delivered and in proportion to the number of shares which vest.

The number of TRC MIP awards is as follows:

	2010	2009
	No.	No.
Outstanding at 1 January	-	_
Granted during the year	14,208,140	_
Outstanding at 31 December	14,208,140	-

No awards were exercisable at 31 December 2010.

At 31 December 2010 the following TRC MIP awards were outstanding:

Grant date	No. of awards outstanding	Earliest exercise date*	Exercise price
1 September 2010	1,776,018	1 March 2013	0.0p
1 September 2010	1,776,018	1 September 2013	0.0p
1 September 2010	5,328,052	1 September 2015	0.0p
1 September 2010	5,328,052	1 September 2016	0.0p

\* Assuming performance criteria satisfied.

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 4.5 years.

### (g) Thames River Capital Commutation arrangements ('TRC Commutation arrangements')

Note 15(a) outlines the key aspects of the Commutation arrangements which were established at the date of the acquisition of TRC by the F&C Group. Under these arrangements, the Divisional Members of TRC Investment Teams entered into put and call options, which if exercised will transfer up to 20% of their entitlement to management fee profits to the F&C Group. The members of the LLPs are considered to be providing services to the Group and as a result, the share element of the Commutation consideration is required to be accounted for as a share-based payment.

It is the intention of the Directors to settle these awards in equity and therefore they have been treated as equity-settled awards.

The maximum payable under Commutation arrangements is £81.4m and F&C has authority to issue a maximum of 122,511,485 shares to settle the consideration payable on exercise of the options.

The options are re-measured at intrinsic value at each reporting date and the total expense is spread over the respective vesting period. The options are considered to be non-market performance conditions – if the options are not exercised, then there is no charge to the Income Statement.

	31 December 2010 £m	31 December 2009 £m
Cumulative TRC Commutation expense, recognised in equity	4.8	_
Total intrinsic value of unexercised Commutation options	20.1	-
	No.	No.
Potential number of FCAM plc shares which would be settled as at the reporting date (based on Commutation Consideration Share Issue share price at 31 December)	25,449,030	_

As part of the TRC Acquisition Agreement, two TRC Investment Teams were allowed to exercise their 10% put options on Completion, resulting in 3,042,999 Upfront Commutation Shares being issued (fair value £1.9m) and 3,042,997 Deferred Commutation Shares being issued (fair value £1.9m) into a Nominee account. Additionally, £1.4m of cash was paid to an Investment Team.

No Commutation options were exercisable at 31 December 2010.

# (h) Purchased Equity Plan ('PEP')

# (i) F&C Asset Management plc shares

The PEP operates in conjunction with the discretionary bonus scheme and is intended to encourage shareholding by management and employees of the Group by providing for:

- The compulsory purchase of shares using annual bonus above a threshold level; and
- Voluntary purchase of shares using annual bonus, with associated Matching Shares. No Voluntary Purchased Equity awards have been granted.

At the Board's discretion, eligible employees who are awarded in a financial year an aggregate bonus in excess of a threshold level of £100,000 (2009: £100,000) may be required to defer one-third of the element exceeding £100,000 (2009: £100,000) into shares (comprising either a range of investment products managed by the Group or the Company's shares) (Compulsory PEP) for three years.

The Compulsory PEP will not benefit from any form of matching award and is subject to forfeiture in the event that the employee leaves the Group for any reason (other than as a good leaver) in the three-year retention period.

The number of Compulsory PEP share awards is as follows:

	2010 No.	2009 No.
Outstanding at 1 January	1,396,860	1,975,594
Granted during the year	493,810	213,761
Exercised during the year	(1,105,055)	(792,495)
Forfeited during the year	(1,888)	_
Outstanding at 31 December	783,727	1,396,860
Exercisable at 31 December	13,145	41,044

The awards exercisable at 31 December 2010 and 31 December 2009 relate to good leavers.

At 31 December 2010 the following awards granted under the PEP to acquire Ordinary Shares were outstanding:

Grant date	No. of options outstanding	Earliest exercise date*	Exercise price
2 April 2008	76,156	2 April 2011	0.0p
2 April 2009	213,761	2 April 2012	0.0p
31 March 2010	493,810	31 March 2013	0.0p

\* Assuming performance criteria satisfied.

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 1.8 years (31 December 2009: 0.6 years).

# (ii) F&C Investment Funds

At the discretion of the Board, the cash bonus may be deferred on a mandatory basis into certain F&C Funds ('Compulsory Purchased Equity') subject to continued service over either three or four years. This option is available as an alternative to the Compulsory PEP into FCAM plc shares. The main benefit of this arrangement is to incentivise fund managers to invest in the funds they manage, thereby further aligning employee interests with those of clients.

The settlement of awards from the Compulsory PEP ('F&C Investment Funds') is made by realisation of the holding in the fund at the vesting date and purchase of FCAM plc shares at that date. The value of the investment in F&C Funds, the FCAM plc share price and hence the ultimate number of FCAM plc shares to be settled is only known with certainty at the vesting date. Any dividends paid by F&C Funds during the vesting period are re-invested in F&C Investment Funds.

The awards meet the criteria of IFRS 2: Share-based Payment. However, as the awards are ultimately settled in FCAM plc shares, it is not considered possible to reliably estimate the fair value of these awards at the grant date. This is due to the number of market-based criteria which ultimately combine to determine the number and value of FCAM plc shares settled. Settlement of these awards to employees is satisfied by the purchase of FCAM plc shares in the market.

The fair value of these awards at the year end has been determined by measurement of the equity instruments at intrinsic value, being the quoted price of the relevant F&C Funds, both at the grant date and at each subsequent reporting date. The intrinsic value is then spread over the vesting period. The value of the services provided is measured using the ultimate value of awards which vest.

No awards were made in 2010 (2 April 2009: £1.0m). The 2009 awards were invested into a total of 14 eligible F&C Investment Funds, comprising OEICs and Investment Trusts.

The underlying investments are held within an Employee Benefit Trust.

	Note	31 December 2010 £m	31 December 2009 £m
Value of F&C Investments held within the Purchased Equity Plan	18(a)(i)(2)	4.0	4.7
		No.	No.
Number of FCAM plc shares which would be settled as at the reporting date (based on year-end share price)		4,709,271	6,167,870

### (i) Deferred Share Awards

The Group has made some deferred share awards which are not subject to ongoing performance conditions, but have a time-vesting period.

The number of share awards is as follows:

	2010	2009
	No.	No.
Outstanding at 1 January	40,000	194,838
Granted during the year	1,068,959	-
Exercised during the year	-	(154,838)
Outstanding at 31 December	1,108,959	40,000

No awards were exercisable at either 31 December 2010 or 31 December 2009.

The TRC Group made an award of deferred shares ('TRC Deferred Share Awards') on 1 September 2010 vesting 18 months after completion of the acquisition of TRC by F&C, subject to continued employment within the F&C Group or as a member of one of the two TRC LLPs. The TRC Deferred Share Awards are not subject to any performance conditions.

At 31 December 2010 the following Deferred Share Awards were outstanding:

Grant date	No. of options outstanding	Earliest exercise date	Exercise price
3 September 2008	40,000	3 March 2011	0.0p
1 September 2010	1,068,959	1 March 2012	0.0p

The awards outstanding at 31 December 2010 have a weighted average outstanding term of 1.2 years (31 December 2009: 1.2 years).

### (j) Share Save Scheme

The Share Save Scheme is an "all-employee share scheme" which was activated in March 2003. The options granted entitle the holders to acquire Ordinary Shares, whether by subscription or purchase, at a price per Ordinary Share determined by the Directors prior to the issue of invitations. The price at which options are offered cannot be less than 80% of the middle-market quotation of an Ordinary Share at the date of grant. No cash alternative is available.

As part of the application process, participants are required to enter into a savings contract with a savings provider (presently Yorkshire Building Society), and agree to make 36 (in the case of a 3-year savings contract) or 60 (in the case of a 5-year contract) monthly savings contributions of a fixed amount. At the end of the savings contract, participants may choose to apply for repayment of their savings contributions, in addition to a tax free bonus.

An option may only be exercised once and normally only during the period of six months after the date on which the participants first become entitled to repayment of their savings contributions plus bonus. The option will generally lapse after a period of six months following the end of the savings contract. Employees who are deemed good leavers are entitled to exercise their options, for which they have accrued savings to date, for a period of up to six months after they leave.

The number and weighted average exercise prices (WAEP) of share options are as follows:

	2010		200	9	
		WAEP		WAEP	
	No.	£	No.	£	
Outstanding at 1 January	534,288	1.56	870,326	1.60	
Forfeited during the year	(293,178)	1.53	(336,038)	1.67	
Expired during the year	(44,008)	1.73	-	-	
Outstanding at 31 December	197,102	1.56	534,288	1.56	
Exercisable at 31 December	7,747	1.51	3,270	1.74	

No awards were made in 2010 or 2009.

The 2005 (5 year) award and 2007 (3 year) award vested during 2010. No options were exercised and the options expired.

The options exercisable at 31 December 2010 and 31 December 2009 relate to good leavers.

At 31 December 2010 the following options granted under the Share Save Scheme to acquire Ordinary Shares were outstanding:

Grant date	No. of options outstanding	Earliest exercise date	Exercisable before	Exercise price
18 April 2006 (5 year)	86,270	1 June 2011	1 December 2011	171.0p
25 April 2007 (5 year)	110,832	1 June 2012	1 December 2012	144.3p

The options outstanding at 31 December 2010 have a weighted average outstanding term of 0.9 years (31 December 2009: 0.9 years).

The estimate of the fair value of options granted is measured based on a binomial model.

The contractual life of the option (3.5 or 5.5 years) is used as an input to this model. Expectations of early exercise are incorporated into the model.

### (k) 2002 Executive Share Option Scheme

The 2002 Executive Share Option scheme ('2002 ESOS') was activated in March 2003. The vesting period for each award was three years and options are settled by an allotment of shares to individuals. No cash alternative is available. All options under the 2002 ESOS have now vested, as the performance criteria have been met. The options expire if they remain unexercised after a period of ten years from the date of award.

The number and weighted average exercise prices ('WAEP') of share options are as follows:

	2010		2009	
		WAEP		WAEP
	No.	£	No.	£
Outstanding at 1 January and 31 December	1,082,028	1.96	1,082,028	1.96
Exercisable at 31 December	1,082,028	1.96	1,082,028	1.96

At 31 December 2010 the following options granted under the 2002 ESOS to acquire Ordinary Shares were outstanding:

Grant date	No. of options outstanding	Earliest exercise date	Exercisable before	Exercise price
19 March 2003	480,908	1 January 2011	19 March 2013	139.00p
9 March 2004	601,120	1 January 2011	9 March 2014	240.83p

The options outstanding at 31 December 2010 have a weighted average outstanding term of 2.8 years (31 December 2009: 3.8 years).

# (I) 1995 Executive Share Option Scheme

IFRS 2: Share-based Payment is only applied to grants of shares, share options or other equity instruments that were granted after 7 November 2002 and had not vested before 1 January 2005 (i.e. the effective date of IFRS 2). The 1995 Executive Share Option Scheme ('1995 ESOS') last granted options before 7 November 2002 and is not therefore subject to the full effects of IFRS 2 in terms of recognising an expense in the Income Statement. The standard does, however, require certain disclosures to be made in respect of this scheme.

The 1995 ESOS is an unapproved share option scheme, in which participation was entirely at the discretion of the Directors. The lifespan of the scheme was ten years from the date on which it was approved by shareholders and accordingly no further options could be granted under the scheme after 1 September 2005. The vesting period was three years and all remaining options are exercisable. Options are settled by grant of shares to individuals. No cash alternative is available.

If the options remain unexercised after a period of ten years from the date of grant, the options expire. Options are forfeited if the employee leaves the Group.

The number and weighted average exercise price (WAEP) of share options are as follows:

	2010	2010		
		WAEP		
	No.	£	No.	£
Outstanding at 1 January	532,122	3.21	884,182	2.84
Expired during the year	(295,622)	2.14	(352,060)	2.26
Outstanding at 31 December	236,500	4.56	532,122	3.21
Exercisable at 31 December	236,500	4.56	532,122	3.21

At 31 December 2010 the following options granted under the 1995 ESOS to acquire Ordinary Shares were outstanding:

Grant date	No. of options outstanding	Earliest exercise date	Exercisable before	Exercise price
1 March 2001	236,500	1 January 2011	1 March 2011	455.83p

The options outstanding at 31 December 2010 have a weighted average outstanding term of 0.2 years (31 December 2009: 0.7 years).

# 27. Deferred income

	2010 £m	2009 £m
At 1 January	12.9	15.6
Fair value of additions arising on acquisition of TRC	0.7	-
Income deferred in the year	2.4	1.8
Amortisation in the year	(4.2)	(4.5)
At 31 December	11.8	12.9
	31 December	31 December
	2010	2009
	£m	£m
Split as follows:		
Non-current liabilities	8.1	9.1
Current liabilities	3.7	3.8
	11.8	12.9

Deferred income primarily comprises initial fees arising on investments made by OEIC investors. These fees are initially recognised as deferred income and released to income over the estimated period (2010: 4 to 7 years; 2009: 7 years) for which the investment is expected to be held.

# 28. Other financial liabilities

31 Decemb 20 £		31 December 2009 £m
Non-current:		
F&C REIT put option liabilities 49	.5	60.4
49	.5	60.4
Current:		
F&C REIT put option liabilities 4	.5	-
Forward currency contracts	-	1.3
4	.5	1.3
Total other financial liabilities 54	.0	61.7

The forward currency contracts were used to partially hedge future Euro-denominated cash flows. The above liability reflects the fair value of unrealised losses on open contracts at the reporting date, based on observable foreign exchange rates.

The F&C REIT put options represent the fair value of the potential future liability to purchase the 30% interest in F&C REIT currently held by the minority interest partners in this business. The REIT parties have the right to require F&C to acquire all or part of their membership interests in F&C REIT at a valuation determined by an independent valuer, subject to an overall cap on F&C's liability of £100.0 million. Ivor Smith's option is exercisable after the third anniversary of Completion and Leo Noé's option is exercisable after the seventh anniversary of Completion. While Kendray Properties Limited does not have any direct right to require F&C to acquire its holding in F&C REIT, under the terms of the Partnership Agreement Kendray cannot hold a greater interest in F&C REIT than the aggregate of Leo Noé's and Ivor Smith's interests (or the holder of their beneficial interests) and is therefore effectively required to transfer an element of its holding such that this requirement is achieved. The consideration for such a transfer would be fair value. Hence, in determining the gross liability of the option, Kendray Properties Limited's entire holding in F&C REIT has been included. The reduction in the fair value of the F&C REIT put option liabilities of £6.4m during 2010 (2009: £5.6m reduction) has been released to the Income Statement as detailed in note 6(c).

An external valuation of the F&C REIT business was performed at each reporting date to enable a fair value to be placed on the F&C REIT put option liabilities.

The average of three valuation methodologies (equally weighted) was used to place a fair value on the F&C REIT business, namely:

- 1. Discounted cash flow method
- 2. Market earnings before interest, taxation, depreciation and amortisation ('EBITDA') multiple
- 3. Fixed EBITDA multiple

The main assumptions used in the valuation methodologies are:

(a) Projections of the profit and loss for F&C REIT:

Ne	et new business:	Based on the F&C REIT approved budget for year one, with management forecast projections for the subsequent few years
Re	evenue growth:	1.5% – 7.0% per annum
С	ost inflation:	3.5% per annum
(b) Di	iscount rates:	12.5% on recurring cash flows 25.0% on non-recurring cash flows
(c) Pe	1 , 0	3.0% for recurring cash flows 3.0% for non-recurring cash flows
(d) Ea	arnings multipliers:	9.0 x recurring EBITDA 3.0 x non-recurring EBITDA

# 29. Investment contract liabilities

Investment contract liabilities in respect of policyholder investments at the start and end of the year and an analysis of movements during the year are as follows:

	Note	2010 £m	2009 £m
Liability as at 1 January		649.9	753.1
Contributions received		66.4	67.5
Investment return applied	3	74.3	136.0
Charges levied		(3.1)	(3.4)
Repayments		(229.2)	(303.2)
Movement in contingency reserve		(0.2)	(0.1)
Movement in reinsurance ceded		1.1	-
Liability as at 31 December		559.2	649.9

All investment contract liabilities have been disclosed as current liabilities as this is considered to be appropriate to the rights of policyholders who may withdraw their investments at short notice. The Directors expect that the majority of the investment contract liabilities will be repayable outwith one year.

### **30. Insurance contract liabilities**

Insurance contract liabilities include life assurance liabilities in respect of lifetime guarantees provided with certain investment products, and annuity liabilities in respect of pension investment contracts where the investor has retired. These liabilities and related reinsurance balances at the start and end of the year, together with an analysis of movements in the year, are as follows:

	2010					
	Gross £m	Reinsurance £m	Net £m	Gross £m	Reinsurance £m	Net £m
At 1 January	1.9	(1.9)	_	2.1	(2.1)	_
Claims paid	(0.1)	0.1	-	(0.1)	0.1	_
Change in economic assumptions	0.1	(0.1)	-	(0.1)	0.1	_
Unwinding of discount rate	0.1	(0.1)	-	0.1	(0.1)	_
Other changes in year	-	-	-	(0.1)	0.1	-
At 31 December	2.0	(2.0)	-	1.9	(1.9)	-

The reinsurance liabilities relate to annuity business reinsured with Friends Provident Pensions Limited.

A liability adequacy test was carried out at policy level and resulted in no additional provision for either 2010 or 2009. No significant gain or loss arose on reinsurance contracts incepted in 2010 or 2009.

### Assumptions

The principal assumptions used in determining the insurance contract liabilities and the reinsurer's share of these liabilities, and the process adopted to arrive at these assumptions are as follows:

Mortality rates	2010	2009
Annuities in payment	82–93% PCXA00	81-94% PCXA00

Due to the small number of annuity policies, the mortality assumptions reflect recent experience of the reinsurer together with an allowance for future mortality improvement. Experience analysis for mortality is performed annually by the reinsurer.

### **Discount rate**

The discount rate used at 31 December 2010 is 4.81% (31 December 2009: 5.21%) based on current fixed interest gross redemption yields, with a prudent adjustment for risk.

# 31. Share capital

# Ordinary Share capital of 0.1p

	31 Decem	31 December 2010		31 December 2009	
	No. of shares	£m	No. of shares	£m	
Authorised: Equity interests					
Ordinary Shares of 0.1p	800,000,000	0.8	800,000,000	0.8	
Allotted, called up and fully paid: Equity interests					
Ordinary Shares of 0.1p#	532,118,789	0.5	499,273,120	0.5	
tingludes these estageriand as own shares					

<sup>#</sup>includes those categorised as own shares.

	No.	of shares
	2010	2009
Issued at 1 January	499,273,120	495,725,314
Placing of new shares	24,807,145	-
Issued at Completion in respect of TRC Commutation arrangements	6,085,996	-
Issue of shares at par to settle share-based payment awards*	1,952,528	3,547,806
Issued at 31 December	532,118,789	499,273,120

\*During the year Ordinary Shares were allotted at par value to settle share-based payment awards. There was no exercise price associated with these awards.

The holders of Ordinary Shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

Shares issued during 2010, dates of issue and reasons for issue are detailed in the following table:

Issue date	Reason for issue	No. of shares
4 May 2010	Placing of new shares	24,807,145
17 May 2010	EDRP award settlement	1,500,574
17 May 2010	LTRP award settlement	2,849
21 June 2010	LTRP award settlement	68,376
3 August 2010	LTRP award settlement	14,245
1 September 2010	TRC Initial Commutation consideration	3,042,999
2 September 2010	TRC Deferred Commutation Shares	3,042,997
30 September 2010	LTRP award settlement	292,588
22 October 2010	LTRP award settlement	49,934
30 November 2010	LTRP award settlement	8,547
24 December 2010	LTRP award settlement	15,415
		32,845,669

The Group held the following Ordinary Shares in Employee Benefit Trusts ('EBTs') or similar arrangements. These are categorised as own shares and are deducted from shareholders' funds:

	31 December 2010 No.	31 December 2009 No.
F&C Management Limited Employee Benefit Trust	17,778,910	11,732,847
The Ivory & Sime Employee Benefit Trust	64,176	64,176
Thames River Capital (UK) Limited Family Benefit Plan	1,139,460	-
Held by RBC cees in a nominee capacity#	2,195,059	-
	21,177,605	11,797,023

<sup>#</sup> These are specifically held as TRC Deferred Commutation Shares in respect of Commutation arrangements.

