Press release – Financial information - Full year 2016/2017

Paris, 14 June 2017

Strong full year performance

- Overall revenue for the year 2016/2017 increased 11% to €1,767 million (2015/2016: €1,589 million) and for the fourth quarter by 13% to €487 million (Q4 2015/2016: €433 million)
  - **Rothschild Global Advisory**: record performance for the second successive year with revenue of €1,190 million, up 14% (2015/2016: €1,040 million), driven by both M&A advisory (up 15% year on year) and Financing advisory (up 14% year on year)
  - **Rothschild Private Wealth & Asset Management**: revenue of €405 million, up 7% (2015/2016: €379 million) including Martin Maurel Group for the last quarter (€24 million)
  - **Rothschild Merchant Banking**: revenue up 32% to €141 million (2015/2016: €107 million), reflecting the first recognition of carried interest for FAPI I. When compared to the average last three years revenue is up 30%
- Net income - Group share excluding exceptionals of €193 million, up 43% (2015/2016: €135 million) and Net income - Group share including exceptionals of €186 million, down 20% (2015/2016: €232 million)
- Earnings per share (EPS) excluding exceptionals of €2.74 (2015/2016: €1.95) and EPS including exceptionals of €2.64 (2015/2016:€3.37)
- Negative foreign exchange translation effects of €77 million on revenue but limited to only €9 million on Net income – Group share
- Change of year end from 31 March to 31 December, starting for the nine months to December 2017
- Dividend of €0.68 per share, up 8%

"Results for the year 2016/2017 are evidence of the success of our underlying strategy to offer the highest quality advice and service across all three business lines. Over the past 12 months we have seen significant growth in both revenue and earnings in each division," said Nigel Higgins and Olivier Pécoux, Managing Partners of Rothschild & Co.

"Our Global Advisory business delivered record annual revenue. Despite a global M&A market which is starting to show signs of slowing down, we outperformed the market taking share in our core markets, increasing our operating margin and improving our position in the Advisory rankings. We successfully continued to be highly active in complex debt advisory and restructuring situations and advised on more European equity assignments than any other independent adviser. In North America, a key area of growth for us, we announced the opening of two new offices and strengthened our senior team.

"In an unpredictable and challenging economic environment our Private Wealth and Asset Management business showed steady growth, increasing both revenues and assets under management. The demand for our objective and top quality advice remains high across all markets. In France, the merger with Martin Maurel is progressing rapidly and contributed positively to our results for the last quarter.

"Our Merchant Banking business goes from strength to strength. The division remains highly selective in its investment decisions and has generated excellent returns, boosted for the first time this year by carried interest on its fund FAPI I.

"The outlook for the current financial year of nine months remains positive. We are fully prepared to manage the business in volatile markets to ensure that we maintain a solid performance." ENDS –

1. Summary Income Statement

(in €m)	Page	2016/17 [1]	2015/16	*Var*	*Var %*
Revenue	**3 - 6**	**1,767**	**1,589**	***178***	***11%***
Staff costs	6	(1,016)	(954)	*62*	*6%*
Administrative expenses	6	(279)	(267)	*12*	*4%*
Depreciation and amortisation		(32)	(37)	*(5)*	*(14)%*
Impairments	6	(11)	(12)	*(1)*	*(8)%*
Operating Income		**429**	**319**	***110***	***34%***
Other income / (expense) (net)	6	7	103	*(96)*	*(93)%*
Profit before tax		**436**	**422**	***14***	***3%***
Income tax	6	(70)	(65)	*5*	*8%*
Consolidated net income		**366**	**357**	***9***	***3%***
Non-controlling interests	6	(180)	(125)	*55*	*44%*
Net income - Group share		**186**	**232**	***(46)***	***(20)%***
Exceptionals	9	7	(97)	*(104)*	*(108)%*
Net income - Group share excl. exceptionals		**193**	**135**	***58***	***43%***
Earnings per share [2]		*2.64 €*	*3.37 €*	*(0.73) €*	*(22)%*
EPS excl. exceptionals		***2.74 €***	***1.95 €***	***0.79 €***	***41%***
ROTE		*14.0%*	*19.4%*		
ROTE excl. exceptionals		***14.6%***	***11.3%***		

[1] *The foreign exchange translation effect between 2015/2016 and 2016/2017 is:*

- *a negative impact on revenue of €77 million*
- *a negative impact on Net income – Group share of €9 million*

[2] *Diluted EPS is €2.60 for FY 2016/ 2017 (2015/2016: €3.32).*

An analysis of exceptional items is shown in Appendix B.

A presentation of Alternative Performance Measures is shown in Appendix G.

