

Company Name	Ranking	Ranking 2012	Ranking 2011	Ranking 2010	Ranking 2009	Ranking 2008	Ranking 2007	Gross sales (£m) 2012-13	Number of CF30 Individuals	Notes	Website
Hargreaves Lansdown	1	3	5	38	39	6	9	4,300	123	Includes execution-only business	www.hl.co.uk
Brewin Dolphin	2	2	3	3	11	-	-	1,700	555	-	www.brewindolphin.co.uk
Openwork	3	4	4	2	2	2	2	1700	1,005	Includes 2Plan Wealth Management	www.openwork.uk.com
St James's Place Wealth Management	4	6	2	4	-	-	-	1,600	2642	Fundscape estimate	www.sjp.co.uk
Tenet	5	9	12	7	6	7	6	1,500	724	-	www.tenetgroup.co.uk
Barclays Group	6	22	24	15	15	4	4	1,400	3,386	Includes Gerrard Financial Planning / Investment Management	www.barclayswealth.com / gerrard.htm
Sesame	7	1	1	1	1	1	1	1,300	981	-	www.sesame.co.uk
Intrinsic/Positive Solutions	8	8	9	11	9	12	26	1,200	1,596	-	www.intrinsicfs.com
Skipton Group	9	15	17	17	18	24	22	970	164	Includes Skipton Financial Services, Pearson Jones, Torquil Clark	www.skiptonfs.co.uk
Investec Wealth & Investment	10	5	-	-	-	-	-	950	506	-	www.investecwin.co.uk
Succession	11	13	-	-	-	-	-	930	288	Includes Berkeley Burke and other firms on the Succession transition programme	www.successionadvisoryservices.com
Brooks Macdonald	12	-	-	-	-	-	-	880	65	-	-
Charles Stanley	13	7	13	18	-	-	-	640	352	Includes execution-only business	www.charles-stanley.co.uk
Financial Ltd Group	14	-	-	-	-	-	-	630	375	-	-
InPartnership	15	19	23	26	23	21	20	590	223	Includes Whitechurch Network	www.inpartnership.net
Rathbone Investment Management	16	-	-	-	-	-	-	590	213	-	-
Paradigm Financial Advisers	17	71	30	-	-	-	-	580	328	-	www.paradigmfinancialadvisers.co.uk
Standard Life Wealth	18	24	26	28	-	-	-	550	20	-	www.financial.ltd.uk
IFG Group	19	68	-	-	-	-	-	550	58	Includes Saunderson House	www.ifg.co.uk
Chase de Vere	20	-	-	-	-	-	-	540	203	-	-
JLT Group	21	82	6	10	8	-	-	490	83	Includes wealth and employee benefits divisions	www.jltd.com
Lighthouse Group	22	16	18	12	14	13	14	490	571	-	www.lighthouseexpress.co.uk
Sanlam Financial Services Group	23	-	-	-	-	-	-	420	140	-	-
Smith & Williamson Group	24	45	7	6	4	8	59	400	227	-	www.smith.williamson.co.uk
Ashcourt Rowan	25	40	-	33	-	-	-	370	90	-	www.ashcourtrowanfp.com
Tilney Group	26	18	31	22	27	29	28	360	23	Includes execution-only business	www.bestinvest.co.uk
Close Brothers Asset Management	27	12	58	64	-	-	-	310	169	-	www.closebrothersam.com
Thomsons Online Benefits	28	31	35	43	48	-	-	300	13	-	www.thomsons.com
Best Practice IFA Group Ltd	29	26	39	58	87	-	-	280	156	-	www.bestpractice.co.uk
Towry Group	30	10	11	16	16	14	11	280	191	-	www.towry.com
Foster Denovo	31	29	34	39	28	28	29	250	81	-	www.fosterdenovo.com
Grant Thornton Group	32	23	26	28	-	-	-	240	52	-	www.grant-thornton.co.uk
Equilibrium Asset Management	33	-	-	-	-	-	-	230	7	-	-
Sense Network Ltd	34	44	60	73	-	-	-	210	159	-	www.sense-ifa.co.uk
LGT Vestra	35	-	-	-	-	-	-	210	56	-	-
Joseph R Lamb Independent Financial Advisers Ltd	36	-	-	-	-	-	-	200	6	-	-
Bluefin Group	37	42	50	20	17	16	12	190	30	-	www.bluefingroup.co.uk
Marsh Commercial	38	34	37	46	-	-	-	170	35	Includes financial planning and employee benefit divisions	www.jelfgroup.com
Beaufort Financial Planning Ltd	39	-	-	-	-	-	-	170	34	-	-
Newell Palmer Group	40	55	69	-	70	76	-	170	37	-	www.newellpalmer.co.uk
Alan Steel (Asset Management) Ltd	41	72	91	92	86	97	94	160	9	-	www.alansteel.com
Medical Money Management	42	52	61	69	64	73	68	150	33	-	www.medicalmoneymanagement.co.uk
Kellands Group	43	-	-	-	-	-	-	150	32	-	-
Emery (Ifa) Ltd	44	-	-	-	-	-	-	150	5	-	-
Sterling McCall Group	45	-	-	-	-	-	-	150	23	Includes County Life & Pensions	-
Ellis Bates	46	-	-	-	-	-	-	140	20	-	-
Troy French & Partners	47	-	-	-	-	-	-	140	3	-	-
Gemini Wealth Management Ltd	48	-	-	-	-	-	-	140	12	-	-
