

FT.com Top 100 Financial Advisers 2010 in association with Matrix Solutions

FINANCIAL TIMES FT.com FT Adviser

Ranking	Ranking 2009	Ranking 2008	Ranking 2007	Company Name	Website	Relevant Turnover (£)	Fees (%)	Firm Size	Sales Size	Branches	Appointed Repts	Investment Business (%)	Pensions Business (%)	Protection Business (%)	Mortgages Business (%)	Insurance Business (%)	Notes
1	1	1	1	Sesame	www.sesame.co.uk	448,000,000	0	550	1,526	4	1,440	21	21	20	37	1	-
2	2	2	2	Openwork	www.openwork.uk.com	245,000,000	1	2,850	2,402	2	1,049	29	43	9	13	5	-
3	11	-	-	Brewin Dolphin Ltd	www.brewindolphin.co.uk	212,000,000	51	1,829	624	41	0	90	10	0	0	0	-
4	-	-	-	St James's Place Wealth Management	www.sjp.co.uk	147,900,000	.. ⁽¹⁾	2,145	2,001	8	2,121	n/a	n/a	n/a	n/a	n/a	-
5	34	58	49	Oval Fin Services	www.theovalgroup.com	104,000,000	0	1,200	66	27	4	35	55	2	8	0	-
6	4	8	59	Smith & Williamson Group	www.smith.williamson.co.uk	102,600,000	76	1,500	265	10	0	92	6	1	1	0	-
7	6	7	6	Tenet	www.tenetgroup.co.uk	92,500,000	1	250	20	6	704	45	39	15	1	0	-
8	3	3	5	Honister Capital	www.honistercapital.com	92,300,000	.. ⁽¹⁾	424	419	63	412	n/a	n/a	n/a	n/a	n/a	-
9	5	9	10	Positive Solutions Fin Services	www.thinkpositive.com	91,753,000	6	1,627	1,507	14	1	40	30	9	19	2	-
10	8	-	-	JLT Benefit Solutions	www.jltgroup.com	87,600,000	1	47	18	11	1	n/a	n/a	n/a	n/a	n/a	-
11	9	12	26	Intrinsic Group	www.intrinsicfs.com	85,000,000	0	130	607	0	536	15	27	15	39	4	-
12	14	13	14	Lighthouse Group	www.templefinancial.co.uk	60,700,000	1	196	192	32	273	88	10	0	2	0	-
13	-	11	8	Personal Touch Fin Services	www.personaltouchfs.com	60,000,000	1	855	274	0	974	4	3	40	46	2	-
14	13	10	7	AWD Group Plc	www.awdplc.com	58,800,000	10	206	198	32	107	36	22	32	6	2	-
15	15	4	4	Barclays Bank	www.barclays.co.uk	55,575,000	0	276	246	22	0	n/a	n/a	n/a	n/a	n/a	-
16	16	14	11	Towry	www.towry.com	54,700,000	76	799	278	22	0	55	31	2	n/a	0	Formerly Towry Law but rebranded following integration of Edward Jones in 2009 and public misconception the company was a law firm.
17	18	24	22	Skipston Group	www.skipstons.co.uk	43,412,300	1	526	203	10	1	89	6	1	4	0	-
18	-	-	-	Charles Stanley	www.charles-stanley.co.uk	42,680,000	1	393	381	27	0	100	0	0	0	0	-
19	-	-	-	Nationwide Ind't Fin Services	www.thederbyshire.co.uk	36,000,000	6	41	41	1	0	68	10	0	20	2	-
20	17	16	-	Bluefin Group	www.bluefingroup.co.uk	35,000,000	90	49	0	0	312	8	90	0	2	0	-
21	-	-	-	W H Ireland	www.wh-ireland.co.uk	32,590,000	1	200	99	12	1	n/a	n/a	n/a	n/a	n/a	-
22	27	29	28	Tilney Group	www.bestinvest.co.uk	21,000,000	50	15	5	0	0	n/a	n/a	n/a	n/a	n/a	-
23	22	19	17	Alexander Forbes Fin Services	www.alexanderforbesfs.co.uk	30,800,000	21	396	103	7	0	13	76	0	11	0	-
24	-	-	-	Savills Private Finance	www.spf.co.uk	30,000,000	80	13	3	31	0	6	2	88	0	2	-
25	24	-	18	Montpelier Group	www.montpeliergroup.com	30,000,000	60	29	23	7	1	40	35	10	10	0	-
