

Vanguard

**Powering your
business towards
2030**

UK Adviser Roadshow 2026



Artificial Intelligence:
Challenges, opportunities
and considerations facing
your business today

Regulatory landscape in 2026:
What should be on your radar?

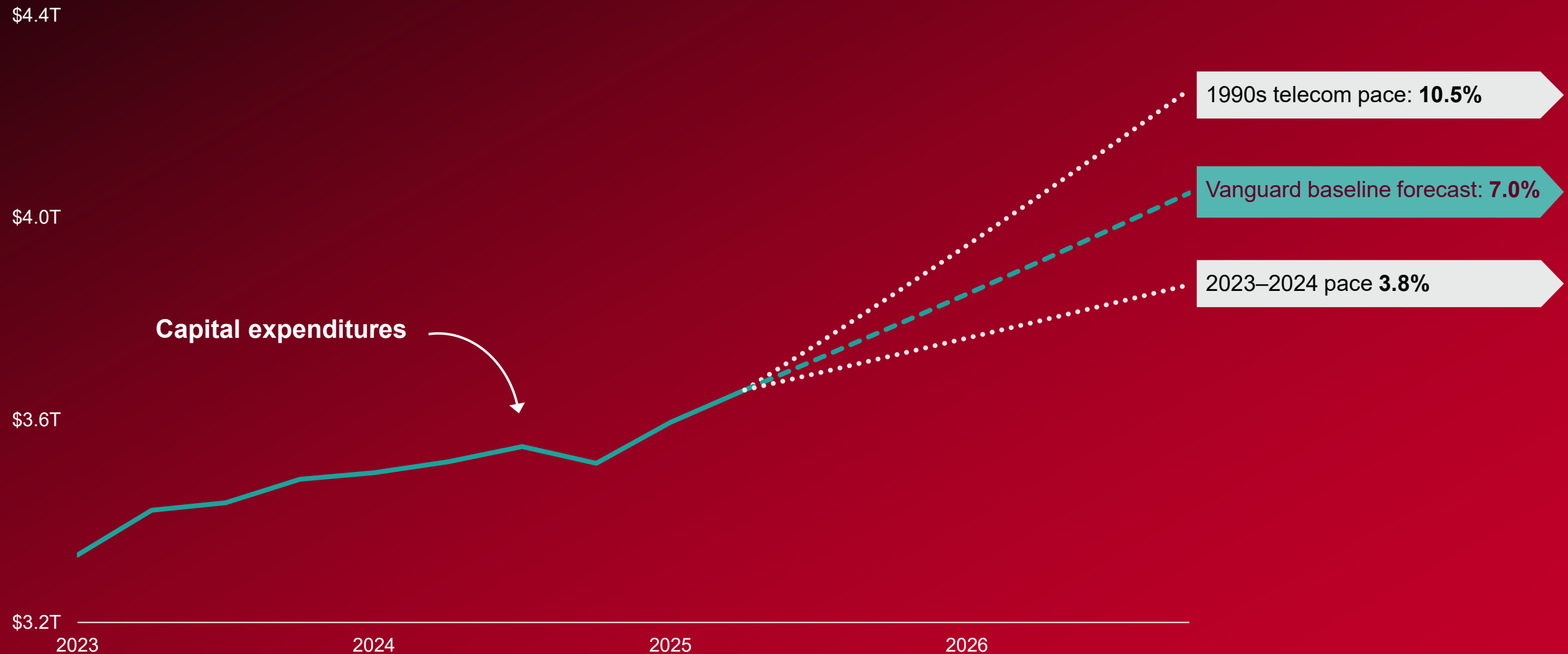
Choice and consistency:
How Vanguard's evolving adviser
solutions can support your business



**Artificial
Intelligence:
Challenges,
opportunities and
considerations
facing your
business today**



AI may support the pace of capital spending growth



For illustrative purposes only. Any projections should be regarded as hypothetical in nature and do not reflect or guarantee future results.

Note: The forecasted baseline year-over-year growth in capital expenditures for early 2025 through 2026 is higher than the average pace set in recent years (2023–2024) but lower than the pace set during the telecom boom years of 1995–1999.

Sources: Vanguard calculations, based on data from the Bureau of Economic Analysis, as of June 30, 2025.

AI and tech innovation remain geographically concentrated

Top 5 corporate R&D spenders by sector and country/region



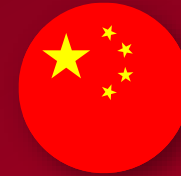
United States



Euro area



United Kingdom



China



Japan



Australia

Software	Automotive	Pharmaceutical	Technology	Automotive	Pharmaceutical
Software	Automotive	Pharmaceutical	Software	Automotive	Technology
Technology	Automotive	Finance	Software	Telecommunications	Finance
Software	Automotive	Finance	Construction	Leisure goods	Finance
Technology	Automotive	Finance	Automotive	Pharmaceutical	Travel



For illustrative purposes only.

Notes: This table is based on the 2024 EU Industrial R&D Investment Scoreboard, which analyzed the world's top 2,000 research and development (R&D) investors, headquartered across 40 countries. The table depicts the top five corporate R&D spenders by sector within six countries/regions, allocated geographically by the location of company headquarters.

Sources: Vanguard calculations, based on data from the European Commission, as of December 31, 2024.

AI – Where are we now?

