

Company	Gross sales of retail investments and pensions over H2 2017 and H1 2018	Gross sales of retail investments and pensions over H2 2016 and H1 2017	Net sales of retail investments and pensions over H2 2017 and H1 2018	Net sales of retail investments and pensions over H2 2016 and H1 2017	Assets under management invested in retail investment funds 2018	Assets under management invested in retail investment funds 2017	Number of CF30s	Complaints Q1 & Q2 2018	Complaints Q3 & Q4 2017	Year founded
1 Tenet	1,600,000,000	1,700,000,000	830,000,000	970,000,000	2,900,000,000	3,100,000,000	526	0	0	1967*
2 JLT Group	630,000,000	420,000,000	250,000,000	290,000,000	400,000,000	470,000,000	57	0	0	1960
3 Mazars Financial Planning Ltd	460,000,000	330,000,000	160,000,000	140,000,000	890,000,000	700,000,000	31	0	0	1940
4 Kerr Henderson Group	200,000,000	80,000,000	50,000,000	65,000,000	660,000,000	100,000,000	10	0	0	1962
5 Wilfred T Fry (Personal Fin Plan)	220,000,000	120,000,000	65,000,000	39,000,000	240,000,000	210,000,000	22	0	0	1898
6 Quilter plc	10,300,000,000	9,700,000,000	3,500,000,000	3,800,000,000	29,000,000,000	30,000,000,000	2,254	0	0	1845
7 Raymond James Group	930,000,000	800,000,000	390,000,000	280,000,000	2,500,000,000	1,800,000,000	142	0	0	1962
8 Brewin Dolphin Ltd	3,300,000,000	2,700,000,000	1,000,000,000	880,000,000	10,000,000,000	9,600,000,000	430	0	0	1762
9 Foster Denovo	630,000,000	280,000,000	250,000,000	200,000,000	1,600,000,000	280,000,000	82	0	0	2005
10 Tavistock Group	430,000,000	520,000,000	190,000,000	290,000,000	570,000,000	520,000,000	166*	0	0	1975*
11 Wingate Group	110,000,000	88,000,000	38,000,000	48,000,000	300,000,000	120,000,000	13	0	0	1970
12 Beckett Inv Management	150,000,000	110,000,000	90,000,000	66,000,000	500,000,000	78,000,000	11	0	0	1988
13 Gibbs Denley Group	100,000,000	86,000,000	52,000,000	66,000,000	500,000,000	44,000,000	10	0	0	1990
14 Helm Godfrey Partners Ltd	200,000,000	220,000,000	95,000,000	98,000,000	410,000,000	260,000,000	29	0	0	1990
15 Pi Financial Ltd	170,000,000	230,000,000	88,000,000	100,000,000	220,000,000	180,000,000	45	0	0	1991
16 Independent Financial Strategies Ltd	220,000,000	190,000,000	150,000,000	99,000,000	360,000,000	230,000,000	11	0	0	1983
17 Lovewell Blake Group	100,000,000	68,000,000	27,000,000	25,000,000	200,000,000	160,000,000	8	0	0	1858
18 Westminster Wealth Management LLP	210,000,000	210,000,000	120,000,000	96,000,000	250,000,000	190,000,000	33	0	0	2000
19 True Potential Group	230,000,000	150,000,000	130,000,000	32,000,000	690,000,000	500,000,000	433	0	0	2007
20 St James's Place Wealth Management	15,000,000,000.00	£13,000,000,000.00	£9,500,000,000.00	£6,600,000,000.00	£83,000,000,000.00	£97,000,000,000.00	3810	58	57	2000
21 Harwood Wealth Management Group	820,000,000	760,000,000	280,000,000	350,000,000	1,200,000,000	1,100,000,000	184	0	0	2001
22 Ring Associates Ltd	120,000,000	75,000,000	73,000,000	53,000,000	310,000,000	59,000,000	6	0	0	2002
23 Legacy Private Wealth Ltd	110,000,000	94,000,000	68,000,000	59,000,000	290,000,000	200,000,000	7	0	0	1982
24 Canaccord Genuity Group	420,000,000	300,000,000	71,000,000	15,000,000	990,000,000	800,000,000	247	0	0	1950
25 Paradigm Norton Financial Planning Ltd	120,000,000	140,000,000	44,000,000	73,000,000	480,000,000	170,000,000	16	0	0	2001
