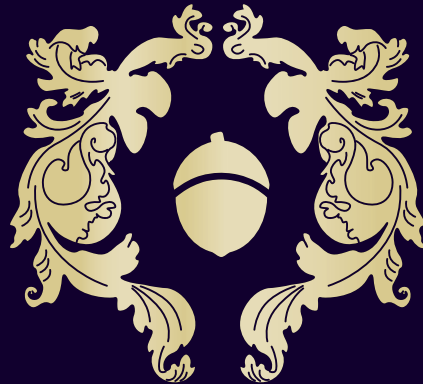


INVESTORS CHRONICLE AND FINANCIAL TIMES



# Investment and Wealth Management Awards 2017

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## Winners

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# The Winners



## Best Low-Cost Stockbroker

### DEGIRO

#### SHORTLISTED

BESTINVEST

INTERACTIVE

INVESTOR

IWEB

X.O.CO.UK

**D**utch broker DEGIRO made waves when it entered the UK stockbroking scene two years ago with the cheapest share dealing available. This is on average 85 per cent cheaper than the rest of the market. Investors pay £1.75+0.004 per cent to trade UK shares and can also trade international shares directly on overseas exchanges at attractive rates. US shares cost €0.50+\$0.004 per trade while most European shares cost €4.00+0.04 per cent. And there are no account charges or inactivity fees.

DEGIRO also offers partially commission-free trading on 700 exchange traded funds (ETFs), with clients able to get one free trade per month per ISIN.

The broker can offer these market-beating rates as, unlike many of its peers, its settlement, clearing, trading and IT systems are all run in-house rather than via third-parties.

DEGIRO's innovative fin-tech approach has led to rapid growth. Since launching its retail platform in 2013, it has expanded into 18 European countries and now has 200,000 clients.



left to right: comedian Hal Cruttenden, Paul Lavery, head of business development UK & Ireland at DEGIRO, Gijs Nagel, CCO and founder of DEGIRO, Gert Jan Holstege, director of East European operations at DEGIRO, Investors Chronicle editor John Hughman

## Best Stockbroker for Customer Service

### Hargreaves Lansdown

#### SHORTLISTED

BESTINVEST

BREWIN DOLPHIN

CHARLES STANLEY

KILLIK & CO

REDMAYNE-BENTLEY

**H**argreaves Lansdown is the largest investment platform in the UK for private investors. Its reputation for excellent customer service, along with its wide investment range and highly rated website and app, make it a favourite among DIY investors. The FTSE 100 company is entrusted with more than £82 billion by 983,000 clients.

The Bristol based stockbroker's specialist helpdesk enables investors to manage their investments and pensions with ease. With an average call answer time of 18 seconds and no automated phone menus, customers benefit from a responsive service.

Hargreaves Lansdown provides a dealing account and variety of tax efficient wrappers. Customers can invest in more than 2,500 funds, UK, US, Canadian and European shares, ETFs, investment trusts, bonds and gilts.

Free guides, tools and research provide useful resources for both confident and less experienced investors. The platform also caters for more experienced investors by offering advanced investments options like venture capital trusts (VCTs), spreadbetting and contracts for difference (CFD) trading.



Matthew Roberts, assistant dealing desk manager at Hargreaves Lansdown, accepts the award from comedian Hal Cruttenden and Investors Chronicle editor John Hughman

**'Free guides, tools and research provide useful resources for both confident and less experienced investors'**

# The Winners



## Best Mobile Share Dealing DEGIRO

### SHORTLISTED

HARGREAVES  
LANSDOWN  
INTERACTIVE  
INVESTOR

Three of DEGIRO's five founders have a background in IT programming. So it's no surprise that technology is at the heart of the low cost broker's approach.

The firm's mobile share dealing platform, which was designed completely in-house, is a case in point. Available across all mobile devices, the share dealing app offers a user-friendly experience. And DEGIRO has been at pains to design a mobile platform that offers all the same features and functionality as the desktop version.

The mobile service offers real-time streaming prices for major European markets and US exchanges. And investors can access their portfolio, stream quotes, read market news and place orders, all on the go. Investors can also submit orders by the number of stocks, as well as by the order value. This way customers know what amount they want to buy or sell without converting currency. Investors can also view the depth of the order book on Euronext up to five levels



left to right: comedian Hal Cruttenden, Paul Laverty, head of business development UK & Ireland at DEGIRO, Gijs Nagel, CCO and founder of DEGIRO, Gert Jan Holstege, director of East European operations at DEGIRO, Investors Chronicle editor John Hughman

## Best Investment Platform Bestinvest and Hargreaves Lansdown

### SHORTLISTED

AJ BELL YOUINVEST  
INTERACTIVE  
INVESTOR

Bestinvest's easy-to-use and comprehensive investment platform makes it a hit with private investors. Clients can choose from 2,500 funds plus hundreds of investment trusts, exchange traded funds (ETFs) and most UK shares.

Investors also benefit from the ability to trade funds for free. And Bestinvest's simple pricing structure means its investment account, individual savings account (Isa) and Junior Isa are all charged the same rate. Its self-invested personal pension (Sipp) also offers good value for money.

Hargreaves Lansdown is the UK's most popular retail investment platform, with the largest client numbers. The company, which launched 35 years ago, is known for its wide investment range and smooth website. Its Wealth 150 and Wealth 150+ fund buy lists aim to narrow down the huge universe of funds available and help clients choose those with most potential. Investors also benefit from the lower fees the platform has negotiated with fund providers.



Lisa McCumiskey, new business executive at Bestinvest, and Matthew Roberts, assistant dealing desk manager at Hargreaves Lansdown, accept the awards from comedian Hal Cruttenden and Investors Chronicle editor John Hughman