

Minimum portfolios and fees																				
Wealth manager	Min. portfolio size (£k)			Annual fee tariff for portfolios of following sizes (%)							Annual fee tariff for advisory portfolios of following sizes (%)							Do any of the following apply?		
	Discretionary	Advisory	Execution-only	£100,000	£250,000	£500,000	£1,000,000	£2,000,000	£3,000,000	£5,000,000 and above	£100,000	£250,000	£500,000	£1,000,000	£2,000,000	£3,000,000	£5,000,000 and above	Subject to a minimum fee	Additional charges	Separate platform or custody charge
Aberdeen Standard	500			0.98	0.98	0.98	0.98	0.98	0.98	0.75										No
Brewin Dolphin	150	1000		0.75	0.75	0.75	0.75	0.6	0.37				1	1	1	1	Yes	Yes	No	
Brown Shipley	500	1000	500			1.25	1.25	0.6	0.6	0.3			1.25	0.6	0.6	0.6	0.3		Yes	No
Cannacord Genuity Wealth Management	50	100	100	1.5	1.5	1.25	1	1	1										Yes	No
Cantab Asset Management	500	500	0			0.9	0.9	0.9	0.9	0.6			0.75	0.75	0.75	0.75	0.5		Yes	Yes
Cazenove Capital	1000																		Yes	No
Charles Stanley	200	200	200	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	Yes		No
Close Brothers Asset Management	1000	250		1	1	1	0.9	0.9	0.8	0.7		0.8	0.7	0.55	0.48	0.45	0.43	Yes		Would prefer not to say
Greystone Financial Services	1	100		0.75	0.75	0.75	0.75	0.75	0.75	0.75	1	1	1	1	1	1	1			No
Hargreaves Lansdown	100			0.25	0.25	0.25	0.25				2	1.8	1.4	1.2	0.6	0.4	0.24			Yes
Harris Allday	150	100	100	0.8	0.6	0.4	0.3	0.3	0.3	0.3	1	0.8	0.6	0.5	0.5	0.5	0.5	Yes		Yes
Highwood		250									1	1	1	1	0.8	0.8	0.5			No
James Hambro & Partners LLP	1000	1000	1000	1	1	1	1	1	0.8	0.6										No
JM Finn	0	0	0	0.75	0.75	0.75	0.75	0.63	0.55	0.46	0.75	0.75	0.75	0.75	0.63	0.55	0.3	Yes	Yes	No
Killik & Co	25			1.35	1.35	1.35	1.35	1.28	1.25	***	0.95	0.95	0.95	0.95	0.88	0.85	***			No
Kleinwort Hambros	1000	1000	100				1.5	1.25	0.95	0.8								Yes	Yes	Would prefer not to say
LGT Vestra				1	1	1	0.75	0.75	0.75	0.75	1	1	1	0.75	0.75	0.75	0.75		Yes	Yes
McInroy & Wood	250			1	1	1	1	1	**	**										No
Murdoch Asset Management	100	100		0.9	0.9	0.9	0.9	0.6	0.6	0.6	0.75	0.75	0.75	0.75	0.75	0.75	0.75		Yes	Yes
Netwealth	50			0.65	0.5	0.35	0.35	0.35	0.35		0.2	0.2	0.2	0.2	0.2	0.2	0.2		Yes	No
Quilter Cheviot Investment Management	200	200		0	1	1	1	0.75	0.65	0.55										No
Rathbones Brothers PLC	100	450		1.2	1.2	1.1	0.99	0.81	0.7	0.62			1	0.99	0.81	0.7	0.62	Yes		No
Redmayne Bentley	20	100	0	0.85	0.85	0.85	0.6	0.6	0.6	0.6	0.85	0.85	0.85	0.6	0.6	0.6	0.6	Yes		No
Rothschild & Co. Wealth Management	5000									1										No
Sarasin & Partners LLP	500																			
Saunderson House	500	500				1.2	1	0.7	0.57	0.42								Yes		Yes
Smith & Williamson Investment Management	0	0	0	0.8	0.8	0.8	0.8	0.8	0.35	0.35	0.8	0.8	0.8	0.8	0.8	0.35	0.35		Yes	Yes
Stonehage Fleming	7000	7000																		Yes
Tacit	100			1	1	1	1													No
Tilney Group	250	350	1	1.1	1.1	1.1	1	0.78	0.7		1.1	1.1	1.1	1	0.78	0.7		Yes		No
WHIreland	50			0.8	0.8	0.8	0.8	0.65	0.53									Yes	Yes	Yes
YOU Asset Management				0.31	0.31	0.31	0.31	0.31	0.31	0.31										No
* NB. Tilney and Smith & Williamson merged on 1/9/20. Data for this table remains separate																				
** Concessionary fee offered																				
*** Negotiable																				
Source: Savanta survey of leading UK wealth managers																				

