

Charity Financials for Investment Managers

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 investments or investment management fees or conduct a client search on any named investment firm
- Lists of client movement, detail on previous investment firms for new clients and the 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 investments and compare with other investment 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.

Investment firms can target those organisations which have significant investments by searching listed investments which represents assets under management and can identify which investment firms have the current mandates for each charity investment portfolio.

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 investment managers with graphical representations of this data covering five years (see figure 2).



Fig 1. Adviser timeline



Fig 2. User created lists

Clients Won

	Previous Advisers	Total Income	Year End	Type
Amateurs Trust, The	Quilter	£0.187m	05/04/2011	Charity
Countess of Munster Musical Trust	Morgan Stanley Investment Management	£0.351m	31/08/2011	Charity
Edward James Foundation Limited	CCLA Investment Management Limited, M&G Investments; Mayfair Capital Investment Management Ltd	£8.608m	30/09/2011	Charity
Kirkhouse Trust	Charles Stanley & Co. Limited	£0.520m	31/03/2012	Charity
Medical Research Foundation	Royal London Asset Management	£1.879m	31/03/2011	Charity
Queenscourt Hospice	CCLA Investment Management Limited	£4.169m	31/03/2012	Charity
Representative Body of the Church in Wales	Sarasin & Partners LLP	£18.937m	31/12/2011	Charity
Royal Geographical Society	Ruffer LLP	£4.719m	31/12/2011	Charity
Save the Children (UK)	Epworth Investment Management Limited	£332.881m	31/12/2011	Charity
Society for Promoting Christian Knowledge	Rathbone Investment Management	£2.895m	30/04/2011	Charity
StNicholas' Trg Ctre forMontessorMethod Ed	Quilter	£13.868m	31/08/2011	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. Conversely those clients that were on the list are listed showing which firm/firms they have gone to (see figure 3).

Adviser benchmarking capability

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



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adviserName	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	figureType
Barclays Wealth and Investment Management	166	145	132	125	124	
BlackRock	167	167	173	141	160	
UBS AG	71	72	98	76	63	
	BlackRock	Barclays Wealth and Investment Management			UBS AG	
Number of Clients	160	124			63	
Market Share	6.03%	4.68%			2.38%	
Rank - Number of Clients	1	9			11	
Clients Retained	117	106			60	
Clients Gained	19	8			2	
Clients Lost	24	19			16	

Analysis: Market Share

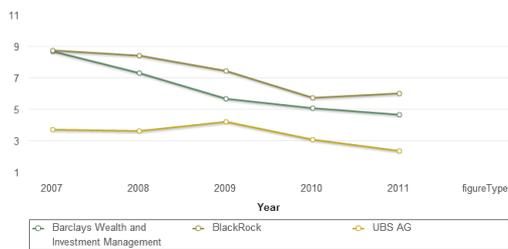


Fig 4. Benchmarking