Old Mill Financial Planning LLP	49	-	-	-	-	-	-	140	23	-	-
Lift-Financial Ltd	50	93	-	-	-	-	-	140	20	-	www.lift-financial.com
Ascot Lloyd	51	-	-	-	-	-	-	140	31	-	-
Baker Tilly (formerly RSM Tenon)	52	-	-	-	-	-	-	130	55	-	-
Balmoral Asset Management Ltd	53	-	-	-	-	-	-	130	10	-	-
Towergate Financial Group	54	27	88	-	-	-	-	130	99	-	www.towergatefinancial.co.uk / east
Fidelius	55	-	-	-	-	-	-	120	18	-	-
Timothy James & Partners Ltd	56	78	-	-	-	-	-	120	13	-	www.tjpltd.co.uk
Moneywise IFA Ltd	57	-	-	-	-	-	-	120	19	-	-
The Fry Group	58	61	-	60	54	59	50	120	20	-	-
Chartwell Financial Services Ltd	59	-	-	-	-	-	-	120	5	-	-
Helm Godfrey Partners Ltd	60	60	77	88	74	71	70	110	30	-	www.helmgodfrey.com
Smith & Pinching	61	-	-	-	-	-	-	110	19	-	-
HFS Milbourne Financial	62	-	-	-	-	-	-	110	6	-	-
Broadstone Pensions & Investments Ltd	63	37	38	42	47	51	-	110	47	-	www.broadstoneltd.co.uk
HBFS Financial Services Ltd	64	-	-	-	-	-	-	100	3	-	-
Network Direct Ltd	65	-	-	-	-	-	-	100	59	-	-
Fairstone Financial Management (City) Ltd	66	-	-	-	-	-	-	99	26	-	-
Compass Wealth Management Consultants Ltd	67	70	82	-	-	-	-	97	23	-	www.compasswmc.com
Lakeside Wealth Management Ltd	68	-	-	-	-	-	-	97	3	-	-
Hugh Davies Associates Ltd	69	-	-	-	-	-	-	97	4	-	-
Affinity Fin Awareness	70	58	73	100	-	-	-	97	38	-	www.affinityadvise.com
Clarity Ltd	71	-	-	-	-	-	-	97	6	-	-
Mattioli Woods	72	28	44	54	43	54	54	93	49	-	www.mattioli-woods.com
Creative Benefit Solutions Ltd	73	-	-	-	-	-	-	93	16	-	-
Cullen Financial Planning Ltd	74	73	92	93	-	-	-	91	18	-	www.cullenfp.co.uk
HFMC Wealth	75	57	76	76	76	70	67	91	18	-	www.hfmcolumbus.com
Prescient Financial Intelligence Ltd	76	-	-	-	-	-	-	90	8	-	-
Square One Financial Planning LLP	77	-	-	-	-	-	-	90	17	-	-
Fraser Wealth Management Ltd	78	-	-	-	-	-	-	90	4	-	-
Killik & Co LLP	79	-	-	-	-	-	-	89	91	-	-
Argentis Financial Management Ltd	80	-	-	-	-	-	-	89	19	-	-
Policy Services Ltd	81	-	-	-	-	-	-	89	4	-	-
Cumberland Place Financial Management	82	-	-	-	-	-	-	89	7	-	-
Fiscal Engineers Ltd	83	-	-	-	-	-	-	85	4	-	-
Argyle Consulting Ltd	84	-	-	-	-	-	-	85	15	-	-
Wills & Trusts IFP Ltd	85	-	-	-	-	-	-	85	3	-	-
Oval Financial Services Ltd	86	32	8	5	34	58	49	84	51	-	www.theovalgroup.com
True Potential Group	87	-	-	-	-	-	-	83	250	-	-
KMG Independent Ltd	88	-	-	-	-	-	-	81	4	-	-
PSFM Ltd	89	35	63	47	36	39	-	81	25	-	www.psfm.com
Pi Financial Ltd	90	64	68	78	75	77	71	81	65	-	www.dixonsutcliffe.com
Cardale Asset Management Ltd	91	-	-	-	-	-	-	80	18	-	-
Skerritt Consultants Ltd	92	77	-	-	-	-	-	79	13	-	www.skerritts.co.uk
Origen Financial Services Ltd	93	-	-	-	-	-	-	78	53	-	-
Truestone Asset Management Ltd	94	-	-	-	-	-	-	78	15	-	-
AFH Independent Financial Services Ltd	95	48	-	-	97	-	-	77	90	-	www.afhfs.co.uk
Personal Touch Financial Services Group	96	33	71	13	-	11	8	74	80	-	www.personaltouchfs.com
Greystone Financial Services Ltd	97	54	84	85	78	99	87	74	21	-	www.greystonefs.co.uk
PPF Wealth Planning LLP	98	-	-	-	-	-	-	72	18	-	-
Cadogan Advisory Services	99	-	-	-	-	-	-	72	2	-	-
Ascot Lloyd Financial Services Ltd	100	-	-	-	-	-	-	72	32	-	-

**Table notes**

The gross sales are an estimate of life and pensions and investment products sold from July 2012 to June 2013, obtained through Matrix Solutions' Financial Clarity product, which receives information from providers and platforms. Where applicable, we have included data from business' execution-only platforms. The figures have been rounded up, and in some cases two different ranks produce the same sales. Where two figures are similar they have been ranked by Matrix Solutions according to their data.  
 [As of 10 April 2014, this ranking has been updated to take account of new figures.]