

A decade of dealmaking

Investing in growth

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Achieving 10 years of M&A activity and our 50th acquisition are two landmark achievements which reflect our substantial growth as a business.

Thanks to the success of our unique business model and our progressive approach to growth, we now enjoy a truly national footprint, delivering first-class service to clients across the UK.



We share the upside

We have a long-term commitment to working in true partnership with successful business owners and sharing the value that we create together.

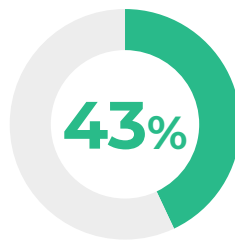
Every single one of the firms that we have acquired are achieving their target sale values and receiving pay-outs that far exceed their original aspirations. On average the firms that have joined Fairstone under the Downstream Buy Out (DBO) strategy have banked 116% of their initial sale value, some a great deal more, and most importantly, none have received less than 100%.

These results are unprecedented anywhere in the wealth advisory space and are a direct function of our unique approach - investing in growth ahead of the ultimate acquisition and then sharing the upside that comes from continued success.

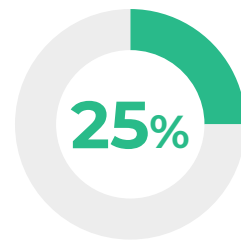
Acquisition	Additional sale consideration secured	Total consideration payable as % of initial sale value
Acquisitions with earn-out fully completed	£ 4,542,132	111% Avg
Acquisitions within final 6m of earn-out	£ 588,128	104% Avg
Acquisitions within final 12m of earn-out	£ 265,511	102% Avg
Acquisitions within final 24m of earn-out	£ 3,785,030	124% Avg
Acquisitions within final 36m of earn-out	£ 2,229,432	111% Avg
Acquisitions within bespoke earn-out periods	£7,539,293	146% Avg
Total	£ 18,949,526	116% Avg*



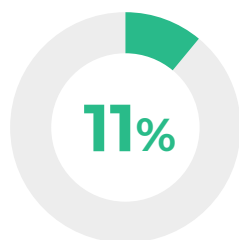
100% of firms received 100% of target earn-out value.



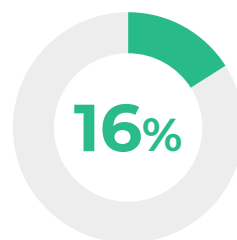
43% of firms received more than 5% excess above target earn-out value.



25% of firms received more than 20% excess above target earn-out value.



11% average excess sale value across acquisitions that have completed earn-out.



16% average excess sale proceeds across all acquisitions and all earn-out stages.



Don't just take our word for it

Here Angela Marson, Leigh Johnson and Rick Hollington share their experiences:

Fairstone Leek

"I looked to join Fairstone as my firm needed structure and compliance support so that my team of advisers could be freed up to focus on clients and developing the business.

Since joining Fairstone, we have grown turnover, FUM and net profits significantly."



Client numbers

↑ **43%**



Revenue

↑ **42%**



FUM

↑ **43%**

"Being part of the Fairstone group has enabled the business to grow organically in a safe and compliant manner. Due to the resources we now have access to, we can spend more time with clients to give them the very best service and experience."

Angela Marson

Fairstone Peterborough

"I am thrilled that after 20 years of running my previous company, we have been able to take clients forward within Fairstone and have secured a highly positive outcome for them."



Client numbers

↑14%



FUM

↑19%



Number of advisers
& support staff

Doubled

"For me, the biggest positive post acquisition has been the opportunity to really secure the future of our business. The business is in the best shape it has ever been, highly compliant, organised, responsive to client needs and forward looking."

Leigh Johnson



Fairstone Burscough

"We decided to join Fairstone as regulatory requirements and the burden placed on company directors and advisers was becoming so much, that it was clear this would eventually hamper our ability to continue providing first class client service."



Client numbers

↑38%



Revenue

↑18%



FUM

↑100%

"Since being acquired by Fairstone, we have seen a 38% increase in client numbers and our turnover and FUM has increased significantly, while we have also reduced overhead costs. We've bolstered the team and with the support of our wider Fairstone colleagues, we continue to go from strength to strength."

Rick Hollington



Looking ahead

Formed in Newcastle, Fairstone has retained its headquarters in the North East and developed into a UK-wide operation with 42 locations, 400 regulated advisers and 410 operational staff. The business now oversees £13 Billion in funds under management for 40,000 wealth clients.

Building on this position, our plan is to accelerate the group's growth through continued focus on our proven proposition and targeting some select new geographies.

We are looking to bring more ambitious firms into the group over the course of the next 10 years and beyond; if you're interested in starting your Fairstone journey [Speak to a member of our M&A team](#) to find out more.



Head Office:

8 Camberwell Way,
Doxford International
Business Park,
Sunderland, SR3 3XN

0845 6050 680

joinus@fairstone.co.uk

www.fairstonegroup.co.uk

London Office:

2nd Floor
88 Leadenhall Street
London
EC3A 3BP

0207 665 8560

