

Key Performance Indicators (KPIs)

We have maintained our six KPIs from last year as they continue to provide the most comprehensive reflection of how the business is managed.

This is split into four financial metrics and two non-financial metrics¹.

Financial KPIs

Our financial metrics cover four key areas of our finances: revenue, profitability, diversification and cash flow.

Strong performance in all of these areas is critical to the success of the business in achieving our strategy.

We have updated our revenue KPI to adjusted total revenue, which includes interest on client money, reflecting the increasing importance of interest as a component of our total income. Accordingly we have also updated our profitability KPI to be adjusted profit before tax margin based on total revenue. Both of these measures are on a continuing operations basis.

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Adjusted total revenue

£967.3m

FY22	£967.3m
FY21	£845.5m

Adjusted total revenue represents revenue from products and services and interest on client money less cost of hedging, excluding certain costs relating to the tastytrade acquisition.

Adjusted profit before tax margin

51.1%

FY22	51.1%
FY21	56.0%

Our profitability measure indicates the extent to which we're able to convert our revenue into profit by well-controlled cost management, as we work to maximise value for investors while investing in appropriate initiatives for growth and resilience.

Adjusted net trading revenue from non-OTC products

16%

FY22	16%
FY21	7%

OTC activity remains our primary source of revenue, however as we continue to diversify our revenue base, we expect the proportion of revenue from non-OTC products to increase.

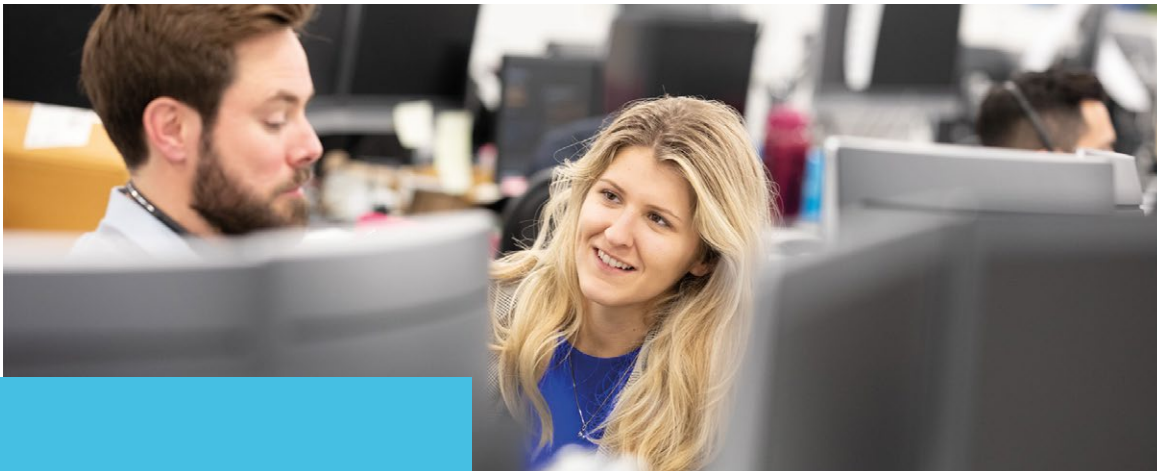
Net own funds generated from operations

£437.3m

FY22	£437.3m
FY21	£422.8m

Our balance sheet strength metric measures the cash we generate. It indicates our ability to keep meeting our financial obligations as they fall due, including broker margin requirements and dividend payments.

¹ Definitions for the individual metrics can be found in 'Group-wide KPI Definitions' on page 196.



Non-financial KPIs

Our non-financial KPIs focus on the size of our core client base and our platform reliability.

We work to retain and grow a high-quality, loyal client base, and deliver platform reliability to provide the best experience for those clients. Please also refer to the ESG KPIs on pages 26 and 33 for information on our progress in our commitment to our stakeholders, environment and community.

These client and ESG metrics help to provide context for our broader progress, beyond our financial KPIs.

Total number of active OTC derivative clients

200,000

FY22	200,000
FY21	216,000

This is a measure of client trading activity. We use OTC derivative clients rather than total active clients, as these represent the majority of our revenues in FY22.

Platform uptime

99.9+%

FY22	99.9+%
FY21	100%

This measures the percentage of time that our trading platforms were online during the financial year.