The aggregate nominal value of own shares held by EBTs at 31 December 2010 was £21,000 (31 December 2009: £12,000). The market value of these shares at 31 December 2010 was £17.8m (31 December 2009: £9.0m).

During the year, the Group purchased 14,988,822 of its own 0.1p Ordinary Shares (2009: 11,043,017) to satisfy the settlements of awards granted under share schemes and to hold as own shares within an EBT. The consideration paid for the shares was £9.7m (2009: £7.4m).

# 32. Reserves

The analysis of movements in reserves is disclosed within the Consolidated Statement of Changes in Equity on page 44.

# Nature and purpose of reserves:

# Share premium account

The share premium account is used to record the issue of share capital in excess of par value.

### **Capital Redemption reserve**

The Capital Redemption reserve is used to maintain the capital of the Company when shares are bought back and subsequently cancelled without Court Approval.

### Merger reserve

The merger reserve is used to record share premium on shares issued by way of consideration in respect of acquisitions. The element of the merger reserve which relates to amortisation and impairment of intangible assets charged to the Income Statement is considered to be realised.

A transfer is made from the merger reserve to retained earnings to recognise the extent to which the merger reserve has been realised, thereby offsetting the corresponding element of the intangible amortisation and any impairment charge.

### Other reserves:

### • Foreign currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign operations and non-Sterling denominated intangible assets.

# Fair value reserve

This reserve records fair value changes on available for sale investments until the investments are derecognised.

### Acquisition reserve

The acquisition reserve was created on the initial recognition of the F&C REIT minority interest put option liabilities.

### **Retained earnings**

Retained earnings comprises:

- Net profits and losses recognised through the Income Statement;
- Dividend distributions to equity holders;
- Actuarial gains and losses recognised on pension obligations;
- Deferred tax on actuarial gains and losses;
- Transactions relating to equity-settled share-based payments, and deferred tax movements on share-based payments reflected through equity;
- The purchase and sale of own shares; and
- Transfers from merger reserve.

### **Minority interests**

This reserve represents the share of the Group's net assets which are not attributable to equity holders of the parent, including the minority interests' share of intangible assets arising from business combinations and subsequent amortisation thereof.

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# 33. Notes to the cash flow statement

### (a) Analysis of cash flow statement movements

		2010	2009
	Notes	£m	£m
Adjustments for non-cash items:			
Non-cash movements on forward currency contracts		(0.9)	(7.1)
Depreciation of property, plant and equipment	12	2.7	2.8
Amortisation of intangible assets	13	51.4	50.5
Release of acquisition creditor		-	(2.2)
Loss on disposal of property, plant and equipment		0.1	0.2
Equity-settled share-based payment expenses	26	19.5	14.3
		72.8	58.5
Changes in working capital and provisions:			
Increase in trade and other receivables		(57.2)	(12.9)
Increase in trade and other payables		50.9	7.8
(Decrease)/increase in employee benefit liabilities		(2.1)	3.5
Decrease in stock of units and shares		0.2	-
Increase in Members' liabilities		1.0	-
Decrease in other liabilities		(0.4)	(4.0)
Decrease in investment contract liabilities	29	(90.7)	(103.2)
Increase/(decrease) in insurance contract liabilities		0.1	(0.2)
Decrease in deferred acquisition costs	16	0.4	2.1
Decrease in deferred income	27	(1.8)	(2.7)
Pension charge to operating profit less defined benefit pension contributions paid		(10.3)	(4.0)
(Decrease)/increase in provisions		(2.5)	0.8
Decrease in financial investments		86.1	84.9
		(26.3)	(27.9)

# (b) Property, plant and equipment

During the period the Group acquired property, plant and equipment with an aggregate cost of £1.2m (2009: £1.0m). Cash payments of £1.1m (2009: £0.9m) were made to purchase property, plant and equipment during the year.

# (c) Cash and cash equivalents

Note 21 provides details of cash and cash equivalent balances, a description of cash and cash equivalents and restrictions on use of cash, and note 22 gives details of loans and borrowing facilities.

### 34. Contingent liabilities

# **Ongoing business operations**

In the normal course of its business, the Group is subject to matters of litigation or dispute. While there can be no assurances, at this time the Directors believe, based on the information currently available to them, that it is not probable that the ultimate outcome of any of these matters will have a material adverse effect on the financial condition of the Group.

# **35. Commitments**

### **Operating leases**

The Group had the following future minimum rentals payable in respect of non-cancellable operating leases and other contracts at the year end:

	Pre	Premises		Other Contracts	
	31 December	31 December	31 December	31 December	
	2010	2009	2010	2009	
	£m	£m	£m	£m	
Not later than one year	12.9	11.6	2.8	1.4	
Later than one year and not later than five years	39.5	43.8	1.1	1.6	
Later than five years	33.4	46.7	-	-	
	85.8	102.1	3.9	3.0	

Obligations in respect of other contracts are stated gross and exclude amounts potentially recoverable from brokers under commission sharing arrangements.

Commitments in respect of premises leases exclude service charges and other costs, which are variable in nature, and cannot be reliably estimated.

# Sub-lease receivables

Future minimum rentals receivable under non-cancellable operating leases at the year end are as follows:

Prem	Premises	
31 December	31 December	
2010	2009	
£m	£m	
Not later than one year 3.8	3.8	
Later than one year and not later than five years 11.3	13.0	
Later than five years 9.1	11.3	
24.2	28.1	

A contingent lease payment, based on a percentage of revenue, is receivable in addition to the minimum lease payments in respect of one property. The maximum amount receivable under this arrangement is £0.6m (31 December 2009: £0.6m) per annum.

### **Capital commitments**

The amount of capital expenditure contracted for, but not provided for in the Financial Statements at 31 December 2010, was £0.5m (31 December 2009: £nil).

# 36. Financial risk management

### Overview

The Group has exposure to a number of business risks. The Board of Directors has overall responsibility for the Group's risk management arrangements, but has delegated the implementation and operation of the Board policies to management. The Group's risk management policies and the risk management framework for identifying, monitoring and managing risks across the Group, including strategic and operational risks, are outlined in the Directors' Report on Corporate Governance on pages 30 to 31.

The Directors consider it appropriate to differentiate between those financial risks which directly impact the Group and those which indirectly impact the Group due to the risks borne by our clients and the consequential impact on the Group's assets under management and revenues. The Group's direct or indirect exposure to financial instruments arises from the following financial risks:

- Market risk
- Credit risk
- Liquidity risk

This note presents information on the Group's direct or indirect exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risk and the management of the Group's capital. Note 37 provides numerical analysis of the Group's financial instrument exposure to such risks, including relevant sensitivity analysis, at the reporting date.

### Indirect earnings risk through client assets

As an active fund manager, the Group is responsible for managing assets in accordance with the mandates specified by our clients. The assets managed by the Group are subject to varying financial risks (market, credit and liquidity). While these risks could result in financial loss or gain through a change in asset value, these risks and rewards are fully borne by, or fall to the benefit of, our clients.

However, as the majority of the Group's revenues are quantified as a percentage of assets under management (generally on a quarterly, monthly or daily basis), the Group's income is impacted by movements in client assets which are caused by the exposure to financial risks. As a result of the direct link of revenues to the value of client assets, the Group's interests are aligned to those of our clients.

### 36. Financial risk management continued

A key risk to our business is that of poor investment performance, which could lead to the subsequent loss of client mandates. A key role of the Heads of F&C's investment functions is to monitor the fund performance achieved by our investment professionals. Where it is considered necessary, actions are taken to change process or personnel with a view to attaining top quartile performance. The Group has the ability to earn performance fees from a number of our clients, where out-performance of the benchmark or set objective is achieved. These arrangements reinforce the alignment of the Group's interests with those of our clients.

The key components of financial risk to which our clients are exposed are:

*Market risk* – the risk of financial loss arising from changes in the market prices of assets. Market risks include exposure to all asset classes, including equities, fixed income products and property as well as currency risk and interest rate risk.

*Credit risk* – the risk of financial loss if a counterparty to a financial instrument fails to meet its contractual obligations in respect of assets held within client portfolios. Credit risk can vary by asset class and individual instrument.

*Liquidity risk* – the risk of financial loss to client portfolios because a counterparty does not have sufficient financial resources available and is unable to realise assets in order to meet its obligations as they fall due, or can only realise assets by suffering financial loss.

### Direct earnings and capital exposure

The Group has direct exposure to the following risks in respect of financial instruments on the Statement of Financial Position:

- *Market risk* the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and price risk.
- Credit risk the risk of financial loss if a counterparty to a financial instrument fails to meet its contractual obligations in respect of financial instruments held by the Group. Credit risk includes investment credit risk, counterparty risk, deposit and loan risks and country risk.
- Liquidity risk the risk of the Group failing to maintain adequate levels of financial resources to enable it to meet its financial obligations as they fall due. Liquidity risk arises because of the possibility that the Group could be required to pay its liabilities earlier than expected or because of any inability to realise assets in order to meet obligations as they fall due or is only able to realise assets by suffering financial loss.

A fuller analysis of the financial risks associated with the Group's financial instruments, together with the objectives, policies and processes to manage the Group's exposure to those risks follows.

### Unit-linked assets and liabilities

A significant element of the value of the Group's financial assets relates to the Group's unit-linked pooled pension entity, F&C Managed Pension Funds Limited ('F&C MPF'). As outlined in note 18, Financial Instruments, the risks and rewards associated with these assets, which are held by F&C MPF, fall to be borne by, or to the benefit of, the underlying policyholders. As a result, the investment contract liabilities included in the Statement of Financial Position are equal and opposite in value to the assets which are held on behalf of unit-linked policyholders. The Group has no direct exposure to fluctuations in the value of the assets arising from changes in market prices or credit default, although the revenue stream earned from managing these assets varies in line with the movement in assets held on behalf of clients.

The financial risk management disclosures specifically exclude policyholders' unit-linked assets and liabilities relating to F&C MPF as there is no direct exposure to the Group from the associated financial instruments.

### **Financial investments**

Recognising that the Group's revenue stream has significant financial exposure to fluctuations in assets managed on behalf of clients, a key principle of the Group Treasury Policy set by the Board is to restrict investment of the Group's assets to low risk deposits or money market instruments where the risk of capital loss is low, thereby seeking to protect the Group's capital. Advance Board approval is required for any investment or financial instrument which does not follow this general principle.

During 2008, following significant strengthening of the Euro against Sterling, the Group's reporting currency, the Group entered into a series of forward currency contracts to provide greater certainty over the Sterling value of some of the expected future Euro-denominated revenue streams. The final contract matured in June 2010. The Board recognises that the Group continues to have significant exposure to Euro-denominated cash flows, but at this point in time has not chosen to enter into any further medium-term forward exchange contracts.

During 2010 the Group recognised £0.9m of a realised gain in respect of the final forward currency contract. This gain represented the partial reversal of the £1.3m of net unrealised loss recognised in prior periods. As at 31 December 2010, the Group had no remaining medium-term forward currency contracts in place, but held short-term contracts, to a gross value of less than £1.0m, which were specifically matched to foreign currency assets at the year end.

Financial investments classified as available for sale, as detailed in note 14, primarily reflect the value of the Group's private equity investments. These represent carried interest entitlement which arises from the Group's historical ownership of private equity businesses. The Board does not seek to manage any of the financial risks associated with these investments and recognises that uncertainty exists as to the quantum and timing of future distributions which may arise from these investments.

#### 36. Financial risk management continued

Other financial investments, classified as fair value through profit or loss, as detailed in note 18(a)(i)(2), primarily comprise assets held in connection with current or historic employee remuneration arrangements. The Group has no net financial exposure to Purchased Equity Plan, Bonus investments and TRC Employee Benefits assets as the risks and rewards of all movements in the value of these financial assets fall to the beneficiary and are offset by equal and opposite movements in the Group's associated employee benefit liabilities, which accrue over the vesting period. The 'NIC hedge' economically hedges the Group's exposure to movements in future national insurance contributions obligations in respect of certain assets.

#### Stock of units and shares

The Group operates and manages a number of OEICs whose funds, into which retail and institutional investors can invest, have a wide range of investment objectives. The Group holds a stock of units and shares in these OEIC funds in order to facilitate the creation and redemption of units by investors. The Group's risk management policy limits the aggregate value of the units held by the Group to £1.25m, thereby capping the maximum financial risk exposure associated with these assets.

#### Trade debtors and accrued income

Trade debtors and accrued income represent amounts recognised within net revenue in the Income Statement, but which have not been settled in cash. The nature of F&C's business is such that asset management fees accrue based on daily, month-end or quarter-end asset values which, once known, are billed to clients and are due to be settled in line with individual contractual terms. As a result, the aggregate value of debtors and accrued income can represent up to four months of revenue at any point in time. In addition, as most of the performance fees earned by the Group accrue in respect of the calendar year and can only be billed subsequently, the quantum of accrued income recognised in the Statement of Financial Position at the reporting date is generally higher than at other points during the year and is sensitive to the magnitude of performance fees earned.

Before the Group takes on new clients, it undertakes the required "Know Your Client" procedures. As the Group manages assets on behalf of clients and management fees are typically charged to and paid from the underlying funds managed by the Group, there is a relatively low risk of default on management fees. The Group does not hold any credit insurance. Due to the scale of some of F&C's larger clients, the Group is exposed to a concentration of credit risk from large clients or groups of connected clients, arising from timing difference between the recognition of income and the receipt of management fees outlined above. Very few clients have an external credit rating.

Where management fees are denominated in a currency other than Sterling, the Group is exposed to currency risk. As noted earlier, the Group no longer hedges any significant element of its exposure to monetary assets denominated in foreign currency.

#### **OEIC** and unit trust debtors

OEIC and unit trust debtors include 'Trustee debtors' and 'Debtors due from investors in respect of the purchase of units'. Typically, the Group recognises 'OEIC and unit trust creditors' of a similar magnitude at any point in time. In operating and managing OEICs, the Group seeks to match the purchase and sale of investments to align to the receipt or payment of funds from or to investors. However, if these obligations are not matched then there is a requirement for the Group to fund any shortfall from its corporate cash resources. The risk relating to unsettled transactions is considered small due to the short settlement period involved. In the event that investors default on sums due, then the Group is entitled to reimbursement of costs from the investor.

#### Cash and cash equivalents

F&C adopts a low risk approach to treasury management and seeks to ensure that its capital is preserved and financial risks are managed appropriately.

The Group treasury operations are managed by the Finance function within parameters defined by the Board. The regulatory capital and treasury position of the Group are reported to the Board on a regular basis.

The Group's cash and cash equivalent assets are exposed to a number of financial risks in the normal course of its business. The policy adopted is designed to manage risk and recognises that treasury management operations are specifically not treated as a profit centre. The key aspects of this policy and its implementation are detailed below:

- Funds on deposit will only be placed on a short-term basis (maximum term 90 days) to help maximise regulatory capital.
- Deposits may only be placed with counterparties approved by the F&C Credit Committee, and the Board has set a £25.0m limit for the maximum exposure to any single counterparty. The F&C Credit Committee's primary focus is to assess the credit position of counterparties prior to placing any client assets with them and to monitor credit risk thereafter.
- Exposure to cash and cash equivalent balances held in foreign currency is managed to reduce the risk of movements in exchange rates, where possible, by the repatriation of surplus foreign currency into Sterling. This is achieved in practice via the regular settlement of the Group's transfer pricing arrangements and through the payment of dividends from foreign subsidiaries, having regard to their respective, legal, regulatory and working capital requirements.
- Cash and deposit balances can be exposed to interest rate movements. The Group utilises the experience and skills of its professional dealing team to obtain the best interest rates, ensuring the expected maturity dates of deposits are aligned to the Group's working capital requirements.

#### 36. Financial risk management continued

Any exception to the treasury policy requires the prior approval of the Board. Recognising the consequences of the recent global financial crisis, management sought to operate throughout 2010 with a maximum corporate exposure to any one financial institution of £15.0m. Prior approval was required for a limited number of exceptions.

#### **Reinsurance assets**

The Group's unit-linked pooled pension subsidiary is an insurance company and has some exposure to insurance contract liabilities, as outlined in note 30. These liabilities are fully reinsured as the Group seeks to have no net insurance exposure. The reinsurance assets represent the expected amounts recoverable to meet insurance liabilities as they fall due. The Group has exposure to both credit and liquidity risk on these assets.

#### Defined benefit pension deficit

The Group's defined benefit pension deficit represents the discounted value of future pension obligations in excess of plan assets, details of which are given in note 25.

The Group has exposure to the movements in the market value of the plan assets, which include equities and LDI fixed interest pools. Approximately 25% of the assets held in respect of the UK scheme are held in LDI pools, with maturity profiles which match the expected maturity profile of pension obligations. The market values of the LDI pools are impacted by movements in interest rates.

The value of defined benefit pension obligations is quantified and discounted using corporate bond rates. Movements in these rates can have a significant impact on the pension liabilities and hence the quantum of the Group's pension deficit.

#### Management of capital

While F&C considers its capital to be its total equity, this is effectively managed via the net assets to which it relates. The Company's Ordinary Shares are listed on the London Stock Exchange. The Board monitors significant movements in the composition of its shareholder base. Details of substantial interests in share capital are shown in the Report of the Directors on page 23. In the ordinary course of business the only movements in the absolute number of shares in issue would be through the issue of new or own shares to satisfy obligations under sharebased payment arrangements or through the purchase of own shares to satisfy future share scheme obligations.

The Directors give careful consideration to the appropriate funding structure for financing all acquisitions, which historically have included both equity and debt funded transactions. During 2010 some 24.8m new shares were placed in the market to partially fund the TRC acquisition and some 6.1m of new shares were issued in respect of the Commutation arrangements.

Dividends are only declared by the Board after due consideration of a number of key items, including the financial results and the outlook of the financial position of the Company and of the Group. The dividend policy seeks to achieve a targeted dividend cover of 1.5 times underlying profit. Following the re-basing of the interim dividend for 2010, the Board declared a total dividend of 3.0 pence per share for 2010. This resulted in the 2010 dividend cover (on an underlying basis) being in excess of the 150% target, in respect of dividends declared for 2010.

The overall objective of shareholder liquidity risk management is to ensure that there is sufficient liquidity over short and medium time horizons to meet the needs of the business. This includes liquidity to cover, among other things, capital expenditure, servicing debt and equity capital as well as working capital to fund the Group's day-to-day operational requirements. At the time of announcing the interim dividend for 2010, the Board indicated that it will seek to reduce net debt over the medium-term, with a target of zero net debt to be achieved by the end of 2014. While the Board consider this target to be achievable, the Directors recognise that a number of risks exist which could prevent this target from being achieved.

#### Working capital

Working capital is monitored on a daily basis to ensure that settlement terms of all forthcoming liabilities can be met. This activity includes timely collection of debtors and monitoring of cash on deposit, having regard to regulatory capital requirements, as outlined below. The Group's Finance function includes a Treasury team which manages the cash flow requirements of the Group while seeking to maximise the amount of cash on deposit.

The Group has a £20m revolving credit facility and bank overdraft facilities available to it which provide some protection against any short-term cash-flow deficiencies. The undrawn committed facilities available at the reporting date are shown in note 22 as are details of the Group's interest bearing loans and borrowings.

