

Ranking	Company Name	Website	Relevant Turnover (£)	Fees (%)	Firm Size	Sales Size	Branches	Appointed Reps	Investment Business (%)	Mortgage Business (%)	Protection Business (%)	General Insurance (%)	Notes
1	Sesame	www.sesame.co.uk	342,000,000	n/a	550	7,600	4	1,940	25	35	22	18	-
2	Openwork	www.openwork.uk.com	192,400,000	n/a	404	2,634	1	760	31	33	31	5	-
3	HSBC Bank Group	www.hsbc.co.uk	175,584,000	11	800	319	n/a	n/a	90	0	10	0	HSBC Bank Plc - Multi-tied Investments (£55234000) + HSBC Bank Plc - Premier IFA (£106700000) + HSBC Private Bank UK Ltd (£13650000)
4	Barclays Bank	www.barclays.co.uk / financialplanning /	160,000,000	n/a	1,200	900	5	0	n/a	n/a	n/a	n/a	-
5	The Money Portal	www.batesonline.com / www.millfield-partnership.co.uk	135,000,000	12	250	1,020	15	270	83	5	8	4	-
6	Tenet	www.tenetgroup.co.uk	120,000,000	9	282	5,350	2	626	51	16	28	5	-
7	AWD Group Plc	www.awdplc.com	101,500,000	4	1,208	303	25	205	40	30	20	10	-
8	Personal Touch Fin Services	www.personaltouchfs.com	101,000,000	n/a	774	769	660	804	10	50	20	10	-
9	Hargreaves Lansdown Group	www.hargreaveslansdown.co.uk	98,800,000	n/a	648	119	0	0	100	0	0	0	-
10	Positive Solutions Fin Services	www.thinkpositive.com	97,963,000	5	55	1,672	14	1	56	28	11	2	-
11	Towry Law	www.towrylaw.com	50,000,000	100	600	180	11	0	98	0	2	0	-
12	Thinc Group	www.thincdestini.com	44,100,000	n/a	1,030	700	18	117	n/a	n/a	n/a	n/a	Integrated with 'SBJ Benefit Consultants' and 'PIFIC' and rebranded as 'Bluefin' in Sept 2008
13	Burns-Anderson Plc	www.burns-anderson.co.uk	43,000,000	3	75	428	2	219	64	24	6	6	-
14	Lighthouse Group	www.lighthouseifa.com	42,000,000	n/a	778	540	6	200	n/a	n/a	n/a	n/a	-
15	SBJ Benefit Consultants	www.sbjbc.co.uk	35,000,000	90	400	107	8	0	95	0	5	0	Integrated with 'Thinc Group' and 'PIFIC' and rebranded as 'Bluefin' in Sept 2008
16	Origen	www.origenfs.co.uk	34,300,000	15	425	150	10	1	60	2	2	0	-
17	Alexander Forbes Fin Services	www.alexanderforbesfs.co.uk	31,600,000	16	380	126	6	2	10	0	20	0	-
18	Montpelier Group	www.montpeliergroup.com	30,000,000	60	500	60	40	10	33	3	3	1	Not included in 2008 ranking due to more rigorous qualification methodology; considered too European / expat-focused.
19	Sumus	www.sumus.co.uk	30,000,000	10	40	330	5	90	41	13	14	32	Merged with 'Lighthouse Group' in 2008
20	The On-Line Partnership	www.inpartnership.net	30,000,000	5	60	400	3	200	25	30	35	10	-
21	Savills Private Finance	www.spf.co.uk	30,000,000	80	250	120	22	0	5	85	5	5	-
22	Skipton Group	www.skiptonfs.co.uk	28,000,000	90	346	138	79	0	0	10	0	0	-
23	Grant Thornton Group	www.grant-thornton.co.uk	27,531,000	100	108	99	28	0	n/a	n/a	n/a	n/a	-
24	Mercer HR Consulting	www.mercerhr.com	26,000,000	40	70	69	25	0	n/a	n/a	n/a	n/a	-
25	IFG Group	www.ifg.co.uk	25,000,000	55	234	51	6	0	95	0	0	0	-
26	Intrinsic Group	n/a	24,675,000	n/a	85	1,200	0	315	25	30	40	5	-
27	Park Row Associates	www.parkrow.co.uk	23,000,000	100	316	311	40	1	n/a	n/a	n/a	n/a	-
28	Tilney Group	www.bestinvest.co.uk	21,000,000	50	98	40	0	0	90	3	3	3	-
29	Foster Denovo	www.fosterdenovo.com	20,200,000	5	250	123	4	n/a	74	12	14	0	-
30	The RBS Group IFA	n/a	18,541,171	n/a	157	150	15	1	n/a	n/a	n/a	n/a	-
31	Berkeley Morgan Group	www.berkeleymorgan.co.uk	16,500,000	1	22	22	6	2	n/a	n/a	n/a	n/a	-
32	Sage Fin Services	www.sagefinancial.co.uk	16,500,000	n/a	454	450	0	266	n/a	n/a	n/a	n/a	Part of The Money Portal from 2008. Part of Honister Capital from 2009.
