

16 April 2018

Charles Stanley Group PLC

FuMA update and notice of results

Charles Stanley Group PLC (“Charles Stanley” or “the Group”) today issues an update on its Funds under Management and Administration (“FuMA”) for the fourth quarter and financial year ended 31 March 2018.

Total FuMA at 31 March 2018 were £23.8 billion, representing a decrease of 4.4% against £24.9 billion at 31 December 2017 and 0.8% compared to £24.0 billion at 31 March 2017. The Group experienced net organic inflows during the quarter of £0.2 billion. This was more than offset by a general decline in equity market values, with the FTSE UK Private Investor Balanced Index falling 5.1% in the quarter to 31 March 2018.

Discretionary funds have continued to perform well, up 7.9% for the year. Similarly Charles Stanley Direct continues to attract good inflows, up 17.4% since 31 March 2017. We continue to see reductions in the Advisory managed (25.0%) and Advisory dealing (22.2%) categories largely as a result of transfers to the other service categories.

Paul Abberley, Chief Executive Officer, commented:

“As we enter our new financial year, our focus remains on growing our higher margin assets. We also intend to build scale in our Execution-only platform and invest in our network of financial planners and distribution capabilities. Concurrently, we continue to work on improving productivity and enhance operational efficiency.”

FuMA highlights

	Qtr to 31 Mar 18 £bn	%	Yr to 31 Mar 18 £bn	%
FuMA at 31 March 2018	23.8		23.8	
Overall change in FuMA during the period	(1.1)	(4.4%)	(0.2)	(0.8%)
<i>Analysed as follows:</i>				
New clients	0.4	1.6%	1.5	6.3%
Net inflows/(outflows) from existing clients	0.1	0.4%	(0.3)	(1.3%)
Lost clients	(0.3)	(1.2%)	(1.0)	(4.2%)
Market movement	(1.3)	(5.2%)	(0.4)	(1.7%)

Notice of results

The Group will issue its preliminary statement of annual results for the year ended 31 March 2018 on 13 June 2018.

For further information, please contact:**Charles Stanley**

Joanne Higginson
Public Relations Manager
Via Redleaf

Canaccord Genuity

Andrew Buchanan
020 7523 4661

Peel Hunt

Guy Wiehahn
020 7418 8893

Redleaf Communications

Charlie Geller
020 3757 6881
CScapitalmarkets@redleafpr.com

Notes to editors:

Charles Stanley traces its origins back directly to 1792 and is one of the oldest firms on the London Stock Exchange. Charles Stanley today provides holistic wealth management services to private clients, charities and smaller institutions. These are delivered by over 400 professionals located in 22 offices throughout the UK, both direct to clients and to intermediaries. Our services include investment portfolio management and financial planning, supported by in-house administration to enhance the quality of service provided. In addition, Charles Stanley Direct provides an award winning direct to customer execution-only dealing platform for equities and funds.

FUNDS UNDER MANAGEMENT AND ADMINISTRATION

	Mar 18 £bn	Dec 17 £bn	Mar 17 £bn
Discretionary funds	12.3	12.6	11.4
Advisory managed funds	1.8	2.1	2.4
Total managed funds	14.1	14.7	13.8
Advisory dealing funds	1.4	1.6	1.8
Execution-only funds	8.3	8.6	8.4
Total administered funds	9.7	10.2	10.2
Total FuMA	23.8	24.9	24.0
FTSE UK Private Investor Balanced Index	4,050	4,268	4,122

The changes from December 2017 and March 2017 are explained in more detail in the tables below:

Changes from December 2017:	Discretionary managed £bn	Advisory managed £bn	Advisory dealing £bn	Execution- only £bn
Funds at 1 January 2018	12.6	2.1	1.6	8.6
New clients	0.2	-	-	0.2
Transfers	0.4	(0.4)	(0.2)	0.2
Net inflow/(outflow) from existing clients	(0.1)	0.2	0.1	(0.1)
Lost clients	(0.1)	-	-	(0.2)
Net inflow/(outflow) of funds	0.4	(0.2)	(0.1)	0.1
Market movement	(0.7)	(0.1)	(0.1)	(0.4)
Funds at 31 March 2018	12.3	1.8	1.4	8.3

Changes from March 2017:	Discretionary managed £bn	Advisory managed £bn	Advisory dealing £bn	Execution- only £bn
Funds at 1 April 2017	11.4	2.4	1.8	8.4
New clients	0.9	-	-	0.6
Transfers	0.6	(0.7)	(0.3)	0.4
Net inflow/(outflow) from existing clients	(0.1)	0.1	(0.1)	(0.2)
Lost clients	(0.3)	-	-	(0.7)
Net inflow/(outflow) of funds	1.1	(0.6)	(0.4)	0.1
Market movement	(0.2)	-	-	(0.2)
Funds at 31 March 2018	12.3	1.8	1.4	8.3