Rapid adoption globally

Rapid ChatGPT adoption



ChatGPT

1 million users



Facebook took
10 months



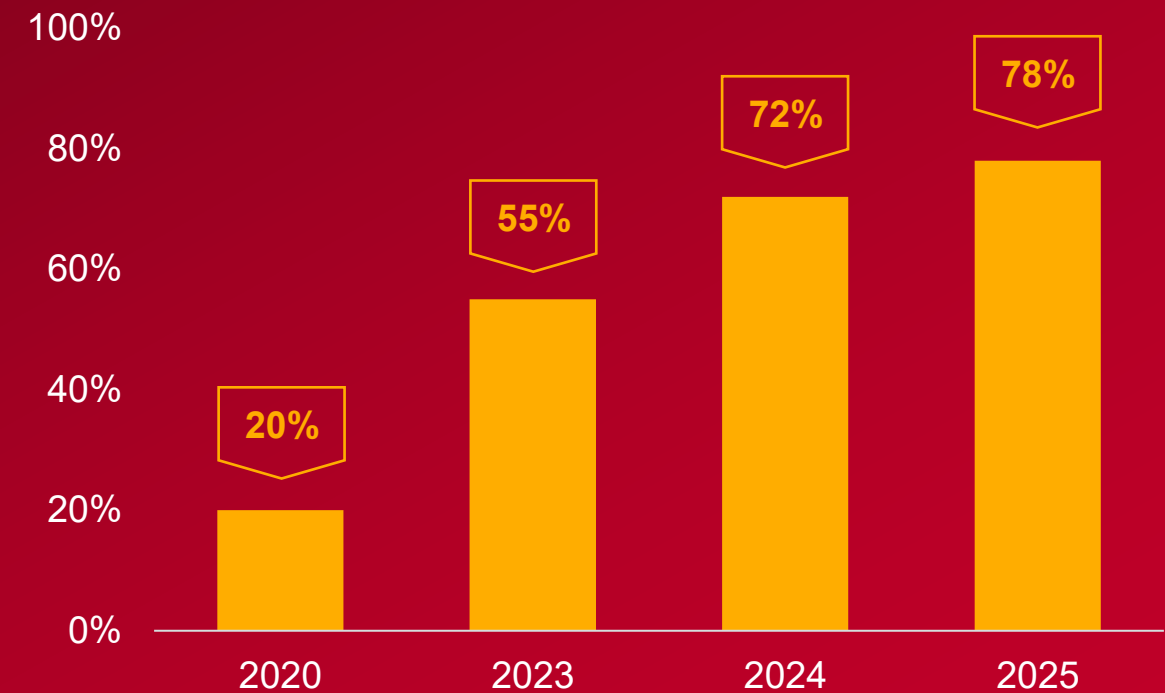
Instagram took
2.5 months

Post launch in Nov
2022 took **5 days** to
reach **1million** users

878 million total
ChatGPT users online
in Jan 2026

Enterprise AI adoption

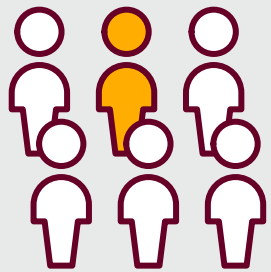
Global companies using AI in at least one function



Sources: Techart Chapt GPT statistics 2026. Allaboutai.com; 2026 Global AI adoption report.
Note: Figures are based on third party research and estimates and may vary by source.

AI – Where are we now?

Rapid adoption globally



1 in **6** people globally use AI tools for work, learning or problem solving (Microsoft)

Advisers using AI

- Meeting note tools
- Adviser workflow
- Advice process

45%
are using or
adopting an
AI solution



79%
of advisers

Say - Regulation and compliance is slowing adoption but report perceived increases in process speed and efficiency.



Image source: Vanguard via AdobeStock.

Sources: Techart Chapt GPT statistics 2026. Allaboutai.com; 2026 Global AI adoption report; <https://nextwealth.co.uk/research/financial-advice-business-benchmarks-report-2025>.

Note: Figures are based on third party research and estimates and may vary by source.

Advisers use of AI

Automation of routine tasks (meeting notes, report generation)

22%

58%

19%

Personalise communications/ client portfolio reporting

14%

54%

31%

Automation of suitability assessment and reporting

8%

64%

28%

Use as a personal assistant

8%

48%

44%

Currently using AI

Considering using AI

No plans to use AI



Trust, transparency and the human touch

51% still prefer advice from a human adviser

56% say they use AI for financial decisions more than they did last year

78% of those who trust AI, use AI for financial decisions more than they did last year



Embedding in the advice process



Source: Vanguard

Note: ¹Any use of AI tools must sit within firms' existing governance, suitability and regulatory frameworks.