The Supervisory Board of Rothschild & Co SCA met on 14 June 2017 to review the consolidated financial statements for the year from 1 April 2016 to 31 March 2017; these accounts had been previously approved by Rothschild & Co Gestion SAS, Managing Partner of Rothschild & Co.

2. Business activities

Rothschild & Co has two main activities within its Group: (1) Rothschild Global Advisory (Global Advisory) which focuses on providing advice in the areas of M&A and strategic advisory, Debt, Restructuring and Equity; and (2) Asset Management in a broad sense which comprises Private Wealth & Asset Management and Merchant Banking.

2.1 Rothschild Global Advisory

For the year to March 2017, Global Advisory delivered record annual revenue of €1,190 million, 14% higher than last financial year. Operating income rose to €203 million (2015/2016: €167 million), an increase of 22% with a 17% operating income margin. Consistent with expectations outlined in the Group's full year 2015/2016 results announcement, the operating income margin includes investment in the development of our US M&A franchise; excluding this investment, the operating income margin was 19%. The compensation ratio for this division, which shows staff costs as a percentage of revenues, was 64.6% as at 31 March 2017 (31 March 2016: 64.8%) after adjusting for the effects of leaver costs and senior hiring in the US.

Global Advisory ranked 5th globally by financial advisory revenue for the year to March 2017, improving our position from 6th in the prior year. We continue to outperform compared to the overall M&A market, ranking 1st globally by number of completed transactions in the 12 months to March 2017 (2015/2016: 3rd globally), as well as extending our leadership position in Europe. As a result, and within the context of a 7% fall in global completed M&A deal values for the year to March 2017, M&A advisory revenue increased by 15% to €875 million year on year (2015/2016: €763 million).

Financing advisory revenue increased by 14% to €315 million (2015/2016: €277 million). During the year, we continued to be highly active in large and complex debt advisory and restructuring situations, providing independent advice to clients on over 230 debt and restructuring transactions with a total value close to US$190 billion. For restructuring assignments completed during the financial year, we improved our competitive position compared to 2015/2016, ranking 1st by number of transactions in Europe (2015/2016: 2nd) and 2nd by number of transactions globally (2015/2016: 4th). We provided equity advisory services during the financial year with a total value close to US$40 billion, and we continue to advise on more European equity assignments than any other independent adviser.

The quality of our people is our principal competitive advantage and we continue to add to and strengthen our senior team. During the year, we recruited new Managing Directors into our offices in the United States, UK, Spain and Germany. In the US, new joiners included a new Head of North America and a new Head of M&A in North America. We also opened a new office in Chicago and more recently announced the launch of a new office in the San Francisco Bay area. In total, we have recruited six Managing Directors into our M&A team in the US during the financial year.

We acquired two new teams: a new M&A advisory team in Belgium, significantly enhancing our market position in the country; and in the UK, Scott Harris, an independent specialist equity marketing consultancy. We opened a new wholly owned subsidiary in Tokyo with a view to increasing our Japanese business flow and acknowledging the structural importance of Japanese outbound M&A activity. This office will employ the full team from our alliance partner Global Advisory Japan, with whom we have had a successful relationship for the past eight years.

Global Advisory advised the following clients on significant advisory assignments in 2016/2017:

- **Coca-Cola Iberian Partners** on its €23.1 billion three way merger with Coca-Cola Enterprises and Coca-Cola Erfrischungsgetränke to create Coca-Cola European Partners;
- **Boehringer Ingelheim** on its €22.8 billion strategic asset swap with Sanofi;
- **Technip** on its €11 billion combination with FMC Technologies to create TechnipFMC;
- **Meda** on its US$10 billion recommended takeover by Mylan;
- **Asahi Group Holdings** on its €7.3 billion acquisition of SABMiller's Central and Eastern European business, and its €2.55 billion acquisition of Peroni, Grolsch and Meantime, from Anheuser-Busch InBev.

In addition, we continue to work on some of the largest and most complex announced transactions globally, including acting as financial adviser to:

– **Bayer** on its US$66 billion all-cash offer to acquire Monsanto**;**
– **Essilor** on its €47 billion combination with Luxottica;
– **Vodafone Group** on its US$24 billion merger of Vodafone India and Idea Cellular;
– **Intel Corporation** on its US$15.3 billion acquisition of Mobileye.
– **and the Arnault Family** on its €12 billion acquisition of Christian Dior minority shareholders, with concurrent advice to Christian Dior on its €6.5 billion disposal of Christian Dior Couture to LVMH;

For further examples of Global Advisory assignments completed during the financial year, please refer to Appendix F.

