

## About Us

# A scalable platform for growth

**Our rich heritage and reputation for trust, integrity and service alongside our regional presence provides a strong platform from which we can grow our business.**

Our talented and knowledgeable people are delivering the right services and expertise across the country to help clients reach their goals.

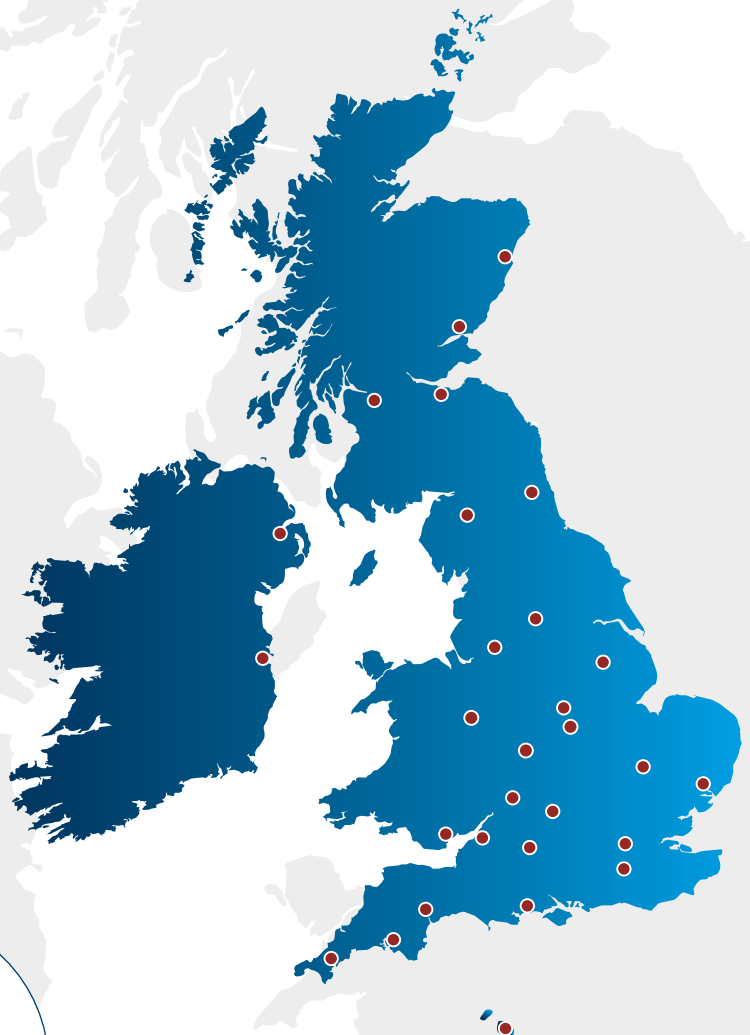
### Who we are

Founded in 1762, Brewin Dolphin is a leading independently-owned UK wealth manager. We are listed on the London Stock Exchange, and a member of the FTSE 250 Index. We take an integrated, advice-led approach to protecting and growing our clients' wealth by combining our experience and expertise in financial planning and investment management. Our success is built upon our belief in the importance of long-term client relationships and our commitment to a highly personalised and high-quality service.

 See page 137 for branch address list

1,614  
Employees

29  
Offices



## Our Services

The table below outlines the services provided by the Group. Further information on these and our clients can be found in the Business Model overleaf.

	Available to			
	Direct private individuals	Private individuals via intermediaries	Corporates	Charities
<b>Core services</b>				
<b>Wealth Management</b>				
Integrated approach to protecting and growing wealth that combines both Financial Planning and Investment Management.	✓			
<b>Investment Management</b>				
Designed for clients who want to benefit from a personal focus on their investment portfolio but do not require financial planning.	✓	✓	✓	✓
<b>Financial Planning</b>				
This service helps address our clients' wider financial planning needs including advice on investment, protection or retirement requirements.	✓			
<b>Managed Portfolio Service ('MPS')</b>				
This service is provided for financial advisers who offer a suite of risk rated model portfolios designed for their clients who do not require, or for whom it is not cost effective to have, a personalised solution.		✓		
<b>Brewin Portfolio Service ('BPS')</b>				
A cost effective service for clients with smaller sums to invest and who do not need advice. It combines the investment expertise of Brewin Dolphin with the freedom for individuals who are happy making their own risk decisions and investment choices. It gives access to six risk rated portfolios which are primarily invested in passive funds.	✓			
<b>Execution Only</b>				
Custody, trade execution and settlement services for clients who have no need for advice and prefer to make their own investment decisions. This service is limited and we no longer provide it on a standalone basis to new clients.	✓		✓	✓
<b>Core funds</b>	<b>£22.5bn</b>	<b>£10.4bn</b>	<b>£1.6bn</b>	<b>£2.9bn</b>
<b>Non-core services</b>				
<b>Advisory</b>				
The service provided is either 'Advisory Managed', where we provide advice on both the structure of the portfolio and the individual investments within it, or 'Dealing with Advice' where advice is provided on a transactional basis only. We no longer offer this service for new clients, other than on an exceptional basis.	✓		✓	✓

### Total core<sup>1</sup> funds

2017	£37.4bn
2016	£32.4bn

1. Discretionary, BPS and execution only funds.