Business profile and services																										
	Total offices in UK, CI and IoM	Number of advisers	Advisers joining in 2020	Number of individual private clients in UK	AUM (£m)			Services offered																		
					Within discretionary	Within advisory	Within execution only	Access to alternative finance / crowdfunding	Advisory investment management	Banking	Brokerage	Charity services	Commodities	Concierge	Discretionary investment management	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
Wealth manager																										
Aberdeen Standard	6	52	4	20667	7617	0	0							x												
Brewin Dolphin	32	445	13	77000	44600	2000	4600							x												
Brown Shipley	8	97	8	12943	6300	600	500							x												
Cannacord Genuity Wealth Management	12	164	3	35500	16700	3900	9100							x												
Cantab Asset Management	2	15	0	500	500	250	0							x												
Cazenove Capital	8	142	12	4000	33439	1390	7560							x												
Charles Stanley	23	231	6	101173	8360	1475	5395							x												
Close Brothers Asset Management	11	N/A	N/A	21700	13890									x												
Greystone Financial Services	2	21	0	2885	293	801								x												
Hargreaves Lansdown	1	80	N/A	1496034	2900		117700							x												
Harris Allday	4	20	0	4618	1690	335	372							x												
Highwood	1	8	1	367		273								x												
James Hambro & Partners LLP	3	43	4	2111	3775	214	452							x												
JM Finn	5	83	4	18500	8485	557	1114							x												
Killik & Co	8	73	9	17676	2179	4122	802							x												
Kleinwort Hambros	8	116	4	N/A	5762	982	3458							x												
LGT Vestra	3	123	7	9643	10845	647	673							x												
McInroy & Wood	3	12	0	935	1185									x												
Murdoch Asset Management	1	5	1	1872	6	535								x												
Netwealth	1	7	0	N/A										x												
Quilter Cheviot Investment Management	12	169	5	37000	24604	729	1997							x												
Rathbones Brothers PLC	15	304	N/A	52500	27974	851	1946							x												
Redmayne Bentley	29	111	2	6814	2160	595	4340							x												
Rothschild & Co. Wealth Management	4	34	2	993	11740	300								x												
Sarasin & Partners LLP	2	26	2	N/A	4658									x												
Saunderson House	1	48	3	2038	581	4076								x												
Stonehage Fleming	2	31	2	N/A	8006	2200	294							x												
TACIT Investment Management	1	5	-	600	300									x												
Tilney and Smith & Williamson	27	544	N/A	N/A	40808	4581	5862							x												
WHireland	5	29	7	N/A	1027	144	327							x												
YOU Asset Management	1	6	1	4117	1295									x												
Source: Savanta * NB. Tilney and Smith & Williamson merged on 1/9/20. Data for this table has been combined																										

BALANCED PORTFOLIO (Typically 35 - 55% Equity)						
Balanced Portfolio details				% total returns net of fees		
Wealth manager	Name	Product type (Portfolio, Model, Fund, Composite of Portfolios, PCI)	Data submitted to ARC* for verification	1 year	3 years cumul ative	5 years cumul ative
Aberdeen Standard	Aberdeen Standard Capital Phoenix Fund	Fund	Yes	7	19	40
Brewin Dolphin	BD MPS Income	Portfolio	Yes	6.3	15.4	38.7
Brown Shipley	SVS Brown Shipley Income Fund, equity range from 20 – 60%. I Acc	Fund	Yes	8	16	34
Cannacord Genuity Wealth Management	CGWM Risk #4 Multi Manager Model	Model	Yes	2	6	22
Cantab Asset Management	Cantab Cautious	Model	Yes	8.7	22.99	48.15
Cazenove Capital	Balanced Model	Model	Yes	9	18	37
Charles Stanley	Motorway - Balanced Medium Low Risk	Model	No	2.64	12.2	
Close Brothers Asset Management	CBAM Balanced Asset	PCI	Yes	3.1	11.1	31.7
Greystone Financial Services	VT Greystone Cautious Managed Fund	Fund	No	2.02	8	30.67
Harris Allday	Balanced	Portfolio	Yes	1.34	10.8	N/A
Highwood	HWM Profile 4	Model	No	2.12	8.7	32.37
James Hambro & Partners LLP	James Hambro & Partners Balanced Portfolios	Composite of Portfolios	Yes	7.1	15.9	41.7
JM Finn	Coleman Street Investments - Income & Growth	Fund	No	7	18	41
Killik & Co	Managed Investment Service Portfolios on a Balanced Investment Approach	Composite of Portfolios	Yes	4.6	10.15	28.08
Kleinwort Hambros	KH Elite Balanced Fund	Fund	Yes	6.5	14.8	39.4
LGT Vestra	GBP Global Medium	Model	Yes	9.69	18.6	47.25
Murdoch Asset Management	3. MAM Prudent - Growth	Model	Yes	-3.1	9.89	35.21
Netwealth	Risk Level 4 GBP Portfolios	PCI	Yes	6	13	0
Rathbones Brothers PLC	Rathbones Investment Management Ltd GIPS SAAC 2 Composite (net of fees).	Composite of Portfolios	Yes	4	10	28
Redmayne Bentley	Redmayne Bentley Managed Portfolio Service Moderate	Model	Yes	16.57		
Rothschild & Co. Wealth Management	Rothschild & Co Sterling Cautious Composite	Composite of Portfolios	Yes	10	19	35
Sarasin & Partners LLP	Sarasin GBP Balanced PCI	PCI	Yes	8.7	19.1	41.9
Saunderson House	Wealth Management Balanced	Model	Yes	4	8.6	31.6
Smith & Williamson Investment Management	S&W GBP Balanced Asset Index	Composite of Portfolios	Yes	4.09	12.22	34.44
TACIT Investment Management	Real Return	Portfolio	Yes	-2	4.6	29.1
Tilney Group	Tilney Active Portfolios - Tilney Sustainable Portfolio	Fund	Yes	5.36	14.57	36.3
WHIreland	Navigator Risk Level 5	Model	No	3	12	35
YOU Asset Management	Active Portfolio 6	Model	Yes	9.6	17.4	48.6