During 2010 the Group issued £20m of additional 9% guaranteed fixed rate loan notes to refinance the remaining £10m of debt used to partially finance the REIT acquisition in 2008 and raised £10m to partially fund the TRC acquisition. In total, the Group now has some £150m of 9% guaranteed fixed-rate loan notes which mature in December 2016. The Group continues to have some £125m of subordinated notes in issue. The earliest repayment date for these notes is 2016, but this can be extended at the option of the Group to 2026. In addition, the Group has the option to defer interest payments on this debt, but if it elects to do so then no dividend can be paid to Ordinary Shareholders until the cumulative amount of any unpaid interest due on the subordinated debt is settled in full. No such interest payments have been deferred.

The Board Reserved List prohibits the use of derivatives including futures, options and forward contracts, in respect of the Group's net assets, without prior Board approval, recognising the general principle of seeking to minimise capital loss.

#### 36. Financial risk management continued

## **Regulatory capital requirements**

The Group is required to maintain a minimum level of capital in accordance with the Capital Requirements Directive ('CRD') prescribed in the UK by the Financial Services Authority (FSA).

In 2006, the Group obtained from the FSA a waiver from meeting any minimum capital requirements under the consolidated supervision rules of the CRD. This waiver took effect from 1 January 2007 and was due to expire at the end of 2011, however, the FSA has recently approved F&C's application to renew the waiver, meaning it now does not expire until April 2016. During 2010, the waiver was extended to include the acquired Thames River entities.

At 31 December 2010, there were 16 regulated companies in the Group, of which 12 are registered in the United Kingdom and are subject to regulation by the FSA. This includes F&C MPF which, being a regulated insurance firm, as opposed to an investment firm, is not part of the consolidation Group for regulatory capital reporting purposes. Overseas regulated companies, registered in the Republic of Ireland, The Netherlands, Portugal and Hong Kong are subject to regulatory capital requirements set out by their respective local regulatory authority, as embedded within the legislation of those jurisdictions.

Regulations set out the measurement of Capital Resources and Capital Resources Requirements ('CRR') to determine the regulatory capital surplus or deficit. This CRR is referred to as the Pillar 1 capital requirements under CRD.

For the UK regulated investment firms, the CRR is the higher of:

- The sum of the 'credit risk capital requirement' and the 'market risk capital requirement'; and
- The 'fixed overhead requirement'.

Credit risk represents the risk of a party being unable to meet its obligations to a firm and is calculated using risk weighted percentages applied to the various exposure amounts. The market risk for F&C represents the risk of loss from fluctuations in exchange rates and is calculated as a percentage of the total of the long or short positions, denominated in foreign currencies, whichever is the greater. The fixed overhead requirement is calculated as a quarter of a firm's relevant fixed annual expenditure in the previous year's audited Financial Statements.

The regulated companies are required to submit financial returns to the FSA, or the local regulatory authority for overseas companies, setting out the calculation of the regulatory capital surplus (or deficit). The Group's regulated companies are required to submit financial returns monthly, quarterly or semi-annually and the Group must submit a consolidated return semi-annually.

The CRD requires the Group to conduct an Internal Capital Adequacy Assessment Process ('ICAAP'), referred to as Pillar 2 capital requirements. The objective of this process is to ensure that companies have adequate capital to enable them to manage risks not deemed to be adequately covered under the Pillar 1 minimum requirements. This is a forward looking exercise which includes stress testing key risks, considering how the company would cope with a significant market downturn for example, and an assessment of the Group's ability to mitigate the risks.

All of the Group's regulated entities maintained surpluses of regulatory capital throughout 2010.

Note 36 presents details of the Group's direct or indirect exposure to financial risks arising from financial instruments and the Group's objectives, policies and processes for measuring and managing risk and the management of the Group's capital. This note provides numerical analyses of the Group's direct exposure to such financial risk, including relevant sensitivity analysis, at each reporting date.

The disclosures in this note exclude any policyholder unit-linked assets and liabilities in respect of F&C MPF, as the risks and rewards rest primarily with the policyholders.

## (a) Credit risk

## (i) Maximum exposure to credit risk

The carrying amount of financial assets represents the Group's maximum exposure to credit risk. The maximum exposure of each class of financial asset is:

	31 December 2010	31 December 2009
	£m	2009 £m
Financial assets at fair value through profit or loss:		
Financial investments	9.9	10.0
Stock of units and shares	0.1	0.3
Available for sale financial assets:		
Financial investments	3.5	2.2
Loans and receivables:		
Trade debtors	21.5	14.9
Accrued income	38.9	41.3
OEIC and unit trust debtors	81.2	21.8
Other debtors	10.8	8.5
Amounts owed by Eureko Group	1.4	1.4
Amounts owed by TRC related party entities	0.7	-
Amounts owned by F&C REIT related party entities	0.1	0.1
Cash and cash equivalents – shareholders	178.8	186.2
	346.9	286.7

The accrued income balance is higher than the average monthly balance during the year. This is primarily due to the level of performance fees recognised at 31 December 2010 and 31 December 2009.

The quantum of OEIC and unit trust debtors at 31 December 2010 is higher than the average monthly balance during the year. However, this is dependent upon the level of creations and liquidations of units or shares and the monetary value of each transaction.

The credit risk of the financial assets analysed by the credit ratings of the counterparties, based on external credit ratings, is set out below:

				Other	Not	
	AAA	AA	Α	rated	rated	Total
As at 31 December 2010	£m	£m	£m	£m	£m	£m
Financial assets at fair value through profit or loss						
Financial investments	-	1.4	-	0.3	8.2	9.9
Stock of units and shares	-	-	-	-	0.1	0.1
Available for sale financial assets:						
Financial investments	-	-	-	-	3.5	3.5
Loans and receivables:						
Trade debtors	-	-	1.3	0.1	20.1	21.5
Accrued income	-	-	0.7	0.2	38.0	38.9
Other debtors	-	-	5.7	-	5.1	10.8
OEIC and unit trust debtors	-	-	-	-	81.2	81.2
Amounts owed by Eureko Group	-	-	1.4	-	-	1.4
Amounts owed by TRC related party entities	-	-	-	-	0.7	0.7
Amounts owed by F&C REIT related party entities	-	-	-	-	0.1	0.1
Cash and cash equivalents – shareholders	16.8	67.0	71.0	24.0	-	178.8
	16.8	68.4	80.1	24.6	157.0	346.9
As at 31 December 2009						
Financial assets at fair value through profit or loss	:					
Financial investments	-	2.3	_	0.3	7.4	10.0
Stock of units and shares	_	-	_	-	0.3	0.3
Available for sale financial assets:						
Financial investments	_	_	_	_	2.2	2.2
Loans and receivables:						
Trade debtors	_	_	0.1	0.5	14.3	14.9
Accrued income	_	_	1.6	0.1	39.6	41.3
Other debtors	_	_	4.2	_	4.3	8.5
OEIC and unit trust debtors	-	_	_	-	21.8	21.8
Amounts owed by Eureko Group	_	_	1.4	_	_	1.4
Amounts owed by F&C REIT related party entities	-	-	-	-	0.1	0.1
Cash and cash equivalents – shareholders	8.5	93.5	70.0	13.3	0.9	186.2
	8.5	95.8	77.3	14.2	90.9	286.7

## 37. The extent of risks arising from financial instruments continued

## (ii) Analysis of financial assets past due but not impaired

The analysis of financial assets which are receivable but have not been impaired is as follows:

As at 31 December 2010	Neither past due nor impaired £m	Less than 30 days overdue £m	Between 30 and 90 days overdue £m	Between 90 days and 1 year overdue £m	Beyond 1 year overdue £m	Total £m
Financial assets at fair value through profit or lo	SS:					
Financial investments Stock of units and shares	9.9 0.1	-	-	-	-	9.9 0.1
Available for sale financial assets:	••••					••••
Financial investments	3.5	_	_	-	-	3.5
Loans and receivables:						
Trade debtors	9.7	2.6	3.5	5.7	_	21.5
Accrued income	38.9	-	-	-	-	38.9
Other debtors	10.2	-	-	0.2	0.4	10.8
OEIC and unit trust debtors	81.2	-	-	-	-	81.2
Amounts owed by Eureko Group	1.4	-	-	-	-	1.4
Amounts owed by TRC related party entities	-	-	-	0.7	-	0.7
Amounts owed by F&C REIT related party entities	0.1	-	-	-	-	0.1
Cash and cash equivalents – shareholders	178.8	-	-	-	-	178.8
	333.8	2.6	3.5	6.6	0.4	346.9
As at 31 December 2009						
Financial assets at fair value through profit or lo	SS:					
Financial investments	10.0	_	-	-	-	10.0
Stock of units and shares	0.3	-	_	-	_	0.3
Available for sale financial assets:						
Financial investments	2.2	-	_	-	-	2.2
Loans and receivables:						
Trade debtors	5.1	3.4	0.8	5.5	0.1	14.9
Accrued income	41.3	_	-	-	-	41.3
Other debtors	8.5	-	-	-	_	8.5
OEIC and unit trust debtors	21.8	-	_	-	-	21.8
Amounts owed by Eureko Group	1.4	-	_	-	-	1.4
Amounts owed by F&C REIT related party entities	0.1	-	-	-	-	0.1
Cash and cash equivalents – shareholders	186.2	-	-	-	-	186.2
	276.9	3.4	0.8	5.5	0.1	286.7

Based on past experience and the nature of the Group's business, the Directors believe that no additional impairment provision is necessary at either 31 December 2010 or 31 December 2009 in respect of trade debtors. The trade debtor balances, which have been impaired at the reporting dates, are shown below.

#### (iii) Impairment losses

Details of impairment of financial assets at 31 December are as follows.

#### Trade debtors provision:

	2010 £m	2009 £m
At 1 January	0.6	0.1
Bad debt charge in the year#	0.3	0.5
Utilised in the year	(0.1)	-
At 31 December	0.8	0.6
Gross impaired trade debtors	0.8	0.6

<sup>#</sup> Included within operating expenses in the Income Statement.

## (iv) Concentration risk

Specific concentration of risk in respect of amounts receivable from any one bank or financial institution, client or group of connected clients at the reporting date is given below:

	31 December	31 December
	2010	2009
Concentrations of £1.0m or more	£m	£m
Amounts held with banks and similar financial institutions – 2010: 17 (2009: 19)	175.1	184.8
Amounts due from Eureko Group	4.4	3.9
Amounts due from OEIC Trustees	12.7	6.9
Amounts due from other significant clients – 2010: 10 clients (2009: 10)	88.2	37.8
Amounts due from significant other debtors – 2010: 1 debtor (2009: 2)	5.5	4.2
	285.9	237.6

Concentration risk comprises of individual entities or clients with a receivable balance of £1.0m or more at the reporting date. This disclosure shows the potential impact of some of these entities or clients failing to satisfy payment of the receivable amounts. The table does not consider the likelihood of any of these entities or clients defaulting.

## (b) Liquidity risk

The following are the maturity dates of the Group's financial liabilities:

As at 31 December 2010	Within 1 year, or repayable on demand £m	Within 1-2 years £m	Within 2-5 years £m	More than 5 years £m	Total £m
Interest bearing loans and borrowings:					
Fixed/Floating Rate Subordinated Notes 2016/2026	-	-	-	125.0	125.0
Interest on Subordinated Notes*	8.4	8.4	25.3	8.5	50.6
Guaranteed Fixed Rate Loan Notes 2016	-	_	-	149.7	149.7
Interest on Guaranteed Loan Notes 2016	13.5	13.5	40.4	13.4	80.8
Trade and other payables:					
Trade creditors	3.4	-	-	-	3.4
OEIC and unit trust creditors	80.1	-	-	-	80.1
Other creditors	25.8	7.9	0.9	1.3	35.9
Accruals	25.1	-	1.5	0.5	27.1
Amounts owed to Eureko Group	2.0	-	-	-	2.0
Amounts owed to F&C REIT related party entities	0.3	-	-	-	0.3
Members' liabilities	4.4	-	-	-	4.4
Other financial liabilities	4.5	4.5	45.0	-	54.0
	167.5	34.3	113.1	298.4	613.3
As at 31 December 2009					
Interest bearing loans and borrowings:					
Fixed/Floating Rate Subordinated Notes 2016/2026	-	-	-	125.0	125.0
Interest on Subordinated Notes*	8.4	8.4	25.3	16.6	58.7
Guaranteed Fixed Rate Loan Notes 2016	-	_	-	129.7	129.7
Interest on Guaranteed Loan Notes 2016	11.7	11.7	35.0	22.9	81.3
Floating Rate Secured Notes 2010	10.0	_	-	-	10.0
Interest on Secured Notes	0.2	-	-	-	0.2
Trade and other payables:					
Trade creditors	1.9	_	-	-	1.9
OEIC and unit trust creditors	20.2	_	-	-	20.2
Other creditors	7.3	0.2	0.6	0.9	9.0
Accruals	27.1	0.4	2.5	2.1	32.1
Amounts owed to Eureko Group	2.0	-	-	-	2.0
Amounts owed to F&C REIT related party entities	2.3	-	-	-	2.3
Other financial liabilities	12.1	5.0	10.1	45.3	72.5
	103.2	25.7	73.5	342.5	544.9

\* To the date of the Group's option to extend the Notes beyond 19 December 2016.

The quantum of OEIC and unit trust creditors at 31 December 2010 is higher than the average monthly balance during the year. However, this is dependent upon the level of creations and liquidations of units or shares and the monetary value of each transaction.

The maturity dates of the Group's financial liabilities have been determined by reference to the earliest contractual date on which the counterparty could demand payment and the stated amounts represent undiscounted cash flows.

Included within other financial liabilities are:

- The F&C REIT put options, included at the earliest date at which the options could be exercised; and
- The gross cash flows associated with the Group's forward currency contracts. The net unrealised losses on open contracts at the reporting date are disclosed in note 28.

The Group has borrowing facilities available to it. The undrawn committed facilities available at 31 December 2010 and 31 December 2009 are shown in note 22.

## (c) Market risk

#### (i) Market price risk

The analysis of financial assets which are exposed to market price risk is as follows:

31 Decemb	ər	31 December
20	0	2009
£	m	£m
Financial assets at fair value through profit or loss:		
Financial investments 8	5	7.6
Stock of units and shares 0	1	0.3
8	6	7.9

Details of the assets held by the Group's defined benefit pension schemes, which are also exposed to market price risk, are given in note 25.

#### (ii) Other price risk

31 December	r 31 December
201	2009
£r	<b>£</b> m
Available for sale financial assets:	
Financial investments 3.	<b>i</b> 2.2

#### (iii) Currency risk

The Group is exposed to currency risk at the reporting date in respect of:

- Financial assets and liabilities denominated in foreign currencies; and
- The foreign currency risk of net assets of foreign operations.

The net monetary assets and net investment in foreign operations, in Sterling, which are denominated in foreign currencies or for which the fair value of the asset or liability varies with movements in foreign currencies are:

	Euro £m	US Dollar £m	Other £m	Total £m
As at 31 December 2010	75.0	11.0	1.7	87.7
As at 31 December 2009	94.3	2.6	1.4	98.3

The above table excludes intangible assets.

The increase in the exposure to US Dollar-denominated assets is primarily attributable to the acquired TRC business.

## (iv) Interest rate risk

The following tables set out the carrying amount and maturity profile of the Group's financial instruments that are exposed to interest rate risk:

As at 31 December 2010	Within 1 year £m	Within 1-2 years £m	Within 2-5 years £m	More than 5 years £m
Fixed rate				
Fixed/Floating Rate Subordinated Notes 2016/2026	-	-	-	(125.0)
Guaranteed Fixed Rate Loan Notes 2016	-	-	-	(149.7)
Financial investments – corporate bonds	-	-	0.3	-
Financial investments – NIC hedge	-	-	0.1	-
Floating rates				
Financial investments – NIC hedge	1.5	-	-	-
Cash and cash equivalents - shareholder	178.8	-	-	-
	180.3	-	0.4	(274.7)
As at 31 December 2009				
Fixed rate				
Fixed/Floating Rate Subordinated Notes 2016/2026	-	_	_	(125.0)
Guaranteed Fixed Rate Loan Notes 2016	-	_	_	(129.7)
Financial investments – corporate bonds	-	-	0.3	-
Financial investments – NIC hedge	-	-	0.1	-
Floating rates				
Floating Rate Secured Notes 2010	(10.0)	_	_	_
Financial investments – NIC hedge	2.3	_	_	_
Cash and cash equivalents - shareholder	186.2	-	-	-
	178.5	_	0.4	(254.7)

## (v) Sensitivity analysis

The Group has quantified the impact of specific changes in its significant market risk variables. This analysis measures the change in fair value and cash flows of the Group's financial instruments.

The sensitivity analysis, which is for illustrative purposes only, is prepared based on financial instruments at the reporting dates. The sensitivity assumes changes in certain market conditions. These assumptions may differ materially from the actual outturn due to the inherent uncertainties in global financial markets. In practice, market risks rarely change in isolation and are likely to be interdependent. The methods and assumptions used are the same for both reporting periods.

The sensitivity analysis has been prepared based on the impact a set percentage increase or decrease in the market conditions would have on the profit or loss and on total equity.

Changes in exchange rates assume an instantaneous increase or decrease of 10.0% for foreign currency to Sterling rates at the reporting date, with all other variables remaining constant.

The estimated changes in fair values of investments assume a 10.0% increase or decrease in the fair values of investments at the reporting date, with all other variables remaining constant.

Changes in market interest rates assume an increase or decrease of 1.0% in the rate applied to average cash balances in the year.

The financial impact of market risk sensitivities, after taxation, are summarised below:

As at 31 December 2010	Profit or loss sensitivity £m	Profit or loss sensitivity £m	Equity sensitivity £m	Equity sensitivity £m
Exchange rate movement*	+10%	-10%	+10%	-10%
Currency				
Sterling/Euro exchange rates	0.8	(0.9)	6.5	(7.8)
Sterling/USD exchange rates	0.4	(0.6)	0.4	(0.6)
Fair value movement – Investments	+10%	-10%	+10%	-10%
Sterling equity prices	0.6	(0.6)	0.8	(0.8)
Interest rate movement	+1%	-1%	+1%	-1%
Sterling market interest rates	1.5	(1.5)	1.5	(1.5)
As at 31 December 2009				
Exchange rate movement*	+10%	-10%	+10%	-10%
Currency				
Sterling/Euro exchange rates	2.2	(2.7)	8.8	(10.8)
Sterling/USD exchange rates	0.2	(0.2)	0.2	(0.2)
Fair value movement – Investments	+10%	-10%	+10%	-10%
Sterling equity prices	0.6	(0.6)	0.7	(0.7)
Interest rate movement	+1%	-1%	+1%	-1%
Sterling market interest rates	1.4	(1.4)	1.4	(1.4)

\* +10% represents a movement in favour of the Group and -10% represents a movement against the Group.

In addition, the F&C REIT put options are disclosed in note 28 at fair value. A 10% movement in the fair value of the options at 31 December 2010 would result in a £5.4m (31 December 2009: £6.0m) charge or credit to the Income Statement and to equity.

Impairment of financial assets can also be affected by changes in the relevant underlying risk.

#### (d) Capital

A summary of the Group's capital and the net assets which it represents is shown below:

	31 December 2010 £m	31 December 2009 £m
Share capital	0.5	0.5
Share premium account	51.8	33.8
Capital Redemption reserve	0.8	0.8
Merger reserve	383.3	416.6
Other reserves	(19.5)	(14.5)
Retained earnings	138.2	132.5
Minority interests	16.5	19.2
Total equity	571.6	588.9
Net assets	571.6	588.9

Note 36 describes the Group's management of capital, working capital and regulatory capital requirements.

## 38. Insurance risk management

The Group's insurance contracts are all annuity contracts which guarantee payment during the lifetime of the annuitant at a specified level or with a specified escalation factor. They are all 100% reinsured with Friends Provident Pensions Limited.

The only risk that the Group is subject to in respect of these contracts is the credit risk of the reinsurer. Given the small amount at risk (£2.0m at 31 December 2010; £1.9m at 31 December 2009), this is not considered significant.