26 Grant Thornton Group	210,000,000	310,000,000	140,000,000	240,000,000	300,000,000	1,100,000,000	55	0	0	1924
27 HFMC Wealth Group	130,000,000	130,000,000	38,000,000	38,000,000	210,000,000	130,000,000	43*	0	0	1999*
28 HSBC Bank Group	1,100,000,000	1,300,000,000	-£8,000,000	-£290,000,000	6,000,000,000	4,900,000,000	129	7,981	7,202	1865
29 Chantler Kent Investments	100,000,000	68,000,000	62,000,000	37,000,000	210,000,000	55,000,000	8	0	0	2004
30 Succession	640,000,000	1,900,000,000	210,000,000	630,000,000	1,500,000,000	900,000,000	393	0	0	1998
31 Joseph R Lamb Independent Financial Advisers Ltd	250,000,000	520,000,000	58,000,000	180,000,000	260,000,000	200,000,000	7	0	0	1970
32 Perspective Group	330,000,000	990,000,000	77,000,000	390,000,000	640,000,000	480,000,000	47	0	0	1980
33 Fairstone Group	950,000,000	830,000,000	320,000,000	450,000,000	2,500,000,000	1,400,000,000	240	0	0	2005
34 Validpath Ltd	140,000,000	110,000,000	54,000,000	46,000,000	280,000,000	220,000,000	62	0	0	2001
35 Hoyl Group	110,000,000	72,000,000	48,000,000	45,000,000	250,000,000	180,000,000	29	0	0	2005
36 Chadney Bulgin LLP	120,000,000	67,000,000	74,000,000	54,000,000	67,000,000	110,000,000	20	0	0	1993
37 Close Brothers Asset Management	680,000,000	830,000,000	170,000,000	330,000,000	410,000,000	2,000,000,000	279	256	222	1878
38 Smith & Williamson Group	720,000,000	590,000,000	210,000,000	88,000,000	3,000,000,000	2,700,000,000	259	0	0	1881
39 Best Practice IFA Group Ltd	530,000,000	500,000,000	180,000,000	230,000,000	1,300,000,000	861,000,000	230	0	0	2003
40 UBS Group	520,000,000	380,000,000	-£110,000,000	100,000,000	2,800,000,000	1,100,000,000	140	0	0	1862
41 LEBC Group Ltd	250,000,000	380,000,000	190,000,000	340,000,000	240,000,000	600,000,000	76	0	0	2000
42 Lumin Wealth Management Ltd	150,000,000	94,000,000	78,000,000	58,000,000	270,000,000	170,000,000	9	0	0	2010
43 Lloyds Banking Group	1,900,000,000	2,200,000,000	-£670,000,000	-£330,000,000	8,500,000,000	11,000,000,000	420	43,578	20,577	1765
44 InPartnership	770,000,000	950,000,000	350,000,000	500,000,000	1,800,000,000	1,700,000,000	279	0	0	2000
45 Chase de Vere Group	1,000,000,000	1,300,000,000	560,000,000	750,000,000	2,000,000,000	4,100,000,000	240	0	0	1969
46 Lonsdale Services Ltd	140,000,000	100,000,000	32,000,000	82,000,000	430,000,000	81,000,000	12	0	0	2003
47 Pharon Independent Financial Advisers Ltd	140,000,000	150,000,000	78,000,000	100,000,000	91,000,000	220,000,000	7	0	0	1973
48 Central Investment Services (Scotland) Ltd	230,000,000	210,000,000	56,000,000	57,000,000	200,000,000	200,000,000	9	0	0	1973
49 Argyle Consulting Ltd	170,000,000	170,000,000	73,000,000	78,000,000	300,000,000	280,000,000	12	0	0	1997
50 Saunderson House	1,300,000,000	1,500,000,000	480,000,000	700,000,000	3,500,000,000	4,000,000,000	58	0	0	1968
51 Tilney Group	1,800,000,000	1,000,000,000	-£520,000,000	250,000,000	6,200,000,000	7,700,000,000	595	0	0	1836
52 N W Brown & Co Ltd	150,000,000	91,000,000	57,000,000	42,000,000	230,000,000	180,000,000	22	0	0	2000
53 Clayton Holmes Naisbitt Group	120,000,000	110,000,000	51,000,000	56,000,000	140,000,000	110,000,000	21	0	0	2008
54 Ludlow Wealth Management Group	170,000,000	290,000,000	130,000,000	260,000,000	29,000,000	82,000,000	14	0	0	1996
