

Company name	Rank 2016	Gross sales (£m) 2015-16	Number of CF30 individuals	Rank 2015	Rank 2014	Rank 2013	Rank 2012	Rank 2011	Gross Sales (£m) 2014-15	Gross Sales (£m) 2013-14
St James's Place	1	10,100	3,328	1	1	4	6	2	8,300	7,500
Hargreaves Lansdown Group	2	5,500	147	2	2	1	3	5	7,400	6,600
Old Mutual Group	3	5,400	1,803	3	-	-	-	-	5,000	-
Brewin Dolphin Securities	4	2,500	423	5	3	2	2	3	2,400	2,500
The Tenet Group	5	2,100	642	6	6	5	9	12	2,000	1,900
Openwork	6	2,200	829	4	4	3	4	4	2,700	2,100
Succession	7	1,700	316	8	8	11	13	-	1,600	1,600
Barclays Group	8	1,600	213	7	9	6	22	24	1,800	1,400
Investec Wealth & Investment	9	1,500	403	9	10	10	5	-	1,500	1,300
HSBC Group	10	1,500	0	11	13	-	-	-	1,100	1,100
Brooks Macdonald	11	1,400	88	10	12	12	-	-	1,400	1,100
Tilney Bestinvest	12	1,100	439	14	31	26	18	31	1,000	480
IFG Group	13	1,100	56	25	23	19	68	-	700	620
Charles Stanley	14	1,000	318	12	15	13	7	13	1,100	900
Rathbone Investment Management	15	1,000	0	13	19	16	-	-	1,000	730
Perspective Group	16	950	54	34	47	-	-	-	450	240
Caerus Capital Group	17	950	292	16	20	-	-	-	950	648
Standard Life	18	900	93	18	25	18	24	26	847	550
The On-Line Partnership	19	900	243	15	17	15	19	23	1,000	800
Lloyds Banking Group	20	750	213	-	-	-	-	-	-	-
Punter Southall Group	21	750	68	21	21	-	-	-	700	640
Sense Network Ltd	22	700	136	32	36	34	44	60	550	370
UBS Group	23	700	0	22	18	-	-	-	700	750
Skipton Group	24	700	94	19	39	9	15	17	753	346
Lighthouse Group	25	700	337	23	22	22	16	18	700	630
Raymond James Investment Services	26	650	105	26	16	-	-	-	700	800
Chase De Vere	27	650	214	24	24	20	-	-	700	600
Harwood Wealth Management	28	650	162	-	-	-	-	-	-	-
Tavistock Investments	29	650	230	30	51	-	-	-	600	220
Smith & Williamson	30	600	246	27	29	24	45	7	650	520
Close Brothers Asset Management	31	500	261	29	34	27	12	58	600	430
LGT Vestra	32	460	89	35	37	35	-	-	400	370
Fairstone Group	33	460	165	39	-	-	-	-	350	-
Best Practice Group	34	460	164	33	33	29	26	39	500	450
Sanlam Financial Services Group	35	440	137	28	27	23	-	-	650	520
Ascot Lloyd Financial Services Ltd	36	440	60	41	60	100	-	-	300	170
C Hoare & Co	37	420	0	42	38	-	-	-	300	350
Joseph R Lamb Independent Financial Advisers Ltd	38	360	6	64	71	36	-	-	200	150
Prudential Group	39	340	266	-	-	-	-	-	-	-
Medical Money Management	40	340	30	43	44	42	52	61	280	260
Equilibrium Asset Management	41	340	10	47	45	33	-	-	260	260
Kleinwort Benson Bank Ltd	42	320	0	45	52	-	-	-	280	210
Bellpenny	43	300	62	31	14	51	-	-	550	1,000
Grant Thornton UK	44	300	60	44	46	32	23	26	280	260
AFH Financial Group	45	280	143	62	-	-	-	-	200	-
PI Financial Ltd	46	280	74	49	66	90	64	68	240	160
Mattioli Woods Plc	47	260	86	60	81	72	28	44	212	130
Fidelius	48	260	13	63	42	55	-	-	200	280
Newell Palmer Group	49	240	34	38	40	40	55	69	350	320
EQ Investors	50	240	22	66	-	-	-	-	190	-
KMG Independent Ltd	51	240	5	-	-	-	-	-	-	-
Mazars Financial Planning Group	52	240	20	-	-	-	-	-	-	-
JLT Group	53	240	56	36	30	21	82	6	400	500
Cullen Wealth Ltd	54	220	20	69	-	-	-	-	180	-
Wealth at Work Group	55	220	31	-	-	-	-	-	-	-
The Royal Bank of Scotland Group	56	220	2	48	32	-	-	-	240	470
Canaccord Genuity Ltd	57	200	198	46	87	-	-	-	280	120
Chetwood Wealth Management Ltd	58	200	18	81	-	-	-	-	140	-
Wills & Trusts Ifp Ltd	59	200	4	65	75	85	-	-	200	140
Emery (Ifa) Ltd	60	200	5	-	-	-	-	-	-	-
Ludlow Wealth Management Group	61	200	12	-	-	-	-	-	-	-
True Potential	62	190	406	72	-	-	-	-	170	-
Central Investment Services (Scotland)	63	190	10	75	-	-	-	-	160	-