## F&C Asset Management

## **39. Subsidiary undertakings**

The principal entities controlled by the parent undertaking are as follows:

	Percentage interest and voting rights*	Country of registration or incorporation	Nature of business
(i) United Kingdom			
FP Asset Management Holdings Limited <sup>(1)</sup>	100	England	Holding company
F&C Asset Management Services Limited <sup>(1)</sup>	100	Scotland	Employee service company
ISIS Investment Manager plc <sup>(1)</sup>	100	England	Investment management
F&C Managed Pension Funds Limited <sup>(1)</sup>	100	England	Unit-linked pooled pensions business
F&C Treasury Limited <sup>(1)</sup>	100	England	Treasury management company
F&C Group (Holdings) Limited <sup>(1)</sup>	100	England	Holding company
F&C Group ESOP Trustee Limited <sup>(1)</sup>	100	Scotland	ESOP Trustee
F&C Investment Business Limited <sup>(1)</sup>	100	Scotland	Investment management
F&C Finance plc <sup>(1)</sup>	100	England	Debt financing company
F&C Aurora (GP) Limited <sup>(1)</sup>	100	Scotland	General Partner
The Aurora Fund (Founder Partner) LP <sup>(1)</sup>	50#	Scotland	Founder Partner
F&C European Capital Partners (GP) Limited <sup>(1)</sup>	100	Scotland	General Partner
F&C European Capital Partners (Founder Partner) LP <sup>(1)</sup>	50#	Scotland	Founder Partner
F&C REIT Asset Management $LLP^{(1)}$	70#	England	Property asset management
FP Fund Managers Limited <sup>(2)</sup>	100	England	Investment management
F&C Asset Managers Limited <sup>(2)</sup>	100	England	Investment management
F&C Property Limited <sup>(2)</sup>	100	England	Property asset management
WAM Holdings Limited <sup>(3)</sup>	100	England	Holding company
F&C Property Investments Limited <sup>(4)</sup>	100	England	Property asset management
	100	•	OEIC investment management
F&C Fund Management Limited <sup>(4)</sup>	100	England	
F&C Managers Limited <sup>(4)</sup>		England	Investment management
F&C Alternative Investments (Holdings) Limited <sup>(5)</sup>	100	England	Holding company
F&C Group Management Limited <sup>(5)</sup>	100	England	Holding company
F&C Holdings Limited <sup>(6)</sup>	100	England	Holding company
F&C (CI) Limited <sup>(7)</sup>	100	England	Investment company
F&C Investment Services Limited <sup>(7)</sup>	100	England	Support services company
F&C Management Limited <sup>(7)</sup>	100	England	Investment management
FCEM Holdings (UK) Limited <sup>(8)</sup>	100	England	Holding company
F&C Emerging Markets Limited <sup>(9)</sup>	100	England	Investment management
F&C Partners LLP <sup>(10)</sup>	60#	England	Hedge fund investment management
F&C Private Equity Nominees Limited <sup>(11)</sup>	100	England	Investment company
F&C REIT Property Asset Management plc <sup>(12)</sup>	70	England	Property asset management
REIT Asset Management Limited <sup>(12)</sup>	70	England	Property asset management
F&C REIT Corporate Finance Limited <sup>(13)</sup>	70	England	Property asset management
Tier Services Limited <sup>(14)</sup>	70	England	Property asset management
Thames River Capital UK Limited <sup>(16)</sup>	100	England	Employee service company
Thames River Capital LLP <sup>(17)\$</sup>	100#	England	Investment management
Thames River Multi-Capital LLP <sup>(17)\$</sup>	100#	England	Investment management
(ii) Overseas			
Thames River Capital Group Limited <sup>(1)</sup>	100	Cayman Islands	Holding company
F&C Netherlands B.V. <sup>(5)</sup>	100	The Netherlands	Investment management
F&C Ireland Limited <sup>(5)</sup>	100	Republic of Ireland	Investment management
F&C Portugal Gestao de Patrimonios S.A. <sup>(5)</sup>	100	Portugal	Investment management
F&C Asset Management Asia Limited. <sup>(5)</sup>	100	Hong Kong	Investment management
F&C Management Luxembourg S.A. <sup>(5)</sup>	100	Luxembourg	Investment management
F&C Channel Islands Limited <sup>(8)</sup>	100	Jersey	Employee service company
F&C REIT Asset Management S.à.r.I. <sup>(12)</sup>	70	Luxembourg	Property asset management
Adebai Limited <sup>(14)</sup>	70	Cyprus	Property asset management
F&C REIT Asset Management Sweden AB(14)	70	Sweden	Property asset management
F&C REIT Asset Worldwide Limited <sup>(14)</sup>	70	Gibraltar	Property asset management
F&C REIT Asset Management GmbH & Co KG <sup>(14)</sup>	70#	Germany	Property asset management
F&C REIT Property Management India Pvt Ltd <sup>(14)\$</sup>	70	India	Property asset management
Thames River Capital Holdings Limited <sup>(15)</sup>	100	Cayman Islands	Holding company
		, - <u>-</u>	0

#### 39. Subsidiary undertakings continued

- \* Voting rights are ordinary share capital except where indicated.
- # Partnership interest in voting rights.
- \$ These companies have non-coterminous 31 March reporting dates, to comply with local reporting requirements and partnership agreements.
- (1) Owned by F&C Asset Management plc
- (2) Owned by FP Asset Management Holdings Limited
- (3) Owned by F&C Treasury Limited
- (4) Owned by WAM Holdings Limited
- (5) Owned by F&C Group (Holdings) Limited
- (6) Owned by F&C Group Management Limited
- (7) Owned by F&C Holdings Limited
- (8) Owned by F&C Management Limited
- (9) Owned by FCEM Holdings (UK) Limited
- (10) Owned by F&C Alternative Investments (Holdings) Limited
- (11) Owned by F&C (CI) Limited
- (12) Owned by F&C REIT Asset Management LLP
- (13) Owned by REIT Asset Management Limited
- (14) Owned by F&C REIT Asset Management S.à.r.l.
- (15) Owned by Thames River Capital Group Limited
- (16) Owned by Thames River Capital Holdings Limited
- (17) Owned by Thames River Capital UK Limited

#### 40. Related party transactions

In the ordinary course of business, the Company and its subsidiary undertakings carry out transactions with related parties, as defined by IAS 24: Related Party Disclosures. Material transactions for the year are set out below.

The principal subsidiary undertakings of the Company are shown in note 39. During the year, the Group entered into the following transactions with related parties:

#### (a) Compensation of key management personnel of the Group

In aggregate these are set out below:

	Total	Outstanding at	Total	Outstanding at
compe	ensation	31 December	compensation	31 December
	2010	2010	2009	2009
	£m	£m	£m	£m
Short-term employee and member benefits	10.2	4.2	10.0	4.0
Post-employment benefits	0.8	-	0.8	-
Termination benefits	-	-	0.2	-
Share-based payments	3.2	-	1.0	-
Total	14.2	4.2	12.0	4.0

'Key management personnel' comprise:

- Directors of all principal companies in the Group;
- Members of the Group's Executive Committee;
- Members of F&C REIT's Executive Committee; and
- Members of TRC's Executive Committee.

Compensation of key management personnel excludes the profit entitlement attributable to minority interests, which are separately disclosed within note 40(c)(iii).

Where key management personnel participate in defined benefit pension schemes which have been accounted for as such under IAS 19, the amount included as compensation reflects the current service and/or past service cost for the relevant year. Where key management personnel are members of multi-employer defined benefit arrangements or defined contribution schemes, the benefits shown reflect the contributions payable for each year.

The share-based payments disclosed in the table above reflect the value of any share-based payments vesting during the year. This is quantified as the aggregate of cash payments plus the fair value of shares on the date of vesting (excluding any consideration payable on exercise) of such share-based payment awards.

#### (b) Transactions with key management personnel of the Group

Appropriations of profits paid to key management are as follows:

		Minority		Minority
		interest at		interest at
	31	December	3	1 December
	2010	2010	2009	2009
	£m	£m	£m	£m
Ordinary dividends paid	0.2	n/a	0.1	n/a
Distributions paid to minority interests*	5.9	16.5	2.3	19.2

\* An analysis of profit entitlements for 2010 and 2009 and net assets attributable to minority interests at 31 December 2010 and 31 December 2009 are disclosed on pages 122 and 123.

## (c) Transactions and balances with related parties

Transactions with related parties during 2010 and 2009 and outstanding balances with these parties as at 31 December 2010 and 31 December 2009 are given below, by each group of related parties.

#### (i) Related party transactions with the Friends Provident Group ('FP Group')

Friends Provident plc was the parent undertaking and ultimate controlling party of the F&C Group until 3 July 2009. As such, all the disclosures below relate to the point of demerger, when the FP Group ceased to be a related party, and therefore no information is given for 2010.

Companies within the F&C Group provide investment management services to companies in the FP Group and are entitled to receive management fees in line with the contractual terms of relevant investment management agreements.

Under the Shared Services Agreement, companies within the FP Group provide services in respect of accounting and other professional services. Fees are paid monthly in arrears. Following FP's shareholding in the Company falling below 50% in July 2009 the investment management agreements with the FP Group reverted to long-term contracts of between 5 and 10 years (from their inception in July 2004). After such time, the agreements are terminable with a notice period of between 6 and 12 months.

	Total	
	invoiced	Outstanding at
	and accrued	31 December
	during 2009	2009
	£m	£m
Management fees	14.6	n/a
Shared services and administration services:		
Shared service fees	0.2	n/a
Administration service fees	0.3	n/a
Other recharges to the FP Group	0.5	n/a
Ordinary dividends payable	10.3	n/a
Other transactions:		
Net investment in property funds	(0.1)	n/a
Annuity reinsurance	0.1	n/a

Net investment in property funds represented amounts invested through the Property Funds of Friends Provident Life Assurance Limited, a subsidiary undertaking of Friends Provident plc.

#### OEICs and private equity special purpose vehicles ('SPVs')

Where the FP Group controlled an F&C managed OEIC or private equity SPVs, it was required to consolidate them and hence the investment management fees received by F&C were related party transactions. The total invoiced and accrued during 2009 is until the point of demerger, when FP plc ceased to be a related party.

	Total	
	invoiced	Outstanding at
	and accrued	31 December
	during 2009	2009
	£m	£m
Investment management fees	4.0	n/a

#### (ii) Related party transactions with Eureko B.V. and subsidiary companies (Eureko Group)

Since the acquisition of F&C Group (Holdings) Limited in 2004, the Eureko Group has been represented on the Board of the Company. Consequently, transactions between the F&C Group and the Eureko Group are considered to be related party transactions.

Companies within the F&C Group provide investment management services to the Eureko Group. The F&C Group is entitled to receive management fees in line with the contracted terms of relevant investment management agreements. The Achmea Group (subsidiary of Eureko) investment management agreements are subject to long term contracts terminable, other than when asset class underperformance triggers have been breached, on 12 months' notice falling on or after the ninth anniversary of their commencement date (typically October 2004). In the event of a change of control whereby a third party acquires a controlling interest in F&C, immediate termination is possible with compensation payable to F&C by the Achmea Group based on lost revenue streams.

Companies within the Eureko Group, under the Transitional Services Agreement, provide services in respect of investment accounting and other administration services.

	Total		Total	
	invoiced	Outstanding at	invoiced	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	2010	during 2009	2009
	£m	£m	£m	£m
Shared services and administrative services:				
Achmea Group	0.2	-	0.6	0.1
Friends First	0.1	0.1	0.1	-
Amounts outstanding at 31 December are included within accruals.				
Management fees:				
Achmea Group	31.5	2.6	30.4	1.7
Friends First	4.6	0.2	4.3	0.4
Imperio	0.5	0.2	0.4	0.1
Amounts outstanding at 31 December are included				
within trade debtors and accrued income.				
Dividends payable to Eureko B.V.:				
Ordinary dividends	2.6	-	3.1	-

#### Other amounts owed by/to Eureko

In addition to the above, the Group was owed £1.4m at 31 December 2010 (31 December 2009: £1.4m) by Eureko B.V. and its subsidiaries.

The Group owed Eureko B.V. £0.7m at 31 December 2010 (31 December 2009: £0.7m) as disclosed in note 15(b).

The Group also owed Eureko B.V. £1.3m at 31 December 2010 (31 December 2009: £1.3m) in respect of taxation balances.

#### (iii) Transactions with minority partners

#### (1) F&C REIT Asset Management LLP

F&C Asset Management plc owns 70% of the "A" and "B" partnership units in F&C REIT Asset Management LLP ('the Partnership'). The other partners in the Partnership, all of whom have significant influence over the management of the Partnership or a significant economic interest in the Partnership are:

Kendray Properties Limited	30.0%	ownership interest in "A" units
Leo Noé	22.5%	ownership interest in "B" units
Ivor Smith	7.5%	ownership interest in "B" units

These parties are considered to be related parties.

The partners are entitled to receive a share of the profits of F&C REIT Group.

	2010 rtisation tangible assets £m	2010 profit share £m	2010 distributions paid £m	Minority interest at 31 December 2010 £m	2009 amortisation of intangible assets £m	2009 profit share £m	2009 distributions paid £m	Minority interest at 31 December 2009 £m
Kendray Properties Limited Leo Noé Ivor Smith	(1.2) (0.9) (0.3)	2.4 2.2 0.7	(2.4) (2.3) (0.9)	5.9	(1.2) (0.9) (0.3)	2.3 1.9 0.7	- (0.7) (0.4)	10.2 6.9 2.1
	(2.4)	5.3	(5.6)	16.5	(2.4)	4.9	(1.1)	19.2

The following clients of F&C REIT Asset Management LLP were considered to be related parties until one or more of the minority partners ceased to serve as a Director of these companies.

	Total		Total	
	invoiced	Outstanding at	invoiced	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	during 2010	during 2009	2009
	£m	£m	£m	£m
Brightsea EPG Limited Group	n/a	n/a	0.9	0.3
St Katherine's Investments LP	n/a	n/a	0.5	0.1
Star City Unit Trust	n/a	n/a	0.2	-
Lionsgate Properties LP	n/a	n/a	0.3	-
	n/a	n/a	1.9	0.4

The balances are trading balances in the ordinary course of business. Amounts outstanding at the reporting date are unsecured and noninterest bearing.

F&C has a shared services agreement and a staff secondment agreement with F&C REIT Asset Management LLP whereby the F&C Group provides certain administrative and professional services to the F&C REIT Group. Amounts charged under these agreements are set out below:

	Total invoiced and accrued during 2010 £m	Outstanding at 31 December 2010 £m	Total invoiced and accrued during 2009 £m	Outstanding at 31 December 2009 £m
Shared services and administrative services:				
Employee benefits	9.0	3.3	7.4	3.6
Administration service fees	1.0	0.1	1.3	0.2
The above amounts are eliminated on consolidation.				

The F&C REIT Asset Management LLP Group has balances with several entities connected with the minority partners of the Partnership. These balances primarily remain from the creation of the F&C REIT Group.

	Balances	Balances
outs	tanding at	outstanding at
31	December	31 December
	2010	2009
	£m	£m
Kendray Properties Limited	(0.3)	(0.3)
REIT Europe Limited	0.1	0.1
REIT Asset Management LP	-	(2.0)

In addition, F&C REIT Asset Management LLP paid Leo Noé and Ivor Smith £0.5m during 2010 (£0.4m during 2009) in respect of rent for the F&C REIT Group's head office at Wigmore Street, London.

The minority partners owe F&C REIT Asset Management LLP £nil at 31 December 2010 (£0.7m at 31 December 2009) as part of the equalisation of net assets upon completion of the acquisition of REIT.

£10.6m of profit distributions were paid by F&C REIT Asset Management LLP to the Company in 2010 (2009: £nil), which eliminate on consolidation.

Certain management fees receivable by F&C companies outwith the F&C REIT Group are passed to the F&C REIT Group under revenue delegation agreements, as the asset management activity has been delegated to F&C REIT. Amounts payable during the year and outstanding at the year end are set out below:

	Total		Total	
	invoiced	Outstanding at	invoiced	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	2010	during 2009	2009
	£m	£m	£m	£m
Management fees	13.3	4.6	12.7	4.8
These amounts are eliminated on consolidation.				

As part of the acquisition of REIT in 2008, F&C issued £35.0m of Floating Rate Secured Notes to Kendray Properties Limited, of which £25.0m was repaid to Kendray Properties Limited during 2009 and £10.0m was repaid in 2010. Details of the Notes are given in note 22.

#### Interest on Floating Rate Secured Notes

-	Charged	Outstanding at	Charged	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	2010	during 2009	2009
	£m	£m	£m	£m
Interest payable to Kendray Properties Limited	0.2	-	1.5	-

The F&C Group incur a share-based payment expense in respect of the variable minority interest enhancement which could be achieved by Kendray Properties Limited, Leo Noé and Ivor Smith. Full details are disclosed in note 26(c).

The F&C REIT minority partners each have a put option to sell their minority stake in F&C REIT after a minimum number of years. Details of the carrying amount of these option liabilities are disclosed in note 28. The option liability is split in the ownership proportions of Kendray Properties Limited, Leo Noé and Ivor Smith.

### (2) F&C Partners LLP

F&C Alternative Investments (Holdings) Limited owns 60% of F&C Partners LLP. The other partners in the Partnership, both of whom have significant influence over the management of the Partnership and an economic interest in the Partnership are:

F. Barthelemy 20% ownership interest

A. Culligan 20% ownership interest

These parties are considered to be related parties.

The partners are entitled to receive a share of the profits in F&C Partners LLP.

	2010 profit entitlement £m	2010 distributions paid £m	Minority interest at 31 December 2010 £m	2009 profit entitlement £m	2009 distributions paid £m	Minority interest at 31 December 2009 £m
F. Barthelemy	0.15	(0.15)	-	0.15	(0.6)	_
A. Culligan	0.15	(0.15)	-	0.15	(0.6)	-
	0.3	(0.3)	-	0.3	(1.2)	_

Under the terms of the Partnership agreement, a portion of certain management fees receivable by F&C Partners LLP are passed to F&C Alternative Investments (Holdings) Limited.

	Total		Total	
	invoiced	Outstanding at	invoiced	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	2010	during 2009	2009
	£m	£m	£m	£m
Management fees	0.2	0.1	0.7	0.4
These amounts are eliminated on consolidation.				

The Group has a shared services agreement with F&C Partners LLP whereby the F&C Group provides certain administrative and professional services to F&C Partners LLP.

	Total invoiced and accrued during 2010 £m	Outstanding at 31 December 2010 £m	Total invoiced and accrued during 2009 £m	Outstanding at 31 December 2009 £m
Employee services	0.8	0.4	0.7	0.3
Administration service fees The above amounts are eliminated on consolidation.	0.1	-	0.1	-

#### (iv) Transactions with Thames River Capital related party entities

Two of the directors of Thames River Capital UK Limited are also Members of Nevsky Capital LLP, an entity to which Thames River Capital UK Limited provides support and infrastructure services.

Thames River Capital UK Limited recharges Nevsky Capital LLP at cost for these services.

	Total invoiced and accrued during 2010# £m	Outstanding at 31 December 2010 £m	Total invoiced and accrued during 2009 £m	Outstanding at 31 December 2009 £m
Support and infrastructure services: Nevsky Capital LLP	0.6	0.7	n/a	n/a

<sup>#</sup> Period from 1 September 2010 – 31 December 2010.

## (v) Post-employment benefit plans

## **Pension Schemes**

The Group operates and participates in several post-employment benefit plans as detailed in note 25.

The Group contributed amounts to the defined benefit plans and had amounts outstanding at 31 December each year as follows:

	Employer contributions 2010 £m	Outstanding at 31 December 2010 £m	Employer contributions 2009 £m	Outstanding at 31 December 2009 £m
F&C Asset Management Pension Plan	8.1	_	5.7	_
F&C Portugal <sup>(1)</sup>	0.3	-	-	-
F&C Netherlands	0.4	-	0.7	-
F&C Ireland	0.2	-	0.2	-
	9.0	-	6.6	-

<sup>(1)</sup> incorporated within the Fundo de Pensoes do Grupo Banco Comercial Português scheme.

