

Company Name	Ranking	Ranking 2013	Ranking 2012	Ranking 2011	Ranking 2010	Ranking 2009	Ranking 2008	Gross sales (£m) 2013-14	Number of CF30 Individuals	Notes	Website
St James's Place Wealth Management	1	4	6	2	4	-	-	7,500	2,827	-	www.sjp.co.uk
Hargreaves Lansdown	2	1	3	5	38	39	6	6,600	142	-	www.hl.co.uk
Brewin Dolphin	3	2	2	3	3	11	-	2,500	512	-	www.brewindolphin.co.uk
Openwork	4	3	4	4	2	2	2	2,100	1,369	-	www.openwork.uk.com
Intrinsic/Positive Solutions	5	8	8	9	11	9	12	2,000	1,618	-	www.intrinsicfs.com
Tenet	6	5	9	12	7	6	7	1,900	705	-	www.tenetgroup.co.uk
Quilter Cheviot	7	-	-	-	-	-	-	1,800	186	-	-
Succession	8	11	13	-	-	-	-	1,600	320	-	www.successionadvisoryservices.com
Barclays Group	9	6	22	24	15	15	4	1,400	2,952	-	www.barclayswealth.com / gerrard.htm
Investec Wealth & Investment	10	10	5	-	-	-	-	1,300	375	-	www.investecwin.co.uk
Sesame	11	7	1	1	1	1	1	1,200	827	-	www.sesame.co.uk
Brooks Macdonald	12	12	-	-	-	-	-	1,100	66	-	-
HSBC Bank Group	13	-	-	-	-	-	-	1,100	2,393	-	-
Ascot Lloyd	14	51	-	-	-	-	-	1,000	40	-	-
Charles Stanley	15	13	7	13	18	-	-	900	361	-	www.charles-stanley.co.uk
Raymond James Group	16	-	-	-	-	-	-	800	84	-	-
InPartnership	17	15	19	23	26	23	21	800	305	-	www.inpartnership.net
UBS Group	18	-	-	-	-	-	-	750	2,464	-	-
Rathbone Investment Management	19	16	-	-	-	-	-	730	227	-	-
Caerus Capital Group	20	-	-	-	-	-	-	648	272	-	-
Punter Southall	21	-	-	-	-	-	-	640	60	-	-
Lighthouse Group	22	22	16	18	12	14	13	630	581	-	www.lighthouseexpress.co.uk
IFG Group	23	19	68	-	-	-	-	620	54	-	www.ifg.co.uk
Chase de Vere	24	20	-	-	-	-	-	600	203	-	-
Standard Life Wealth	25	18	24	26	28	-	-	550	49	-	www.financial.ltd.uk
Financial Ltd Group	26	14	-	-	-	-	-	540	286	-	-
Sanlam	27	23	-	-	-	-	-	520	131	-	-
Ashcourt Rowan	28	25	40	-	33	-	-	520	111	-	www.ashcourtrowanfp.com
Smith & Williamson Group	29	24	45	7	6	4	8	520	237	-	www.smith.williamson.co.uk
JLT Group	30	21	82	6	10	8	-	500	52	-	www.jltwm.com
Tilney Smith & Williamson	31	26	18	31	22	27	29	480	144	-	www.bestinvest.co.uk
The Royal Bank of Scotland Group	32	-	-	-	-	-	-	470	881	-	-
Best Practice IFA Group	33	29	26	39	58	87	-	450	174	-	www.bestpractice.co.uk
Close Brothers Asset Management	34	27	12	58	64	-	-	430	170	-	www.closebrothersam.com
Towry Group	35	30	10	11	16	16	14	390	229	-	www.towry.com
Sense Network Ltd	36	34	44	60	73	-	-	370	170	-	www.sense-ifa.co.uk
LGT Vestra	37	35	-	-	-	-	-	370	67	-	-
C Hoare & Co	38	-	-	-	-	-	-	350	28	-	-
Skipton Group	39	9	15	17	17	18	24	346	143	-	www.skiptonfs.co.uk
Newell Palmer Group	40	40	55	69	-	70	76	320	36	-	www.newellpalmer.co.uk
Moneygate Group	41	-	-	-	-	-	-	310	123	-	-
Fidelius	42	55	-	-	-	-	-	280	19	-	-
HFS Milbourne Financial	43	62	-	-	-	-	-	270	8	-	-
Medical Money Management	44	42	52	61	69	64	73	260	33	-	www.medicalmoneymangement.co.uk
Equilibrium Asset Management	45	33	-	-	-	-	-	260	9	-	-
Grant Thornton Group	46	32	23	26	28	-	-	260	49	-	www.grant-thornton.co.uk
Perspective Group	47	-	-	-	-	-	-	240	62	-	-
Network Direct Ltd	48	65	-	-	-	-	-	230	79	-	-
Affinity Fin Awareness	49	70	58	73	100	-	-	230	39	-	www.affinityadvise.com
Marsh Commercial	50	38	34	37	46	-	-	220	35	-	www.jelfgroup.com
Tavistock Group	51	-	-	-	-	-	-	220	26	-	-
Kleinwort Benson Bank Ltd	52	-	-	-	-	-	-	210	65	-	-
James Hambro & Partners	53	-	-	-	-	-	-	210	17	-	-
Alan Steel (Asset Management) Ltd	54	41	72	91	92	86	97	210	9	-	www.alansteel.com
Compass Wealth Management Consultants Ltd	55	67	70	82	-	-	-	210	36	-	www.compasswmc.com
J M Finn	56	-	-	-	-	-	-	190	100	-	-
Foster Denovo	57	31	29	34	39	28	28	190	82	-	www.fosterdenovo.com
Smith & Pinching	58	61	-	-	-	-	-	180	23	-	-
Kellands Group	59	43	-	-	-	-	-	170	34	-	-
Ascot Lloyd Financial Services Ltd	60	100	-	-	-	-	-	170	32	-	-
HFCM Wealth	61	75	57	76	76	76	70	170	18	-	www.hfmcolumbus.com
Truestone Asset Management Ltd	62	94	-	-	-	-	-	160	15	-	-
Ellis Bates	63	46	-	-	-	-	-	160	19	-	-
James Brearley & Sons	64	-	-	-	-	-	-	160	14	-	-
KMG Independent	65	88	-	-	-	-	-	160	4	-	-
Pi Financial Ltd	66	90	64	68	78	75	77	160	75	-	www.dixonsutcliffe.com
Fraser Wealth Management Ltd	67	78	-	-	-	-	-	160	4	-	-
Argent Personal Finance Managers Ltd	68	-	-	-	-	-	-	150	10	-	-