Walker Crips Group	64	180	119	-	-	-	-	-	-	-
Anderson Strathern Group	65	180	5	-	-	-	-	-	-	-
Chartwell Financial Services Ltd	66	180	5	87	84	59	-	-	130	130
KBL European Private Bankers S A	67	180	0	-	-	-	-	-	-	-
David Williams IFA Ltd	68	180	11	73	80	-	-	-	170	130
Gemini Wealth Management Ltd	69	180	13	55	-	-	-	-	220	-
HBFS Financial Services Ltd	70	180	6	77	92	64	-	-	150	120
Moore Stephens Group	71	180	34	79	-	-	-	-	140	-
Origen Financial Services Ltd	72	170	41	-	-	-	-	-	-	-
Helm Godfrey Partners Ltd	73	170	29	52	72	60	60	77	240	150
Alan Steel (Asset Management) Ltd	74	170	10	58	54	41	72	91	220	210
Skerritt Consultants Ltd	75	160	15	94	96	92	77	-	130	110
Argentis Financial Management Ltd	76	160	32	59	85	80	-	-	220	130
Edison Wealth Management Ltd	77	160	5	-	-	-	-	-	-	-
HJP Independent Financial Advisers Ltd	78	160	11	54	95	-	-	-	240	120
Ellis Bates Financial Solutions Ltd	79	160	38	70	63	46	-	-	180	160
AIS Pensions	80	160	2	61	89	-	-	-	200	120
Killik & Co LLP	81	150	91	80	82	79	-	-	140	130
Principal & Prosper Holdings Ltd	82	150	12	-	-	-	-	-	-	-
Foster Denovo	83	150	67	56	57	31	29	34	220	190
Cumberland Place Financial Management	84	150	6	-	-	-	-	-	-	-
Timothy James & Partners Ltd	85	150	15	-	-	-	-	-	-	-
The Partners of The Private Office Ltd Liability Partnership	86	140	17	-	-	-	-	-	-	-
Pannells Financial Planning Ltd	87	140	23	95	-	-	-	-	130	-
James Brearley & Sons	88	140	13	84	64	-	-	-	140	160
Seven Investment Management Group	89	140	49	-	-	-	-	-	-	-
Profile Financial Solutions Ltd	90	140	19	-	-	-	-	-	-	-
Pharon Independent Financial Advisers Ltd	91	140	7	97	-	-	-	-	120	-
The Fry Group	92	140	19	-	-	-	-	-	-	-
Smith & Pinching Financial Services Ltd	93	130	14	-	-	-	-	-	-	-
HFS Milbourne Financial Services Ltd	94	130	9	74	43	62	-	-	160	270
Wren Sterling	95	130	71	50	-	-	-	-	240	-
LJ Financial	96	130	42	-	-	-	-	-	-	-
Argyle Consulting Ltd	97	130	10	-	-	-	-	-	-	-
Cornelian Asset Managers Ltd	98	130	11	-	-	-	-	-	-	-
Almary Green Investments	99	130	11	93	-	-	-	-	130	-
PQR Financial Planning Ltd	100	120	10	-	-	-	-	-	-	-

Table notes

Disclaimer: The gross sales are an estimate of the investment and pensions products sold from 1 July 2015 to 30 June 2016, obtained through Strategic Insight's Financial Clarity product, which received information from providers, platforms and life and pensions companies. Where applicable, we have included data from businesses' 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 Strategic Insight 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 with 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 Strategic Insight 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 have been included in both except where both principals are within the same group. Directly authorised firms using service providers related to networks are not included within their sister network's figures. For the same reason service providers such as SimplyBiz and ThreeSixty do not appear in the list. Figures for some advisers may be understated where business is placed on white-labelled platforms. These include Best Practice and True Potential. IFDL have provided data regarding sales on Succession and Openwork's platforms at their respective requests. 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 who are actively advising customers. Certain firms no longer have CF30's registered against them following a change in the regulatory regime in March 2016