

# FINANCIAL TIMES

FT SPECIAL REPORT

## FT 300 Top Registered Investment Advisers

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Company	City	Client Segments Served			
		Retail (<\$1m)	High Net Worth (\$1m - \$10m)	Ultra-High Net Worth (\$10m+)	Institutional
<b>Weatherly Asset Management</b>	<b>Del Mar</b>	✓	✓	✓	✓

The entry above is extracted from the California section of the FT Top 300 Registered Investment Advisers report.



### Weatherly Asset Management

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Weatherly Asset Management, L.P. was included in the 2020 Financial Times 300 Top Registered Investment Advisers list. This list was published online on FT.com, on July 30, 2020. The selection process for the Financial Times 300 ("FT 300") is based on the largest independent Registered Investment Advisors across the United States that meet the following criteria: To qualify as a candidate for the FT 300, an RIA firm must manage at least \$300 million in assets under management (as of 12/31/19), have no more than 75% of its practice's assets be institutional, and be independent (it cannot be the RIA arm of a broker-dealer, for example). Financial Times invited roughly 4500 SEC registered RIA companies across the US who reported \$300mm or more in AUM to participate in the review process. Some 770 RIAs applied and 300 made the final list. Qualified RIAs were required to fill out an online application, and were evaluated on several factors including AUM, AUM growth rate, years the firm has been in existence, industry certifications of staff, SEC compliance report, online accessibility and other factors such that the final list should include a diverse range of practice types. AUM comprised roughly 70 to 75 per cent of each adviser's score, while asset growth accounted for an average of 15 percent. Additionally, FT capped the number of companies from any one state. The cap was roughly based on the distribution of millionaires across the US. The research was conducted on behalf of the Financial Times by Ignites Research, a Financial Times sister publication. The 300 firms were listed by state and alphabetically by business name.

No payment was required for nomination or inclusion in the ranking. After receiving notice of inclusion in the list, Weatherly paid Financial Times for custom hard copy reprints and digital access after the list was published. Wealth managers do not pay a fee to be considered or placed on the final list.

No organizational memberships were required of the Firm or individuals. Inclusion on this list is not representative of any one client's experience and is not indicative of Weatherly's future performance. Weatherly is not aware of any facts that would call into question the validity of the list or the appropriateness of advertising inclusion in this list.

## Methodology

This seventh edition of the FT 300 assesses registered investment advisers based on desirable traits for investors. We present the FT 300 as an elite group, not a competitive ranking of one to 300. This is the fairest way to identify the industry's elite advisers while accounting for the companies' different approaches and specialisations.

To ensure a list of established companies with substantial expertise, we examine the database of RIAs registered with the US Securities and Exchange Commission and select those with more than \$300m in assets under management (AUM).

The Financial Times and Ignites Research, the FT's sister company, invited qualifying RIA companies — more than 2,000 — to complete a lengthy application that gave us more information about them. We added this to our own research into their practices, including data from regulatory filings. Some 760 RIA companies applied and 300 made the final list.

The formula the FT uses to grade advisers is based on six broad factors and calculates a numeric score for each adviser. Areas of consideration include AUM, asset growth, the company's age, industry certifications of key employees, SEC compliance record and online accessibility. The reasons these were chosen are as follows:

- **AUM** signals experience managing money and client trust.
- **AUM growth rate** can be a proxy for performance, as well as for asset retention and the ability to generate new business. We assessed companies on three-year growth rates.
- **Companies' years in existence** indicates reliability and experience of managing assets through different market environments.
- **Compliance record** provides evidence of past client disputes; a string of complaints can signal potential problems.
- **Industry certifications (CFA, CFP, etc)** shows the company's staff has industry knowledge and a professional commitment to investment skills.
- **Online accessibility** shows a desire to provide easy access and transparent contact information.

Among the top factors in our scoring, AUM accounted for an average of 72 per cent of each adviser's score. Their growth rate accounted for an average of 15 per cent. The FT places a cap on the number of advisers from any one state, corresponding to the distribution of millionaires across the US.

*The research was conducted on behalf of the Financial Times by Ignites Research, a Financial Times sister publication. Loren Fox*