Challenges

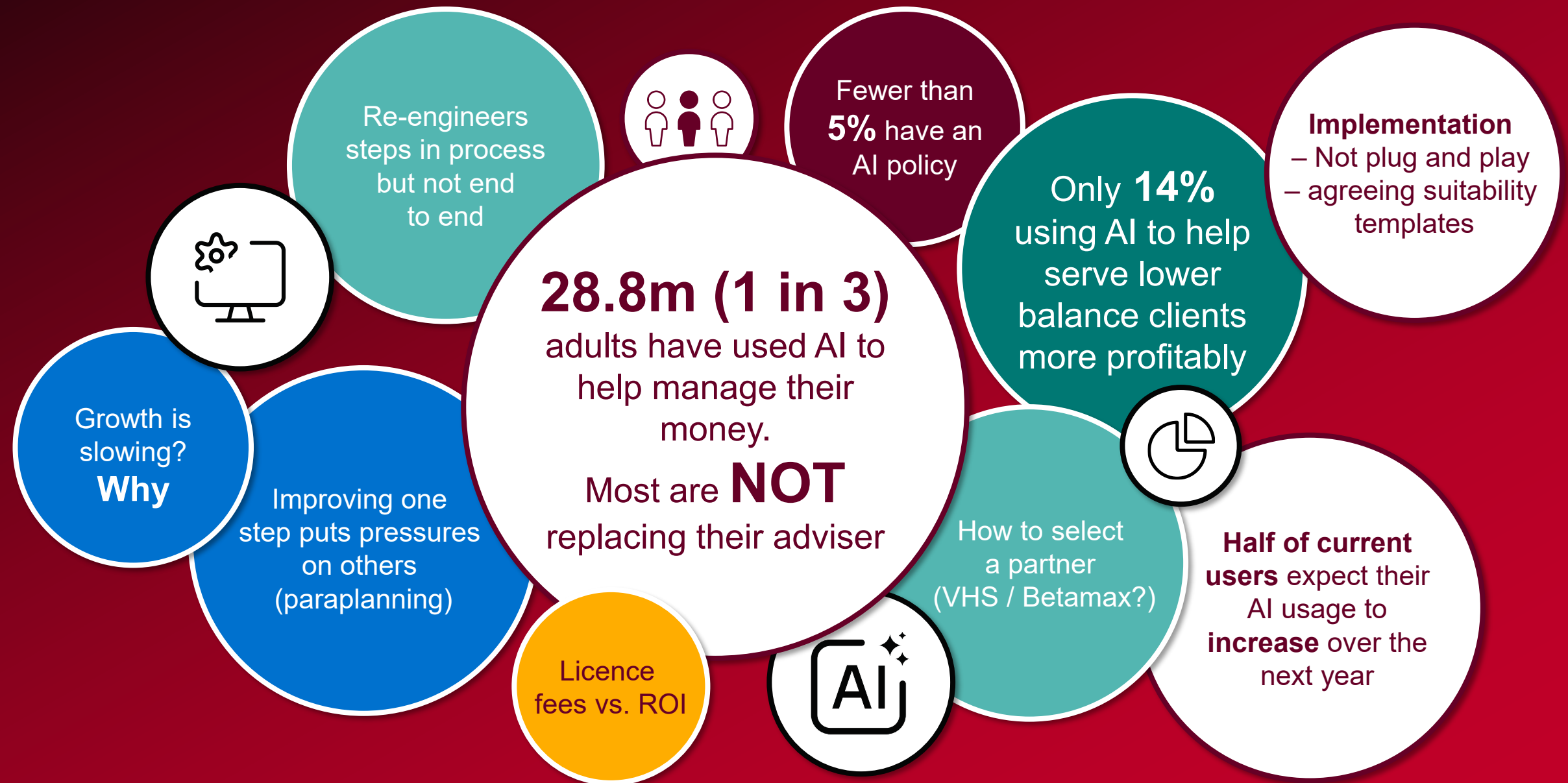
28.8m (1 in 3)

adults have used AI to
help manage their
money.

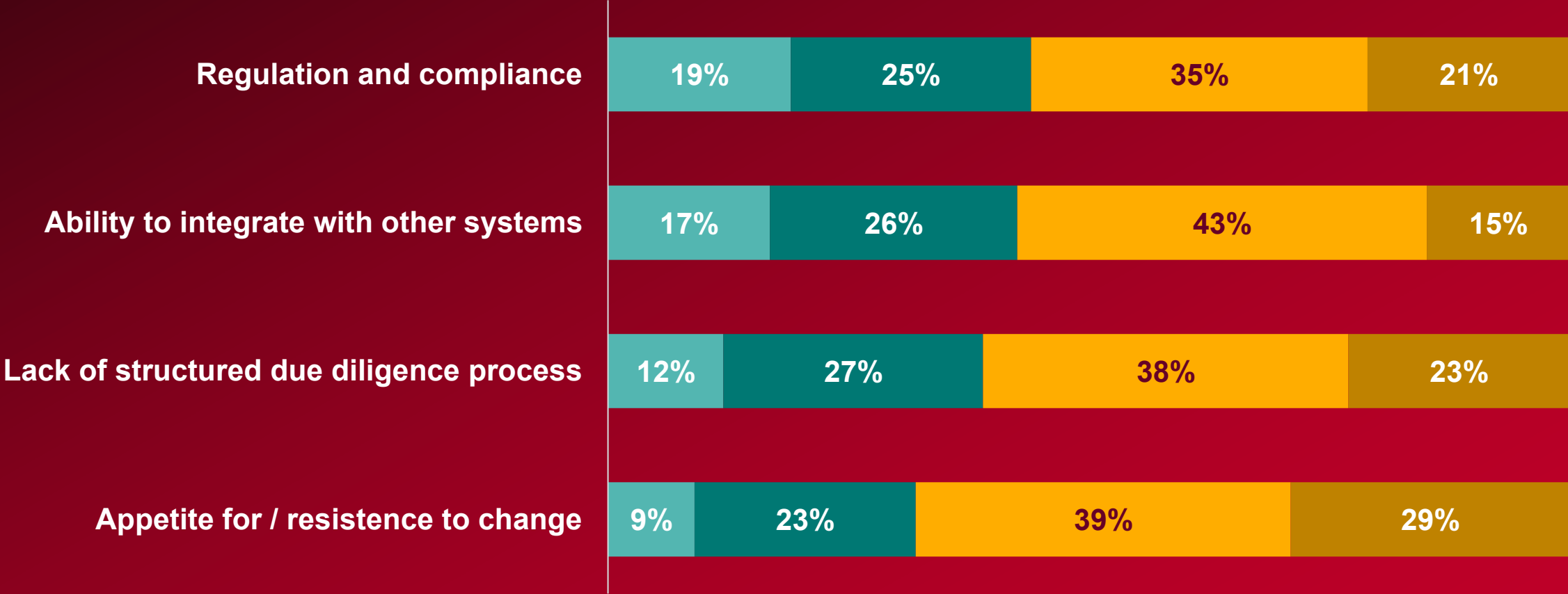
Most are **NOT**
replacing their adviser



Challenges



Barriers to adoption



Very significant barrier

Significant barrier

Somewhat significant barrier

No barrier



Sources: Nextwealth - Clearing the path for AI in advice, December 2025.

