



MONEYGATE AND NUCLEUS CREATE JOINT PROPOSITION FOR IFA FIRMS

The Moneygate Group and Nucleus, the adviser owned wrap platform, have joined forces to create a suite of added value services to their respective member firms.

Moneygate will promote the Nucleus wrap across its regulated advisory business Fairstone Financial Management further supporting its strategy to work with whole of market platforms offering clean share classes.

Fairstone operates as a whole of market IFA and will introduce Nucleus as a preferred platform to its advisers alongside its existing wrap providers.

Fairstone is the new name for Moneygate's national financial advisory business which has approaching 200 financial advisers across the UK with plans to boost that number to over 400 within the next three years. Fairstone advises on client funds in excess of £2.4 billion with £1 billion of funds under management. The Moneygate new investment management channel Marketstar, which offers discretionary managed model portfolios will be available to use by Nucleus users.

Moneygate also offers a unique "Deferred Buyout" to qualifying firms and will be promoted to Nucleus users who are looking to create a capital event over the next 3 years.

Moneygate Group chief executive Lee Hartley said: "We have been in close contact with Nucleus for over 18 months and their growth has mirrored our own. As a business, we feel that our model is entirely complementary to Nucleus and there is no doubt that we can add value to the Nucleus users. The entire Nucleus operation is impressive and the delivery from their team has been superb"

Barry Neilson said: "Moneygate Group is a national and trusted financial services organisation built around a modern and exciting advisory platform. Our services are entirely in line with their service proposition and we are pleased to work with the team. Nucleus has completed extensive due diligence and we are entirely confident in the ability of each party to deliver efficiencies and where appropriate a market leading value to respective users."

Moneygate Group is based in Newcastle and has regional offices in central London, Bristol and Edinburgh. Recent growth has seen Moneygate Group acquire 23 firms since 2010, driving turnover towards the £20 million mark as it forges ahead with its expansion plans.

Moneygate Group Chairman David Hickey commented "This alliance is one of a series of exciting new projects that we will deliver over the coming months. Nucleus have followed a similar path to our own in getting to critical mass and posting profits. We look forward to the benefits presented to our clients by our IFA community in utilising the Nucleus platform and offering its members the opportunity of using our added value services and buyout model."

ENDS

Notes to Editors

About Moneygate

- ✓ IFA business model established in 2009
- ✓ Client investment and pension funds under advisory influence - £2.4 billion
- ✓ Annualised turnover - £20 million
- ✓ 155 live advisers and 60 staff – additional 40 advisers in authorisation cycle
- ✓ 78,000 clients within the group
- ✓ 23 acquisitions completed since 2010
- ✓ Head office in Newcastle with regional operations in London, Bristol and Edinburgh
- ✓ Backed by 4 separate investor groups – three UK based private equity firms, namely Committed Capital, Northstar Ventures, Northern Enterprise Ltd and a Swiss based family office
- ✓ Unique Deferred Buyout Model to IFA firms applying value at 6x average of recurring income and post tax profits

www.moneygate.co.uk

www.fairstone.co.uk

www.marketstar.co.uk

About Nucleus

Nucleus Financial Group is an online wrap based business platform.

Nucleus was founded in 2006 by a number of high quality advisers who shared a commitment to create a market where advisers have the infrastructure and desire to place the client centre stage.

Since foundation Nucleus has established itself as a major force for change in the market. It is now a community of adviser businesses who through ownership and control of the business process seek to create a better customer experience.

The management team is led by David Ferguson chief executive, and offers extensive experience across all areas of the UK retail financial services market.

As at 31 December 2013, assets under administration on the platform were £6.3bn and the number of member firms was 190.

<http://www.nucleusfinancial.com>