

Company	Assets under management		Total number of clients	Proportion of assets accounted for by		Number of staff responsible for running client portfolios	Number of staff responsible for investment research
	Direct clients (£m)	Externally advised clients (£m)		Model portfolios (%)	Bespoke portfolios (%)		
7IM	2,100	2,800	5,650	100	0	34	16
Aberdeen Standard Capital	3,541	2,721	6,262	17.1	82.9	42	11
AJ Bell	10,600	32,800	210,765		n/d	n/a	n/a
Brewin Dolphin (1)	25,700	13,400	n/d	8.6	91.4	448	21
Brooks Macdonald	1,200	7,800	23,424	9.4	90.6	60	60
Canaccord Genuity	22,000	5,000	35,000	65	35	187	20
Cazenove Capital		50,700	8,000		n/d	122	11
Charles Stanley	22,350	2,080	123,777	2	55	255	9
Close Brothers	10,100	2,100	n/d	1.6	29.5	n/d	20
EQ Investors		900	2,500	44.4	55.6	5	12
Gam	1,200	900	n/d	42.9	57.1	9	14
Hawksmoor	462	268	2,211	45	55	27	8
Investec Wealth & Investment	30,400	5,600	n/d	1.7	98.3	n/d	n/d
JM Finn	9,380	0	18,500	1	81	83	86
LGT Vestra	7,414	5,797	n/d	27	73	60	9
Momentum	0	1,898	n/d	2	12.5	4	12
Morningstar	0	985	n/d	100	0	21	90
Octopus	0	1,100	n/d		n/d	3	8
Parmenion	0	6,200	65,400	98.5	1.5	9	9
PortfolioMetrix	0	1,900	12,400	12	88	22	22
Psigma	440	1,300	5,225	9	82	33	38
Quilter Cheviot		24,100	38,545	6	94	163	25
Rathbones (s)	29,900	8,400	n/d		n/d	336	27
RC Brown	30	97	335	26	74	4	5
Rowan Dartington	400	250	10,000	20	80	40	15
Smith & Williamson		21,800	n/d		n/d	170	50
Tilney	23,000	2,500	110,000	31	46	120	15
Walker Crips		5,000	n/d		n/d		130
Waverton		6,000	n/d	11	71	20	42
Wellian	0	1,066	n/d	50	0	3	3
Whitechurch	0	408	5,200	93	7	4	4

Notes: (1) Staff numbers as of September 28 2018. (2) External clients are all adviser-linked. **Source and copyright:** Money Management