



DART CAPITAL

Press Release

31 October 2018

Dart Capital reports sharp increase in AUM

Dart Capital, the City-based wealth management company owned and run by individuals, has announced that its assets under management have increased this year to just over £500 million. This represents an increase of just over 50 per cent in the last four years.

The company, which provides investment management and financial planning advice for wealthy clients, has seen an increase in assets under management from £250 million in April 2014 to £504 million in September 2018. Dart Capital's assets under management were boosted by the acquisition of Waterson Jones in December 2014, although the company has also seen a growth in the number of new clients. Dart Capital reports an increase in turnover in the last four years from £2.2 million in April 2014 to just over £3.5million in April 2018.

Richard Whitehead, CEO of Dart Capital, led the management buyout of the business in 2008 when it had just £50m assets under management. He said: "In the last ten years, Dart Capital has seen a considerable increase in the number of new wealthy clients including entrepreneurs, professionals and executives, many of whom are based outside of London. We believe the increase in assets under management is testament to our continued and robust approach to investment management and sound financial planning."

He added that clients of Dart Capital benefit from the company's independent ownership which gives client relationship managers the freedom to make decisions based on clients' requirements rather than the organisation's short-term profit. In addition, he said clients recognised the benefits of Dart Capital's face-to-face approach to client management rather than relying on a network of independent financial advisers. "Our growth is based on attracting client funds rather than relying on discretionary advisors," he said.

Looking back over the last ten years since the management buyout, Richard Whitehead says there has been a significant change in the financial services industry with a consolidation of larger players and the disappearance of smaller providers, particularly in the regions, which is where the company has made gains in terms of new clients and funds.

Richard said: "I think the strength of the business, and the fact that we are able to increase market share in a difficult and volatile investment arena, is that we provide face-to-face advice, strong relationship-based investment management and put our clients' interests first."

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Contact:

For further information, or to arrange an interview with Richard Whitehead, please contact Anita Turland, PR consultant at Dart Capital Limited: anita.turland@dartcapital.com or +44 7769 682373.

Note to editors:

Dart Capital is an independently-owned wealth management business which is based in London. Following a management buy-out in 2008, the company provides sound investment management and financial planning advice for 420 clients who are based throughout the UK.