

| 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