

Ranking	Ranking 2007	Company Name	Website	Relevant Turnover (£)	Fees (%)	Firm Size	Sales Size	Branches	Appointed Reps	Investment Business (%)	Mortgage Business (%)	Protection Business (%)	Insurance Business (%)	Pension Business (%)	Notes
1	1	Sesame	www.sesame.co.uk	300,000,000	1.0	2,477	2,466	16	1,785	25	35	22	18	0	-
2	2	Openwork	www.openwork.uk.com	294,801,000	0.0	356	1,057	0	949	53	6	12	1	27	-
3	5	The Money Portal	www.batesonline.com	185,000,000	18.0	350	1,907	15	n/a	50	10	10	0	30	Part of 'Honister Capital' from 2009.
4	4	Barclays Bank	www.barclays.co.uk / financialplanning /	160,000,000	0.0	1,200	900	5	0	n/a	n/a	n/a	n/a	n/a	-
5	3	HSBC Bank Group	www.hsbc.co.uk	159,670,000	2.0	1,834	1,234	n/a	n/a	92	0	4	0	4	-
6	9	Hargreaves Lansdown Group	www.hargreaveslansdown.co.uk	120,300,000	0.0	648	119	0	0	100	0	0	0	0	-
7	6	Tenet	www.tenetgroup.co.uk	120,000,000	9.0	282	5,350	2	626	51	16	28	5	0	Note: last year investment & pensions were combined, so although no pension activity is shown there may be some in this company
8	59	Smith & Williamson Group	www.smith.williamson.co.uk	104,000,000	76.0	605	300	12	0	98	0	2	0	0	-
9	10	Positive Solutions Fin Services	www.thinkpositive.com	97,963,000	5.0	1,602	1,598	987	1	56	28	11	2	0	-
10	7	AWD Group Plc	www.awdplc.com	97,137,000	2.0	952	376	22	n/a	25	20	10	0	30	-
11	8	Personal Touch Fin Services	www.personaltouchfs.com	90,000,000	n/a	190	2,090	n/a	n/a	7	50	26	12	5	Not included in 2009 ranking as lacking required level of investment business.
12	26	Intrinsic Group	www.intrinsicfs.com	90,000,000	0.0	120	1,560	1	248	12	28	38	4	18	-
13	14	Lighthouse Group	www.lighthouseifa.com	82,000,000	20.0	1,080	870	10	n/a	n/a	n/a	n/a	n/a	n/a	-
14	11	Towry Law	www.towrylaw.com	50,000,000	100.0	203	198	17	0	98	0	2	0	0	-
15	13	Burns-Anderson Plc	www.burns-anderson.co.uk	45,000,000	1.0	64	480	0	213	33	18	11	8	30	Part of 'The Money Portal' from 2008. Part of 'Honister Capital' from 2009.
16	12	Thinc Group	www.thincdestini.com	44,100,000	0.0	1,030	700	117	18	n/a	n/a	n/a	n/a	n/a	Integrated with 'SBJ Benefit Consultants' and 'PIFIC' and rebranded as 'Bluefin' in Sept 2008
17	-	UBS Wealth Management (UK)	www.ubs.com / lac	40,000,000	50.0	93	89	8	0	n/a	n/a	n/a	n/a	n/a	-
18	16	Origen	www.origenfs.co.uk	32,000,000	n/a	410	130	10	n/a	40	1	4	0	55	-
19	17	Alexander Forbes Fin Services	www.alexanderforbesfs.co.uk	31,600,000	16.0	135	130	3	2	10	0	20	0	0	-
20	30	The RBS Group IFA	n/a	30,000,000	2.0	300	152	n/a	0	70	0	20	0	10	-
21	20	The On-Line Partnership	www.inpartnership-national.co.uk	30,000,000	0.0	65	500	3	185	30	25	0	15	30	-
22	21	Savills Private Finance	www.spf.co.uk	30,000,000	80.0	13	10	31	0	5	85	5	5	0	Not included in 2009 ranking due to more rigorous qualification methodology; part of an accountancy firm.
23	23	Grant Thornton Group	www.grant-thornton.co.uk	27,531,000	100.0	117	112	36	0	n/a	n/a	n/a	n/a	n/a	Not included in 2009 ranking due to more rigorous qualification methodology; part of an estate agent.