In addition to the above, the Group has an unfunded obligation to provide a former Chairman, Mr R W Jenkins, with a pension as detailed in note 25.

The Group manages the assets of the F&C Asset Management Pension Plan. The assets of the Plan totalled £176.1m at 31 December 2010 (31 December 2009: £144.2m). In addition, the Group managed investments in respect of Friends Provident's main defined benefit pension scheme. Friends Provident plc was the parent undertaking and ultimate controlling party of the F&C Group until 3 July 2009. As such, the disclosure below relates to the point of demerger, when FP plc ceased to be a related party.

The Group received the following investment management fees from these schemes:

	Fees receivable 2010 £m	Outstanding at 31 December 2010 £m	Fees receivable 2009 £m	Outstanding at 31 December 2009 £m
F&C Asset Management Pension Plan	0.1	-	_	0.1
Friends Provident Pension Scheme	n/a	n/a	0.4	n/a

#### 41. Capital Requirements Directive

Under Pillar 3 of the Capital Requirements Directive, prescribed in the UK by the Financial Services Authority, the Group is required to disclose information relating to its risks and its regulatory capital and risk management objectives and policies. The Group's Pillar 3 disclosures are given on the Company's website (www.fcamplc.com).

## 42. Guarantees

The Company's subsidiary, F&C Netherlands B.V., has provided a lease guarantee for £0.3m to the landlord of its premises at Jachthavenweg 109k, 1081 KM Amsterdam. The guarantee is in respect of 3 months' rent (inclusive of services, additional charges and VAT).

#### 43. Events after the reporting period

#### (i) Share-based payment award

The following share-based payment award was granted after 31 December 2010 but before approval of these Financial Statements.

			No. of shares	Share price at date of issue
Scheme	Grant date	Vesting date	awarded	(fair value)
Long Term Remuneration Plan	10 March 2011	10 March 2014	15,424,697	£0.79

#### (ii) Corporation Tax rate change

On 23 March 2011 The Chancellor of the Exchequer announced a further 1% reduction to proposed UK Corporation Tax rates. Further details and the impact of this change are disclosed in note 9 (c).

#### (iii) Proposed outsourcing arrangements

On 14 January 2011, the Board announced plans to enhance the flexibility of the Group's cost base, including the proposed outsourcing of certain back and middle office functions. Subsequently, Heads of Terms have been agreed with State Street, with the expectation of signing a definitive outsourcing agreement during Q2 2011. Further details of this proposal and the expected associated cost savings are given in the Chief Executive's Report on page 5.

## 44. Parent undertaking and controlling party

In the opinion of the Directors, the Group's ultimate parent undertaking and controlling party until 3 July 2009 was Friends Provident plc.

From 3 July 2009, in the opinion of the Directors, the Group has no ultimate parent undertaking and controlling party.

# **Five Year Record**

## **Historical summaries**

The Five Year Record is shown based on International Financial Reporting Standards which have been adopted by the Group.

This Five Year Record is not part of the audited Financial Statements.

This Five Year Record is not part of the audited Financial Statements.					
	2006 £m	2007 £m	2008 (as restated#) £m	2009 £m	2010 £m
Consolidated Income Statements					
Revenue					
Investment management fees	257.6	267.2	244.2	237.8	258.2
Other income	3.7	10.6	1.1	4.1	1.6
Total revenue	261.3	277.8	245.3	241.9	259.8
Fee and commission expenses	(10.5)	(13.3)	(15.4)	(16.8)	(16.6)
Net revenue	250.8	264.5	229.9	225.1	243.2
Net gains/(losses) and investment income on unit-linked assets	106.7	45.0	(208.7)	136.0	74.3
Movement in fair value of unit-linked liabilities	(105.0)	(43.9)	210.5	(134.6)	(73.3)
Operating expenses	(100.0)	(40.0)	210.0	(104.0)	(10.0)
Operating expenses	(159.4)	(183.8)	(171.0)	(164.8)	(169.7)
Distributions to members of LLPs	(100.4)	(100.0)	(17 1.0)	(104.0)	(6.0)
Amortisation of intangible assets – management contracts	(43.0)	(42.4)	(48.9)	(49.8)	(50.7)
Impairment of intangible assets – management contracts	(58.5)	(+2.+)	(48.3)	(40.0)	(00.1)
Unrealised (losses)/gains on forward currency contracts	(00.0)	_	(12.3)	1.2	_
Other exceptional net operating costs	(11.6)	(10.6)	(10.6)	(19.0)	(20.9)
	(272.5)	(236.8)	(291.1)	(232.4)	. ,
Total operating expenses before restructuring costs	(272.3)	(230.8)	(291.1)	(232.4)	(247.3)
Operating (loss)/profit before restructuring costs Restructuring costs:	(20.0)	28.8	(59.4)	(5.9)	(3.1)
<ul> <li>Reorganisation costs post acquisition of F&amp;CGH Group</li> </ul>	(9.7)	-	-	-	-
Operating (loss)/profit after restructuring costs	(29.7)	28.8	(59.4)	(5.9)	(3.1)
Finance revenue	20.6	23.8	25.7	11.5	11.1
Finance costs	(22.0)	(27.3)	(29.4)	(30.3)	(33.6)
F&C REIT put option fair value gain	_	_	-	5.6	6.4
Gain on debt exchange	-	-	-	27.9	-
Loss on disposal of subsidiaries and associates	(0.1)	-	(4.1)	-	-
Impairment in associates and other financial investments	(0.8)	-	(0.1)	(0.1)	-
Share of profit of associates	1.5	0.6	_	-	-
(Loss)/profit before tax	(30.5)	25.9	(67.3)	8.7	(19.2)
Tax – Shareholders	8.9	(6.6)	17.6	10.4	6.2
Tax – Policyholders	(0.9)	(0.6)	(0.9)	(0.4)	(0.4)
Tax income/(expense)	8.0	(7.2)	16.7	10.0	5.8
(Loss)/profit for the year	(22.5)	18.7	(50.6)	18.7	(13.4)
Attributable to: Equity holders of the parent	(23.5)	17.1	(52.5)	15.9	(16.6)
Minority interests	1.0	1.6	1.9	2.8	3.2
(Loss)/profit for the year	(22.5)	18.7	(50.6)	18.7	(13.4)
	(22.0)	10.7	(50.0)	10.7	(13.4)
Underlying earnings per Ordinary Share	12.80p	10.37p	7.76p	4.58p	5.58p
Basic (loss)/earnings per Ordinary Share	(4.91)p	3.54p	(10.66)p	3.24p	(3.31)p
Diluted (loss)/earnings per Ordinary Share	(4.91)p	3.43p	(10.66)p	3.19p	(3.31)p
Dividends Memo					
Final dividend for 2005, 2006, 2007, 2008 and 2009	33.5	33.8	19.7	19.8	19.4
Interim dividend for 2006, 2007, 2008, 2009 and 2009	19.2	9.7	9.9	9.7	5.1
	52.7	43.5	29.6	29.5	24.5
	02.1	40.0	23.0	23.0	27.0
Final dividend per Ordinary Share for 2005, 2006, 2007, 2008 and 2009	7.0p	7.0p	4.0p	4.0p	4.0p
Interim dividend per Ordinary Share for 2006, 2007, 2008, 2009 and 2010	0 4.0p	2.0p	2.0p	2.0p	1.0p
Dividend cover <sup>†</sup>	(0, AE)	0.00	(1 70)	$\cap EA$	(0.60)
Dividend cover <sup>†</sup>	(0.45)	0.39	(1.78)	0.54	(0.68)
Dividend cover before exceptional items <sup>†</sup>	1.17	1.15	1.29	0.76	1.14

# As restated for the amendment to IFRS 2: Share-based Payment.

+ Based on the dividends paid during 2006, 2007, 2008, 2009 and 2010.

# **Key Performance Indicators**

The following tables reconcile the reported earnings to underlying earnings and demonstrate the impact of foreign exchange gains and losses. In addition, the calculation of key performance indicators is also given below.

## Year ended 31 December 2010

£n	nillions unless otherwise stated		Un	derlying EPS	Underlyir	ng EPS ex FX
		Reported earnings	Adjustments	Adjusted Income Statement	Adjustments for FX (gains)/ losses	Adjusted Income Statement
Α	Net Revenue	243.2	-	243.2	-	243.2
	Net policyholder income	1.0	-	1.0	_	1.0
	Operating expenses	(169.0)	-	(169.0)	-	(169.0)
	Exchange losses	(1.6)	-	(1.6)	1.6	-
	Realised gains attributable to closed FX contracts	0.9	_	0.9	(0.9)	-
	FX contract losses recognised in prior periods	-	(1.3)	(1.3)	1.3	-
	Operating expenses	(169.7)	(1.3)	(171.0)	2.0	(169.0)
	Distribution to members of LLPs	(6.0)	_	(6.0)	-	(6.0)
	Amortisation of intangible assets	(50.7)	50.7	-	-	-
	Other exceptional net operating expenses	(20.9)	20.9	-	-	-
	Total operating expenses	(247.3)	70.3	(177.0)	2.0	(175.0)
в	Operating (loss)/profit	(3.1)	70.3	67.2	2.0	69.2
	F&C REIT put option fair value gain	6.4	(6.4)	_	-	-
	Interest paid	(22.3)	_	(22.3)	-	(22.3)
	Interest and investment income received	1.6	-	1.6	_	1.6
	Other non-operating items	(1.8)	-	(1.8)	-	(1.8)
	Minority interest	-	(6.4)	(6.4)	-	(6.4)
	(Loss)/profit before tax	(19.2)	57.5	38.3	2.0	40.3
	Tax income/(expense)	5.8	(16.1)	(10.3)	(0.6)	(10.9)
С	(Loss)/profit for year	(13.4)	41.4	28.0	1.4	29.4
	Underlying EPS (C+D)			5.6p		5.9p
	Group operating margin (B+A)			27.6%		28.5%
D	Weighted average number of shares (000's)			501,469		501,469

\* This represents "underlying operating expenses"

#### Year ended 31 December 2009

£ millions unless otherwise stated

			•		•	.g =: • •
		Reported earnings	Adjustments	Adjusted Income Statement	Adjustments for FX (gains)/ losses	Adjusted Income Statement
Α	Net Revenue	225.1	_	225.1	_	225.1
	Net policyholder income	1.4	_	1.4	-	1.4
	Underlying operating expenses	(166.6)	-	(166.6)	-	(166.6)
	Exchange losses	(4.1)	-	(4.1)	4.1	-
	Realised gains attributable to closed FX contracts	5.9	-	5.9	(5.9)	-
	FX contract losses recognised in prior periods	-	(9.9)	(9.9)	9.9	-
	Operating expenses	(164.8)	(9.9)	(174.7)	8.1	(166.6)
	Amortisation of intangible assets	(49.8)	49.8	_	_	-
	Unrealised gains attributable to open FX contracts	1.2	(1.2)	_	-	-
	Other exceptional net operating expenses	(19.0)	19.0	-	-	-
	Total operating expenses	(232.4)	57.7	(174.7)	8.1	(166.6)
в	Operating (loss)/profit	(5.9)	57.7	51.8	8.1	59.9
	Gain on debt exchange	27.9	(27.9)	_	-	-
	F&C REIT put option fair value gain	5.6	(5.6)	_	-	-
	Interest paid	(20.3)	_	(20.3)	-	(20.3)
	Interest and investment income received	3.6	_	3.6	-	3.6
	Other non-operating items	(2.2)	_	(2.2)	-	(2.2)
	Minority interest	-	(6.2)	(6.2)	-	(6.2)
	Profit before tax	8.7	18.0	26.7	8.1	34.8
	Tax income/(expense)	10.0	(14.2)	(4.2)	(2.3)	(6.5)
С	Profit for year	18.7	3.8	22.5	5.8	28.3
	Underlying EPS (C÷D)			4.6p		5.8p
	Group operating margin (B+A)			23.0%		26.6%
D	Weighted average number of shares (000's)			491,145		491,145

Underlying EPS

Underlying EPS ex FX

## **Company Financial Statements**

for the year ended 31 December 2010

These Financial Statements have been prepared in accordance with UK Generally Accepted Accounting Practice (UK GAAP). The Consolidated Financial Statements of the F&C Asset Management Group, given on pages 41 to 125 have been prepared in accordance with IFRS.

## **Company Balance Sheet**

as at 31 December 2010

	Neter	31 December 2010	31 December 2009 (as restated <sup>†</sup> )
Fixed assets	Notes	£m	£m
Tangible fixed assets	6	1.3	1.8
Investments in subsidiaries	7	1,262.8	1,199.1
Other investments	8	9.8	9.8
		1,273.9	1,210.7
Current assets			
Debtors – amounts falling due:			
Within one year	9	107.1	105.5
Outwith one year	9	61.8	61.6
Cash and short-term deposits		0.2	0.2
		169.1	167.3
Creditors (amounts falling due within one year)	10	(31.1)	(25.3)
Net current assets		138.0	142.0
Total assets less current liabilities		1,411.9	1,352.7
Creditors (amounts falling due outwith one year) Provisions for liabilities	10 11	(311.1) (6.9)	(283.4) (10.2)
Net assets		1,093.9	1,059.1
Capital and reserves			
Called up Ordinary Share capital	16, 17	0.5	0.5
Share premium account	17	51.8	33.8
Capital Redemption reserve	17	0.8	0.8
Merger reserve	17	912.7	912.7
Other reserves	17	75.8	68.3
Profit and loss account	17	52.3	43.0
Total shareholders' funds	17	1,093.9	1,059.1

† The restatement is explained in note 1 to the Financial Statements.

The Company Financial Statements were approved by the Board of Directors and authorised for issue on 6 April 2011. They were signed on its behalf by:

KS Bramon

Edward Bramson *Chairman* 

Alan Chinage

Alain Grisay Chief Executive

The accompanying notes to the Company Financial Statements form an integral part of these financial statements.

## **Company Accounting Policies**

#### **Basis of preparation**

The separate Financial Statements of the Company are presented as required by the Companies Act and are prepared under the historical cost convention, as modified by the revaluation of investments, and in accordance with applicable accounting standards in the United Kingdom.

The principal accounting policies set out below have been applied consistently for the years ended 31 December 2010 and 31 December 2009, with the exception of the prior period adjustment in respect of the minority interest put options, as explained in note 1.

In accordance with Section 408 of the Companies Act 2006 a separate Profit and Loss Account for the Company is not presented.

The Company has taken advantage of the exemption in FRS 29: Financial Instruments: Disclosure and Presentation and has not disclosed the information required by that standard because the Company is included in the Consolidated Financial Statements which are publicly available and include disclosures given under IFRS 7: Financial Instruments: Disclosures.

#### **Going concern**

The Group's business activities, together with the factors likely to affect its future development, performance and position are set out in the Business Review on pages 2 to 20. The financial position of the Group, its cash flows and liquidity position are also described in the Business Review. In addition, note 36 to the Consolidated Financial Statements on pages 106 to 110 includes the Group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and its exposure to credit risk and liquidity risk.

After making enquiries, the Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing these Financial Statements.

#### Turnover

Turnover comprises fees for secretarial services provided to Investment Trusts and shared services and administration services provided to subsidiary undertakings. Fees are recognised in the Profit and Loss Account over the period for which these services are provided.

#### **Dividend recognition**

Dividends receivable and dividends payable are recognised only when they have been declared and approved or at the date of payment for interim dividends.

#### Investments in subsidiaries

Investments in subsidiaries are carried at cost less accumulated impairment losses. The cost includes the uplift arising from the equity-settled share-based payments calculated in accordance with FRS 20: Share-based Payment, where no cash contributions are made by the subsidiaries. The uplift is credited to a capital contribution reserve in equity. The Company recharges certain subsidiaries when it satisfies these equity-settled awards with its own shares.

#### Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses.

Expenditure on tangible fixed assets is capitalised on initial recognition. Subsequent expenditure is only capitalised when it is probable that there will be future economic benefits associated with the expenditure which can be measured reliably. All other expenditure is recognised in the Profit and Loss Account as an expense as incurred.

Tangible fixed assets are depreciated, using the straight-line method, to write off the cost of assets over their estimated useful lives, as follows:

Leasehold improvements- 10 yearsOffice furniture & equipment- 3-5 yearsComputer equipment- 3 years

The carrying value of assets and their useful lives are reviewed at each reporting date. If an indication of impairment exists, the assets are written down to their recoverable amount and the impairment is charged to the Profit and Loss Account in the year in which it arises.

#### **Financial instruments**

When financial instruments are recognised initially they are measured at fair value plus directly attributable transaction costs.

The fair value of instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices (mid price for Open Ended Investment Companies) at the close of business on the balance sheet date.

Financial instruments are classified into the categories described below:

(i) Available for sale financial assets are carried at fair value in the Balance Sheet. In respect of unquoted instruments, or where the market for a financial instrument is not active, fair value is established by using recognised valuation methodologies, in accordance with International Private Equity and Venture Capital Valuation Guidelines.

For unquoted investments in early stage enterprises and enterprises with revenues but without significant profits or significant positive cash flows, fair value is determined using the "Price of a Recent Investment" method. Repayments are treated as reductions to carrying value. After an appropriate period, an assessment is made as to whether the circumstances of the investment have changed such that another valuation methodology is appropriate or there is any evidence of deterioration or strong defensible evidence of an increase in value. In the absence of these indicators, fair value is determined to be that reported at the previous balance sheet date. Unquoted investments with revenues, maintainable profits and/or maintainable cash flows are valued by deriving an Enterprise Value of the underlying business.

Movements in fair value, other than impairment losses and foreign exchange movements on monetary assets, are taken to the fair value reserve in equity until derecognition of the asset, at which time the cumulative amount in this reserve is recognised in the Profit and Loss Account. The following assets are classified as *available for sale*:

- Fixed assets
  - Other investments
- (ii) Financial instruments at fair value through profit or loss include investments which have been specifically designated as 'at fair value through profit or loss'. These are carried in the Balance Sheet at fair value and movements in fair value are taken to the Profit and Loss Account in the period in which they arise. The following assets are classified as *financial instruments at fair* value through profit or loss:
  - Fixed assets
     Other investments
- (iii) Loans and receivables are measured on initial recognition at fair value plus any incremental costs incurred. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest rate method. Gains and losses are recognised in the Profit and Loss Account when loans and receivables are derecognised or impaired, as well as through the amortisation process. The following assets and liabilities are classified as *loans and receivables*:
  - Current assets:
    - Debtors
    - Cash and short-term deposits
- (iv) Financial liabilities are recognised at amortised cost using the effective interest rate method after initial recognition. The following liabilities are classified as *financial liabilities*:
  - Creditors (amounts falling due within one year)
  - Creditors (amounts falling due outwith one year)

The Company has adopted "trade date" accounting for purchases or sales of financial assets under a contract whose terms require delivery of the assets within the timeframe established in the marketplace concerned. Accordingly, such financial instruments are recognised on the date the Company commits to the purchase of the investments, and are derecognised on the date it commits to their sale.

#### Minority interest put options

Previously, minority interest put options were included in the Balance Sheet at the gross value of the option liability, with any change in value reflected through the Profit and Loss Account. As it has been determined that these do not constitute an obligation to purchase own equity, the options have now been valued at their estimated fair value. As a result, a prior period adjustment has been made, as disclosed in note 1.

#### **Derecognition of financial assets and liabilities** *Financial assets*

A financial asset or, where applicable, a part of a financial asset, is derecognised when the rights to receive cash flows from the asset have expired.

#### Financial liabilities

A financial liability is derecognised when the obligation under the liability is either discharged, cancelled or expires.

#### Impairment of financial assets

The Company assesses at each balance sheet date whether a financial asset or group of financial assets is impaired.