55 Punter Southall Group	1,200,000,000	800,000,000	300,000,000	650,000,000	910,000,000	1,800,000,000	115	0	0	1988
56 Portafina LLP	200,000,000	160,000,000	180,000,000	140,000,000	330,000,000	270,000,000	6	0	0	2009
57 Cullen Wealth Ltd	140,000,000	160,000,000	82,000,000	100,000,000	140,000,000	280,000,000	22	0	0	1998
58 The Private Office	170,000,000	120,000,000	65,000,000	20,000,000	540,000,000	300,000,000	29	0	0	2008
59 Balmoral Asset Management Ltd	170,000,000	100,000,000	130,000,000	94,000,000	76,000,000	92,000,000	10	0	0	1998
60 Chartwell Financial Services Ltd	310,000,000	370,000,000	10,000,000	-£42,000,000	200,000,000	25,000,000	4	0	0	1991
61 Wren Sterling Financial Planning Ltd	120,000,000	110,000,000	90,000,000	83,000,000	270,000,000	290,000,000	73	0	0	2014
62 Pannells Financial Planning Ltd	270,000,000	190,000,000	39,000,000	64,000,000	360,000,000	240,000,000	24	0	0	1989
63 Sense Network Ltd	860,000,000	970,000,000	230,000,000	310,000,000	1,300,000,000	1,200,000,000	182	0	0	2006
64 Barclays Group	950,000,000	1,700,000,000	-£160,000,000	-£98,000,000	2,900,000,000	4,300,000,000	57	14,085	13,261	1736
65 Advanta Wealth Ltd	170,000,000	76,000,000	75,000,000	40,000,000	250,000,000	180,000,000	15	0	0	2012
66 Attivo Group	110,000,000	110,000,000	48,000,000	33,000,000	170,000,000	140,000,000	16	0	0	2005
67 Sanlam Financial Services Group	660,000,000	820,000,000	120,000,000	430,000,000	1,500,000,000	2,400,000,000	194	0	0	1918
68 Skipton Group	620,000,000	1,300,000,000	420,000,000	1,100,000,000	860,000,000	3,300,000,000	0	152	99	1845
69 HFS Group	180,000,000	200,000,000	46,000,000	21,000,000	360,000,000	250,000,000	10	0	0	1986
70 Openwork	2,800,000,000	3,300,000,000	770,000,000	1,500,000,000	7,900,000,000	7,200,000,000	1,190	66	50	1999
71 Magus Private Wealth Limited	100,000,000	70,000,000	36,000,000	26,000,000	310,000,000	200,000,000	15	0	0	1998
72 Grosvenor Consultancy Ltd	130,000,000	130,000,000	51,000,000	29,000,000	330,000,000	270,000,000	19	0	0	1998
73 Smith & Pinching	170,000,000	200,000,000	43,000,000	41,000,000	130,000,000	160,000,000	24	0	0	1998
74 Hargreaves Lansdown Group	6,900,000,000	7,400,000,000	1,200,000,000	1,900,000,000	29,000,000,000	23,000,000,000	167	54	46	1984
75 Loveday & Partners Ltd	190,000,000	120,000,000	82,000,000	64,000,000	360,000,000	290,000,000	11	0	0	2013
76 KW Group	140,000,000	47,000,000	21,000,000	29,000,000	420,000,000	95,000,000	27	0	0	2011
77 Argent Wealth Ltd	120,000,000	80,000,000	56,000,000	32,000,000	120,000,000	59,000,000	5	0	0	2009
78 Principal & Prosper Holdings Ltd	300,000,000	320,000,000	260,000,000	310,000,000	11,000,000	63,000,000	14	0	0	2007
79 Calculis Financial Planners	120,000,000	120,000,000	47,000,000	38,000,000	210,000,000	160,000,000	9	0	0	2011
80 Network Direct Ltd	170,000,000	190,000,000	78,000,000	130,000,000	380,000,000	360,000,000	78	0	0	2009
81 LGT Vestra	650,000,000	690,000,000	300,000,000	610,000,000	470,000,000	1,800,000,000	105	0	0	2007
82 Clairville York Ltd	110,000,000	93,000,000	29,000,000	22,000,000	200,000,000	150,000,000	6	0	0	1987
83 MacKenzie Investment Strategies Ltd	160,000,000	78,000,000	74,000,000	32,000,000	170,000,000	100,000,000	4	0	0	2010
84 Lomond Financial Management	110,000,000	43,000,000	53,000,000	33,000,000	130,000,000	60,000,000	5	0	0	2016
85 Investec Group	2,100,000,000	1,800,000,000</								