2.2 Asset Management

Our Asset Management business, in a broad sense, comprises Rothschild Private Wealth, Rothschild Asset Management and Rothschild Merchant Banking. Revenue for the year to March 2017 was €546 million (2015/2016: €486 million) and operating income was €103 million (2015/2016: €82 million), mainly due to strong performance within the Merchant Banking division.

Rothschild Private Wealth & Asset Management

Rothschild Private Wealth & Asset Management revenue for the year to March 2017 was €405 million, up 7% (2015/2016: €379 million). The increase is mainly due to the merger with Compagnie Financière Martin Maurel (CFMM) that occurred on 2 January 2017 and contributed €24 million of revenue.

The merger between Rothschild & Co and CFMM to combine our French activities in private banking and asset management and thereby creating one of France's leading independent private banks was completed in January. The operational integration of the two private banks Rothschild Patrimoine and Banque Martin Maurel is on track and should be finalised in the next quarter so as to create a combined group operating under the name "Rothschild Martin Maurel".

Assets under Management increased by 33% to €66.6 billion in the 12 months to March 2017 (2015/2016: €50.2 billion), due to €10 billion from the merger with CFMM, net inflows of €1.2 billion and market appreciation and exchange rate effects of €5.2 billion. Net new assets were driven by inflows of €0.3 billion in Wealth Management and of €0.9 billion in Asset Management, especially in the US.

The table below presents the progress in assets under management.

In € billion	4th Quarter		12 Months		
	2016/2017	**2015/2016**	**2016/2017 excl. CFMM**	**2016/2017 incl. CFMM**	**2015/2016**
AuM opening	**54.0**	**51.0**	**50.2**	**50.2**	**52.1**
CFMM merger	10.0	-	-	10.0	-
Net new assets	0.8	1.5	1.1	1.2	2.6
Market and exchange rate	1.8	(2.3)	5.0	5.2	(4.5)
AuM closing	**66.6**	**50.2**	**56.3**	**66.6**	**50.2**

Markets have started to stabilise in the recent months, after a period of sustained volatility that was influenced by central bank policies and geopolitical events. The US equity markets continue to be buoyed by the expectation of tax cuts and a reduced regulatory burden. The UK's decision to exit the European Union (Brexit) and subsequent triggering of Article 50 have caused significant volatility in global markets, particularly the currency markets. The long term impact of Brexit is yet to be determined and markets remain sensitive to the uncertainties arising out of this. We view our overall results positively given the uncertain market conditions faced by the entire financial services industry.

Rothschild Merchant Banking

Rothschild Merchant Banking (Merchant Banking) continued to perform strongly during 2016/2017 generating revenue of €141 million (2015/2016: €107 million), an increase of 32%. This significant improvement was driven by the performance of the funds forming part of the Five Arrows business line (corporate private equity, secondaries and private debt) driving both investment gains for the Group and carried interest recognition.

Revenue from Merchant Banking comprises two main sources:

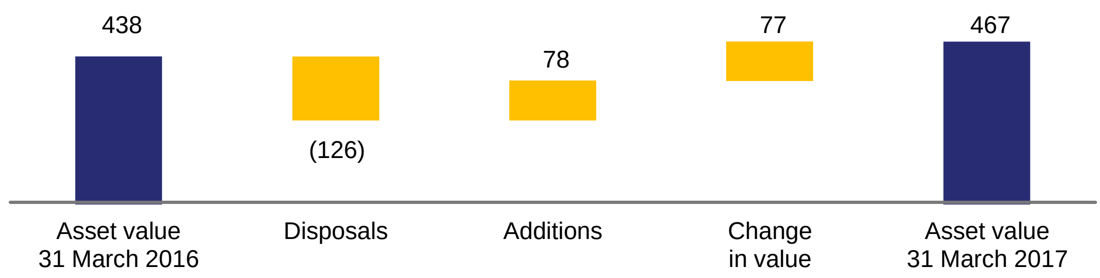
- Recurring revenue of €51 million was made up of management fees net of placement fees (2015/2016: €44 million),
- Investment performance related revenue of €90 million (2015/2016: €63 million) comprised:
  - €35 million of carried interest (2015/2016: €2 million),
  - €57 million of realised and unrealised investment gains and dividend (2015/2016: €73 million),
  - less €2 million of provisions (2015/2016: €12 million).

The alignment of interests between the Group and third party investors remains a key differentiator. During the year the Group's share of the investment made by the division amounted to €78 million, of which €64 million was the Group's own investments in funds managed by Merchant Banking, and €14 million in proprietary investments (including those made as part of the Rothschild Private Opportunities co-investment programme).