#### Assets carried at amortised cost

If there is objective evidence that an impairment in loans and receivables carried at amortised cost has occurred, the amount of the impairment loss is measured as the difference between the asset's carrying amount and the expected recoverable amount. The carrying amount of the asset would be reduced and the amount of the loss recognised in the Profit and Loss Account.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in the Profit and Loss Account to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

#### Available for sale financial assets

If an available for sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation) and its current fair value, less any impairment loss previously recognised in the Profit and Loss Account, is transferred from reserves to the Profit and Loss Account. Reversals in respect of equity instruments classified as available for sale are not recognised in the Profit and Loss Account. Reversals of impairment losses on debt instruments are taken through the Profit and Loss Account, if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognised in the Profit and Loss Account.

### Deferred taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay less or receive more tax, with the following exceptions:

 Provision is made for tax on gains arising from the revaluation (and similar fair value adjustments) of fixed assets, or gains on disposal of fixed assets that have been rolled over into replacement assets, only to the extent that, at the balance sheet date, there is a commitment to dispose of the assets concerned. However, no provision is made where, on the basis of all available evidence at the balance sheet date, it is more likely than not that the taxable gain will be rolled over into replacement assets and charged to tax only when the replacement assets are sold;

- Provision is made for deferred tax that would arise on remittance of the retained earnings of overseas subsidiaries only to the extent that, at the balance sheet date, dividends have been accrued as receivable; and
- Deferred tax assets are recognised only to the extent that the Directors consider that it is more likely than not that there will be suitable taxable profits from which the underlying timing differences can be deducted.

Deferred tax is measured on a non-discounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

#### **Operating leases**

Rentals paid under operating leases are charged to the Profit and Loss Account on a straight-line basis over the lease term.

Lease incentives are recognised by the Company as a reduction of the rental expense, allocated on a straight-line basis, over the shorter of the lease term and a period ending on a date from which it is expected the prevailing market rental will be payable.

## Accounting for Employee Benefit Trusts ('EBTs')

UITF 38 requires that own shares acquired through an EBT be deducted in arriving at shareholders' funds until they vest unconditionally to the employees. Consideration paid and received for the purchase or sale of these shares is included in shareholders' funds and no gain or loss is recognised. Other assets and liabilities of the EBTs are recognised as assets and liabilities of the Company.

Ordinary Shares of the Company are held by EBTs in order to satisfy a number of F&C Group share-based payment plans and future exercises of options and awards to employees of subsidiary companies. The cost relating to the share-based payment plans is recognised in the subsidiary companies which employ the staff in receipt of awards and the Company recognises any fresh issue of shares or re-issue of own shares when such a transaction occurs. These shares are included in the Financial Statements of the Company as a deduction from shareholders' funds.

#### Provisions

A provision is recognised in the Balance Sheet when the Company has a legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pretax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. No provision is established where a reliable estimate of the obligation cannot be made.

Where the Company expects some or all of a provision to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain.

Where the Company has obligations under property leases and where the space has ceased to be used for the purposes of the business, full provision is made for future net outstanding liabilities under such leases after taking into account the effect of any expected sub-letting arrangements.

#### Related party disclosures

FRS 8: Related Party Disclosures requires disclosure of the details of material transactions between the reporting entity and related parties. The Company has taken advantage of the exemption in FRS 8 not to disclose transactions between F&C Group companies which eliminate on consolidation.

#### **Foreign currencies**

The Company's Financial Statements are presented in millions of pounds Sterling (rounded to one decimal place), the Company's functional and presentational currency.

Transactions in foreign currencies are translated to the functional currency at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated at the exchange rate ruling at the balance sheet date, and any exchange differences arising are taken to the Profit and Loss Account.

Non-monetary assets and liabilities measured at historical cost in a foreign currency are translated using the exchange rate at the date of transaction and are not subsequently restated. Non-monetary assets and liabilities stated at fair value in a foreign currency are translated at the exchange rate at the date the fair value was determined. When fair value movements in assets and liabilities are reflected in the Profit and Loss Account, the corresponding exchange movements are also recognised in the Profit and Loss Account. Conversely, when fair value movements in assets and liabilities are reflected directly in equity, the corresponding exchange movements are also recognised directly in equity, with the exception of available for sale debt instruments, which are reflected in the Profit and Loss Account.

#### Share-based payments

The Company operates a share scheme arrangement which requires to be accounted for as a share-based payment.

All grants of shares, share options or other share-based instruments that were granted after 7 November 2002 have been recognised as an expense. The fair values of share-based payment awards are measured using a valuation model applicable to the terms of the awards. The fair value is measured by an independent external valuer at the date the award is granted and the expense is spread over the period during which the parties become unconditionally entitled to exercise the awards, known as the vesting period. The cumulative expense recognised in the Profit and Loss Account is equal to the estimated fair value of the award multiplied by the number of awards expected to vest.

The fair value of share-based payment awards, where it is not considered possible to estimate reliably the fair value of these awards at the grant date, is determined by measurement of the equity instruments at intrinsic value. The intrinsic value is spread over the vesting period.

Vesting of equity-settled employee share awards depends upon meeting "non-market related" performance conditions. The type of vesting criteria affects the calculation of the expense charged to the Profit and Loss Account and subsequent adjustments as nonmarket related conditions are performance criteria, such as earnings targets and/or service requirements. The probability of meeting nonmarket conditions is incorporated into the expense charge via the estimate of the number of awards expected to vest. The total cumulative expense is ultimately adjusted to reflect the actual number of awards which vest. Therefore, if no awards vest, no cumulative expense is ultimately recognised.

FRS 20: Share-based Payment makes a distinction between awards settled in equity and those settled in cash. Equity-settled awards are charged to the Profit and Loss Account with a corresponding credit to equity. Cash-settled awards are charged to the Profit and Loss Account with a corresponding credit to liabilities. The estimated fair value of cash-settled awards is re-measured at each reporting date until the payments are ultimately settled.

#### **Ordinary Share capital**

When Ordinary Shares are issued the proceeds on issue are allocated to the equity component and included in shareholders' funds, net of transaction costs.

When Ordinary Shares are repurchased, the amounts of consideration paid, including directly attributable costs, are recognised in the own share reserve included within retained earnings and are classified as deductions in equity. Dealings in own shares are reflected through equity.

Dividends on Ordinary Shares are recognised on the date of payment, or if subject to approval, the date approved by the shareholders.

#### **Cash flow statement**

The Company has taken advantage of the exemptions in FRS 1 (revised): Cash Flow Statements and has elected not to prepare a Cash Flow Statement as it is included within the Consolidated Cash Flow Statement in the Consolidated Financial Statements of F&C Asset Management plc.

# **Notes to the Company Financial Statements**

#### 1. Prior period adjustment

In 2009 and prior years, the F&C REIT minority interest put options were included in the Balance Sheet at the gross value of the option liability. As it has been determined that these do not constitute an option to purchase own equity, these options have been valued at their estimated fair value. This change has been applied retrospectively and accordingly a prior year adjustment has been made.

The effect on the Balance Sheet and Profit and Loss Account is as follows:

As at 31 December 2008	£m
Balance Sheet impact	
Creditors – amounts falling due outwith one year	66.0
Capital and reserves – acquisition reserve	(66.0)
Year ended 31 December 2009	
Profit and Loss Account	
Put option fair value gain	5.6
Balance Sheet impact	
Creditors – amounts falling due outwith one year	60.4
Capital and reserves – retained earnings	5.6
Capital and reserves – acquisition reserve	(66.0)

There is no tax effect on the above adjustments.

## 2. Auditor's remuneration

Amounts received by the Company's auditor in respect of services to the Company have not been disclosed as the Group-wide information is disclosed in the Consolidated Financial Statements.

## 3. Directors' remuneration

Details of Directors' remuneration are as follows:

	2010 £m	2009 £m
Aggregate emoluments	2.2	2.1
Company contributions paid to defined contribution pension schemes	0.1	0.1
Aggregate value of gains made by Directors on exercise of share awards	0.9	0.1
	2010 No.	2009 No.
Members of defined contribution pension schemes	2	2

Full disclosure of Directors' remuneration is shown on pages 35 to 38.

The Company has no employees (including Directors) under contract of employment, all F&C Group employees being employed by several subsidiary companies.

#### 4. Dividends

Details of dividends paid and proposed during the year are disclosed in note 11 to the Consolidated Financial Statements on page 66.

#### 5. Acquisition of Thames River Capital Group

Full details of the acquisition of the TRC Group are disclosed in note 15(a) to the Consolidated Financial Statements on pages 70 to 72. Under UK GAAP the expenses of acquisition are capitalised in accordance with FRS 7, while under IFRS these are expensed by the Group through the Income Statement. The details of the acquisition are otherwise similar to those disclosed in the Consolidated Financial Statements.

The aggregate consideration in respect of the acquisition of TRC in the Company Financial Statements is summarised as follows:

	Note	£m
Initial consideration – cash		33.6
Estimated additional cash consideration payable as a result of TRC net assets exceeding target net assets		7.5
Estimate of first instalment of conditional consideration		5.0
Estimate of second instalment of conditional consideration		2.5
Expenses of acquisition		7.2
Total estimated consideration	7	55.8

## 6. Tangible fixed assets

			Total
£m	and equipment £m	equipment £m	£m
4.1	0.4	5.7	10.2
-	-	(0.4)	(0.4)
4.1	0.4	5.3	9.8
2.4	0.4	5.6	8.4
0.4	-	***	0.5
-	-	( )	(0.4)
2.8	0.4	5.3	8.5
1.7	-	0.1	1.8
1.3	-	-	1.3
		Note	£m
			1,202.1
		5	55.8
			1.4
			19.5
			(13.0)
			1,265.8
			3.0
			1,199.1
	4.1 - <b>4.1</b> 2.4 0.4 - <b>2.8</b> 1.7	and equipment       £m       4.1       0.4       -       4.1       0.4       2.4       0.4       -       2.8       0.4       1.7	and equipment         equipment $\mathfrak{Lm}$ $\mathfrak{Lm}$ $\mathfrak{Lm}$ 4.1         0.4         5.7           -         -         (0.4)           4.1         0.4         5.3           2.4         0.4         5.6           0.4         -         0.1           -         -         (0.4)           2.8         0.4         5.3           1.7         -         0.1           1.3         -         -

At 31 December 2010 1,262.8

Included within the above net book value is £73.4m (31 December 2009: £66.9m) in respect of equity-settled share-based payment awards made by subsidiary undertakings.

## 8. Other investments

The classification of investments at 31 December is as follows:

	31	December	31 December
		2010	2009
	Notes	£m	£m
Available for sale	(a)	3.2	2.0
Fair value through profit or loss	(b)	6.6	7.8
		9.8	9.8

## (a) Available for sale

	Unquoted £m
At 1 January 2010	2.0
Fair value movement in the year	1.2
At 31 December 2010	3.2

These investments represent carried interest entitlement in private equity funds.

The unquoted investments have been valued in accordance with International Private Equity and Venture Capital Valuation Guidelines and in accordance with the limited partnership agreements where possible.

## 8. Other investments continued

## (b) Fair value through profit or loss

	Purchased		
	Equity Plan £m	NIC Hedge £m	Total £m
At 1 January 2010	4.7	3.1	7.8
Disposals in the year	(1.0)	(0.7)	(1.7)
Fair value movement in year	0.3	0.2	0.5
At 31 December 2010	4.0	2.6	6.6

Further details of these investments are disclosed in note 18(a)(i)(2) to the Consolidated Financial Statements, on page 75.

The cost of quoted investments as at 31 December 2010 was £3.5m (31 December 2009: £5.2m).

The valuation of quoted investments as at 31 December 2010 was £5.1m (31 December 2009: £5.5m). The fair value of quoted investments is based on quoted market prices at the balance sheet date without any deduction for transaction costs.

## 9. Debtors

		010	31 December 2009
	Note	£m	£m
Amounts due within one year:			
Trade debtors		1.2	1.1
Amounts owed by subsidiary undertakings	:	2.4	5.9
Loan to subsidiary undertaking	8	9.4	87.0
Prepayments	:	3.4	1.6
VAT recoverable		0.7	0.3
Group relief receivable	:	3.0	2.6
Other debtors		7.0	7.0
	10	7.1	105.5
Amounts due outwith one year:			
Loan to subsidiary undertaking	6	0.0	60.0
Deferred tax	13	1.8	1.6
	6	1.8	61.6

The loan to the subsidiary undertaking bears interest at 3 month LIBOR minus 0.25% and is with F&C Treasury Limited. The Company will give written notice of a minimum of one year to seek repayment of £60.0m. The £89.4m included within Amounts due within one year is repayable on demand.

#### 10. Creditors

	Note	31 December 2010 £m	31 December 2009 (as restated⁺) £m
Amounts due within one year:			
Trade creditors		0.5	0.1
Accruals		8.0	8.8
Amounts owed to subsidiary undertakings		2.5	3.9
Amounts owed to Eureko Group		0.7	0.7
Other creditors		9.4	1.8
Loans from subsidiary undertakings	12	10.0	-
Floating Rate Secured Notes 2010	12	-	10.0
		31.1	25.3
Amounts due outwith one year:			
Other creditors		7.5	-
Loans from subsidiary undertakings	12	45.0	25.0
Fixed/Floating Rate Subordinated Notes 2016/2026#	12	258.6	258.4
		311.1	283.4

<sup>†</sup> As disclosed in note 1.

# At 31 December 2010 £135.0m (31 December 2009: £135.0m) of the Fixed/Floating Rate Subordinated Notes 2016/2026 are held by F&C Finance plc, a subsidiary undertaking.

#### 10. Creditors continued

Other creditors at 31 December 2010 includes:

- £0.7m (31 December 2009: £0.7m) of estimated further consideration payable in respect of the acquisition of F&C Group (Holdings) Limited during 2004; and
- £15.0m (31 December 2009: £nil) of estimated further consideration payable in respect of the acquisition of Thames River Capital Group on 1 September 2010, as shown in note 5.

## 11. Provisions for liabilities

	Onerous premises contracts £m	Pension Plan guarantee £m	Investment Trust VAT £m	Deferred tax £m	Put option guarantee £m	Total £m
At 1 January 2009	5.3	0.1	1.4	0.5	-	7.3
Provided during the year	3.0	-	-	0.1	2.4	5.5
Utilised during the year	(1.1)	-	(0.7)	-	-	(1.8)
Released during the year	-	(0.1)	(0.7)	-	-	(0.8)
At 31 December 2009	7.2	-	-	0.6	2.4	10.2
Provided during the year	0.4	0.1	-	0.3	-	0.8
Utilised during the year	(1.2)	-	-	_	-	(1.2)
Released during the year	(0.5)	-	-	-	(2.4)	(2.9)
At 31 December 2010	5.9	0.1	-	0.9	-	6.9

#### **Onerous premises contracts**

The Company holds all properties under operating leases. This includes a number of vacant or sub-let properties which were either previously occupied or are partially occupied by the Company. Provision has been made for the residual lease commitments, where significant, after taking into account existing and expected sub-tenant contractual arrangements. The remaining terms are for up to 10 years.

Assumptions have been made as to whether each leasehold property may be sub-let or assigned in the future. All leases and sub-leases are for minimum guaranteed rentals. The provision is subject to uncertainties over time including market rent reviews and break options within the lease arrangements. In addition, exposure could exist if an existing tenant defaulted or went into liquidation or administration.

The amount included within the Profit and Loss Account in respect of unwinding of the discount on onerous premises provisions in 2010 is £0.4m (2009: £0.1m).

#### Pension Plan guarantee

The Company has agreed to provide the F&C Asset Management Pension Plan ('FCAM Plan') Trustees with a guarantee that should F&C Asset Management Services Limited become insolvent, the Company will guarantee an amount up to the lower of the cost of securing members' benefits with an insurance company over the assets of the FCAM Plan (the 'solvency deficit') and £120.0m. The provision represents the actuarial estimate of the fair value of the guarantee at 31 December 2010 and 31 December 2009.

#### **Investment Trust VAT**

During 2007, HM Revenue and Customs ('HMRC') agreed that asset management services to UK Investment Trust Companies ('ITCs') should be exempt from VAT. The Company, in common with other asset managers in the UK, received claims from ITCs for the repayment of VAT charged to them for historic periods dating back to 1990. While the Company charged VAT in accordance with applicable UK law at the time, a provision was recognised in 2007 to the extent that the expected payments to be made to ITCs were greater than the expected amount recoverable from HMRC. In early 2009 all amounts due to ITCs by the Company were settled and the excess of the provision of £0.7m was released to the Profit and Loss Account. No provision is therefore required at 31 December 2009 or 2010.

## **Deferred tax**

The deferred tax provision relates to short-term timing differences which have originated but not reversed at the balance sheet date. The provision is subject to uncertainties in respect of when timing differences might reverse. The provision relates to the revaluation of available for sale assets, which is recognised as a separate component of reserves.

A further analysis of deferred taxation is disclosed in note 13.

#### 11. Provisions for liabilities continued

#### Put option guarantee

Note 24 to the Consolidated Financial Statements on page 82 outlines the circumstances surrounding the put option notice received from, and other claims made by, the two founder members of F&C Partners LLP ('Partners'), the Group's majority-owned fund of hedge funds business, together with the quantum of the provision recognised.

A provision of £2.4m was recognised in respect of these matters during 2009 in the Financial Statements of F&C Alternative Investment (Holdings) Limited (F&C AIH), a subsidiary company and the corporate member of Partners. The Company, through the Partnership Agreement, has guaranteed any amounts validly due to the founder members in respect of the put option to the extent that F&C AIH is unable to meet such obligations. A corresponding provision of £2.4m was recognised in the Company's Balance Sheet as at 31 December 2009. However, the provision was released in 2010 as it is now expected that F&C AIH has sufficient resources available to it to meet any amount payable in respect of a valid put option claim by the two founder members of Partners. Therefore no provision is recognised in the Company Balance Sheet as at 31 December 2010 in respect of this matter.

#### 12. Loans

	31	I December 2010	31 December 2009
	Notes £m	£m	
Amounts repayable:			
Fixed/Floating Rate Subordinated Notes 2016/2026	(i)	258.6	258.4
Fixed Rate inter-company loan 2016	(ii)	25.0	25.0
Fixed Rate inter-company loan 2016	(iii)	20.0	_
Floating Rate inter-company loan repayable on demand	(iv)	6.0	_
Floating Rate inter-company loan repayable on demand	(V)	4.0	_
Floating Rate Secured Notes 2010	(vi)	-	10.0
		313.6	293.4

(i) The £260.0m Fixed/Floating Rate Subordinated Notes 2016/2026 bear interest at 6.75% per annum for the period 20 December 2006 – 19 December 2016, payable annually in arrears. The Company has the option to extend the Notes beyond 19 December 2016 at a rate of 2.69% above 3 month LIBOR for the period 20 December 2016 – 19 December 2026, payable quarterly in arrears.

- (ii) The £25.0m loan bears interest at a fixed rate of 13.26%, payable half-yearly in arrears. This loan is due to F&C Finance plc, a subsidiary undertaking, and is repayable on 19 December 2016.
- (iii) The £20.0m loan bears interest at a fixed rate of 9.66%, payable half-yearly in arrears. This loan is due to F&C Finance plc and is repayable on 19 December 2016.
- (iv) The £6.0m loan bears interest at 3 month LIBOR minus 0.25%, payable quarterly in arrears. This loan is due to F&C Managers Limited and is repayable on demand.
- (v) The £4.0m loan bears interest at 3 month LIBOR minus 0.25%, payable quarterly in arrears. This loan is due to F&C Managed Pension Funds Limited and is repayable on demand.
- (vi) The Floating Rate Secured Notes were held by Kendray Properties Limited, which held security over FCAM's entire holding in F&C REIT Asset Management LLP until 29 June 2010 when all liabilities due under the terms of the loan note agreement were settled.

These £10.0m Floating Rate Secured Notes 2010 bore interest at the following rates:

From 16 December 2008 to 15 June 2009 at LIBOR +3%;

From 16 June 2009 until redemption at LIBOR +4%.

Interest was payable quarterly in arrears.

