

Adviser Ratings Database Report

Q4 2023



AR data

1. Nightingale Dataset Changes

Overall	Oct -23	Jan-24	Dif #	Dif %
Advisers	15,586	15,586	(-60)	-0.38%
Practices	6,149	6,149	(-17)	-0.28%
Licensees	1,830	1,830	+7	0.38%

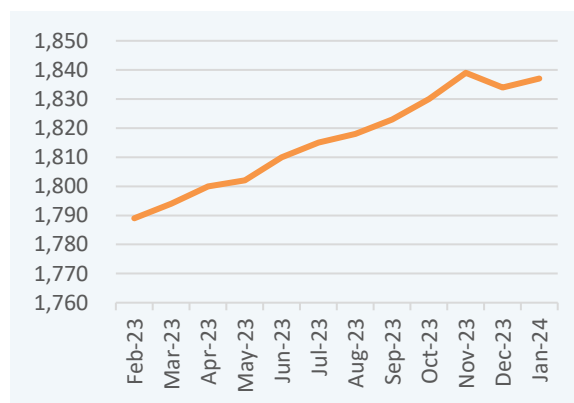
Number of Advisers

Number of Authorised Advisers/Licensees on the ASIC



Number of Licensees

Financial Adviser Register – Not including FX & Timeshare

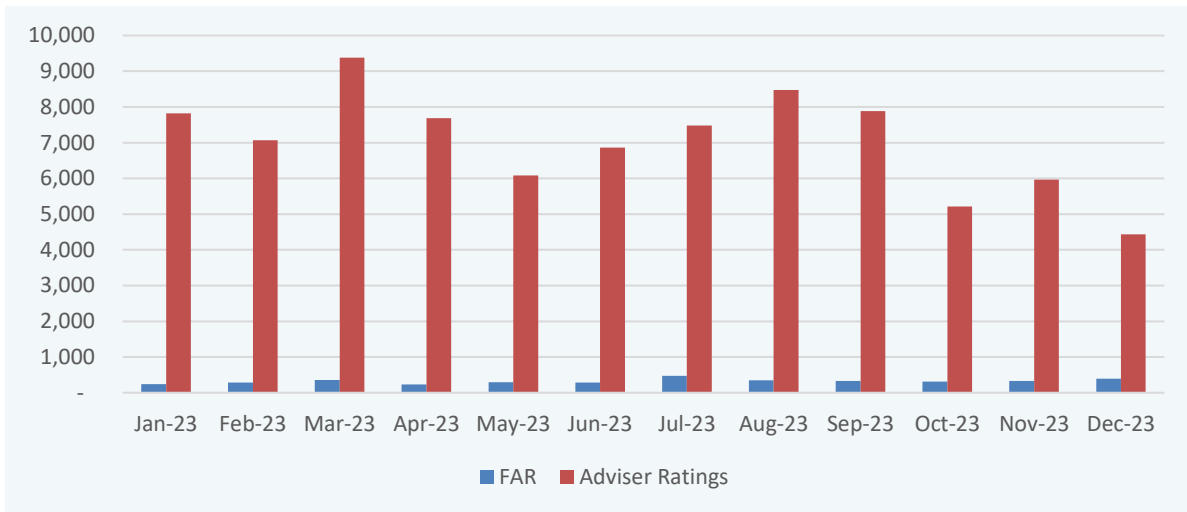


Nightingale Database Updates

△	Adviser Level			Practice Level			Licensee Level		
	New	Edited	Removed	New	Edited	Removed	New	Edited	Removed
Email	426	516	138	76	68	1	70	22	2
Address	257	767	-	132	156	-	30	18	-
Key Contact	-	-	-	132	41	-	30	21	-
Landline	289	350	76	149	58	34	31	38	1
Mobile	2,423	60	7	-	-	-	-	-	-
Website	-	-	-	185	54	8	40	17	6
LinkedIn	312	40	20	169	5	5	48	5	2
Facebook	278	1	49	176	4	3	40	1	1
Twitter	258	-	4	153	-	2	37	-	1
Practice	257	374	262	-	-	-	-	-	-
Licensee	257	316	262	-	-	-	-	-	-
Unique	3,966			479			140		

Adviser Checks

Number of Financial Adviser changes per month on the ASIC FAR v the number of checks by Adviser Ratings*



*Updates by Adviser Ratings includes in-depth analysis of the ASIC FAR, research, email mining and through Adviser engagement.