2026 – Get AI ready

Why do you want to use it?

1

Be clear
on objectives



2

Due Diligence
on partners



3

Data is key



4

Protect data



Data Handout

Helping advisers get AI-ready starts with better data **Vanguard**

High quality data helps advisers deliver more personalised, efficient and scalable client support

Vanguard's approach to AI

Vanguard's approach to AI
Improving investor outcomes while maintaining trust and human oversight.

Outcome-focused AI should help advisers deliver better investor outcomes	Trusted & Responsible Strong governance, privacy and human oversight matter	Human-centered Technology should support – not replace – the Adviser relationship
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10 steps to get your data AI-ready

<ol style="list-style-type: none"> 1 Standardise client information Record information in a consistent, structured way using standard categories, to ensure data is clear and usable. 2 Build complete client profiles Capture up-to-date client context and preferences, and think beyond individuals to include family members / linked clients for a full picture. 3 Record information at the source Enter key details directly into systems rather than relying on notes or emails. 4 Keep data consistent Align information across systems used (e.g. CRM, planning tools and platforms). 5 Prioritise data quality over quantity Accurate, up-to-date information is more valuable than large volumes of incomplete or inaccurate data. 6 Keep client activity records current Regularly update meeting notes, calls and interactions to maximise the benefit of tools which can quickly summarise and support personalisation. 7 Align with regulation Clear, structured data supports documentation, auditability and compliance, helping to meet regulatory requirements with confidence. 8 Protect client data Use secure systems, follow enterprise policies when managing sensitive information, and apply strong cybersecurity practices to minimise risk. 9 Start with the end in mind Decide on the tasks you want automated, then ensure data is well-organised and accurate so automation can work effectively. 10 Develop an AI-ready mindset Stay curious and open to new tools, and treat data capture as a strategic part of delivering high-quality advice. 	<p>Capture data for better client outcomes</p> <p>Build strong & trusted data foundations</p> <p>Prepare for AI-enabled advice</p>
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How AI will support advisers over time

Assist Supporting tasks such as meeting preparation and summarising	Augment Providing insights and personalised recommendations	Action Automating routine processes to improve efficiency
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Strong data foundations today help advisers deliver better client outcomes tomorrow



2026

HOW TO MANAGE AND REPORT YOUR DATA

A good practice guide by the **Consumer Duty Data Forum**




Challenges and opportunities of voice cloning

Social engineering: Criminals no longer need to hack systems, they can manipulate people

Most cyber losses now involve human deception rather than technical hacking

Why does this matter to you?



Wealthy clients

Access to client funds

Ability to transfer funds

Challenges



Security

Fraud

Client detriment

Reputational damage

Opportunities



Tailored communication

Provision of simple information

Delivery of content

The insurance problem!

Many firms assume cyber insurance covers cyber fraud

But insurers might argue:



No system was hacked

Internal controls failed

The dangerous gap is 'voluntarily' – you authorised the transfer! Even through the instruction was fraudulent

Funds were transferred voluntarily

This is 'crime' not 'cyber'

Key lesson – Policy wording matters so check the small print!

Questions you should ask before purchasing cover

Is social engineering explicitly covered?

Does cover include authorised payments?

Are fake emails covered?

What is the sub-limit?

Are client losses included?

What verification processes are mandatory?

Ask yourself - if you had an issue tomorrow? Would your insurer pay up?





1 | **AI is moving fast but don't panic to implement**

2 | **Get yourself AI ready!**

3 | **Data is the real edge:
Risk vs Reward**

**Regulatory
landscape in
2026:
What should be
on your radar?**



Regulation – What's on the radar?



Ongoing embedding of The Consumer Duty involves several key aspects:

- Price and value
- Consumer understanding



MPS to be regulated as funds?



Simplification of the current advice rules



IHT changes for unused pension pots



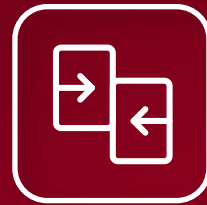
'MPS regulated as funds' (DP25/3)

Consumer Duty was the start – Fair Value Assessments (FVAs) / Target Market Document

Objectives



Consumers need to better understand what they are investing in



Improve comparison between funds and Model Portfolios



Improve disclosure on co-manufacturing



Review Agent as client vs. Reliance on others



Improve clarity on risk and cost

Choice and consistency:
How Vanguard's evolving adviser solutions can support your business



Outsourcing

and why it benefits:

- ▶ You and your business
- ▶ Your clients
- ▶ Your investments

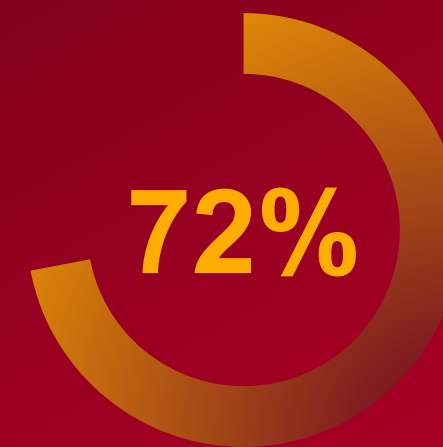




of outsourcers report to delivering better investment solutions to clients' vs previously building models



of outsourcers report financial benefits; Higher business valuation & Higher personal income



of businesses were able allocate more time to clients (5.4 hours per week)

Outsource more, benefit more



Higher

Free up time here..
through investment outsourcing and technology

..to focus time here
on higher value services

Complex &
highly
personalised
planning

93%
clients responses
stated human
element of advice is
"extremely important"

Personalisation

Client
relationship

46%
clients want more
than one face to face
meeting per year with
their adviser

Routine
planning

Portfolio

67%
ended their
relationship with their
adviser due to lack
personal service

Lower



Source: Vanguard, 2025

Vanguard[®]

Multi-asset capabilities

21 global offices

Serving
50+ million
clients

Across **170 countries**

£9.7tn in AUM



Source: Vanguard, as at 30 April 2026.

Our multi-asset presence

£1,674bn
AUM

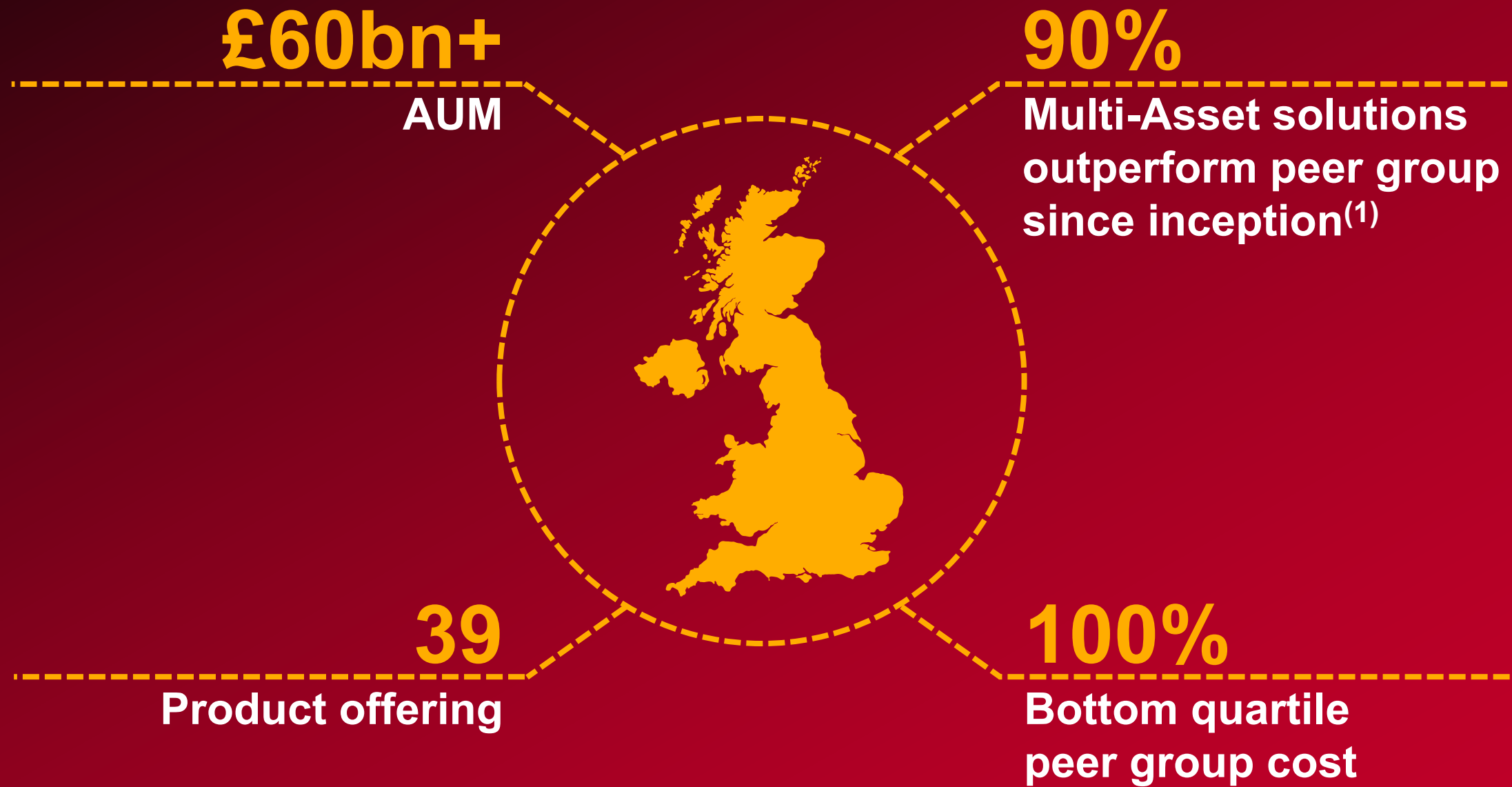
£62bn
AUM

£22bn
AUM

£1,759 billion
in multi-asset
solutions globally



Source: Vanguard, as at 30 April 2026.



Past performance is not a reliable indicator of future results.

Source: Vanguard, as at 30 April 2026.