Disposals generated proceeds of €126 million following the sale of investments in LPCR, a childcare operator (2.6x MOIC[1]), Grand Frais, a fresh food retailer (3.1x MOIC), Autodata, a provider of technical automotive data (2.5x MOIC), Infopro, a professional information services provider (2.5x MOIC) and RAC, a UK breakdown assistance provider (3.5x MOIC).

Evolution in asset value of the Group's Merchant Banking assets

(in €m)	**31 March 2017**	**31 March 2016**
Managed private funds	285	244
Rothschild proprietary investments & other	182	194
Total gross assets	**467**	**438**



Thanks to the team's strong track record in private equity and private debt across multiple economic and credit cycles, the division continues to expand.

During the year, within the private equity funds, Merchant Banking raised €158 million for Arolla, a global multi-manager private equity platform which subsequently completed its final closing at €195 million. The division raised €459 million for Five Arrows Secondary Opportunities IV ("FASO IV"), the European small and mid-cap secondary transactions successor fund to FASO III. In line with recent intermediary closings where funds raised have been significantly superior to expectations, both funds have exceeded their target size.

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[1] MOIC stands for Multiple On Invested Capital

Within the private debt funds, Merchant Banking held a first closing of its new €159 million Five Arrows Direct Lending fund which will invest principally in senior-secured unitranche and second lien instruments issued by European mid-market companies. In addition Rothschild Credit Management raised €300 million via three new managed accounts and €275 million for its Oberon III senior debt fund. It also had €122 million of assets in warehouse for Contego IV (its most recent European CLO which priced in May 2017 at €362m) and its North America business priced a US$300 million CLO, Ocean Trails VI, in June 2016.

Merchant Banking's assets under management were €6.2 billion as at 31 March 2017 compared to €4.8 billion as at 31 March 2016.

3. Consolidated financial results

3.1 Revenue

For the year ended 31 March 2017, revenue was €1,767 million (2015/2016: €1,589 million), representing an increase of €178 million or +11%. The uplift was largely due to a record year in Global Advisory whose revenues increased by €150 million and Merchant Banking by €34 million. Private Wealth and Asset Management revenues were up €26 million of which €24 million was due to the merger with CFMM. When comparing these revenues with the previous year, it should be noted that it includes FALG for seven months in 2015/2016 amounting to €23 million. The translation impact of exchange rate fluctuations resulted in a decrease in revenue of €77 million.

3.2 Operating expenses

Staff costs

For the year ended 31 March 2017, staff costs were €1,016 million (2015/2016: €954 million), representing an increase of €62 million, largely due to higher variable staff compensation in connection with record revenues in Global Advisory. The translation impact of exchange rate fluctuations resulted in a decrease in staff costs of €54 million.

The Group's compensation ratio, which shows Total staff costs as a percentage of revenues, was 64.6% as at 31 March 2017 (31 March 2016: 64.8%). When adjusting for the effects of senior hiring in the US for the advisory business, and exchange rates, the ratio decreased from 63.7% to 63.4%. For more explanations about the calculation, please refer to Appendix G.

Overall Group headcount increased from 2,829 to 3,410 as at 31 March 2017, largely due to the merger of CFMM (+463), new junior staff recruitment and hires in the US.

Administrative expenses

For the year ended 31 March 2017, administrative expenses were €279 million (2015/2016: €267 million), a net increase of €12 million, of which €11 million relates to integration costs in respect of the merger with CFMM. The translation impact of exchange rate fluctuations resulted in a decrease in administrative expenses of €8 million.

Impairment charges and loan provisions

For the year ended 31 March 2017, impairment charges and loan provisions were €11 million compared to €12 million the previous year. Of this amount, €3 million is related to the legacy banking book and the remainder mainly relates to Global Advisory receivables.

3.3 Other income / (expenses)

For the year ended 31 March 2017, other income and expenses, which include results from equity accounted companies, was a net income of €7 million (2015/2016: €103 million). Last year's figure included €99 million of exceptional profit following the sale of our UK asset finance business, FALG.

3.4 *Income tax*

For the year ended 31 March 2017, the income tax charge was €70 million (2015/2016: €65 million) comprising a current tax charge of €64 million and a deferred tax charge of €6 million, giving a reported tax rate of 16.1% (2015/2016: 15.4%).

3.5 *Non-controlling interests*

For the year ended 31 March 2017, the charge for Non-controlling interests was €180 million (2015/2016: €125 million). This mainly comprises interest on perpetual subordinated debt and preferred dividends payable to French partners that increased over the period in line with the strong performance of the French Global Advisory business.