2. Nightingale Dataset Coverage

Adviser, Practice & Licensee Contact Statistics

Completeness of key Adviser, Practice & Licensee data fields in the Adviser Ratings Nightingale Contacts database

Contact	Adviser Level			Practice Level			Licensee Level		
	Oct-23	Jan-24	%	Oct-23	Jan-24	%	Oct-23	Jan-24	%
Emails	95%	94%	-0.2%	84%	84%	0.0%	76%	78%	1.5%
Addresses	100%	100%	0.0%	100%	100%	0.0%	100%	100%	0.0%
Landline	94%	94%	-0.1%	87%	87%	-0.3%	93%	93%	-0.2%
Mobile	74%	74%	0.0%	84%	84%	0.1%	77%	77%	0.4%
Socials	90%	90%	0.1%	90%	90%	-0.3%	88%	87%	-0.4%

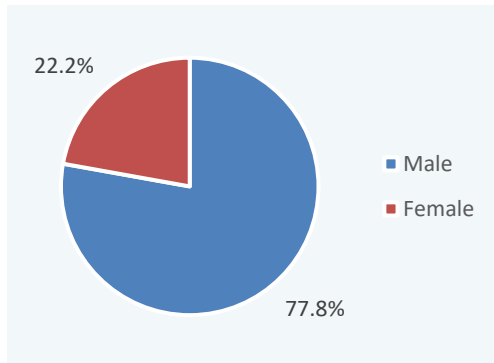
Adviser, Practice & Licensee Insight Statistics

Completeness of key Adviser, Practice & Licensee data fields in the Adviser Ratings Nightingale Insights database

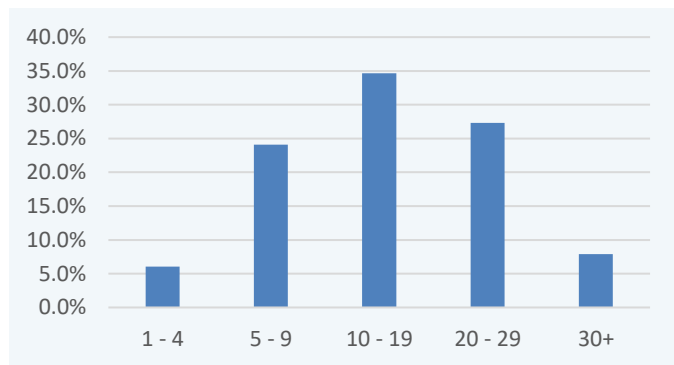
Insights	Adviser Level			Practice Level			Licensee Level		
	Oct-23	Jan-24	%	Oct-23	Jan-24	%	Oct-23	Jan-24	%
Funds Under Advice	100%	100%	0.0%	100%	100%	0.0%	100%	100%	0.0%
Number of Clients	100%	100%	0.0%	100%	100%	0.0%	100%	100%	0.0%
Expertise	26%	26%	0.4%						
Memberships	68%	68%	-0.2%						
In-Force Premium	21%	21%	-0.1%	23%	23%	0.0%			
Min. Investment	35%	35%	-0.2%						
Min. Income	32%	32%	-0.1%						
Admin. Platform	85%	85%	-0.1%	81%	81%	-0.2%	39%	39%	-0.5%
Life Insurer	77%	77%	-0.2%	77%	76%	-0.4%	31%	30%	-0.3%
Software Supplier	84%	83%	-0.2%	80%	80%	-0.3%	38%	37%	-0.5%
Research House	83%	83%	-0.3%	80%	79%	-0.3%	36%	36%	-0.4%
Inv. Consultant	68%	68%	-0.3%	68%	68%	-0.4%	19%	19%	-0.1%
APL	82%	82%	-0.3%	79%	79%	-0.5%	41%	40%	-0.5%