26	23	21	20	The On-Line Partnership	www.inpartnership-national.co.uk	30,000,000	6	65	315	3	213	30	30	25	0	15	-
27	-	-	-	RSM Tenon Fin Services	www.tenongroup.com	28,500,000	21	305	120	23	2	50	35	1	8	1	-
28	-	-	-	Grant Thornton Group	www.grant-thornton.co.uk	27,531,000	100	117	59	36	0	71	19	0	10	0	-
29	10	-	-	Rensburg Sheppards Inv M'ment	www.rensburgsheppards.co.uk	27,060,000	1	251	234	4	0	n/a	n/a	n/a	n/a	n/a	-
30	26	25	24	Mercer HR Consulting	www.mercerhr.com	26,000,000	40	64	39	40	0	31	55	0	14	0	-
31	-	-	-	Independent Fin Strategies	www.clarkgillone.co.uk	25,900,000	1	35	14	3	1	52	29	11	8	0	-
32	-	-	-	Barfield Fin Advisors	-	25,000,000	6	15	8	1	0	10	60	5	20	5	-
33	-	-	-	Ashcourt Rowan Fin Planning	www.ashcourtrowanfp.com	21,900,000	5	69	58	4	4	37	60	1	2	0	-
34	12	-	-	Lloyds TSB IFAs	www.lloydstsb.com / privatebanking	19,275,000	100	264	257	26	0	n/a	n/a	n/a	n/a	n/a	-
35	30	20	30	The RBS Group IFA	www.rbs.co.uk / microsites / personal / rbs_ifs / index.asp	18,541,171	1	162	148	18	0	85	10	0	5	0	-
36	25	32	37	The Clarkson Hill Group	www.theclarksonhillgroup.co.uk	18,000,000	6	68	260	13	111	30	32	15	22	1	-
37	31	43	36	Cavanagh Group	www.cavanagh.co.uk	17,500,000	21	190	66	10	4	36	48	6	10	0	-
38	39	6	9	Hargreaves Lansdown Group	www.h-l.co.uk	17,280,000	1	103	86	2	0	78	20	0	2	0	-
39	28	28	29	Foster Denovo	www.fosterdenovo.com	16,962,248	1	110	110	12	0	20	60	5	10	5	-
40	32	-	46	Coutts & Co	www.coutts.com	16,900,000	1	471	449	19	0	58	31	0	9	2	-
41	33	34	31	Berkeley Morgan Group	www.berkeleymorgan.co.uk	16,500,000	1	21	17	10	2	n/a	n/a	n/a	n/a	n/a	-
42	47	51	-	BDO Stoy Hayward Inv Man	www.bdo.co.uk	16,300,000	76	245	56	8	0	60	35	0	5	0	-
43	48	-	-	Thomsons Online Benefits	www.thomsononlinebenefits.com	16,300,000	21	225	20	4	0	0	90	0	10	0	-
44	35	-	-	Halifax IFAs	www.bankofscotlandprivateclients.co.uk	16,000,000	2	37	30	1	0	95	4	0	1	0	-
45	-	-	-	Heath Lambert Consulting	www.heathlambert.com	16,000,000	51	160	25	12	0	10	70	0	20	0	-
46	-	-	-	Jelf Fin Planning	www.jelfgroup.com	15,893,000	1	162	39	43	0	21	63	4	11	1	-
47	36	39	-	PSFM	www.psfm.com	15,500,000	51	163	32	7	0	50	40	0	10	0	-
48	-	40	-	London & Capital Plc	www.londonandcapital.com	15,000,000	100	6	4	0	0	100	0	0	0	0	-
49	-	-	-	Kymin Fin Services	www.kymin.co.uk	15,000,000	1	12	3	2	0	20	25	20	25	10	-
50	38	38	33	The Whitechurch Network	www.whitechurchnetwork.com	15,000,000	1	15	1	1	165	33	33	8	25	1	-
51	-	-	-	Willis Towers Watson	www.towerswatson.com	14,300,000	1	219	215	9	1	n/a	n/a	n/a	n/a	n/a	-
52	-	-	-	Baigrie Davies & Co	www.baigriedavies.co.uk	14,000,000	14	18	11	7	8	30	40	10	10	10	-
53	41	42	39	Co-Operative Bank Fin Advisers	www.cbfa.co.uk	14,000,000	5	133	62	0	0	89	9	0	2	0	-
54	43	54	54	Mattioli Woods Plc	www.mattioli-woods.com	13,680,000	51	197	24	2	0	46	53	0	0	1	-
55	-	-	-	J M Finn	www.jmfinn.com	12,210,000	1	114	107	0	0	n/a	n/a	n/a	n/a	n/a	-
56	-	-	-	Liverpool Victoria	www.lv.com	12,000,000	1	28	14	3	12	92	5	1	2	0	-
