

11 April 2019

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 2019.

Total FuMA at 31 March 2019 were £24.1 billion, representing an increase of 5.7% against £22.8 billion at 31 December 2018 and 1.3% compared to £23.8 billion at 31 March 2018. The increase for the quarter was attributable to inflows from new clients of £0.3 billion (£1.4 billion for the year), gains from investment performance of £1.6 billion (£0.7 billion for the year) and outflows of £0.6 billion (£1.8 billion for the year). The MSCI WMA Private Investor Balanced Index increased 6.9% in the quarter to 31 March 2019 (3.9% for the year).

Discretionary funds were up 6.5% for the year with net inflows of £0.5 billion. Advisory managed and Advisory dealing decreased by £0.3 billion and £0.1 billion respectively, largely as a result of transfers to the other service categories. Execution-only services decreased marginally by £0.1 billion. Traditional voice-brokered execution-only services accounted for the majority of the Group’s outflows. By contrast, the assets of Charles Stanley Direct, our online execution-only platform, ended the year at £2.7 billion, representing a 15.3% increase on the prior year.

FuMA highlights

	Qtr to 31 Mar 19 £bn	%	Yr to 31 Mar 19 £bn	%
FuMA at 31 March 2019	24.1		24.1	
Overall change in FuMA during the period	1.3	5.7%	0.3	1.3%
<i>Analysed as follows:</i>				
New clients	0.3	1.3%	1.4	5.9%
Net outflows from existing clients	(0.4)	(1.8%)	(1.2)	(5.0%)
Lost clients	(0.2)	(0.9%)	(0.6)	(2.5%)
Market movement	1.6	7.0%	0.7	2.9%

Notice of results

The Group will issue its preliminary statement of annual results for the year ended 31 March 2019 on 31 May 2019.

Charles Stanley Group PLC LEI: 213800LBSEGKE5MCYC90

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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 25 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 19	Dec 18	Mar 18
	£bn	£bn	£bn
Discretionary funds	13.1	12.2	12.3
Advisory managed funds	1.5	1.5	1.8
Total managed funds	14.6	13.7	14.1
Advisory dealing funds	1.3	1.2	1.4
Execution-only funds	8.2	7.9	8.3
Total administered funds	9.5	9.1	9.7
Total FuMA	24.1	22.8	23.8
MSCI WMA Private Investor Balanced Index	1,587	1,484	1,527

The changes from December 2018 and March 2018 are explained in more detail in the tables below:

Changes from December 2018:	Discretionary managed £bn	Advisory managed £bn	Advisory dealing £bn	Execution- only £bn
Funds at 1 January 2018	12.2	1.5	1.2	7.9
New clients	0.2	-	-	0.1
Transfers	-	(0.1)	-	0.1
Net outflow from existing clients	(0.2)	-	-	(0.2)
Lost clients	-	-	-	(0.2)
Net outflow of funds	-	(0.1)	-	(0.2)
Market movement	0.9	0.1	0.1	0.5
Funds at 31 March 2019	13.1	1.5	1.3	8.2

Changes from March 2018:	Discretionary managed £bn	Advisory managed £bn	Advisory dealing £bn	Execution- only £bn
Funds at 1 April 2018	12.3	1.8	1.4	8.3
New clients	0.9	-	0.1	0.4
Transfers	0.1	(0.3)	(0.1)	0.3
Net outflow from existing clients	(0.4)	(0.1)	(0.2)	(0.5)
Lost clients	(0.1)	-	-	(0.5)
Net inflow/(outflow) of funds	0.5	(0.4)	(0.2)	(0.3)
Market movement	0.3	0.1	0.1	0.2
Funds at 31 March 2019	13.1	1.5	1.3	8.2