4. Financial structure

As a result of the sale of FALG in November 2015 and the repayment of customer deposits, N M Rothschild & Sons Ltd, the main UK operating subsidiary of Rothschild & Co, retired its UK deposit-taking licence on 19 September 2016. In addition, on 3 October 2016, the Group's two banks in Guernsey were amalgamated to form a single entity, Rothschild Bank International Ltd, which now holds the only Group banking licence in Guernsey.

The Group continues to maintain a high level of liquidity. As at 31 March 2017, cash placed with central banks and banks accounted for 48% of total assets (53% at 31 March 2016).

The Group is regulated by the French Prudential and Resolution Authority (ACPR: *Autorité de Contrôle Prudentiel et de Résolution*) as a financial company (*Compagnie Financière*).

The ratios, set out below under full application of the Basel 3 rules, are comfortably above the minimum requirement:

	31/03/2017 excluding CFMM	31/03/2017 including CFMM	31/03/2016	Full Basel 3 minimum with the CCB (Capital Conservation Buffer)
Common Equity Tier 1 ratio	21.0%	18.2%	20.6%	7.0%
Global solvency ratio	22.1%	19.1%	22.4%	10.5%

5. Brexit

A year after the vote for Brexit, the full impact of this decision on the relationship between the UK and the EU is far from clear, and it is unlikely to become so in 2017. Indeed, it is possible, given the complexity of the issues at stake, that some transitional arrangement will be required before the final negotiated position is reached and therefore we face an extended period of uncertainty.

As a firm which has operations in all the major economies of Europe the implications for our business model are relatively modest. Our multiple location model is resilient and very few changes to our legal and operating structure will be required as a consequence of Brexit. The biggest risk for our business is the impact on the UK economic environment.

We continue to monitor these issues closely. Nevertheless, as previously stated, we believe that overall, Brexit will not be a significant challenge for our business.

6. Change of year end

Rothschild & Co will change its financial year end from 31 March to 31 December. The current period will be for the nine months from 1 April 2017 to 31 December 2017 with the results for this period being published in March 2018. The half year results for the six months from 1 April to 30 September 2017 will be published, as usual, in November 2017.

7. Outlook

In Global Advisory, despite lower M&A market activity in the first quarter of 2017, the conditions for M&A continue to be positive. We therefore expect the M&A market overall to be active for the rest of 2017, although the Group remains alert to the potential risk of volatility. We continue to recruit senior bankers in the US market where we foresee strong potential for growth for our franchise over the next few years. This recruitment will marginally dilute our Global Advisory operating income during the investment phase.

Private Wealth & Asset Management is well positioned to deliver net assets inflows. The Martin Maurel integration will clearly contribute to growth in our market share in France.

In Merchant Banking, whilst the environment is very competitive, private equity markets remain healthy for value accretion and disposals. We remain confident that assets under management will continue to grow due to the successful launch of debt and equity funds and the ability of our teams to develop new opportunities in line with their disciplined investment process.

Financial calendar:

▪ 9 August 2017	First quarter information to 30 June 2017
▪ 28 September 2017	AGM
▪ 4 October 2017	Payment of dividend
▪ 28 November 2017	Half year results to 30 September 2017
▪ 13 March 2018	9 months results to December 2017

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About Rothschild & Co

With a team of c.3,400 talented financial services specialists on the ground in over 40 countries across the world, our integrated global network of trusted professionals provide in-depth market intelligence and effective long-term solutions for our clients in Global Advisory, Private Wealth, Asset Management, and Merchant Banking. Rothschild & Co is family-controlled and independent and has been at the centre of the world's financial markets for over 200 years.

Rothschild & Co is a French partnership limited by shares (*société en commandite par actions*) listed on Euronext in Paris, Compartment A with a share capital of €154,580,024. Paris trade and companies registry 302 519 228. Registered office: 23 bis avenue de Messine, 75008 Paris, France.

A. Performance by business

(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other businesses and corporate centre	IFRS Reconciliation [1]	2016/2017
Revenues	**1,190**	**546**	**28**	**3**	**1,767**
Operating expenses	(987)	(442)	(64)	166	(1,327)
Impairments	0	0	0	(11)	(11)
Operating income	**203**	**103**	**(36)**	**158**	**429**
Exceptional charges / (profits)	0	11	0	0	11
Operating income without exceptional items	**203**	**114**	**(36)**	**158**	**440**
Operating margin %	*17%*	*21%*			*25%*

(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other businesses and corporate centre	IFRS Reconciliation [1]	2015/2016
Revenues	**1,040**	**486**	**55**	**8**	**1,589**
Operating expenses	(873)	(404)	(102)	121	(1,258)
Impairments	0	0	0	(12)	(12)
Operating income	**167**	**82**	**(47)**	**117**	**319**
Exceptional charges / (profits)	0	0	8	(10)	(2)
Operating income without exceptional items	**167**	**82**	**(39)**	**107**	**317**
Operating margin %	*16%*	*17%*			*20%*

