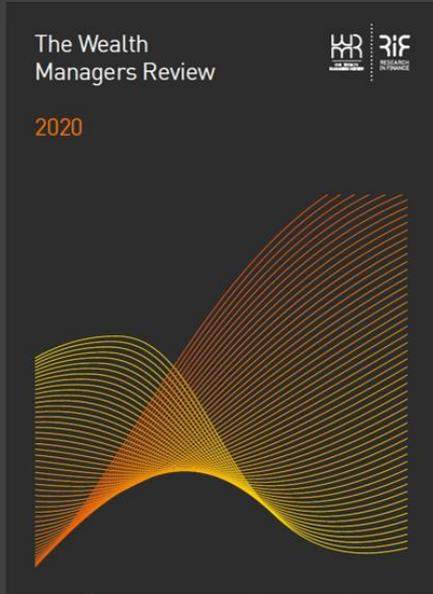


THE WEALTH
MANAGERS
REVIEW 2020



REPORT SYNOPSIS



**THE
INSPIRATION
WHY WE
PRODUCED THIS
REPORT**

Research in Finance's new Wealth Managers Review is designed specifically to help sales, distribution and marketing personnel at asset management companies operate more effectively. As the wealth management landscape evolves, it is crucially important to take stock and adapt.

Key questions answered include:

- How do fund selectors make decisions around adding funds to buy lists?
- What are the major headwinds and tailwinds for the sector?
- How has regulation and consolidation impacted how DFMs run their business?
- Which kind of relationships do they value with asset managers?
- Which sales teams and individuals do DFMs think are serving them well?
- What is DFM's appetite for various asset classes?
- Will financial advisers continue to outsource investment management to DFMs?

METHODOLOGY

HOW WE PRODUCED THIS REPORT

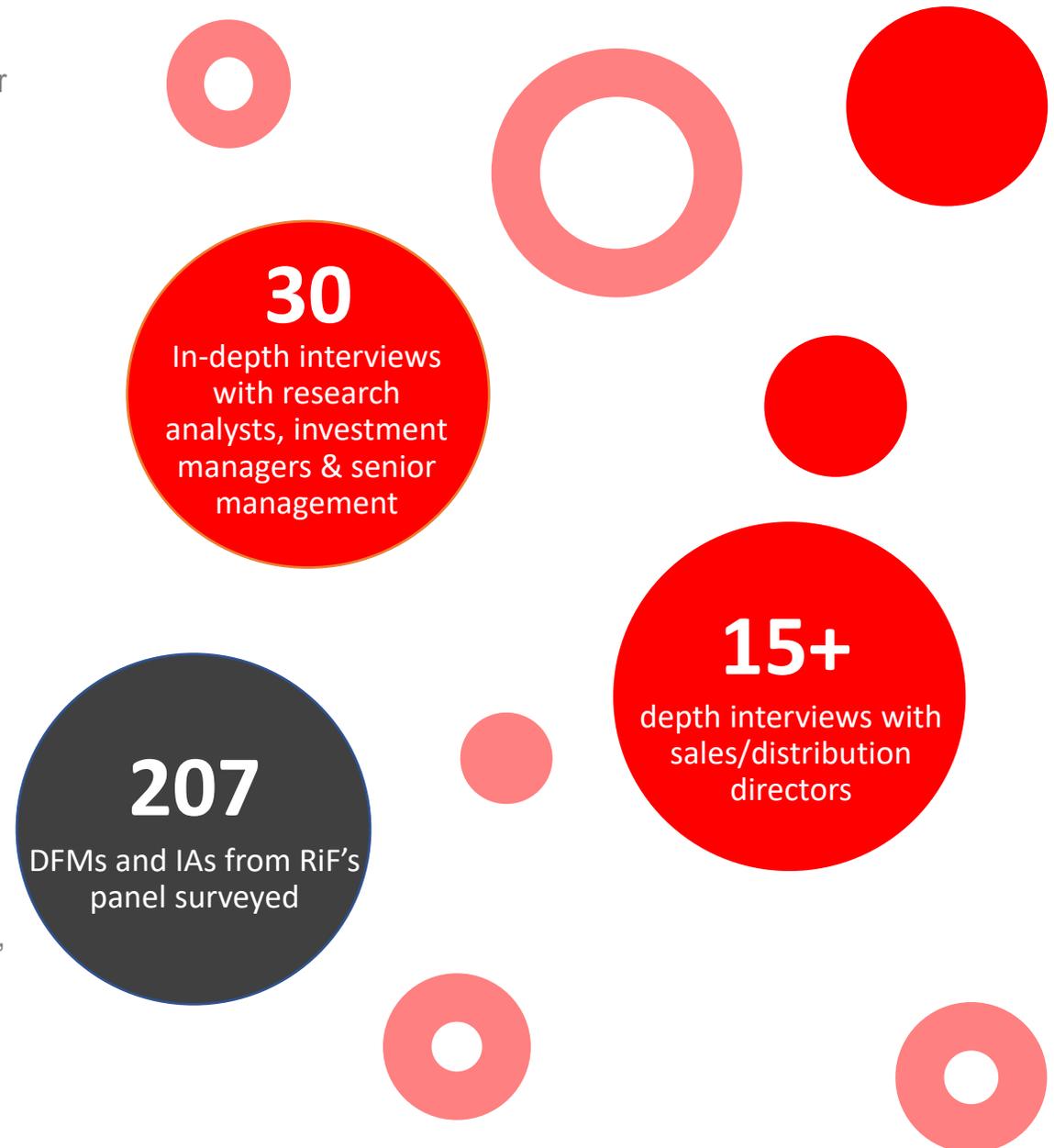
The research underpinning the WMR was conducted in November 2019.

