

Charity Financials for Banks

Charity Financials is an online database tool covering over 162,000 not-for-profit organisations made up of registered and exempt charities, independent schools and universities with benchmarking capabilities for both charities and advisers.

What Charity Financials can offer you

- Full financial search capability on the largest 5,000 charities in the UK, 160 universities and 800 independent schools
- Identify all charities with significant levels of cash either as fixed or current asset cash or conduct a client search on any named banking firm
- Detail of client movement, lists of previous investment firms for new clients and listings of new named firm/s for lapsed clients
- Adviser data and adviser history data often covering the last 10 years
- Benchmarking functionality, calculate market share of the number of clients with cash and compare with other banking firms

Take a look inside

Search functionality includes financial, causal and geographical parameters enabling you to hone in on organisations that fit your target market. Results can be used to create bespoke 'short lists' which represent specific areas of interest.

Banks can target those organisations which have significant cash deposits by searching cash at bank or in hand, listed in the balance sheets of charities' financial statements and can identify which firms those charities are banking with.

Adviser timelines on charity profiles show the adviser history for any charity. These identify how long any adviser has held a mandate and also indicate when a charity changed adviser (see figure 1).

Adviser profiles

The adviser profiles are interactive and allow you to identify key client statistics by monitoring the number of clients, number retained, gained and lost, ranking among other Banks with graphical representations of this data covering five years (see figure 2).

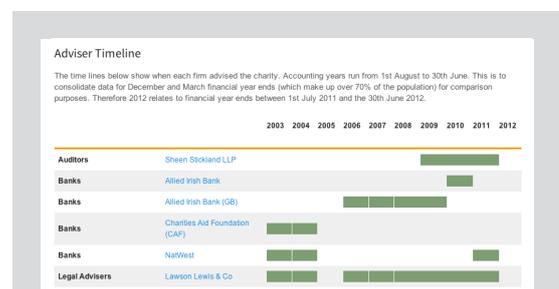


Fig 1. Adviser timeline



Fig 2. Adviser Profile

+ Clients Won

	Previous Advisers	Total Income	Year End	Type
Age Concern Milton Keynes	Lloyds Bank Corporate Markets	£2.955m	31/03/2011	Charity
Ashburnham Christian Trust	Allied Irish Bank	£1.752m	31/03/2011	Charity
Aston-Mansfield Charitable Trust	Co-operative Bank plc	£0.488m	31/03/2012	Charity
Brighton & Sussex Univ Hospitals NHS Trust	Barclays Bank PLC	£0.982m	31/03/2011	Charity
Chartered Accountants' Charities Investment	HSBC Bank PLC	£1.930m	31/12/2010	Charity
Chartered Acct Trust for Educ & Research	HSBC Bank PLC	£1.641m	31/12/2010	Charity
Community Options	Lloyds Bank Corporate Markets	£5.042m	31/03/2012	Charity
Congregation of the Sisters of St Martha	Bank of Ireland	£2.881m	31/12/2011	Charity
Enid Linder Foundation	Deutsche Bank AG	£0.540m	31/03/2012	Charity
Fairbridge	HSBC Bank PLC	£11.153m	31/03/2012	Charity
Farmland Reserve UK Limited	Bank of America; HSBC Bank PLC	£26.461m	31/12/2011	Charity
House of Industry Estate	Co-operative Bank plc	£0.222m	31/03/2011	Charity

Fig 3. Clients won

Each adviser profile lists all current clients. For those which are additions to the list these are listed with the previous investment managers (see figure 3). Conversely those clients that were on the list are listed showing which firm/firms they have gone to.

New adviser benchmarking capability

Adviser benchmarking allows firms to compare each other by the number of clients, client number market share or any financial field chosen by you to create competitor analysis to influence market development.



Want to know more?
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www.charityfinancials.com

	NatWest	Lloyds Bank Corporate Markets	Barclays Bank PLC
Number of Clients	1084	691	982
Market Share	18.60%	11.86%	16.85%
Rank - Number of Clients	1	3	2
Clients Retained	1024	658	935
Clients Gained	31	19	27
Clients Lost	43	39	47
Client Cash	£3,551m	£1,821m	£2,734m
Market Share - Cash	20.14%	10.33%	15.51%
Rank - Cash	1	4	2

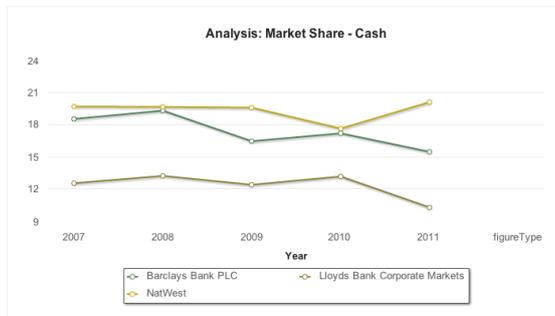


Fig 4. Benchmarking