1 *IFRS reconciliation mainly reflects: the treatment of profit share paid to French partners as non-controlling interests; accounting for deferred bonuses over the period that they are earned; the application of IAS 19 for defined benefit pension schemes; and reallocation of impairments and certain operating expenses.*

B. Exceptional items

(in €m)	2016/2017			2015/2016		
	PBT	PATMI	*EPS*	PBT	PATMI	*EPS*
As reported	**436**	**186**	***2.64 €***	**422**	**232**	***3.37 €***
- CFMM integration costs	(11)	(7)	*(0.10) €*	-	-	-
- Pensions credit	-	-	-	10	6	*0.09 €*
- Swap settlement cost	-	-	-	(8)	(6)	*(0.09) €*
- FALG Sale gain	-	-	-	99	97	*1.42 €*
Total Exceptional Costs (-) / Gains	**(11)**	**(7)**	***(0.10) €***	**101**	**97**	***1.42 €***
Excluding "Exceptionals"	**447**	**193**	***2.74 €***	**321**	**135**	***1.95 €***

C. Quarterly progression of revenue

In €m		2016/2017	2015/2016	Var
Rothschild Global Advisory	1st quarter	240.3	208.3	+15%
	2nd quarter	296.3	189.0	+57%
	3rd quarter	324.7	333.8	-3%
	4th quarter	**328.2**	**309.3**	**+6%**
	Total	**1,189.5**	**1,040.4**	**+14%**
Asset Management	1st quarter	145.2	121.8	+19%
	2nd quarter	107.1	132.7	-19%
	3rd quarter	145.6	128.5	+13%
	4th quarter	**147.8**	**103.4**	**+43%**
	Total	**545.7**	**486.4**	**+12%**
Of which Rothschild Private Wealth & Rothschild Asset Management	*1st quarter*	*89.4*	*94.4*	-5%
	2nd quarter	*90.3*	*92.5*	-2%
	3rd quarter	*96.7*	*100.8*	-4%
	4th quarter	***128.3***	***91.6***	**+40%**
	Total	***404.7***	***379.3***	**+7%**
Of which Rothschild Merchant Banking	*1st quarter*	*55.8*	*27.4*	+104%
	2nd quarter	*16.8*	*40.2*	-58%
	3rd quarter	*48.9*	*27.7*	+77%
	4th quarter	***19.5***	***11.8***	**+65%**
	Total	***141.0***	***107.1***	**+32%**
Other businesses and corporate centre	1st quarter	8.5	19.6	-57%
	2nd quarter	8.2	18.9	-57%
	3rd quarter	8.7	9.9	-12%
	4th quarter	**3.5**	**7.6**	**-54%**
	Total	**28.9**	**56.0**	**-48%**
IFRS reconciliation	1st quarter	(3.8)	(9.3)	n/a
	2nd quarter	0.7	(1.8)	n/a
	3rd quarter	(1.6)	4.9	n/a
	4th quarter	**7.7**	**12.3**	**-37%**
	Total	**3.0**	**6.1**	**-51%**
Total Group Revenues	**1st quarter**	**390.2**	**340.4**	**+15%**
	2nd quarter	**412.3**	**338.8**	**+22%**
	3rd quarter	**477.4**	**477.1**	**+0%**
	4th quarter	**487.2**	**432.6**	**+13%**
	Total	**1,767.1**	**1,588.9**	**+11%**

D. Summary Balance sheet

(in €bn)	31/03/2017	31/03/2016	*Var*
Cash and amounts due from central banks	3.9	3.5	*0.4*
Cash placed with banks	1.9	1.2	*0.7*
Loans and advances to customers	2.9	1.5	*1.4*
of which Private client lending	*2.3*	*1.3*	*1.0*
Debt and equity securities	2.1	1.5	*0.6*
Other assets	1.4	1.3	*0.1*
Total assets	**12.2**	**9.0**	***3.2***
Due to customers	8.1	5.5	*2.6*
Other liabilities	1.8	1.5	*0.3*
Shareholders' equity - Group share	1.8	1.5	*0.3*
Non-controlling interests	0.5	0.5	*0.0*
Total capital and liabilities	**12.2**	**9.0**	***3.2***

The foreign exchange translation effect between 31 March 2017 and 31 March 2016 was insignificant.