24	22	Skipton Group	www.skiptonfs.co.uk	26,707,000	0.0	313	123	0	1	95	0	1	0	4	-
25	24	Mercer HR Consulting	www.mercerhr.com	26,000,000	40.0	64	63	40	0	n/a	n/a	n/a	n/a	n/a	-
26	-	Independent Fin Strategies	n/a	25,900,000	1.0	35	13	3	1	52	11	8	0	29	-
27	25	IFG Group	www.ifg.co.uk	25,000,000	55.0	234	51	6	0	95	0	0	0	0	Last year investment & pensions were combined, so although no pension activity is shown there may be some in this company
28	29	Foster Denovo	www.fosterdenovo.com	22,000,000	5.0	242	115	12	n/a	20	10	14	1	55	-
29	28	Tilney Group	www.bestinvest.co.uk	21,000,000	50.0	15	12	0	0	90	3	3	3	0	-
30	-	Evercore Partners	n/a	20,188,000	76.0	28	18	1	0	100	0	0	0	0	-
31	27	Park Row Associates	www.parkrow.co.uk	20,000,000	8.0	85	250	17	0	24	20	27	2	27	-
32	37	The Clarkson Hill Group	www.theclarksonhillgroup.com	18,000,000	6.0	68	354	13	1	30	15	22	1	32	-
33	-	Aquila Fin Management	n/a	18,000,000	30.0	11	11	0	0	n/a	n/a	n/a	n/a	n/a	-
34	31	Berkeley Morgan Group	www.berkeleymorgan.co.uk	16,500,000	1.0	21	20	10	2	n/a	n/a	n/a	n/a	n/a	-
35	40	Heath Lambert Consulting	www.heathlambert.com	16,000,000	51.0	160	6	12	0	10	0	20	0	70	Not included in 2009 ranking due to more rigorous qualification methodology; part of an insurance brokers
36	-	Jelf Fin Planning	www.jelfgroup.com	15,893,000	1.0	162	58	43	0	21	4	11	1	63	-
37	34	Wesleyan Fin Services	www.wesleyan.co.uk	15,000,000	1.0	276	265	1	2	n/a	n/a	n/a	n/a	n/a	-
38	33	The Whitechurch Network	www.whitechurchnetwork.com	15,000,000	2.0	30	4	1	n/a	25	20	25	5	25	-
39	-	PSFM	www.psfm.com	15,000,000	21.0	155	66	12	0	50	0	10	0	40	-
40	-	London & Capital Plc	www.londonandcapital.com	15,000,000	100.0	6	4	0	0	n/a	n/a	n/a	n/a	n/a	-
41	-	Lawrence Scoffield & Co	n/a	14,000,000	5.0	6	6	0	0	n/a	n/a	n/a	n/a	n/a	-
42	39	Co-Operative Bank Fin Advisers	www.cbfa.co.uk	14,000,000	5.0	133	127	0	0	85	0	15	0	0	-
43	36	Cavanagh Group	www.cavanagh.co.uk	14,000,000	21.0	219	80	13	3	35	5	8	2	50	-
44	-	Baigrie Davies & Co	www.baigriedavies.co.uk	14,000,000	14.0	18	18	7	7	18	3	79	0	0	-
45	-	Armstrong Watson	www.awfinancialplanning.co.uk	14,000,000	90.0	22	21	15	0	n/a	n/a	n/a	n/a	n/a	-
46	-	Panmure Gordon (Broking)	www.durlacher.com	13,600,000	1.0	23	22	0	0	n/a	n/a	n/a	n/a	n/a	-
47	-	Mint Fin Services	www.mintzone.co.uk	13,100,000	5.0	235	231	9	111	45	25	25	5	0	Part of 'Intrinsic Group' from 2008
48	42	Pantheon Group	www.pantheongroup.co.uk	13,000,000	6.0	105	43	9	n/a	47	3	10	0	40	-
49	-	Pension & Fin Consultants	www.pfc.co.uk	12,860,000	6.0	15	15	0	0	n/a	n/a	n/a	n/a	n/a	-
50	-	Financial	www.financial.ltd.uk	12,500,000	10.0	45	330	1	n/a	35	10	10	10	35	Rebranded from 'Standard Fin Group'
51	-	BDO Stoy Hayward Inv Man	www.bdo.co.uk	12,500,000	68.0	84	79	4	0	95	0	5	0	0	-
52	45	Torquil Clark Plc	www.tqonline.co.uk	12,000,000	6.0	107	22	1	3	40	2	10	2	46	Part of 'Skipton Group' from 2008
53	-	Cricket Hill Fin Planning	n/a	12,000,000	1.0	10	9	0	2	n/a	n/a	n/a	n/a	n/a	-
54	54	Mattioli Woods Plc	www.mattioli-woods.com	10,830,000	51.0	155	23	1	0	1	0	1	0	98	-
55	-	Chartwell Group	www.chartwell.co.uk	10,400,000	8.5	79	17	3	n/a	45	6	4	1	44	-
56	56	Key Retirement Solutions	www.keyrs.co.uk	10,000,000	21.0	145	66	0	0	0	100	0	0	0	-
57	48	Orbit Benefits	www.orbitbenefits.com	9,700,000	12.0	18	16	0	0	90	0	10	0	0	Part of 'Bluefin' from 2008
58	49	Oval Fin Services	www.theovalgroup.com	9,690,000	16.0	82	77	16	3	85	5	10	0	0	-