1. Multi-Asset Peer Group is comprised of the IA Mixed Investment 0-35% Shares, IA Mixed Investment 20-60% Shares, IA Mixed Investment 40-85% Shares, IA Flexible Investment, and IA Volatility Managed. The peer group is filtered for base currency = Pound Sterling. IA Primary Share Class = Yes. Vanguard UK multi-asset products include ranges with a 3-year track record (LifeStrategy, LifeStrategy Classic MPS, LifeStrategy Global MPS, ActiveLife Climate Aware, and the Target Retirement Funds). Source: Morningstar as at 31 March 2026.





***LifeStrategy
funds***

price reduction &
Institutional pricing
on MPS

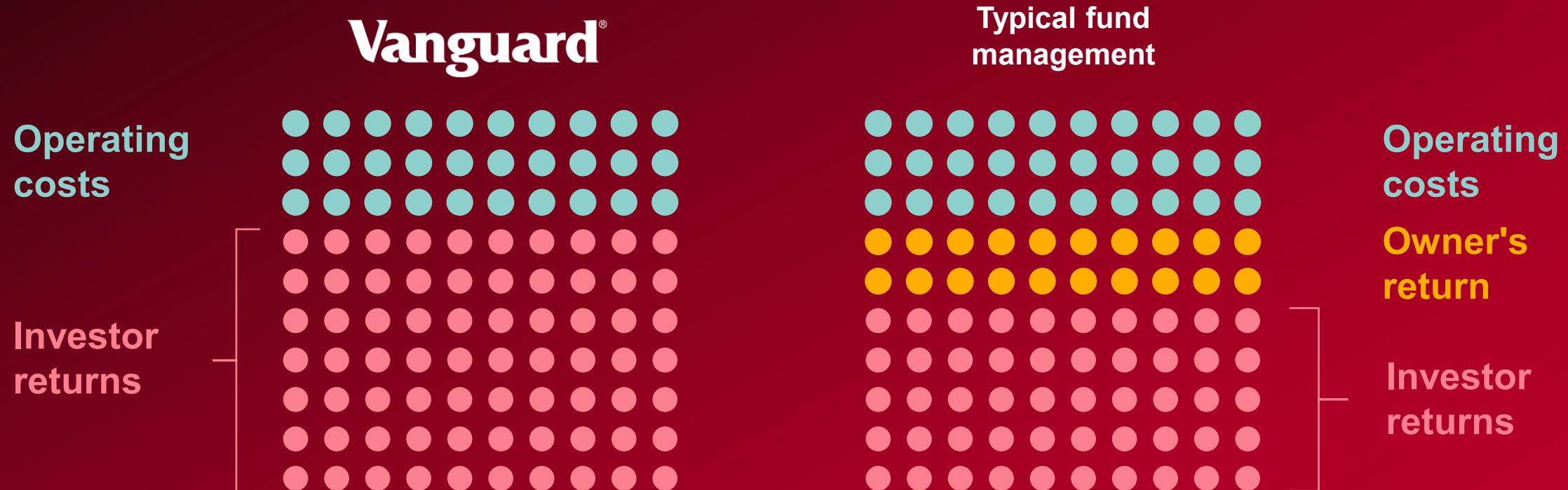


***LifeStrategy UK
tilt reduction &
launch of the
LifeStrategy
Global Fund
Range***



Launch of
the NEW
***BlendedLife
Dynamic MPS***

Why we are different



Source: Vanguard. For illustrative purposes only.

Vanguard's multi-asset solutions

Passive

Active

**LifeStrategy®
Global**

Fund

**0.20%
OCF⁽¹⁾**

MPS

**0.17 – 0.18%
All-in cost⁽²⁾**

LifeStrategy®

Fund

**0.20%
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MPS

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All-in cost⁽²⁾**



Source: Vanguard data, as at June 2026.

¹ The Ongoing Charges Figure (OCF) covers administration, audit, depository, legal, registration and regulatory expenses incurred in respect of the funds.

² All-in costs include Ongoing Charges Figures (OCF) and an annual portfolio management fee that covers the discretionary management of the managed portfolio service, ongoing oversight, and regular rebalancing of the portfolios. The portfolio management fee is exclusive of VAT and any adviser, platform, or dealing charges.

Vanguard LifeStrategy and Lifestrategy MPS Global performance

Long-term performance (%)	Since inception (annualised)
LifeStrategy 20% Equity Fund	3.91
LifeStrategy 40% Equity Fund	5.51
LifeStrategy 60% Equity Fund	7.22
LifeStrategy 80% Equity Fund	8.87
LifeStrategy 100% Equity Fund	10.48

Long-term performance (%)	Since inception (annualised)
LifeStrategy MPS Global – 20% Equity	3.60
LifeStrategy MPS Global – 40% Equity	5.43
LifeStrategy MPS Global – 60% Equity	7.27
LifeStrategy MPS Global – 80% Equity	9.09
LifeStrategy MPS Global – 100% Equity	10.91

Peer group quartile ■ Top quartile ■ 2nd quartile ■ 3rd quartile ■ 4th quartile



Past performance is not a reliable indicator of future results. Peer group rankings are historical and do not predict future relative performance.

Source: Morningstar and Vanguard, as at 31 March 2026. Peer groups based on IA sector peer categories using oldest share class and GBP share class.

Performance is in GBP and figures include the reinvestment of all dividends and any capital gains distributions, net of fees. Basis of fund performance NAV to NAV with gross income reinvested. LifeStrategy Equity Fund inception date: 23 June 2011. LifeStrategy MPS Global: 06 June 2022.

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All-in cost⁽²⁾**

**ActiveLife
Climate Aware**

Fund

**0.48%
OCF⁽¹⁾**



Source: Vanguard data, as at June 2026.