E. FX rates

P&L

Rates	**2016/2017**	**2015/2016**	***Var***
€ / GBP	0.8412	0.7329	*15%*
€ / CHF	1.0835	1.0734	*1%*
€ / USD	1.0975	1.1042	*(1)%*

Balance sheet

Rates	**31/3/2017**	**31/3/2016**	***Var***
€ / GBP	0.8553	0.7916	*8%*
€ / CHF	1.0706	1.0931	*(2)%*
€ / USD	1.0695	1.1385	*(6)%*

F. Global Advisory track record

Rothschild Global Advisory advised the following clients on notable transactions completed in the twelve months to 31 March 2017

M&A and strategic advisory

- Coca-Cola Iberian Partners, the independent bottler for Spain, Portugal and Andorra, on its three-way merger with Coca-Cola Enterprises and Coca-Cola Erfrischungsgetränke to create Coca-Cola European Partners (€23.1billion, Spain, Germany and United States)
- Boehringer Ingelheim, the leading pharmaceutical company, on its strategic asset swap with Sanofi (€22.8 billion, Germany, France)
- Credit Agricole, the leading French banking group, on the buy-back of its 25% stake in Caisses Régionales (€18 billion, France)
- Technip, the world leader in project management, engineering and construction for the energy industry, on its combination with FMC Technologies to create TechnipFMC (€11 billion, France and United States)
- Meda AB, a leading specialty pharmaceuticals company, on its recommended takeover by Mylan (US$10 billion, Sweden and United States)
- Asahi Group Holdings, the leading Japanese beverage company, on its acquisitions of SABMiller's Central and Eastern European business, and of Peroni, Grolsch and Meantime, from Anheuser-Busch InBev (€7.3 billion and €2.55 billion, Japan and various)
- BM&FBOVESPA, the only securities, commodities and futures exchange in Brazil, on its combination with Cetip (US$11.2 billion, Brazil)
- Rexam, the global beverage can maker, on its acquisition by Ball Corp (£4.4 billion, United Kingdom and United States)
- Al Khair, the private conglomerate operating in more than 25 countries and with interests in a broad range of sectors, on the sale of its 69% stake in Kuwait Food Company (Americana) to Adeptio (US$3.4 billion, UAE and Kuwait)
- Norrporten (and shareholders), the Swedish property company, on its sale to Castellum (€2.8 billion, Sweden)
- AccorHotels, the operator and franchiser of 3,900 hotels on five continents, on its acquisition of Fairmont Raffles from Qatar Investment Authority, Kingdom Holding Company of Saudi Arabia and Oxford Properties (US$2.9 billion, France, Canada and various Middle East)
- Hostess Brands, the leading premium player in the US sweet baked goods category, on its merger with Gores Holdings (US$2.24 billion, United States)
- Consortium of IOCL, OIL and BPRL, a group of Indian oil and petrol companies, on its acquisition of a 23.9% stake in Vankor from Rosneft (US$2 billion, India and Russia)
- Epiris and Alchemy Partners, the private equity fund managers, on their sale of Parkdean Resorts to Onex (£1.35 billion, United Kingdom)
- Ferrovie dello Stato Italiane, the government-owned holding company that manages infrastructure and services on the Italian rail network, on its privatisation of the retail business of Grandi Stazioni (€1.0 billion, Italy)
- Punch PowerTrain, the supplier of fuel efficient powertrains, on its sale to Yinyi Group (€1 billion, Belgium and China)

Financing advisory

- Teva Pharmaceutical, the world's largest generic medicines producer, on its multi-currency offering of senior notes (US$20.4 billion, Israel)
- L&Q and East Thames, one of the leading social housing associations in the UK, on the refinancing of their merged housing associations (£4.7 billion, United Kingdom)
- RWE, the German energy company, and its subsidiary Innogy, on the IPO of Innogy on the Frankfurt Stock Exchange (€4.6 billion, Germany)
- Alpha Natural Resources, the world's third-largest metallurgical coal supplier, on its Chapter 11 restructuring and emergence from bankruptcy (US$3.9 billion, United States)
- Odebrecht Agroindustrial, the second largest sugar and ethanol producer in Brazil, on its restructuring of debt facilities (US$3.3 billion, Brazil)
- Kingdom of Denmark Ministry of Finance on its privatisation IPO of DONG Energy, the leading energy group in Northern Europe, on the Nasdaq Copenhagen (€2.6 billion, Denmark)
- Airbus Group, a global leader in aeronautics, space and defence-related services, on its combo offering in Dassault Aviation shares (€2.4 billion, France)
- Play (and Shareholders), the second-largest mobile network operator in Poland, on its High Yield Bond and recapitalisation (€2.1 billion, Poland)
- EnQuest, the North Sea oil company, on its restructuring of bank debt, High Yield Notes, Retail Notes and Surety Bonds (US$2 billion, United Kingdom)
- Solocal, the digital local communication company, on its debt restructuring including rights issue (€1.2 billion and €398 million respectively, France)
- Apollo Management, the global alternative investment manager, on its IPO of Athene Holding, a retirement savings products company, on the New York Stock Exchange (US$1.24billion, United States)
- China Resources Beer, the market leader in the Chinese beer industry, on its rights issue in relation to its acquisition of a minority stake in China Resources Snow Breweries (US$1.2 billion, Hong Kong)
- Arqiva, the telecommunications company providing infrastructure and broadcast transmission facilities, on its refinancing of senior WBS debt and 13 year swap reprofiling (£1.1 billion and £350 million respectively, United Kingdom)
- NLFI, the corporate governance organisation created by the Dutch State, on its privatisation IPO of ASR Nederland, a leading Dutch insurance company, on the Euronext Amsterdam (€1.06 billion, Netherlands)
- Royal Philips, the leading health technology company, on the IPO of its lighting division, Philips Lighting on the Euronext Amsterdam (€863 million, Netherlands)
- Parques Reunidos (and shareholders), the leisure park operator, on its post-IPO refinancing (€775 million, Spain)