3. Adviser Universe Insights

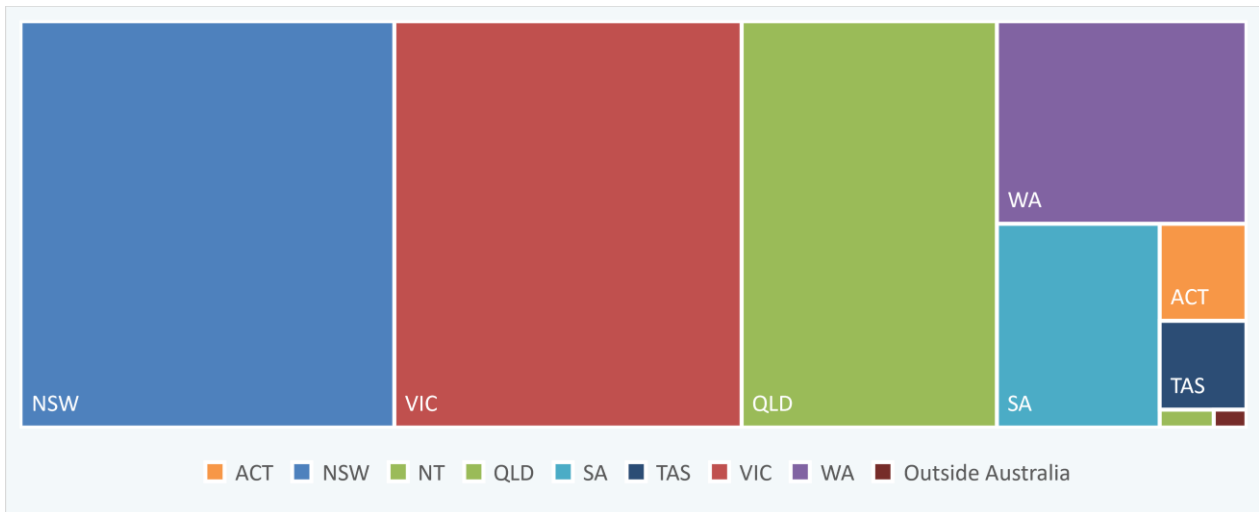
Gender Distribution



Years of Experience



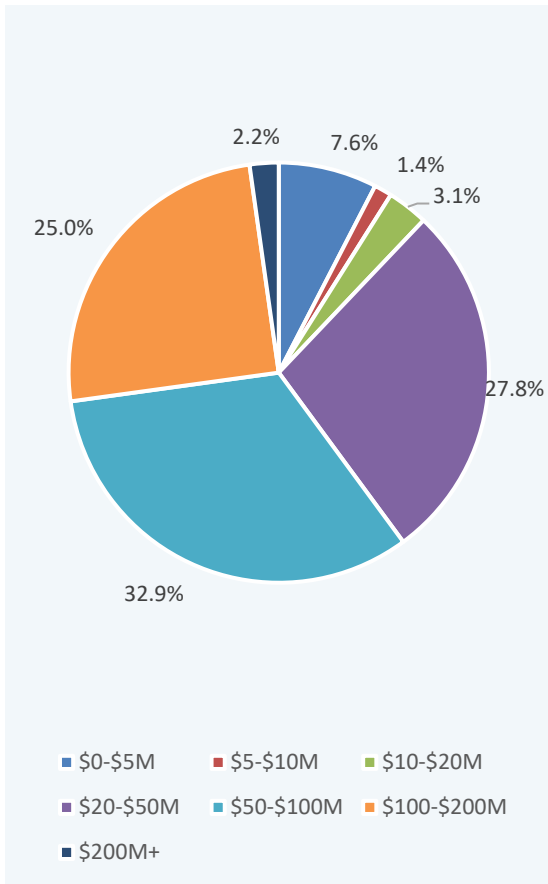
State Distribution



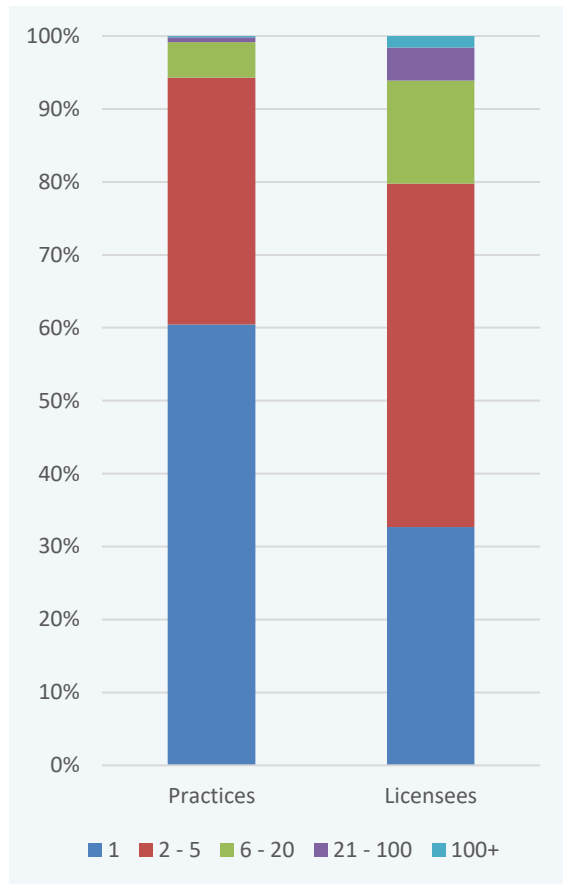
Practice Size v FUA

	\$0-\$5M	\$5-\$20M	\$20-\$50M	\$50-\$100M	\$100-\$200M	\$200-\$500M	\$500M+
1 Adviser	1.8%	4.6%	16.6%	20.2%	16.1%	1.2%	0.0%
2 – 5 Advisers	0.0%	0.4%	1.0%	4.8%	13.2%	13.5%	1.0%
6 – 20 Advisers	0.0%	0.0%	0.0%	0.0%	0.0%	1.6%	3.1%
21 – 100 Advisers	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%
100+ Advisers	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%

