

UK wealth managers: business profiles

Wealth manager	Total offices in UK, CI and IoM	Number of advisers	Number of individual private clients in UK	AUM (£m) within discretionary	AUM (£m) within advisory	AUM (£m) within execution only
7IM	2	22	2,060	1,347	230	
Brooks Macdonald	15	113		15,944	-	282
Brown Shipley, a Quintet Private Bank	8	77	12,654	5,816	736	1,400
Canaccord Genuity Wealth Management	15	255	40,379	20,538	3,619	9,026
Cantab Asset Management	2	12	520	440	270	-
Cazenove Capital	9	167	8,000			
Charles Stanley	23	225	32,540	13,327	1,771	2,786
Close Brothers	15	95	26,899	1,580	119	
EFG Harris Allday	4	17	6,908	1,667	470	372
EFG PRIVATE BANK LTD	3	60				
Evelyn Partners	30	591	177,344	46,600	2,700	3,700
Greystone Wealth Management	2	21		-	1,373	-
Investec	15	320	40,000	19,821	725	2,194
IPS Capital LLP	1	7	450	520	68	8
James Hambro & Partners LLP	4	46	2,159	4,132	172	488
JM Finn	5	86	18,500	8,613	735	1,004
Killik & Co	9	86	19,092	2,817	3,930	848
LGT Wealth Management	4	87	17,977	18,900	1,200	1,500
McInroy & Wood Ltd	3	15	830	1,283		
Murdoch Asset Management	1	11	2,663	7	604	12
Nedbank Private Wealth	3	37	6,600	678	-	3,447
Netwealth	1	9				
Quilter Cheviot	15	240	36,000	22,628	309	1,487
Rathbones Group Plc	15	379	54,600	31,400	2,400	800
RBC Brewin Dolphin	31	463	80,000	46,300	1,500	4,700
Rothschild & Co	6	44	1,258	12,521	173	
Ruffer LLP	3	50	6,000	7,385		
SG Kleinwort Hambros	8	124		5,088	677	3,330
Tacit Investment Management	1	6	500	500		
Veritas Investment Partners (UK) Limited	1	17	400	5,800	-	-
Vermeer Partners	1	18	1,828	1,560	125	30
Waverton Investment Management	3	44	2,461	7,900		
WH Ireland Plc	4	18	4,730	1,099	47	317

UK wealth managers: services																								
Wealth manager	Services offered																							
	Access to alternative finance / crowdfunding	Advisory investment management	Banking	Brokerage	Charity services	Commodities	Concierge	Bespoke discretionary investment management	Discretionary model portfolio/fund	Family office services	Hedge funds (including funds of funds)	In-house fund management	Insurance	Mortgages	Offshore services	Online discretionary investment management (aka 'robo-advice')	Online services	Pension & retirement planning	Philanthropic planning	Private equity	Tax planning	Trust & estate planning	Cryptocurrency trading	Succession planning
7IM		X						X	X	X	X	X	X	X		X	X	X	X	X	X	X		X
Brooks Macdonald					X			X	X		X	X		X		X	X	X		X	X	X		X
Brown Shipley, a Quintet Private Bank		X	X					X			X		X			X	X			X	X	X		X
Canaccord Genuity Wealth Management		X		X	X	X		X		X	X			X		X	X	X	X	X	X	X		X
Cantab Asset Management		X			X			X	X		X			X		X	X	X	X	X	X	X		X
Cazenove Capital		X	X		X			X	X		X			X		X	X	X	X		X	X		X
Charles Stanley		X		X	X			X			X					X	X	X		X	X	X		X
Close Brothers			X	X	X	X		X			X	X	X	X	X		X	X	X	X	X	X		X
EFG Harris Allday		X			X			X																
EFG PRIVATE BANK LTD		X	X	X		X		X		X	X		X	X		X	X		X		X	X		X
Evelyn Partners		X		X	X	X		X	X	X	X	X	X		X	X	X	X	X	X	X	X		X
Greystone Wealth Management		X									X												X	
Investec		X	X	X	X			X			X		X	X		X				X	X	X		
IPS Capital LLP		X			X			X	X			X		X			X	X		X	X	X		X
James Hambro & Partners LLP					X			X			X			X			X				X	X		X
JM Finn		X			X			X			X					X	X			X	X	X		X
Killik & Co		X		X	X			X	X	X				X	X	X	X	X	X	X	X	X		X
LGT Wealth Management	X	X			X			X	X	X	X		X	X	X	X	X	X	X	X	X	X		X
McInroy & Wood Ltd					X			X			X					X							X	
Murdoch Asset Management											X	X					X			X	X	X		
Nedbank Private Wealth			X					X			X		X	X		X	X	X			X	X		X
Netwealth		X						X						X	X	X						X		X
Quilter Cheviot		X			X			X			X			X			X			X	X	X		
Rathbones Group Plc		X	X		X			X		X	X			X		X	X	X		X	X	X		
RBC Brewin Dolphin		X			X			X		X				X	X		X	X		X	X	X		X
Rothschild & Co			X	X	X	X		X	X	X	X		X	X		X		X				X		X
Ruffer LLP					X			X			X											X		
SG Kleinwort Hambros		X	X	X	X	X		X	X	X	X	X		X	X	X	X	X	X		X	X		X
Tacit Investment Management								X																
Veritas Investment Partners (UK) Limited					X			X			X											X		
Vermeer Partners		X						X																
Waverton Investment Management					X			X			X		X	X		X	X	X		X	X	X		X
WH Ireland Plc								X			X						X				X	X		X
Source: Savanta																								

