

Press information

03 March 2014

Nucleus users confident and optimistic about future prospects

Nucleus' member firms are increasingly optimistic and confident about the future as revealed in the results of this year's Nucleus Census into member firms.

The survey, which was revealed at Nucleus annual strategy event at the Forest of Arden, shows a strong membership base who are continuing to thrive and adapt despite continued regulatory pressures. Key findings include:

- Nucleus members expect continued business success with 38% feeling extremely confident for future business over the next three years and a further 51% feeling very confident.
- New business optimism is high among Nucleus members with 60% expecting to increase the number of clients they deal with.
- Advisers are becoming increasingly aware of the benefits to their business of engaging with social media. LinkedIn is now used by 66%, an increase from 40% last year.
- Superclean share classes are of little consequence to advisers, with 76% saying that either any reduction in basis points would not be meaningful enough to influence their choice of platform or that it would take a reduction of 10bps or more, while only 1% say a reduction of 1 basis points would be meaningful enough for them.
- 53% of Nucleus members have made changes to their due diligence process already as a result of FCA paper PS13/1, a further 14% are still not sure what's required.

Barry Neilson, business development director at Nucleus said:

“It is always refreshing to see that our members are focused on organic growth and the development of their business. These findings really cement our belief that Nucleus members are some of the highest quality financial advisers operating in the UK.

“Our annual Census provides a huge opportunity for us to connect with our member firms, really find out what makes them tick and where their business is headed going forward. It allows us to make sure we have the needs of the advisers who use our service at the heart of our proposition”

-Ends-

For further information please visit www.nucleusfinancial.com or contact:

Emma Evans, MRM - 020 3326 9905 / 07551 171 314

Emily Dent, MRM - 020 3326 9915 / 07884 655 398

Notes to editors:

About Nucleus

Nucleus operates a wrap platform which has been built on the core principles of transparency and collaboration.

It was founded in 2006 by financial advisers with a shared commitment to create the infrastructure that would allow them to distance themselves from platform product bias and place their clients centre stage.

Since then (and as at 31 January 2014) Nucleus had signed up more than 1,600 advisers and assets under administration were around £6.4bn.

<http://www.nucleusfinancial.com/>