G. Alternative performance measures (APM) - Article 223-1 of the AMF's General Regulation

Alternative Performance Measures	Definition	Reason for use	Reference to the data in the Press release
Net income – Group share excluding exceptionals	Net income attributable to equity holders excluding exceptional items	To measure Net result Group share of Rothschild & Co excluding exceptional items of a significant amount	Please refer to Appendix B.
EPS excluding exceptionals	EPS excluding exceptional items	To measure Earnings per share excluding exceptional items of a significant amount	Please refer to Appendix B.
Adjusted compensation ratio	Ratio between adjusted staff costs (€1,120m for 2016/2017 and €1,012m for 2015/2016) divided by consolidated Net Banking Income of Rothschild & Co (€1,767m for 2016/2017 and €1,589m for 2015/2016). Adjusted staff costs represent: 1. staff costs accounted in the income statement (which include the effects of accounting for deferred bonuses over the period in which they are earned as opposed to the "awarded" basis) 2. to which must be added the amount of profit share paid to the French partners 3. from which must deducted redundancy costs, revaluation of share-based employee liabilities and acquisition costs treated as employee compensation under IFRS - **which gives Total staff costs** (€1,142m for 2016/2017 and €1,030m for 2015/2016) **in calculating the basic compensation ratio** 4. from which the investment costs related to the recruitment of senior bankers in the United States must be deducted, 5. the amount of adjusted staff costs is restated by the exchange rate effect to offset the exchange rate fluctuations from one year to the next - **which gives the adjusted staff costs** (€1,120m for 2016/2017 and €1,012m for 2015/2016) **for compensation ratio**.	To measure the proportion of Net Banking Income granted to all employees. Key indicator for competitor listed investment banks. Rothschild & Co calculates this ratio with adjustments to give the fairest and closest calculation to that used by other comparable listed companies.	Please refer to § 3.2 Operating expenses / Staff costs
Return on Tangible Equity (ROTE) excluding exceptional items	Ratio between Net income - Group share excluding exceptional items (€193m for 2016/2017 and €135m for 2015/2016) and average tangible equity Group share over the period (€1,325m for 2016/2017 and €1,195m for 2015/2016). Tangible equity corresponds to total equity Group share less intangible assets and goodwill	To measure the overall profitability of Rothschild & Co excluding exceptional items on the equity capital in the business	Please refer to § 1. Summary income statement
Rothschild Global Advisory Operating margin	Rothschild Global Advisory Operating income (€203m for 2016/2017 and €167m for 2015/2016) divided by Rothschild Global Advisory revenue (€1,190m for 2016/2017 and €1,040m for 2015/2016).	To measure Rothschild Global Advisory business profitability	Please refer to § 2.1. Rothschild Global Advisory.
Rothschild Global Advisory Compensation ratio	Rothschild Global Advisory adjusted staff costs (€769m for 2016/2017 and €674m for 2015/2016) divided by Rothschild Global Advisory revenue (€1,190m for 2016/2017 and €1,040m for 2015/2016). Adjusted staff costs represent: - staff costs accounted in the management accounts for this division on an awarded basis (so not reflecting deferral accounting) - from which the redundancy costs and the investment costs related to the recruitment of senior bankers in the United States must be deducted.	To measure the portion of revenue granted to Rothschild Global Advisory's employees	Please refer to § 2.1. Rothschild Global Advisory.