33	The Whitechurch Network	www.whitechurchnetwork.com	15,000,000	n/a	30	4	1	170	n/a	n/a	n/a	n/a	-
34	Wesleyan Fin Services	www.bmas.co.uk	15,000,000	n/a	244	233	1	2	n/a	n/a	n/a	n/a	-
35	PSFM	www.psfm.com	14,400,000	25	150	60	10	0	85	5	10	0	-
36	Cavanagh Group	www.cavanagh.co.uk	14,271,544	30	190	80	11	3	85	8	7	0	-
37	The Clarkson Hill Group	www.theclarksonhillgroup.com	14,000,000	18	351	303	13	64	63	18	18	1	-
38	Baigrie Davies & Co	www.baigriedavies.co.uk	14,000,000	14	171	70	3	1	18	3	79	0	-
39	Co-Operative Bank Fin Advisers	www.cbfa.co.uk	14,000,000	5	179	122	1	0	85	0	15	0	-
40	Heath Lambert Consulting	www.heathlambert.com	13,208,000	n/a	49	48	6	0	n/a	n/a	n/a	n/a	-
41	Mint Fin Services	www.mintzone.co.uk	13,100,000	5	300	40	1	230	45	25	25	5	Part of 'Intrinsic Group' from 2008
42	Pantheon Group	www.pantheongroup.co.uk	13,000,000	20	101	39	10	0	60	3	10	0	-
43	Circle Fin Services Plc	www.circlefinancial.co.uk	12,500,000	10	10	10	1	0	n/a	n/a	n/a	n/a	-
44	JS&P	www.jsandp.co.uk	12,000,000	99	3	2	7	0	n/a	n/a	n/a	n/a	Considered part of 'Towry Law' from 2008
45	Torquil Clark Plc	www.tqonline.co.uk	12,000,000	15	154	19	1	4	60	8	30	2	Part of 'Skipton Group' from 2008
46	Coutts & Co	www.coutts.com	11,900,000	n/a	432	352	17	0	n/a	n/a	n/a	n/a	Not included in 2008 ranking due to more rigorous qualification methodology.
47	Standard Fin Group	n/a	10,000,000	10	30	200	1	150	60	30	10	0	Considered part of 'Financial' from 2008
48	Orbit Benefits	www.orbitbenefits.com	9,700,000	12	50	14	0	0	90	0	10	0	Part of 'Thinc Group' from 2008. Part of 'Bluefin' from 2009.
49	Oval Fin Services	www.theovalgroup.com	9,690,000	16	150	69	13	0	85	5	10	0	-
50	The Fry Group	www.thefrygroup.co.uk	9,200,000	20	173	23	5	0	90	5	5	0	-
51	Citygate Money Managers	www.citygatemm.com	9,000,000	10	30	17	3	9	80	10	10	0	-
52	Ashley Law	www.ashleylaw.co.uk	9,000,000	n/a	83	82	57	0	n/a	n/a	n/a	n/a	-
53	T Oscar Rollins & Co	n/a	9,000,000	n/a	9	8	1	0	n/a	n/a	n/a	n/a	-
54	Mattioli Woods Plc	www.mattioli-woods.com	8,997,191	55	115	18	1	0	45	0	0	0	-
55	PIFIC Consulting Plc	www.pific.com	8,900,000	47	90	8	2	0	80	0	20	0	Integrated with 'SBJ Benefit Consultants' and 'Thinc Group' and rebranded as 'Bluefin' in Sept 2008