Balanced Portfolio (Typically 35 – 55% equity)

Wealth manager	Balanced portfolio details			% total returns net of fees		
	Name	Product type (Portfolio, Model, Fund, Composite of Portfolios, PCI)	Data submitted to ARC for verification	1 year	3 years cumulative	5 years cumulative
7IM	7IM SELECT BALANCED FUND	Fund	Yes	-6.6	5.4	
Brooks Macdonald	BM Medium Risk	Composite of Portfolios	Yes	-11.5	4.3	12.8
Brown Shipley, a Quintet Private Bank	SVS Brown Shipley Income Fund	Fund	Yes	-14.9	-1.6	4.9
Cazenove Capital	Cazenove Capital Balanced	Model	Yes	-7.9	7.1	15.7
Charles Stanley	Dynamic Passive 2	Model	Yes	-9.0	0.7	7.8
Close Brothers	Close Brothers Balanced Asset Portfolio	PCI	Yes	-8.3	4.0	12.0
EFG Harris Allday	Balanced Asset	Portfolio	Yes	-7.3	4.6	14.3
EFG PRIVATE BANK LTD	EFG Global Balanced Strategy	Composite of Portfolios	Yes	-10.2	3.7	10.8
Evelyn Partners	Evelyn Partners GBP Balanced PCI	PCI	Yes	-7.7	5.7	12.8
Greystone Wealth Management	VT Greystone Cautious Managed	Fund	No	-14.6	-9.2	-3.9
Investec	Investec Balanced ARC	PCI	Yes	-9.5	0.3	8.1
IPS Capital LLP	Diversifier IPS MPS GBP	Portfolio	No	-11.1	4.0	11.9
James Hambro & Partners LLP	James Hambro & Partners Balanced Portfolios	Composite of Portfolios	Yes	-9.7	5.2	13.9
JM Finn	Coleman Street Investments – Income and Growth	Fund	No	-13.0	4.0	15.0
Killik & Co	Killik Managed Investment Service - Balanced Portfolio	Portfolio	Yes	-9.4	0.8	6.2
LGT Wealth Management	GBP Global Medium	Model	Yes	-12.1	3.5	11.9
Murdoch Asset Management	MAM Prudent	Model	No	-10.8	-4.2	8.5
Nedbank Private Wealth	Nedbank Private Wealth Global Steady Growth	Composite of Portfolios	Yes	-10.0	3.5	13.0
Netwealth	Netwealth Risk Level 4	PCI	Yes	-9.3	2.4	9.6
Rathbones Group Plc	Rathbones Investment Management Ltd	Composite of Portfolios	Yes	-8.1	1.7	7.4
RBC Brewin Dolphin	BC BD MPS INCOME	Portfolio	Yes	-9.7	2.3	11.5
Rothschild & Co	Rothschild & Co Sterling Cautious Composite	Composite of Portfolios	Yes	-7.3	9.7	18.8
SG Kleinwort Hambros	KH Global Balanced Composite	Model	Yes	-10.0	0.9	10.1
Tacit Investment Management	Real Return	Portfolio	Yes	-5.4	1.0	7.7
Veritas Investment Partners (UK) Limited	Veritas GBP Balanced Asset PCI	PCI	Yes	-8.7	19.0	34.7
Waverton Investment Management	Waverton ARC PCI Balanced	PCI	Yes	-7.4	10.7	19.3
WH Ireland Plc	Wayfarer 5	Model	Yes	-3.6	2.8	5.8