¹ The Ongoing Charges Figure (OCF) covers administration, audit, depository, legal, registration and regulatory expenses incurred in respect of the funds..

² All-in costs include Ongoing Charges Figures (OCF) and an annual portfolio management fee that covers the discretionary management of the managed portfolio service, ongoing oversight, and regular rebalancing of the portfolios. The portfolio management fee is exclusive of VAT and any adviser, platform, or dealing charges.

Vanguard ActiveLife Climate Aware performance

Long-term performance (%)	Since inception (annualised)
ActiveLife Climate Aware 40-50% Equity Fund	4.19
ActiveLife Climate Aware 60-70% Equity Fund	8.57
ActiveLife Climate Aware 80-90% Equity Fund	8.38

Peer group quartile ■ Top quartile ■ 2nd quartile ■ 3rd quartile ■ 4th quartile

Past performance is not a reliable indicator of future results. Peer group rankings are historical and do not predict future relative performance. Portfolio construction reflects stated investment considerations and does not guarantee specific ESG or climate outcomes.

Source: Morningstar and Vanguard, as at 31 March 2026. Peer groups based on IA sector peer categories using oldest share class and GBP share class.

Performance is in GBP and figures include the reinvestment of all dividends and any capital gains distributions, net of fees. Basis of fund performance NAV to NAV with gross income reinvested.

ActiveLife Climate Aware 40-50% and 80-90% Equity Fund inception date: 08 December 2021, ActiveLife Climate Aware 60-70% Equity Fund inception date: 25 May 2016 .



Vanguard's multi-asset solutions

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Active

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MPS

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LifeStrategy®

Fund

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MPS

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All-in cost⁽²⁾**

**BlendedLife
Dynamic MPS**

MPS

**0.34 – 0.45%
All-in cost⁽²⁾**

**ActiveLife
Climate Aware**

Fund

**0.48%
OCF⁽¹⁾**



Source: Vanguard data, as at June 2026.

¹ The Ongoing Charges Figure (OCF) covers administration, audit, depository, legal, registration and regulatory expenses incurred in respect of the funds.

² All-in costs include Ongoing Charges Figures (OCF) and an annual portfolio management fee that covers the discretionary management of the managed portfolio service, ongoing oversight, and regular rebalancing of the portfolios. The portfolio management fee is exclusive of VAT and any adviser, platform, or dealing charges.

BlendedLife Dynamic MPS

Vanguard

Index

1976 | Vanguard index launched

\$10.0tr | Vanguard index global AUM

50million+ | Vanguard clients globally

Vanguard

Oversight and Manager search

Active

50+ years | selecting and overseeing active managers

\$1.9tr | Vanguard active global AUM

83% | Global active strategies outperform peers over 10 years¹

\$420bn | Wellington and Vanguard global partnership²

1928 | Wellington founded

\$1.3tr | Wellington global AUM³



WELLINGTON MANAGEMENT®



Sources: Vanguard as at 31 March 2026. (1) <https://investor.vanguard.com/investment-products/actively-managed-funds>; (2) Vanguard as at 30 June 2025; (3) Wellington Management Group of companies as at December 2025.

Vanguard's multi-asset solutions

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Fund

**0.48%
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Custom Model Portfolio Solutions



Source: Vanguard data, as at June 2026.

¹ The Ongoing Charges Figure (OCF) covers administration, audit, depository, legal, registration and regulatory expenses incurred in respect of the funds.

² All-in costs include Ongoing Charges Figures (OCF) and an annual portfolio management fee that covers the discretionary management of the managed portfolio service, ongoing oversight, and regular rebalancing of the portfolios. The portfolio management fee is exclusive of VAT and any adviser, platform, or dealing charges.

Outsourcing delivers
tangible benefits
for your business
and clients



Vanguard is the
global provider of
choice for financial
advisers



Holistic client and
business support



Vanguard[®]

Powering your business towards 2030

1

Sharing perspective,
not prescriptions, on AI

2

Navigating regulatory
change, together

3

One stop shop for your
advisor solutions



Sources

Slides 5 and 6

Line of Duty (BBC One) [deadline.com](https://www.bbc.com/news/articles/cev1r8vee0eo)

<https://www.bbc.co.uk/news/articles/cev1r8vee0eo>

Succession (HBO)

HBO - <https://www.rottentomatoes.com/tv/succession/s03>

Suez Canal

By NASA JSC ISS image library - <https://eol.jsc.nasa.gov/SearchPhotos/photo.pl?mission=ISS064&roll=E&frame=48480>, Public Domain,
<https://commons.wikimedia.org/w/index.php?curid=129747075>

Bitcoin chart

<https://charts.bitbo.io/price/2021>

NFTs

https://socialbook.io/blog/what_is_an_nft/

Succession

By HBO - <https://www.rottentomatoes.com/tv/succession/s03>, Fair use, <https://en.wikipedia.org/w/index.php?curid=78030314>