57	-	-	-	Sorensen Fin Services	www.sorensenfs.co.uk	12,000,000	1	42	21	2	1	65	24	3	8	0	-
58	87	-	-	Best Practice IFA Group Ltd	www.bestpractice.co.uk	11,523,598	51	23	142	41	57	45	32	5	17	1	-
59	59	-	58	LEBC Group Ltd	www.lebc-group.com	9,500,000	21	125	70	16	0	35	55	2	7	1	-
60	54	59	50	The Fry Group	www.thefrygroup.co.uk	9,200,000	20	22	24	4	0	93	5	0	2	0	-
61	73	61	52	Ashley Law	www.ashleylaw.co.uk	9,000,000	6	73	56	78	0	n/a	n/a	n/a	n/a	n/a	-
62	-	-	-	Aon Consulting	www.aon.com	8,250,000	0	93	67	9	0	n/a	n/a	n/a	n/a	n/a	-
63	58	63	57	Proact Financial	www.proactfinancial.co.uk	8,120,000	10	25	10	15	3	83	14	1	2	0	-
64	-	-	-	Close Asset M'ment	www.closeam.com	8,100,000	100	124	108	1	0	100	0	0	0	0	-
65	60	64	60	Chelsea Fin Services	www.chelseafs.co.uk	8,000,000	0	14	1	1	0	95	5	0	0	0	-
66	56	-	-	2 Plan	www.2plan.com	7,800,000	6	35	0	4	0	40	35	5	20	0	-
67	62	66	61	Kellands Bristol	www.kelland.co.uk	7,350,000	1	15	14	8	0	70	24	1	5	0	-
68	63	67	62	Julian Harris Fin Consultants	www.julianharris.net	7,300,000	10	27	40	1	18	44	15	27	9	0	-
69	64	73	68	Medical Money Management	www.medicalmoneymangement.co.uk	7,295,000	1	82	36	7	0	29	30	3	18	20	-
70	66	72	65	Francis Townsend & Hayward	www.fthfs.co.uk	6,500,000	21	8	5	1	0	23	65	5	7	0	-
71	68	80	75	Yorkshire Inv Consultants	www.yig.co.uk	6,200,000	21	113	21	5	4	60	25	3	10	2	-
72	71	69	63	First Trust IFAs	www.firsttrustbank.co.uk	5,886,000	1	57	26	78	0	35	4	0	61	0	-
73	-	-	-	Sense Network	www.sense-network.co.uk	5,840,000	6	12	106	34	33	35	34	5	22	4	-
74	-	-	-	Killik & Co	www.killik.co.uk	5,775,000	1	82	0	0	0	n/a	n/a	n/a	n/a	n/a	-
75	-	-	-	BNP Paribas Private IM	www.fpim.fortis.com	5,720,000	0	63	52	0	0	n/a	n/a	n/a	n/a	n/a	-
76	76	70	67	Hfmc Wealth	www.columbus-ifa.co.uk	5,573,000	6	62	16	3	0	76	20	0	4	0	-
77	69	68	84	Morgans	www.themorgangroup.co.uk	5,500,000	1	80	30	5	1	15	70	5	5	5	-
78	75	77	71	PI Financial	www.dixonsutcliffe.com	5,234,271	1	87	83	54	19	24	25	17	28	6	-
79	77	90	-	City Asset Management Plc	www.city-asset.co.uk	5,000,000	76	54	22	2	1	75	20	0	5	0	-
80	80	89	-	James Brearley & Sons	www.jbrearley.co.uk	5,000,000	90	32	21	8	0	97	3	0	0	0	-
81	72	81	76	PKF Fin Planning	www.pkf.co.uk	5,000,000	6	60	24	16	0	30	63	1	6	0	-
82	46	50	-	Financial	www.financial.ltd.uk	5,000,000	20	240	447	1	400	70	20	5	3	2	-
83	81	87	-	Rowan Dartington & Co	www.rowan-dartington.co.uk	5,000,000	30	54	45	5	0	100	0	0	0	0	-
84	85	100	88	Berkeley Burke & Co	www.bbgroup.co.uk	5,000,000	21	70	30	2	5	33	62	1	3	1	-
85	78	99	87	Greystone Fin Services	www.greystonfs.co.uk	5,000,000	6	58	21	2	1	40	40	10	5	5	-
86	79	-	-	Lifetime Wealth Management	www.lifetimewealth.co.uk	4,800,000	1	76	52	3	0	10	20	25	40	5	-
87	84	-	-	Clifton Asset Management	www.cliftonasset.co.uk	4,800,000	51	65	31	1	0	5	90	1	4	0	-
88	74	71	70	Helm Godfrey Partners	www.helmgodfrey.com	4,600,000	21	46	24	9	1	23	54	1	13	0	