Note 22 on page 80 of the Consolidated Financial Statements provides details of borrowing facilities entered into by the Company during 2010. The £15.0m bridging facility was utilised to partially fund the TRC acquisition and was subsequently repaid by the Company by way of a loan from F&C Finance plc, the Group company which issued a further £20m of Guaranteed Fixed Rate Loan Notes 2016 in September 2010.

	3	1 December 2010	31 December 2009
	Note	£m	£m
Amounts repayable:			
In one year or less, or on demand	10	10.0	10.0
In more than one year but not more than two years		-	-
In more than two years but not more than five years		-	-
In more than five years	10	303.6	283.4
		313.6	293.4

2010

0.3

(0.9) 0.9

1.8

(0.9)

0.9

9

11

2000

0.3

(0.6)

1.0

1.6

(0.6)

10

## 12. Loans continued

#### **Borrowing facilities**

The Company has borrowing facilities available to it. The undrawn committed facilities available at the year-end are as follows:

31 December 2010 £m	31 December 2009 £m
Revolving credit facility 20.0	_
Bank overdraft facilities 0.5	0.5
20.5	0.5

Details of the revolving credit facility are disclosed in note 22 to the Consolidated Financial Statements on page 80.

## 13. Deferred taxation

Other timing differences

Provisions for liabilities

Net deferred tax asset

		Em	2009 £m
At 1 January	1	0.1	0.6
(Utilised)/provided during the year	(0	).1)	0.4
At 31 December	C	).9	1.0
	31 Decemb		31 December
		10 Em	2009 £m
Deferred taxation is provided as follows:			
Distributions from partnerships	C	).8	0.6
Depreciation in advance of capital allowances		).7	0.7

## 14. Share-based payments

Revaluation of available for sale assets

Debtors: Amounts due outwith one year

**Disclosed in the Financial Statements as follows:** 

#### F&C REIT variable minority interest share-based payment ('SBP')

suitable taxable profits from which the underlying timing differences can be deducted.

Details of this share-based payment award are disclosed in note 26(c) to the Consolidated Financial Statements on page 95.

The Company recognised a credit (2009: expense) in respect of this award. A combination of a reassessment of the likelihood of the financial targets being achieved and the reassessment of the fair value of the F&C REIT business resulted in a credit being recognised in 2010.

The Directors believe it is appropriate to recognise a deferred tax asset because it is considered that it is more likely than not that there will be

	2010 £m	2009 £m
F&C REIT variable minority interest SBP	(0.3)	3.7
	31 December 2010 £m	31 December 2009 £m
Total carrying amount of cash-settled liabilities	4.8	5.1

#### **15. Pension commitments**

The sponsoring company and principal employer for the FCAM Plan is F&C Asset Management Services Limited.

The Company has provided a guarantee in respect of this Plan, further details of which are described in note 11.

## 16. Ordinary Share capital

	31 December 2	010	31 De	cember 2009		
	No. of	No. of		No. of		
Drdinary Share capital of 0.1p	shares	£m	sh	nares	£m	
Authorised:						
Equity interests						
Ordinary Shares of 0.1p	800,000,000	0.8	800,000	,000	0.8	
Allotted, called up and fully paid:						
Equity interests						
Ordinary Shares of 0.1p	532,118,789	0.5	499,273	,120	0.5	
			No.	of share	s	
			2010		2009	
Issued at 1 January			499,273,120	495,7	25,314	

loodod at i ballaaly	100,210,120	100,120,011	
Placing of new shares	24,807,145	-	
Issued at Completion in respect of TRC Commutation arrangements	6,085,996	-	
Issue of Shares at par to settle share-based payment awards*	1,952,528	3,547,806	
Issued at 31 December	532,118,789	499,273,120	

\* During the year Ordinary Shares were allotted, at par value, to settle share-based payment awards. There was no exercise price associated with these awards.

The holders of Ordinary Shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

Further details of shares allotted during the year are disclosed in note 31 to the Consolidated Financial Statements on page 103.

£14.2m consideration was received in respect of the Ordinary Share capital issued during the year ended 31 December 2010 (2009: £nil).

#### Contingent rights to the allotment of shares

The Group operates several share-based payment schemes and has a number of contractual obligations which have a contingent right to Ordinary Shares which may be settled by the allotment of shares in the Company. The Company may choose to purchase shares in the market or utilise its own shares to settle some of these awards.

At 31 December 2010 the maximum contingent right to the allotment of shares was as follows:

Scheme	No. of awards outstanding	Exercise price (p)	Exercise/vesting dates
Long-Term Remuneration Plan (Deferred Award)	39,371,737	0.00	1 January 2011 – 7 April 2013
Long-Term Remuneration Plan (Restricted Award)	3,786,486	0.00	4 May 2013
Executive Director Remuneration Plan (Deferred Award)	3,214,632	0.00	25 March 2011 – 8 July 2012
TRC Management Retention Plan	21,312,209	0.00	1 September 2013
TRC Management Incentive Plan	14,208,140	0.00	1 March 2013 – 1 September 2016
TRC Commutation Awards <sup>†</sup>	25,449,030	0.00	1 September 2011 – 1 September 2016
Purchased Equity Plan (FCAM plc Shares)	783,727	0.00	1 January 2011 – 31 March 2013
Purchased Equity Plan (F&C Investment Funds)*	4,709,271	0.00	25 March 2011 – 2 April 2012
Deferred Share Awards	1,108,959	0.00	3 March 2011 – 1 March 2012
Share Save Scheme	86,270	171.0	1 January 2011 – 1 December 2011
Share Save Scheme	110,832	144.3	1 January 2011 – 1 December 2012
2002 Executive Share Option Scheme	480,908	139.00	1 January 2011 – 19 March 2013
2002 Executive Share Option Scheme	601,120	240.83	1 January 2011 – 9 March 2014
1995 Executive Share Option Scheme	236,500	455.83	1 January 2011 – 1 March 2011
TRC conditional consideration <sup>+</sup> (1st and 2nd instalments)	8,928,571	0.00	31 December 2011 – 30 June 2012
	124,388,392		

<sup>+</sup> The potential number of shares as quantified at the reporting date.

\* The number of shares is dependent on the share price and the value of F&C Funds as explained in note 26(h)(ii) to the Consolidated Financial Statements on page 98.

Details of share-based payment arrangements are given in note 26 to the Consolidated Financial Statements.

Details of the TRC conditional consideration are given in note 15(a) to the Consolidated Financial Statements.

## 16. Ordinary Share capital continued

## Employee Benefit Trusts ('EBTs')

The following shares are held in EBTs where the Company is the sponsoring employer or in Nominee for the Company. These are categorised as own shares and deducted from shareholders' funds:

31 December	31 December
2010	2009
No. of shares	No. of shares
F&C Management Limited Employee Benefit Trust 17,778,910	11,732,847
The Ivory & Sime Employee Benefit Trust 64,176	64,176
Held by RBC cees in a nominee capacity#2,195,059	-
20,038,145	11,797,023

<sup>#</sup> These are specifically held as TRC Deferred Commutation Shares in respect of Commutation arrangements.

The aggregate nominal value of own shares held by EBTs at 31 December 2010 was £20,000 (31 December 2009: £12,000). The market value of these shares at 31 December 2010 was £16.8m (31 December 2009: £9.0m).

The Trustees of the EBTs have waived their right to the dividend entitlement on some of these shares.

During the year, the Company purchased 13,849,362 of its own Ordinary Shares (2009: 11,043,017) of 0.1p to satisfy the settlement of awards granted under share schemes and to hold as own shares. The consideration paid for the shares was £8.8m (2009: £7.4m). The cost of this to the Company, after exercise price monies paid by the employees, was £8.6m (2009: £7.4m).

## 17. Reserves

Reconciliation of movement in reserves:

	Ordinary Share capital £m	Share premium account £m	Capital Redemption reserve £m	Merger reserve £m	Acquisition reserve £m	Fair value reserve <sup>(1)</sup> £m	Capital contribution reserve <sup>(1)</sup> £m	Profit and loss account £m	Total shareholders' funds £m
Balance at 1 January 2009 (as reported)	0.5	33.8	_	912.7	(66.0)	1.3	69.6	55.1	1,007.0
Prior period adjustment <sup>†</sup>	-	-	-	-	66.0	-	-	-	66.0
Balance at 1 January 2009 (as restated) <sup>†</sup>	0.5	33.8	_	912.7	_	1.3	69.6	55.1	1,073.0
Purchase of own shares	-	-	-	-	-	-	_	(7.4)	(7.4)
Profit for the year (as restated) <sup>†</sup>	-	-	-	-	-	-	_	8.2	8.2
Final 2008 dividend paid	-	-	-	-	-	-	_	(19.8)	(19.8)
Interim 2009 dividend paid	-	-	-	-	-	-	-	(9.7)	(9.7)
Transfer to Capital Redemptionreserve on									
settlement of Preference Share capital	-	-	0.8	-	-	-	_	(0.8)	-
Fair value gain	-	-	-	-	-	0.2	-	-	0.2
Tax on fair value gain	-	-	-	-	-	(0.1)	-	-	(0.1)
Equity settled share-based payment charge	-	-	-	-	-	-	14.7	-	14.7
Transfer to Profit and Loss Account on settlem	ent								
of share-based payment awards by subsidiarie	es –	-	-	-	-	-	(17.4)	17.4	-
Balance at 31 December 2009 (as restated) <sup>†</sup>	0.5	33.8	0.8	912.7	-	1.4	66.9	43.0	1,059.1
Share capital allotted on									
placement of shares	-	14.2	-	-	-	-	-	-	14.2
Share capital allotted in respect									
of TRC Commutation arrangements	-	3.8	-	-	-	-	-	(3.8)	-
Purchase of own shares	-	-	-	-	-	-	-	(8.8)	(8.8)
Settlement proceeds received on									
disposal of own shares	-	-	-	-	-	-	-	0.2	0.2
Profit for the year	-	-	-	-	-	-	-	33.2	33.2
Final 2009 dividend paid	-	-	-	-	-	-	-	(19.4)	(19.4)
Interim 2010 dividend paid	-	-	-	-	-	-	-	(5.1)	(5.1)
Fair value gain	-	-	-	-	-	1.2	-	-	1.2
Tax on fair value gain	-	-	-	-	-	(0.2)	-	-	(0.2)
Equity settled share-based payment charge	-	-	-	-	-	-	19.5	-	19.5
Transfer to Profit and Loss Account									
on settlement of share-based									
payment awards by subsidiaries	-	-	-	-	-	-	(13.0)	13.0	-
Balance at 31 December 2010	0.5	51.8	0.8	912.7	-	2.4	73.4	52.3	1,093.9

As disclosed in note 1.

(1) The Fair value reserve and Capital contribution reserve constitute 'Other reserves' as disclosed on the face of the Balance Sheet and amount to £75.8m at 31 December 2010 (31 December 2009: £68.3m).

The profit after tax of the Company for the year, before dividends paid, was £33.2m (2009: £8.2m as restated).

The share premium recognised during 2010 is stated net of £0.4m of transaction expenses associated with the related share placing.

#### **18. Financial commitments**

The Company had the following annual commitments in respect of non-cancellable operating leases and other contracts:

	Premises		Other Contracts	
	31 December	31 December	31 December	31 December
	2010	2009	2010	2009
	£m	£m	£m	£m
Commitments expiring within one year	-	_	0.1	_
Commitments expiring within two to five years	0.1	0.1	-	0.1
Commitments expiring outwith five years	4.6	4.7	-	-
	4.7	4.8	0.1	0.1

The premises financial commitments disclosed above do not include any sub-leasing arrangements which the Company may have in place. The amounts shown reflect gross commitments at the balance sheet dates.

#### 19. Capital commitments

There are no capital commitments not provided for, at 31 December 2010 (31 December 2009: £nil).

#### 20. Subsidiary undertakings

Details of the principal subsidiary undertakings are disclosed in note 39 to the Consolidated Financial Statements on pages 118 and 119.

#### 21. Related party transactions

The Company has taken exemption from the requirement to disclose related party transactions with wholly-owned members of the F&C Asset Management plc Group on the basis that these companies are included within the Consolidated Financial Statements of F&C Asset Management plc.

#### Transactions with entities owned less than 90%

## F&C REIT Asset Management LLP

F&C Asset Management plc owns 70% of F&C REIT Asset Management LLP. The other partners in the Partnership, all of whom have significant influence over the management of the Partnership or a significant economic interest in the Partnership are:

Kendray Properties Limited	30.00% ownership interest in "A" units
Leo Noé	22.50% ownership interest in "B" units
Ivor Smith	7.50% ownership interest in "B" units

These parties are considered to be related parties.

£25.0m of the £35.0m 2010 Secured Loan Notes, which were issued as part consideration for the acquisition of the REIT Group in 2008, were repaid to Kendray Properties Limited during 2009. The remaining £10.0m of Secured Loan Notes were repaid to Kendray Properties Limited on 29 June 2010.

## Interest on Secured Loan Notes

	Charged	Outstanding at	Charged	Outstanding at
	and accrued	31 December	and accrued	31 December
	during 2010	2010	during 2009	2009
	£m	£m	£m	£m
Interest payable to Kendray Properties Limited	0.2	-	1.5	-

#### Shared services and administrative services

The Company has a shared services agreement with F&C REIT Asset Management LLP whereby it provides certain administrative and professional services to F&C REIT Asset Management LLP. Amounts charged under this agreement are set out below:

	otal		Total	
invo	ced	Outstanding at	invoiced	Outstanding at
and acc	ued	31 December	and accrued	31 December
during 2	010	2010	during 2009	2009
	£m	£m	£m	£m
Administration service fees	0.8	0.1	1.0	0.1

£10.6m of profit distributions were paid to the Company by F&C REIT Asset Management LLP in 2010 (2009: £nil).

F&C Asset Management plc incurs a share-based payment expense in respect of the variable minority interest enhancement in ownership interest which could be achieved by Kendray Properties Limited, Leo Noé and Ivor Smith. Full details are disclosed in note 26(c) to the Consolidated Financial Statements on page 95.

The F&C REIT minority partners each have a put option, requiring the Company to purchase their minority stake in F&C REIT after a minimum number of years, at fair value. The fair value of the option is nil, as the potential amount payable is the same as the fair value of the interests to be acquired.

In the Consolidated Financial Statements the gross amount payable under the option is dealt with as a liability, in accordance with IAS32 as an obligation for purchase of own equity. As at 31 December 2010, the value of this commitment is estimated at £54.0 million. Further details are provided in note 28 to the Consolidated Financial Statements on page 101. The option liabilities are split in the ownership proportions of Kendray Properties Limited, Leo Noé and Ivor Smith.

#### 22. Guarantees

The Company has provided a guarantee in respect of the F&C Asset Management Pension Plan. Details of this guarantee are disclosed in note 11.

The Company has guaranteed the £149.7m 9% Guaranteed Fixed Rate Loan Notes 2016 issued by F&C Finance plc, details of which are disclosed in note 22 to the Consolidated Financial Statements on page 80. These Loan Notes are unconditionally and irrevocably guaranteed by the Company.

The Company has provided a guarantee in respect of the F&C Alternative Investments (Holdings) Limited's obligation to pay the Put Option Price of any valid exercise of put options under the F&C Partner LLP Agreement. Details are disclosed in note 11.

## 23. Contingent liabilities

#### **Ongoing business operations**

In the normal course of its business, the Company is subject to matters of litigation or dispute. While there can be no assurances, at this time the Directors believe, based on the information currently available to them, that it is not probable that the ultimate outcome of any of these matters will have a material adverse effect on the financial condition of the Company.

#### 24. Post Balance Sheet Events

#### Factors affecting future tax charges

The Chancellor of the Exchequer's Emergency Budget on 22 June 2010 announced that the UK Corporation Tax rate will reduce from 28% to 24% over a period of 4 years from 2011. The first reduction in the UK Corporation Tax rate from 28% to 27% was substantially enacted on 20 July 2010 and is effective from 1 April 2011. Accordingly, this will reduce the Company's current tax charge in future. This rate change has reduced the net deferred tax asset as at 31 December 2010 by £0.1m.

A further 1% reduction in the UK Corporation Tax rate was announced in the Chancellor's Budget of 23 March 2011. This was subsequently enacted on 29 March 2011 and will take the Corporation Tax rate down to 26% with effect from 1 April 2011. It is estimated that the effect of this additional 1% rate change will lead to a further reduction in the Company's net deferred tax asset of £0.1m.

The Directors are of the view that due to the significant level of estimation required it is not yet possible to quantify the full anticipated effect of the proposed subsequent 3% rate reduction in future years, although this will further reduce the Company's current tax charge in future and reduce the Company's deferred tax assets/(liabilities) recognised in the Balance Sheet.

#### 25. Parent undertaking and controlling party

In the opinion of the Directors, the Company has no ultimate parent undertaking and controlling party.

# **Notice of Annual General Meeting**

Notice is hereby given that the thirty first Annual General Meeting of F&C Asset Management plc will be held at The Gibson Hall, 13 Bishopsgate, London EC2N 3BA on Tuesday 3 May 2011 at 11 a.m. (UK time) for the following purposes:

#### **Ordinary Business**

To be proposed as ordinary resolutions:

- To receive the Financial Statements and the Reports of the Directors and the Independent Auditors for the year ended 31 December 2010.
- To declare a final dividend of 2.0 pence per share on the ordinary shares of the Company to be paid on 27 May 2011 to members whose name appears on the register of members at the close of business on 1 April 2011.
- 3. To re-elect Keith Bedell-Pearce as a Director.
- 4. To re-elect Edward Bramson as a Director.
- 5. To re-elect Jeff Medlock as a Director.
- 6. To approve the Directors' Remuneration Report for the year ended 31 December 2010.
- To re-appoint KPMG Audit Plc as auditors to the Company to hold office until the conclusion of the next General Meeting at which Financial Statements are laid before the Company and to authorise the Directors to determine their remuneration.
- 8. THAT:
  - (A) pursuant to section 551 of the Companies Act 2006 ('the Act'), the Directors be generally and unconditionally authorised to allot:
    - shares in the Company, or to grant rights to subscribe for or to convert any security into shares in the Company, up to a maximum nominal amount of £177,355.19, subject to paragraph A(2); and
    - (2) shares in the Company, or to grant rights to subscribe for or to convert any security into shares in the Company, comprising equity securities (within the meaning of section 560(1) of the Act) up to a maximum nominal amount (when aggregated with any allotment made pursuant to **paragraph A(1)**) of £267,917.21 in connection with a Pre-Emptive Offer undertaken by means of a rights issue;
  - (B) the authorities given in this Resolution:
    - (1) shall be in substitution for all pre-existing authorities to allot shares under section 551 of the Act (other than the specific authorities granted at the general meeting of the Company held on 18 June 2010 to allot shares to satisfy the consideration payable in relation to the acquisition of Thames River and the related commutation arrangements and for the settlement of awards made under the management share plans) but without prejudice to the exercise of any such authority prior to the date hereof; and
    - (2) unless renewed, revoked or varied in accordance with the Act, shall expire at the completion of the Annual General Meeting of the Company to be held in 2012, save that the Company may before such expiry make an offer or agreement which would or might require the allotment of shares in the Company, or the right to

subscribe for or to convert any security into shares in the Company, after such expiry; and

- (C) for the purpose of this Resolution, "Pre-Emptive Offer" means an offer of equity securities to:
  - holders of ordinary shares (other than the Company) on a fixed record date in proportion to their respective holdings of such shares; and
  - (2) other persons entitled to participate in such offer by virtue of the rights attaching to any other equity securities held by them,

in each case, subject to such exclusions or other arrangements as the Directors may deem necessary or appropriate in relation to fractional entitlements, legal, regulatory or practical problems under the laws or the requirements of any regulatory body or stock exchange of any territory or otherwise.