Rolling annual returns

Year on year returns (%)	1 Apr 2016 - 31 Mar 2017	1 Apr 2017 - 31 Mar 2018	1 Apr 2018 - 31 Mar 2019	1 Apr 2019 - 31 Mar 2020	1 Apr 2020 - 31 Mar 2021	1 Apr 2021 - 31 Mar 2022	1 Apr 2022 - 31 Mar 2023	1 Apr 2023 - 31 Mar 2024	1 Apr 2024 - 31 Mar 2025	1 Apr 2025 - 31 Mar 2026
Vanguard LifeStrategy 100 % Equity Fund Accumulation Shares	30.29	2.38	9.30	-9.38	36.30	11.97	-0.31	17.59	5.70	18.41
Vanguard LifeStrategy 20 % Equity Fund GBP Gross Accumulation Shares	8.28	1.45	4.76	2.29	7.73	-1.02	-8.49	4.86	2.57	6.30
Vanguard LifeStrategy 40 % Equity Fund Accumulation Shares	13.53	1.56	5.76	-0.64	14.27	1.97	-6.62	7.56	2.95	9.07
Vanguard LifeStrategy 60 % Equity Fund Accumulation Shares	18.97	1.89	6.99	-3.57	21.46	5.06	-4.57	10.88	3.98	12.28
Vanguard LifeStrategy 80 % Equity Fund Accumulation Shares	24.55	2.14	8.17	-6.53	28.85	8.42	-2.47	14.18	4.87	15.36
Vanguard ActLife Clmt Awr 60-70% Eq Acc		0.28	8.54	-3.27	22.90	8.47	1.17	11.42	3.93	12.57
Vanguard ActLife Clmt Awr 40-50% Eq Acc							-1.08	9.11	3.94	9.60
Vanguard ActLife Clmt Awr 80-90% Eq Acc							3.61	13.91	3.85	15.49
Vanguard LS 20% Equity MPS Classic	8.69	1.02	4.93	2.26	7.38	-1.06	-8.71	4.57	2.43	5.90
Vanguard LS 40% Equity MPS Classic	13.80	1.33	6.16	-0.54	14.24	1.83	-6.64	7.62	3.24	8.77
Vanguard LS 60% Equity MPS Classic	19.08	1.63	7.30	-3.45	21.40	4.78	-4.57	10.73	4.01	11.70
Vanguard LS 80% Equity MPS Classic	24.54	1.92	8.33	-6.46	28.87	7.79	-2.50	13.93	4.74	14.67
Vanguard LS 100% Equity MPS Classic	30.17	2.20	9.25	-9.57	36.64	10.86	-0.44	17.21	5.43	17.71
Vanguard LS 20% Equity MPS Global	6.41	1.24	4.69	2.53	8.26	-1.70	-5.71	5.97	3.74	5.70
Vanguard LS 40% Equity MPS Global	12.48	1.55	6.16	0.18	15.58	1.22	-4.60	9.30	3.92	8.41
Vanguard LS 60% Equity MPS Global	18.80	1.86	7.52	-2.26	23.22	4.20	-3.52	12.71	4.05	11.16
Vanguard LS 80% Equity MPS Global	25.38	2.15	8.79	-4.79	31.19	7.24	-2.46	16.20	4.11	13.94
Vanguard LS 100% Equity MPS Global	32.22	2.42	9.95	-7.40	39.50	10.34	-1.41	19.77	4.11	16.77



Past performance is not a reliable indicator of future results.

Source: Vanguard. Basis of fund performance is NAV to NAV, with income reinvested. Performance is in GBP, net of fees. Basis of index returns is total return

Investment risk

The value of investments, and the income from them, may fall or rise and investors may get back less than they invested.

Past performance is not a reliable indicator of future results.

Some funds invest in emerging markets which can be more volatile than more established markets. As a result the value of your investment may rise or fall.

Investments in smaller companies may be more volatile than investments in well-established blue chip companies.

The Vanguard LifeStrategy® Funds may invest in Exchange Traded Fund (ETF) shares.

ETF shares can be bought or sold only through a broker. Investing in ETFs entails stockbroker commission and a bid- offer spread which should be considered fully before investing.

Funds investing in fixed interest securities carry the risk of default on repayment and erosion of the capital value of your investment and the level of income may fluctuate. Movements in interest rates are likely to affect the capital value of fixed interest securities. Corporate bonds may provide higher yields but as such may carry greater credit risk increasing the risk of default on repayment and erosion of the capital value of your investment. The level of income may fluctuate and movements in interest rates are likely to affect the capital value of bonds.

The Funds may use derivatives in order to reduce risk or cost and/or generate extra income or growth. The use of derivatives could increase or reduce exposure to underlying assets and result in greater fluctuations of the Fund's net asset value. A derivative is a financial contract whose value is based on the value of a financial asset (such as a share, bond, or currency) or a market index.

For further information on the model portfolio(s) risks please see the Understanding the Risks: Vanguard LifeStrategy model portfolio solutions document at https://www.vanguard.co.uk/content/dam/intl/europe/documents/en/understanding_the_risks_mps.pdf as well as the

“Risk Factors” section of the prospectus of the underlying funds on our website at <https://global.vanguard.com>

For further information on the modelportfolio (s) risks please see the Understanding the Risks: Vanguard BlendedLife Dynamic model portfolio solutions document at <https://www.vanguard.co.uk/content/dam/intl/europe/documents/en/blendedlife-understanding-the-risks.pdf> as well as the

“Risk Factors” section of the prospectus of the underlying funds on our website at <https://global.vanguard.com>

For further information on risks please see the “Risk Factors” section of the prospectus on our website at <https://global.vanguard.com>.



Important information

This is directed at professional investors and should not be distributed to, or relied upon by retail investors.

For further information on the fund's investment policies and risks, please refer to the prospectus of the UCITS/ NURS and to the KIID/KII before making any final investment decisions. The KIID/ KII for this fund is available, alongside the prospectus via Vanguard's website <https://global.vanguard.com/>

For further information on the investment policies and risks of the underlying funds, please refer to the prospectus and KIID of the underlying funds. The KIID for each fund is available, alongside the prospectus via Vanguard's website <https://global.vanguard.com/>. For third-party funds, please visit the respective provider's website.

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