Research in Finance conducts numerous studies with DFMs and maintains an in-house panel of these individuals.

Individuals quoted in the report include:

- Edward Park, Brooks Macdonald
- Alex Moore, Rathbones
- Rob Gleeson, FE
- Mark Preskett, Morningstar IM
- Haig Bathgate, 7IM

Two thirds (63%) of those surveyed work for a DFM firm, and they described their roles as either discretionary fund manager, wealth manager, investment adviser or research analyst.



What's in the report?

TOPIC COVERAGE

Industry Trends

- Investment advisors outsourcing to DFMs – how has this evolved?
- Regulation, ESG, consolidation, liquidity, fees, passives and more
- Investor sentiment and asset allocation

Getting on the Buy List

- DFMs' fund selection criteria
- Portfolio construction
- Buy list influences

Sales Support

- Distribution teams' structures and remunerations
- Best sales practices and communications
- Top salespersons and teams
- How are relationships evolving with DFMs?

Looking Ahead

- The challenges and opportunities for the industry

Individual Firm Profiles

- Aberdeen Standard Capital
- Barclays Wealth
- Brewin Dolphin
- Brooks McDonald
- Brown Shipley
- Cazenove
- Charles Stanley
- FE Invest
- James Hambro
- LGT Vestra
- Morningstar Investment Management
- Quilter Cheviot
- Psigma
- Rathbones
- Sanlam UK
- Tatton IM and many more

CHARTS FEATURED

Industry Trends

- % share of DFM assets
- Demand for MPS
- Advisers' outsourcing outlook
- Risk-o-meter
- Asset allocation outlook
- Investment trusts usage
- Appetite for alternatives
- Fund governance – boards and VFM assessments
- Platform satisfaction levels
- M&A impact
- Responsible investing product usage
- Intergenerational wealth transfer

Getting on the Buy List

- Splits by product type
- Use of quants
- Key influences on research
- Autonomy to go off panel
- Fund size preferences
- Active/passive split
- Use of segregated mandates
- Fee presentation
- Levels of discounts

Sales Support

- Brand awareness
- Technical knowledge
- Key documentation required for meetings
- The sales process – who is best at each stage?
- The WMR top firms for salespeople
- The WMR top salespeople

**RESEARCH IN
FINANCE**
ABOUT US

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Research in Finance is a market intelligence, publishing and business information provider specialising in the UK and European financial services industries. With over 55 years' cumulative experience across the wholesale, institutional and private investor markets, we believe our understanding makes us unique and an invaluable partner with any business working in the sector. In addition to our series of established syndicated studies, we design bespoke research around clients' specific needs, tapping into our in-house panels of engaged professional and private investors.



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