To be proposed as special resolutions:

- 9. THAT:
  - (A) subject to the passing of resolution 8 set out in this Notice ('the Allotment Authority'), the Directors be given power pursuant to section 570 of the Companies Act 2006 ('the Act') to allot equity securities (within the meaning of section 560(1) of the Act) for cash, pursuant to the authorities given by the Allotment Authority, and to sell treasury shares wholly for cash, as if section 561(1) of the Act did not apply to any such allotment or sale, provided that such power shall be limited to the allotment of equity securities or the sale of treasury shares:
    - (1) in the case of paragraph A(1) of the Allotment Authority, (a) in connection with a Pre-Emptive Offer (as defined in the Allotment Authority); or (b) in order to satisfy options or awards under any share scheme for employees or share incentive plan approved by the Company in general meeting; or (c) otherwise, up to a maximum nominal amount of £26,605.94;
    - (2) in the case of paragraph A(2) of the Allotment Authority, in connection with a Pre-Emptive Offer undertaken by means of a rights issue;
  - (B) the power given in this Resolution:
    - shall be in substitution for all pre-existing authorities under section 570 of the Act but without prejudice to the exercise of any such authority prior to the date hereof; and
    - (2) unless renewed in accordance with the Act, shall expire at the same time as the Allotment Authority, save that the Company may before such expiry make an offer or agreement which would or might require equity securities to be allotted or treasury shares to be sold after such expiry.

This power applies to a sale of shares which is an allotment of equity securities by virtue of section 560(3) of the Act as if the words "in the case of **paragraph A(1)** of the Allotment Authority," and "in the case of **paragraph A(2)** of the Allotment Authority," were omitted from, respectively, **paragraphs A(1)** and **A(2)** of this resolution.

- 10. THAT, in substitution for any existing power under section 701 of the Companies Act 2006 ('the Act'), but without prejudice to the exercise of any such power prior to the date hereof, the Company be and is hereby generally and unconditionally authorised, pursuant to and in accordance with section 701 of the Act, to make market purchases (within the meaning of section 693 of the Act) of fully paid ordinary shares of 0.1 pence each in the capital of the Company ('ordinary shares') in such terms and in such manner as the Directors of the Company may decide, provided that:
  - the maximum aggregate number of ordinary shares hereby authorised to be purchased is 53,211,879 (being approximately 10 per cent. of the issued ordinary share capital of the Company excluding treasury shares as at 31 March 2011);
  - (ii) the minimum price which may be paid for an ordinary share is 0.1 pence (exclusive of expenses); and
  - (iii) the maximum price (exclusive of expenses) which may be paid for an ordinary share is an amount equal to 105 per cent. of the average of the middle market quotations (as derived from the Daily Official List of the London Stock Exchange) for the ordinary shares for the five business days immediately preceding the date of purchase,

such authority to expire on the earlier of the date falling 15 months after the date of the passing of this resolution and the conclusion of the Annual General Meeting of the Company to be held in 2012, unless previously revoked, varied or renewed by the Company in general meeting, save that the Company may at any time prior to the expiry of such authority enter into a contract or contracts to purchase ordinary shares under such authority which will or might be completed or executed wholly or partly after the expiration of such authority and may make a purchase of ordinary shares in pursuance of any such contract or contracts as if this authority had not expired.

#### **Special Business**

To be proposed as ordinary resolutions:

- 11. THAT for the purposes of Article 95 of the Articles of Association of the Company the maximum aggregate amount of fees paid to, and benefits received by, the Directors for their services in the office of director shall be increased from £600,000 per annum to £800,000 per annum.
- 12. THAT the proposed amendments to the rules of The F&C Asset Management plc Long Term Remuneration Plan summarised in the appendix to this Notice be and are hereby approved and the Directors be and are hereby authorised to do all such things as may be necessary to carry the same into effect.
- To be proposed as a special resolution:
- 13. THAT the period of notice for calling a general meeting (other than an Annual General Meeting) shall be not less than 14 clear days provided that this authority shall expire at the conclusion of the Annual General Meeting of the Company to be held in 2012.

By order of the Board

#### W Marrack Tonkin, FCCA

Secretary

80 George Street Edinburgh EH2 3BU

6 April 2011

#### Notes

- (i) A member who is entitled to attend and vote at the meeting is entitled to appoint one or more proxies to attend and speak and vote on his/her behalf. A member may appoint more than one proxy provided that each proxy is appointed to exercise rights attached to different shares. A member may not appoint more than one proxy to exercise rights attached to any one share. A proxy need not be a member of the Company.
- (ii) A Form of Proxy for use by Ordinary Shareholders in connection with the meeting is enclosed with these Accounts. To be valid, the Form of Proxy should be completed and signed and sent or delivered, together with any power of attorney or other authority (if any) under which it is signed or an extract from the Books of Council and Session or a notarially certified copy or a copy certified in accordance with the Powers of Attorney Act 1971 of such power or authority, in accordance with the instructions contained therein, so as to reach the Company's registrars, at the address stated thereon, not later than 11 a.m. (UK time) on 1 May 2011.
- (iii) Alternatively, shareholders who would like to lodge their proxy electronically may do so via the Sharevote website (www.sharevote.co.uk) or through CREST in each case so as to be received by no later than 11 a.m. (UK time) on 1 May 2011. Further details relating to proxy appointments through CREST are set out in note (xvi) below. If you return more than one valid proxy appointment in respect of the same share, either by paper or electronic communication, the one which is received last will take precedence; if the Company is unable to determine which of them was received last, none of them will be treated as valid in respect of that share.
- (iv) Completing and returning a Form of Proxy will not prevent an Ordinary Shareholder from attending in person at the meeting referred to above and voting should he or she wish to do so.
- (v) To be entitled to attend and vote at the meeting (and for the purposes of the determination by the Company of the votes they may cast), shareholders must be registered in the register of members of the Company at 6.00 p.m. on Thursday, 29 April 2011 (or, in the event of any adjournment, on the date which is two days (excluding any part of a day that is not a working day) before the time of the adjourned meeting). Changes to the register of members after the relevant deadline shall be disregarded in determining the rights of any person to attend and vote at the meeting.
- (vi) If you are not a member of the Company but you have been nominated by a member of the Company to enjoy information rights, you do not have a right to appoint a proxy. See note (vii) below.
- (vii) If you are a person who has been nominated under section 146 of the Companies Act 2006 to enjoy information rights:
  - You may have a right under an agreement between you and the member of the Company who has nominated you to have information rights ('Relevant Member') to be appointed or to have someone else appointed as a proxy for the meeting.
  - If you either do not have such a right or if you have such a right but do not wish to exercise it, you may have a right under an agreement between you and the Relevant Member to give instructions to the Relevant Member as to the exercise of voting rights.
- (viii) Any corporation which is a shareholder can appoint one or more corporate representative(s) who may exercise on its behalf all of its powers as a shareholder provided that they do not do so in relation to the same shares.

- (ix) Under section 527 of the Companies Act 2006 shareholders meeting the threshold requirements set out in that section have the right to require the Company to publish on a website a statement setting out any matter relating to: (i) the audit of the Company's accounts (including the auditor's report and the conduct of the audit) that are to be laid before the meeting: or (ii) any circumstance connected with an auditor of the Company ceasing to hold office since the previous meeting at which annual accounts and reports were laid in accordance with section 437 of the Companies Act 2006. The Company may not require the shareholders requesting any such website publication to pay its expenses in complying with sections 527 or 528 of the Companies Act 2006. Where the Company is required to place a statement on a website under section 527 of the Companies Act 2006, it must forward the statement to the Company's auditor not later than the time when it makes the statement available on the website. The business which may be dealt with at the meeting includes any statement that the Company has been required under section 527 of the Companies Act 2006 to publish on a website
- (x) Any shareholder attending the meeting has the right to ask questions. The Company must cause to be answered any such question relating to the business being dealt with at the meeting but no such answer need be given if (a) to do so would interfere unduly with the preparation for the meeting or involve the disclosure of confidential information, (b) the answer has already been given on a website in the form of an answer to a question, or (c) it is undesirable in the interests of the Company or the good order of the meeting that the question be answered.
- (xi) In accordance with section 311A of the Companies Act 2006, the contents of this notice, details of the total number of shares in respect of which members are entitled to exercise voting rights at the meeting and, if applicable, any members' statements, members' resolutions or members' matters of business received by the Company after the date of this notice of meeting will be available on the Company's website at www.fcamplc.com.
- (xii) As at 31 March 2011 (being the latest practicable date prior to publication of this notice) the Company's issued share capital consisted of 532,118,789 ordinary shares of 0.1 pence each carrying one vote each. No shares are held in treasury. Therefore, total voting rights in the Company as at 31 March 2011 are 532,118,789.
- (xiii) Copies of the following documents will be made available for inspection at the registered office of the Company and at the Company's head office during normal business hours on any week day (Saturdays, Sundays and public holidays excepted) from the date of this notice until the close of the meeting, and at the place of the meeting from 15 minutes prior to and during the continuance of the meeting:
  - the Executive Directors' service contracts and Non-executive Directors' letters of appointment;
  - the rules of The F&C Asset Management plc Long Term Remuneration Plan marked up to show the proposed amendments; and
  - the articles of association of the Company.
- (xiv) A member may not use any electronic address provided either in this Notice of Annual General Meeting or any related documents to communicate with the Company for any purpose other than those expressly stated.
- (xv) The Company has made provision for shareholders who would like to vote by electronic means.

(xvi) CREST members who wish to appoint a proxy or proxies through the CREST electronic proxy appointment service may do so by using the procedures described in the CREST Manual. CREST Personal Members or other CREST sponsored members, and those CREST members who have appointed a service provider(s), should refer to their CREST sponsor or voting service provider(s), who will be able to take the appropriate action on their behalf.

In order for a proxy appointment or instruction made using the CREST service to be valid, the appropriate CREST message (a 'CREST Proxy Instruction') must be properly authenticated in accordance with Euroclear UK & Ireland Limited's specifications, and must contain the information required for such instruction, as described in the CREST Manual (available via www.euroclear.com/CREST). The message, regardless of whether it constitutes the appointment of a proxy or is an amendment to the instruction given to a previously appointed proxy must, in order to be valid, be transmitted so as to be received by our Registrars, Equiniti (ID RA19) by 11 a.m. (UK time) on 1 May 2011. For this purpose, the time of receipt will be taken to be the time (as determined by the time stamp applied to the message by the CREST Application Host) from which the issuer's agent is able to retrieve the message by enquiry to CREST in the manner prescribed by CREST. After this time any change of instruction to proxies appointed through CREST should be communicated to the appointee through other means. CREST members and, where applicable, their CREST sponsors or voting service providers should note that Euroclear UK & Ireland Limited does not make available special procedures in CREST for any particular message. Normal system timings and limitations will, therefore, apply in relation to the input of CREST Proxy Instructions. It is the responsibility of the CREST member concerned to take (or, if the CREST member is a CREST personal member, or sponsored member, or has appointed a voting service provider, to procure that his CREST sponsor or voting service provider(s) take(s)) such action as shall be necessary to ensure that a message is transmitted by means of the CREST system by any particular time. In this connection, CREST members and, where applicable, their CREST sponsors or voting service providers are referred, in particular, to those sections of the CREST Manual concerning practical limitations of the CREST system and timings.

The Company may treat as invalid a CREST Proxy Instruction in the circumstances set out in Regulation 35(5)(a) of the Uncertificated Securities Regulations 2001.

#### Appendix

#### Summary of the proposed amendments to the F&C Asset Management plc Long Term Remuneration Plan

#### 1. Introduction

Under the rules of the LTRP, the Board can grant two different forms of awards over Ordinary Shares, namely:

- (i) awards that are subject to performance targets which must be satisfied if they are to vest ('Restricted Awards'); and
- (ii) awards that are not subject to such performance targets ('Deferred Awards')

Under the rules of the LTRP, no Deferred Awards can be granted to F&C's executive directors.

## 2. Existing LTRP provisions relating to cessation of a Restricted Award holder's employment

Currently, the provisions of the LTRP that apply where the holder of a Restricted Award ceases employment with the F&C Group can be summarised as follows:

- (i) If the participant leaves the employment of the F&C Group for any reason (other than as specified below) prior to the vesting of his Awards (which will normally take place on the third anniversary of grant to the extent that applicable performance targets have been satisfied) then they will lapse immediately.
- (ii) If, prior to vesting, the participant dies or ceases employment by reason of injury, ill-health or disability then his Awards will vest immediately provided that such vesting will only occur if, and to the extent that, the applicable performance targets have been satisfied at that time.
- (iii) If, prior to vesting, the participant ceases employment by reason of redundancy, retirement at normal retirement age or because the participant's employing company or part of the business in which he is employed is transferred out of the F&C Group, or any other reason at the discretion of the Board, then his Awards will continue to vest on the third anniversary of grant but again only if, and to the extent that, the applicable performance conditions have been satisfied. In addition, the amount of an Award which vests in these circumstances will be reduced prorata in line with the proportion of the vesting period that had elapsed at the time the participant ceased to be employed by the F&C Group.

## 3. Proposed amendments to above provisions relating to cessation of a participant's employment.

The above provisions will be amended in respect of certain Restricted Awards (see below) so as to provide that if, prior to vesting, a participant ceases employment with the F&C Group in the circumstances set out in paragraph 2(iii) above then the Board will have the discretion to disapply the time pro-rating reduction that would otherwise have been made. However, in these cases vesting will continue to occur on the third anniversary of grant to the extent that the applicable performance conditions have been satisfied.

For the avoidance of doubt, no other amendments will be made to the provisions summarised at paragraph 2 above. Similarly, no changes are being made to the terms of the LTRP that apply to Deferred Awards.

#### 4. Application of proposed amendments

The amendments summarised at paragraph 3 above will only apply to any Restricted Awards granted between 1 January 2011 and 31 December 2011. Performance Awards granted after 31 December 2011 will be subject the current provisions summarised at paragraph 2 above.

#### 5. Rationale for proposed amendments

A summary of the rationale for these proposed amendments to the LTRP is set out on page 25 of the Annual Report and Financial Statements that accompany this Notice of Annual General Meeting.

#### **Defined Terms**

In this appendix, the following words and expressions bear the following meanings unless the context requires otherwise:

**"Board"** the board of directors of F&C, or a duly authorised committee thereof;

"F&C" F&C Asset Management plc;

**"F&C Group"** the group of companies of which F&C is the holding company;

**"LTRP"** The F&C Asset Management plc Long Term Remuneration Plan; and

**"Ordinary Shares"** Ordinary Shares of 0.1p each in the capital of F&C.

## Notice To US Shareholders – Certain PFIC Considerations

Shareholders should consult their own tax advisors as to the tax considerations applicable to them relating to the purchase, ownership and disposition of our ordinary shares (the 'Shares'), including the applicability of US Federal state and local tax laws and non-US tax laws. This discussion does not address tax considerations applicable to US Shareholders other than the passive foreign investment company rules.

F&C Asset Management plc (the 'Company') and certain of its subsidiaries may be treated as passive foreign investment companies (each, a 'PFIC') within the meaning of section 1297 of the US Internal Revenue Code of 1986, as amended (the 'Code') for US Federal income tax purposes.

Treatment of the Company or any of its subsidiaries as a PFIC could result in adverse tax consequences for US Shareholders.

A foreign corporation generally will be treated as a PFIC in any year in which either 75 per cent. or more of its gross income constitutes passive income or at least 50 per cent. of the value of its assets is attributable to assets which produce or are held for the production of passive income. In applying these tests, a non-US corporation that directly or indirectly owns at least 25 per cent., by value, of the stock of another corporation is treated as if it held directly its proportionate share of the other corporation's assets and received directly its proportionate share of the other corporation's income.

Whether a non-US company is a PFIC is determined annually, and the status of the Company, or any of its subsidiaries, could change depending among other things upon the changes in the composition of its gross receipts and assets, and the nature of its business. US Shareholders are particularly urged to consult their own Tax Advisors regarding the US tax considerations relating to an investment in a company that may be or may become a PFIC, including the availability and consequences of elections that may be available to mitigate the adverse Federal income tax consequences of owning or disposing of PFIC shares. In that regard, US Shareholders should be aware that the Company does not intend to satisfy the record keeping and other requirements that would permit a US Shareholder to make a qualified electing fund ('QEF') election with respect to the Company or any of its subsidiaries.

Each taxpayer is hereby notified that: (a) any discussion of US Federal tax issues herein is not intended or written to be used, and cannot be used by the taxpayer, for the purpose of avoiding penalties that may be imposed on the taxpayer under US Federal tax law; (b) any such discussion is written to support the promotion or marketing of the transactions or matters addressed herein; and (c) the taxpayer should seek advice based on its particular circumstances from an independent tax advisor.

# **Corporate Information**

#### Directors

Edward Bramson, Chairman<sup>‡</sup> Alain Grisay, Chief Executive Keith Bedell-Pearce, Senior Independent Non-executive<sup>\*†‡</sup> Ian Brindle, Non-executive David Logan, Chief Financial Officer Jeff Medlock, Non-executive<sup>\*†</sup> Derham O'Neill, Non-executive<sup>\*†</sup> Kieran Poynter, Non-executive<sup>\*†‡</sup> Gerhard Roggemann, Non-executive<sup>\*†‡</sup> <sup>‡</sup>Member of Nomination Committee <sup>\*</sup>Member of Remuneration Committee

#### **Head Office**

Exchange House Primrose Street London EC2A 2NY Telephone 020 7628 8000 Facsimile 020 7628 8188 Email: enquiries@fandc.com

#### **Secretary and Registered Office**

W Marrack Tonkin, FCCA 80 George Street Edinburgh EH2 3BU Telephone 0131 718 1000 Facsimile 0131 225 2375

#### Solicitors

Norton Rose LLP 3 More London Riverside London SE1 2AQ Shepherd and Wedderburn LLP 1 Exchange Crescent Conference Square Edinburgh EH3 8UL

#### **Principal Bankers**

The Royal Bank of Scotland plc 142-144 Princes Street Edinburgh EH2 4EQ

#### Stockbrokers

JPMorgan Cazenove 10 Aldermanbury London EC2V 7RF

Citigroup Global Markets Limited Citigroup Centre Canada Square Canary Wharf London E14 5LB

HSBC Bank plc 8 Canada Square Canary Wharf London E14 5HQ

## Auditors

KPMG Audit Plc Saltire Court 20 Castle Terrace Edinburgh EH1 2EG

## Registrar and Transfer Office

Equiniti Limited 34 South Gyle Crescent South Gyle Business Park Edinburgh EH12 9EB

#### **Corporate information**

F&C Asset Management plc Registered in Scotland Company Registration Number SC73508

## Website

Shareholders are encouraged to visit our website **www.fcamplc.com** 

## Shareholder services available from Equiniti Limited

#### Shareview

The Company's registrar, Equiniti, offers a Shareview service enabling shareholders to have more control over their shares and other investments:

- Direct access to data held on the share register including recent share movements and dividend details.
- The ability to change address details or dividend payment instructions online.
- To sign up for Shareview, shareholders need the "shareholder reference" printed on the proxy form or dividend stationery, and there is no charge to register.

On registration, shareholders can select their preferred format (post or e-mail) for shareholder communications. Shareholders selecting "e-mail" as their mailing preference will be sent shareholder communications, such as proxy forms and notice of Company results by e-mail instead of post, as long as this option is available. Shareholders selecting "post" as their preference will be sent paper documents as usual. Details of software and equipment requirements are given on the website, www.shareview.co.uk

#### **Voting Online**

In accordance with good governance practice, the Company is offering shareholders use of an online voting service, "sharevote", offered by Equiniti, at www.sharevote.co.uk. Shareholders can use this service to vote or appoint a proxy online. The same voting deadline (11 a.m. (UK time) on 1 May 2011) applies as for the Personalised Voting Form to vote or appoint a proxy by post to vote. Shareholders need to use the unique personal identification details (Reference Number, Card ID and Account Number) that are printed on the Personalised Voting Form to use this service.



## F&C Asset Management plc

Head Office: Exchange House Primrose Street London EC2A 2NY Telephone: 020 7628 8000 Email: enquiries@fandc.com

Website: www.fcamplc.com