Clarity Ltd	69	71	-	-	-	-	-	150	6	-	-
Epoch Wealth Management LLP	70	-	-	-	-	-	-	150	9	-	-
Joseph R Lamb Independent Financial Advisers	71	36	-	-	-	-	-	150	6	-	-
Helm Godfrey Partners Ltd	72	60	60	77	88	74	71	150	25	-	www.helmgodfrey.com
Beaufort Financial Planning	73	39	-	-	-	-	-	140	24	-	-
SG Hambros Bank Ltd	74	-	-	-	-	-	-	140	87	-	-
Wills & Trusts IFP	75	85	-	-	-	-	-	140	3	-	-
Chapel Independent Financial Advisers LLP	76	-	-	-	-	-	-	140	7	-	-
Cumberland Place Financial Management	77	82	-	-	-	-	-	140	6	-	-
Greyfriars Asset Management	78	-	-	-	-	-	-	140	24	-	-
Towergate Financial Group	79	54	27	88	-	-	-	140	112	-	www.towergatefinancial.co.uk / east
David Williams IFA Ltd	80	-	-	-	-	-	-	130	10	-	-
Mattioli Woods	81	72	28	44	54	43	54	130	56	-	www.mattioli-woods.com
Killik & Co LLP	82	79	-	-	-	-	-	130	95	-	-
Heartwood Wealth Management Ltd	83	-	-	-	-	-	-	130	42	-	-
Chartwell Financial Services Ltd	84	59	-	-	-	-	-	130	5	-	-
Argentis Financial Management Ltd	85	80	-	-	-	-	-	130	24	-	-
Pier Financial	86	-	-	-	-	-	-	130	3	-	-
Canaccord Genuity	87	-	-	-	-	-	-	120	194	-	-
Timothy James & Partners	88	56	78	-	-	-	-	120	12	-	www.tjpltd.co.uk
AIS Pensions	89	-	-	-	-	-	-	120	2	-	-
Origen Financial Services	90	93	-	-	-	-	-	120	53	-	-
Lift-Financial Ltd	91	50	93	-	-	-	-	120	21	-	www.lift-financial.com
HBFS Financial Services Ltd	92	64	-	-	-	-	-	120	4	-	-
Prescient Financial Intelligence Ltd	93	76	-	-	-	-	-	120	8	-	-
Advicelite Ltd	94	-	-	-	-	-	-	120	5	-	-
HJP Independent Financial Advisers Ltd	95	-	-	-	-	-	-	120	10	-	-
Skerritt Consultants	96	92	77	-	-	-	-	110	13	-	www.skerritts.co.uk
Speirs & Jeffrey Ltd	97	-	-	-	-	-	-	110	34	-	-
Balmoral Asset Management Ltd	98	53	-	-	-	-	-	110	10	-	-
The Fry Group	99	58	61	-	60	54	59	110	20	-	-
KBL	100	-	-	-	-	-	-	110	0	-	-

Table notes
The gross sales are an estimate of the investment and pensions products sold from 1 July 2013 to 30 June 2014, obtained through Matrix Solutions' Financial Clarity product, which received information from providers, platforms and life and pensions companies. 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. The table is a guide only. The different nature of the reports received does lead to bias towards firms that mostly trade directly to fund managers or through platforms rather than with life & pensions companies. Specifically, the sales figures include switches between funds as well as new business as fund managers are usually unable to differentiate the two for sales that they report. Life and pension companies do not tend to report fund switches. Share class conversions are not included. Only investments and pension sales have been included. Except for Hargreaves Lansdown, only firms whose primary business (i.e. majority of sales) is classified by Matrix Solutions as either financial advisers, wealth managers, and banks are included. All appointed representatives are included within the figures for their principal(s) regardless of whether they would be big enough to have their own entry within the Top 100. Appointed representatives with two recognised investment network principals are included within both except where both principals are within the same group (e.g. Intrinsic). Directly authorised firms using service providers related to networks (e.g. Sesame Bankhall, TenetSelect) are not included within their sister network's figures. For the same reason service providers such as SimplyBiz, ThreeSixty do not appear in the list. Figures for some advisers may be understated where business is placed on white-labelled platforms. These include BestInvest, Best Practice, Towry, Towergate and True Potential. IFDL have provided data regarding sales on Succession and Openwork's platforms at their respective requests, and the figures for Bellpenny have been increased as a result of confirmation from Bellpenny. Others may also be understated if they use nominee services or non-contributing platforms and life and pensions companies. Investment figures for St. James Place have been taken from the relevant annual and interim reports. CF30 numbers may include qualified staff that are actively advising customers.