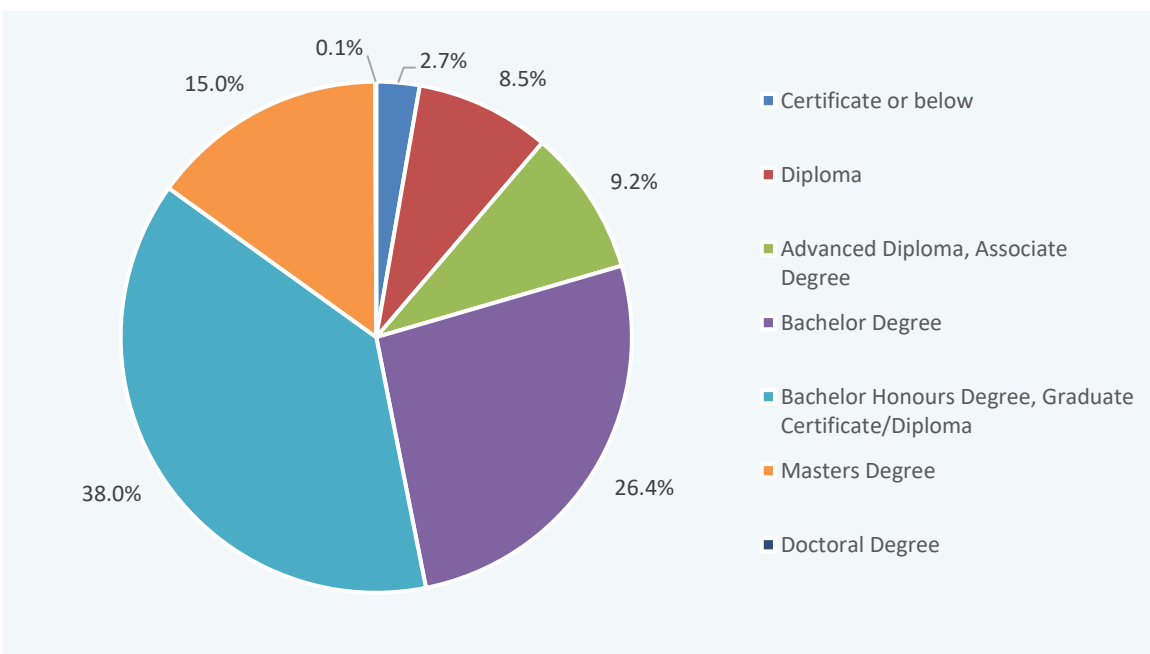
FUA Distribution



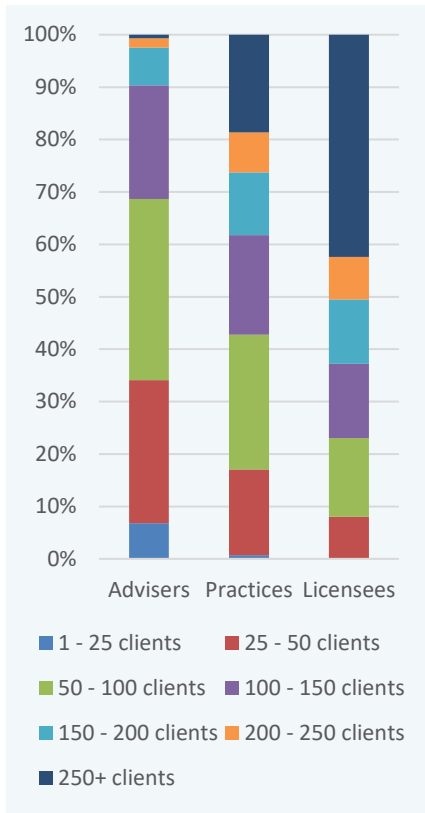
Advisers per Practice/Licensee



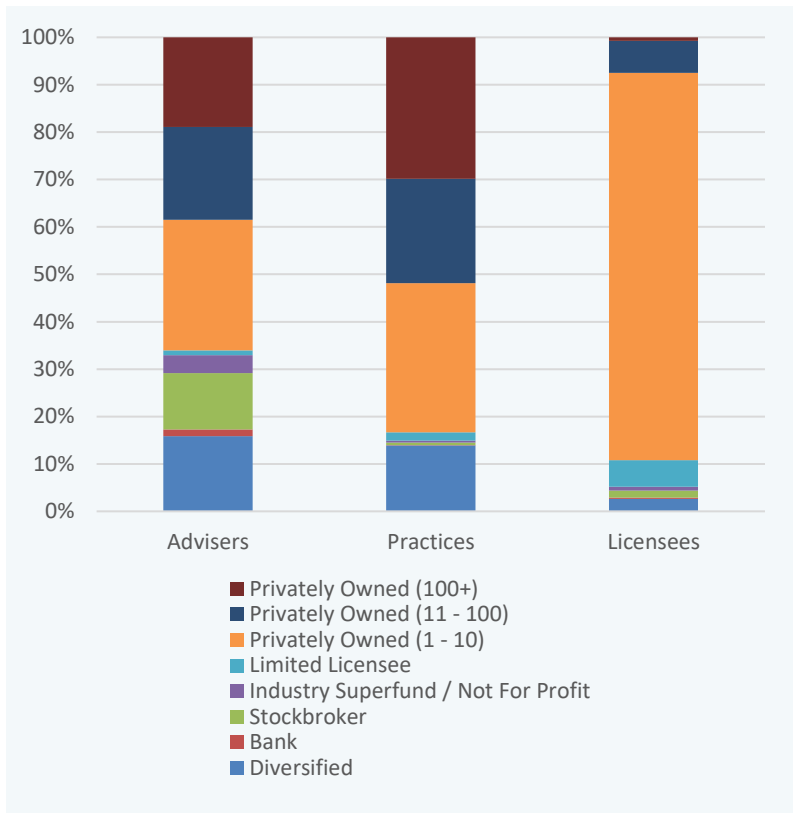
Highest Qualification Distribution



Number of Clients



Licensee Segment





Katie Dukes – Service Delivery Manager
katie@adviserratings.com.au
02 8083 0974

Nicolas Peña Mc Gough – Econometrician
nicolas@adviserratings.com.au

Level 22, Tower 3,
300 Barangaroo Avenue, Sydney