ARC Research collects the performance of c.350,000 portfolios from 100+ leading investment managers to independently verify their performance figures. Not all companies submit data or subscribe to ARC. Returns as of 31/12/22

Capital Growth Portfolio (Typically 55-75% equity)

Wealth manager	Capital growth portfolio details			% total returns net of fees		
	Name	Product type (Portfolio, Model, Fund, Composite of Portfolios, PCI)	Data submitted to ARC for verification	1 year	3 years cumulative	5 years cumulative
7IM	7IM SELECT MODERATELY ADVENTUROUS FUND	Fund	Yes	-5.2	10.2	
Brooks Macdonald	BM Medium-to-High Risk	Composite of Portfolios	Yes	-14.2	6.4	16.1
Brown Shipley, a Quintet Private Bank	SVS Brown Shipley Balanced	Fund	Yes	-17.5	-2.1	6.1
Cazenove Capital	Cazenove Capital Growth	Model	Yes	-7.8	11.0	22.1
Charles Stanley	Dynamic Passive 4	Model	Yes	-10.1	8.2	21.3
Close Brothers	Close Brothers Steady Growth PCI	PCI	Yes	-9.3	6.4	16.5
EFG Harris Allday	Diversified Equity	Portfolio	Yes	-11.3	2.1	12.9
EFG PRIVATE BANK LTD	EFG Global Growth Strategy	Composite of Portfolios	Yes	-11.9	5.5	13.7
Evelyn Partners	Evelyn Partners GBP Steady Growth PCI	PCI	Yes	-9.5	6.7	17.2
Greystone Wealth Management	VT Greystone Balanced Managed	Fund	No	-15.6	-6.3	1.3
Investec	Investec Steady Growth ARC	PCI	Yes	-10.2	3.4	12.8
James Hambro & Partners LLP	James Hambro & Partners Steady Growth Portfolios	Composite of Portfolios	Yes	-9.8	7.4	17.8
Killik & Co	Killik Managed Investment Service - Steady Growth Portfolio	Portfolio	Yes	-12.4	5.2	13.1
LGT Wealth Management	GBP Global Medium High	Model	Yes	-13.6	8.9	21.9
McInroy & Wood Ltd	McInroy & Wood Balanced Fund	Fund	Yes	-4.2	19.3	31.1
Murdoch Asset Management	MAM Balanced	Model	No	-13.6	0.8	13.7
Nedbank Private Wealth	Nedbank Private Wealth Global Growth	Composite of Portfolios	Yes	-10.4	6.1	17.3
Netwealth	Netwealth Risk Level 6	PCI	Yes	-7.4	7.8	16.9
Rathbones Group Plc	Rathbones Investment Management Ltd	Composite of Portfolios	Yes	-10.5	5.1	14.6
RBC Brewin Dolphin	RBC BD MPS BALANCED	Portfolio	Yes	-9.3	7.3	19.3
Rothschild & Co	Rothschild & Co Sterling Balanced Composite	Composite of Portfolios	Yes	-10.2	10.4	22.1
SG Kleinwort Hambros	Global Growth Strategy	Model	Yes	-10.1	6.8	19.6
Tacit Investment Management	Steady Growth	Portfolio	Yes	-8.0	4.6	15.4
Veritas Investment Partners (UK) Limited	Veritas GBP Steady Growth PCI	PCI	Yes	-9.6	23.5	41.0
Vermeer Partners	VP Balanced Strategy	Model	Yes	-8.0	10.0	
Waverton Investment Management	Waverton Private Client GBP Growth Composite	Composite of Portfolios	Yes	-7.9	13.6	26.0
WH Ireland Plc	Wayfarer 6	Model	Yes	-3.4	7.0	9.2

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