56	Key Retirement Solutions	www.keyrs.co.uk	8,300,000	50	149	78	1	0	5	95	0	0	-
57	Proact Financial	www.proactfinancial.co.uk	8,120,000	10	46	46	11	0	n/a	n/a	n/a	n/a	-
58	LEBC Group Ltd	www.lebc-group.com	8,100,000	10	111	56	11	0	83	2	16	0	Unable to acquire information for 2008.
59	Smith & Williamson Group	www.smith.williamson.co.uk	8,000,000	100	1,300	224	10	0	96	1	1	0	-
60	Chelsea Fin Services	www.chelseafs.co.uk	7,750,000	n/a	15	3	0	0	100	0	0	0	-
61	Kellands Bristol	www.kelland.co.uk	7,350,000	15	14	13	3	0	n/a	n/a	n/a	n/a	-
62	Julian Harris Fin Consultants	n/a	7,300,000	10	100	67	43	43	30	30	30	10	-
63	First Trust IFAs	www.firsttrustbank.co.uk	7,158,384	2	74	38	82	0	48	0	52	0	-
64	Vantis Fin Management	www.vantisplc.com	7,100,000	60	68	33	9	0	65	10	15	10	-
65	Francis Townsend & Hayward	www.francistownsend.co.uk	6,500,000	50	6	6	1	0	n/a	n/a	n/a	n/a	-
66	Kilminster Fin Management	www.kilminster.com	6,400,000	3	31	30	0	9	70	5	25	0	Update: No longer authorised by FSA
67	HFMC Wealth	n/a	6,334,500	22	48	16	2	0	93	4	3	0	-
68	Medical Money Management	www.medicalmoneymangement.co.uk	6,280,541	1	49	38	7	0	53	7	15	25	-
69	Premier Fin Protection	www.pfpifa.co.uk	6,200,000	8	59	50	6	3	55	10	25	10	-
70	Helm Godfrey Partners	www.helmgodfrey.com	6,000,000	9	65	38	10	2	81	1	9	0	-
71	PI Financial	www.pi-fa.co.uk	5,938,211	15	59	75	42	9	64	16	18	2	-
72	Liberty Fin Consultants	n/a	5,925,000	n/a	79	79	3	0	n/a	n/a	n/a	n/a	Update: No longer authorised by FSA
73	Eden Personal Fin Planning	n/a	5,850,000	n/a	78	78	0	0	n/a	n/a	n/a	n/a	Update: No longer authorised by FSA
74	Buckles Inv Services	www.buckles.ltd.uk	5,822,323	1	120	52	1	0	84	4	11	1	-
75	Yorkshire Inv Consultants	n/a	5,700,000	14	92	27	2	3	90	1	9	0	-
76	PKF Fin Planning	www.pkf.co.uk	5,700,000	30	35	30	22	0	n/a	n/a	n/a	n/a	-
77	NHFA	www.nhfa.co.uk	5,200,000	3	51	53	0	0	71	8	21	0	-
78	Chadney Bulgin LLP	www.chadneybulgin.com	5,060,000	12	75	35	4	0	20	60	15	5	-
79	M2 Financial	www.m2financial.co.uk	5,000,000	50	50	26	3	1	69	12	17	2	-
80	Rowan & Co Capital M'ment Plc	www.rowanplc.com	4,850,000	77	31	26	4	1	n/a	n/a	n/a	n/a	-
81	Investors Planning Associates	www.investorsplanning.co.uk	4,800,000	5	60	46	10	1	80	15	5	0	-
82	Pearson Jones Plc	www.pearson-jones.co.uk	4,750,000	50	38	37	5	0	n/a	n/a	n/a	n/a	Included in our 'Skipton Group' results from 2008.
83	Independent Fin Services	n/a	4,500,000	3	48	48	13	0	n/a	n/a	n/a	n/a	-
84	Morgans	www.themorgangroup.co.uk	4,500,000	10	29	29	4	2	n/a	n/a	n/a	n/a	-
85	Regent IFA Services	www.regentorg.com	4,500,000	7	41	27	3	1	60	15	25	0	-
86	Godfrey Pearson	n/a	4,400,000	1	70	46	4	1	25	25	25	2	Part of 'Lighthouse Group' from 2009
87	Greystone Fin Services	www.greystonefs.co.uk	4,363,729	10	35	35	0	1	n/a	n/a	n/a	n/a	-
88	Berkeley Burke & Co	www.bbgroup.co.uk	4,250,000	40	27	27	3	4	n/a	n/a	n/a	n/a	-
89	Abacus Fin Management	n/a	4,000,000	n/a	2	1	0	0	n/a	n/a	n/a	n/a	-
90	Aspen Plc	www.aspen-plc.co.uk	4,000,000	98	16	13	0	0	n/a	n/a	n/a	n/a	Part of 'Capita Hartshead' from 2008
91	Henderson Ponsford & Co	n/a	4,000,000	1	4	4	0	0	n/a	n/a	n/a	n/a	Not included in 2008 ranking due to more rigorous qualification methodology.
92	Smith & Pinching	www.smith-pinching.co.uk	4,000,000	30	16	16	0	0	n/a	n/a	n/a	n/a	-
93	20Twenty Independent	www.20twentyindependent.com	4,000,000	1	35	35	3	5	65	10	20	5	-
94	Alan Steel (Asset Management)	www.alansteel.com	4,000,000	1	40	9	0	0	97	0	3	0	-
95	Tom French & Associates	www.tomfrench.co.uk	3,800,000	2	72	66	3	4	48	27	23	2	-
96	Kerr & Co	n/a	3,750,000	72	2	2	0	0	n/a	n/a	n/a	n/a	Update: No longer authorised by FSA
97	Central Investment Services (Scotland)	www.centralinvestmentgroup.com	3,600,000	5	29	11	0	0	85	10	5	0	-
98	Equus Independent Fin M'ment	www.equusifm.co.uk	3,550,000	7	45	17	1	18	80	13	7	0	-
99	Global Financial	www.ifa-advice.com	3,540,000	1	22	22	1	3	40	23	35	2	-
100	Ward Consultancy Plc	www.wardconsultancy.plc.uk	3,519,000	25	29	9	2	n/a	72	0	6	0	-

Table notes

In association with Matrix Data. These figures are the latest available and are given by chief executives or finance officers. They are meant to be a guide only.