59	50	The Fry Group	www.thefrygroup.co.uk	9,200,000	20.0	21	20	4	0	90	5	5	0	0	-
60	51	Citygate Money Managers	www.citygategroup.co.uk	9,000,000	10.0	21	21	0	4	80	10	10	0	0	-
61	52	Ashley Law	www.ashleylaw.co.uk	9,000,000	6.0	73	72	78	0	n/a	n/a	n/a	n/a	n/a	-
62	55	PIFIC Consulting Plc	www.pific.com	8,900,000	47.0	11	10	1	0	80	0	20	0	0	Integrated with 'SBJ Benefit Consultants' and 'Thinc Group' and rebranded as 'Bluefin' in Sept 2008
63	57	Proact Financial	www.proactfinancial.co.uk	8,120,000	10.0	25	25	15	1	n/a	n/a	n/a	n/a	n/a	-
64	60	Chelsea Fin Services	www.chelseafs.co.uk	8,000,000	0.0	14	1	1	0	95	0	0	0	5	-
65	64	Vantis Fin Management	www.vantisplc.com	7,500,000	76.0	72	28	17	0	50	10	10	2	28	-
66	61	Kellands Bristol	www.kelland.co.uk	7,350,000	15.0	15	14	8	0	n/a	n/a	n/a	n/a	n/a	-
67	62	Julian Harris Fin Consultants	n/a	7,300,000	10.0	20	20	1	7	30	30	30	10	0	-
68	84	Morgans	www.themorgangroup.co.uk	7,200,000	1.0	95	35	4	1	10	10	10	30	40	-
69	63	First Trust IFAs	www.firsttrustbank.co.uk	7,158,384	2.0	47	45	2	0	48	0	52	0	0	-
70	67	HFMC Wealth	www.columbus-ifa.co.uk	6,823,303	11.0	54	21	2	n/a	67	5	3	0	24	-
71	70	Helm Godfrey Partners	www.helmgodfrey.com	6,700,000	7.5	63	35	9	1	26	1	9	0	56	-
72	65	Francis Townsend & Hayward	www.francistownsend.co.uk	6,500,000	50.0	6	6	2	0	n/a	n/a	n/a	n/a	n/a	-
73	68	Medical Money Management	www.medicalmoneymangement.co.uk	6,280,541	1.0	37	37	7	0	53	7	15	25	0	-
74	69	Premier Fin Protection	www.pfpifa.co.uk	6,200,000	6.0	39	46	3	3	30	11	25	6	28	-
75	-	RP&C International	www.rpcint.co.uk	6,000,000	50.0	11	11	0	0	n/a	n/a	n/a	n/a	n/a	-
76	-	Newell Palmer Group	n/a	6,000,000	1.0	70	23	4	3	65	5	10	0	20	-
77	71	PI Financial	www.pi-fa.co.uk	5,938,211	6.0	95	85	23	13	27	15	21	2	35	-
78	72	Liberty Fin Consultants	n/a	5,925,000	1.0	79	79	9	0	n/a	n/a	n/a	n/a	n/a	Update: No longer authorised by the FSA
79	73	Eden Personal Fin Planning	n/a	5,850,000	1.0	70	69	7	0	n/a	n/a	n/a	n/a	n/a	Update: No longer authorised by the FSA
80	75	Yorkshire Inv Consultants	n/a	5,700,000	14.0	30	30	2	3	90	1	9	0	0	-
81	76	PKF Fin Planning	www.pkf.co.uk	5,700,000	30.0	41	38	23	0	n/a	n/a	n/a	n/a	n/a	-
82	-	Numis Securities	n/a	5,500,000	1.0	102	102	0	0	n/a	n/a	n/a	n/a	n/a	-
83	-	BIB Darlington	www.bibinsurance.co.uk	5,500,000	3.0	7	7	0	2	n/a	n/a	n/a	n/a	n/a	-
84	74	Buckles Inv Services	www.buckles.ltd.uk	5,442,566	1.0	122	48	1	1	53	6	12	1	27	-
85	77	NHFA	www.nhfa.co.uk	5,200,000	3.0	63	52	0	0	71	8	21	0	0	-
86	-	Seymour Pierce	n/a	5,000,000	10.0	59	57	1	0	n/a	n/a	n/a	n/a	n/a	-
87	-	Rowan Dartington & Co	www.rowan-dartington.co.uk	5,000,000	30.0	54	52	5	0	n/a	n/a	n/a	n/a	n/a	-
88	79	M2 Financial	www.m2financial.co.uk	5,000,000	50.0	30	30	3	0	69	12	17	2	0	-
89	-	James Brearley & Sons	www.jbrearley.co.uk	5,000,000	90.0	32	29	8	0	n/a	n/a	n/a	n/a	n/a	-
90	-	City Asset Management Plc	n/a	5,000,000	76.0	51	3	2	1	75	0	5	0	20	-
91	-	Chesham Insurance Service	www.chesham-insurance.co.uk	5,000,000	1.0	10	10	1	1	n/a	n/a	n/a	n/a	n/a	-
92	80	Rowan & Co Capital M'ment Plc	www.rowanplc.com	4,850,000	77.0	31	26	4	1	n/a	n/a	n/a	n/a	n/a	-
93	81	Investors Planning Associates	www.investorsplanning.co.uk	4,800,000	5.0	44	44	25	1	80	15	5	0	n/a	-
94	82	Pearson Jones Plc	www.pearson-jones.co.uk	4,750,000	50.0	43	41	8	0	n/a	n/a	n/a	n/a	n/a	Included in our 'Skipton Group' results