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Charles Stanley Group PLC
("Charles Stanley" or the "Group")

Trading Update for the three months ended 30 June 2021

Charles Stanley, the wealth management services group, is pleased to provide a trading update for the first quarter of its financial year, covering the three months ended 30 June 2021.

Trading Update

Total Funds under Management and Administration ("FuMA") increased by 5.9% over the quarter to £27.1 billion (31 March 2021: £25.6 billion). This rise compares favourably to a 4.3% increase in the MSCI PIMFA Private Investor Balanced Index over the same period.

Total revenue for the quarter rose by 8.1% to £45.6 million (Q1 2021: £42.2 million). Fee income increased significantly to £35.5 million (Q1 2021: £30.4 million), a rise of 16.8% but was offset by a 5.8% reduction in commission income to £9.7 million (Q1 2021: £10.3 million) and a 73.3% contraction in interest income to £0.4 million (Q1 2021: £1.5 million), which reflected lower base rates.

As set out in the Group's full year results, the Group now operates under three new divisions: Investment Management Services, Financial Planning Services and Central Financial Services. All three divisions posted good revenue increases, with the Investment Management Services division's revenues up 6.1% to £36.7 million (Q1 2021: £34.6 million), Financial Planning's revenues grew by 21.7% to £2.8 million (Q1 2021: £2.3 million) and the newly-created Central Financial Services revenue up by 15.1% to £6.1 million (Q1 2021: £5.3 million).

Paul Abberley, Chief Executive Officer of Charles Stanley, said:

"I am pleased to report that the Group continues to display good forward momentum across all areas, with especially strong growth from our Financial Planning and Central Financial Services divisions."

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Notes to editors:

Charles Stanley provides holistic wealth management services to private clients, charities, trusts and institutions. Its origins trace back to 1792 and the Group is one of the oldest firms on the London Stock Exchange. The Group has a national presence, with 26 locations and over 800 professionals. Its wealth management services are provided direct to clients and to intermediaries.

Funds under Management and Administration

	<i>Jun 2021 £bn</i>	<i>Mar 2021 £bn</i>	<i>Jun 2020 £bn</i>
Discretionary funds	16.1	15.2	13.4
Advisory managed funds	1.3	1.3	1.3
Total managed funds	17.4	16.5	14.7
Advisory dealing funds	1.2	1.2	1.1
Execution-only funds	8.5	7.9	6.8
Total administered funds	9.7	9.1	7.9
Total FuMA	27.1	25.6	22.6
MSCI WMA Private Investor Balanced Index	1,778	1,704	1,574

The change in FuMA since 31 March 2021 is explained in more detail in the table below:

	Discretionary managed £bn	Advisory managed £bn	Advisory dealing £bn	Execution- only £bn	Total £bn
Funds at 1 April 2021	15.2	1.3	1.2	7.9	25.6
New clients	0.1	-	-	0.1	0.2
Transfers	(0.1)	-	-	0.1	-
Net inflows from existing clients	0.1	-	-	-	0.1
Lost clients	(0.1)	-	-	(0.1)	(0.2)
Net flows of funds	-	-	-	0.1	0.1
Market movement	0.9	-	-	0.5	1.4
Funds at 30 June 2021	16.1	1.3	1.2	8.5	27.1

Revenue

The table below sets out the unaudited revenues of the Group for the quarter ended 30 June 2021 along with the prior year comparatives on a like-for-like basis following the Group's reorganisation of its front office divisions to reflect a new operating structure. Further details can be found on page 31 of the FY2021 Annual report and accounts.

Quarter ended 30 June 2021

	<i>Investment Management Services</i>	<i>Financial Planning</i>	<i>Central Financial Services</i>	<i>Revenue</i>
	<i>£m</i>	<i>£m</i>	<i>£m</i>	<i>£m</i>
Fees	28.0	2.8	4.7	35.5
Commission	8.4	-	1.3	9.7
Interest	0.3	-	0.1	0.4
Total	36.7	2.8	6.1	45.6

Quarter ended 30 June 2020

	<i>Investment Management Services</i>	<i>Financial Planning</i>	<i>Central Financial Services</i>	<i>Revenue</i>
	<i>£m</i>	<i>£m</i>	<i>£m</i>	<i>£m</i>
Fees	24.4	2.3	3.7	30.4
Commission	9.1	-	1.2	10.3
Interest	1.1	-	0.4	1.5
Total	34.6	2.3	5.3	42.2