* ARC Research (ARC) provides independent verification of participating companies' performance figures. Not all companies submit data or subscribe to ARC so, where indicated, the performance data has not been verified.

CAPITAL GROWTH PORTFOLIO (Typically 55-75% equity)							
Capital Growth Portfolio details					% total returns of net fees		
Wealth manager	Name	Product type (Portfolio, Model, Fund, Composite of Portfolios, PCI)	Data submitted to ARC* for verification	1 year	3 years cumulative	5 years cumulative	
Aberdeen Standard	Aberdeen Standard Capital Income and Growth Model	Model	Yes	10	30	68	
Brewin Dolphin	BD MPS Balanced	Portfolio	Yes	7.1	18.7	47.5	
Brown Shipley	SVS Brown Shipley Balanced Fund 40 – 85% I Acc	Fund	Yes	10	20	43	
Cannacord Genuity Wealth Management	CGWM Risk #5 WMA Multi Manager Model	Model	Yes	5	13	35	
Cantab Asset Management	Cantab Balanced	Model	Yes	10.65	25.1	50	
Cazenove Capital	Growth Model	Model	Yes	11	22	47	
Charles Stanley	Motorway - Balanced Medium High Risk	Model	No	1.6	11.9		
Close Brothers Asset Management	CBAM Steady Growth	PCI	Yes	4.8	15	41	
Greystone Financial Services	VT Greystone Balanced Managed	Fund	No	3.62	12.07	44.85	
Harris Allday	Steady growth	Portfolio	Yes	2.36	13.27	N/A	
Highwood	HWM Profile 5	Model	No	0.01	12.04	35.71	
James Hambro & Partners LLP	James Hambro & Partners Steady Growth Portfolios	Composite of Portfolios	Yes	7.2	17.6	49.9	
JM Finn	Coleman Street Investments Growth	Fund	No	8	21	53	
Killik & Co	Managed Investment Service Portfolios on a Steady Growth Investment Approach	Composite of Portfolios	Yes	8.21	15.45	39.38	
Kleinwort Hambros	KH Elite Growth Fund	Fund	Yes	7.2	18	53.9	
LGT Vestra	GBP Global High.	Model	Yes	14.48	28.12	67.2	
McInroy & Wood	McInroy & Wood Balanced Fund	Fund	No	12.08	23.22	55.71	
Murdoch Asset Management	4. MAM Balanced - Growth	Model	Yes	0.31	13.3	46.09	
Netwealth	Risk Level 5 GBP Portfolios	PCI	Yes	5	14	N/A	
Rathbones Brothers PLC	Rathbone Investment Management Ltd SAAC 4 Composite (net of fees) .	Composite of Portfolios	Yes	5	15	43	
Redmayne Bentley	Redmayne Bentley Managed Portfolio Service Progressive	Model	Yes	13.69			
Rothschild & Co. Wealth Management	Rothschild & Co Sterling Balanced Composite	Composite of Portfolios	Yes	12	24	46	
Sarasin & Partners LLP	Sarasin GBP Steady Growth PCI	PCI	Yes	8.9	21.1	49.4	
Saunderson House	Wealth Accumulation Balanced	Model	Yes	4.1	9.2	36.2	
Smith & Williamson Investment Management	S&W GBP Steady Growth Index	Composite of Portfolios	Yes	3.98	14.9	44.06	
TACIT Investment Management	Steady Growth	Portfolio	Yes	2.6	13.2	47.6	
Tilney Group	Tilney Sterling Steady Growth Index	PCI	Yes	5.68	16.02	39.42	
WHIreland	Navigator Risk Level 6	Model	No	2	12	34	
YOU Asset Management	Active Portfolio 8	Model	Yes	12.8	22.9	62.3	

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