

Press information

6 August 2012

Nucleus enhances DFM offering on back of adviser demand

Nucleus, the IFA-owned and controlled wrap platform, has enhanced its discretionary fund manager (DFM) proposition to enable new and existing DFMs to work more efficiently and effectively with advisers and their clients.

The Nucleus changes simplify the traditional DFM model, allowing DFM portfolios to be managed centrally on the platform, with all administration being performed in one place.

Retaining full control of the client relationship, the proposition allows advisers to choose to work directly with specific DFMs or outsource multiple client accounts using a simple single model portfolio. Both parties are paid fees directly from the platform for their service, and these fees are clearly shown on the platform.

The benefits for advisers include:

- Outsourced investment management to a respected investment company
- Improved control of client assets
- Ability to switch between DFMs

The benefits for DFMs include:

- Multiple clients can be managed using a single model portfolio structure
- Direct remuneration with a transparent fee

The enhancements were introduced following strong adviser demand for the service, which also saw the addition of London & Capital and Quilter DFMs to the Nucleus offer.

Commenting, Barry Neilson, business development director at Nucleus said:

“As part of our continued effort to support advisers and their clients, we are committed to providing them with the greatest possible choice and flexibility when it comes to managing investments. By ensuring that a client’s assets are managed centrally, with all admin being

performed in one place, we are making the traditional adviser/DFM relationship more effective and efficient for the benefit of all.”

-Ends-

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Notes to editors:

About Nucleus

Nucleus Financial Group is an online wrap based business platform.

Nucleus was founded in 2006 by a number of high quality IFAs who shared a commitment to create a market where advisors 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 IFA 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 5 July 2012, assets under administration on the platform were £4bn and the number of owner-IFA member firms was 133.