



BREWIN DOLPHIN

HOLDINGS PLC

7 December 2011

Group Preliminary Results For the 53 weeks ended 30 September 2011

Highlights

(from continuing operations)

- Total managed funds £24.0 billion at 30 September 2011 (26 September 2010: £23.2 billion).
- Discretionary funds £15.6 billion at 30 September 2011 (26 September 2010: £14.0 billion).
- Total income £264.0 million (26 September 2010: £240.0 million) an increase of 10%.
- Profit before tax £21.9 million (26 September 2010: £30.0 million) a 27% decrease.
- Adjusted* profit before tax £39.6 million (26 September 2010: £39.2 million) a 1% increase.
- Earnings per share:
 - Basic earnings per share 6.6p (26 September 2010: 9.2p) a decrease of 28%.
 - Diluted earnings per share 6.3p (26 September 2010: 9.1p) a decrease of 31%.
- Adjusted* earnings per share:
 - Basic earnings per share 12.4p (26 September 2010: 12.2p) an increase of 1.6%.
 - Diluted earnings per share 11.7p (26 September 2010: 12.0p) an decrease of 2.5%.

* these figures have been adjusted to exclude redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships.

Declaration of Final Dividend

The Board is proposing a final dividend of 3.55p, to be approved at the 2012 AGM and payable on 10 April 2012 to shareholders on the register at close of business on 16 March 2012, with an ex-dividend date of 14 March 2012.

Jamie Matheson, Executive Chairman said:

“I am pleased to report that your Company has delivered a resilient performance.... your Board looks to the future with cautious optimism.”

For further information, please contact:

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Business Review: Executive Chairman's Statement

I am pleased to report that your Company has delivered a resilient performance, despite turbulence across the financial markets worldwide and the effect on the UK of the continuing difficulties in many countries. Combined with our clear focus on the individual requirements of our clients the scale of our operation underpins Brewin Dolphin's ability to retain and attract clients.

With 41 offices throughout the UK, the Channel Islands and Ireland, our business has made good progress. The total income for the year from continuing operations is up by 10% from £240.0 million to £264.0 million and pre tax profit from continuing operations (excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships) was £39.6 million, a 1% increase on the previous year.

Funds under Management at the year end were £24 billion, 3.4% higher than last year. This increase is wholly attributable to the increase in funds under discretionary management. During the same period the FTSE 100 fell by 8.4% and the APCIMS Private Investor Series Balanced Portfolio fell by 3.8%.

Investment Management

There have been significant developments in our office network this year.

One is the acquisition of Tilman Brewin Dolphin Limited (formerly Tilman Asset Management Limited) in Dublin. We have long believed that there is a strong demand in the Republic of Ireland for the services that Brewin Dolphin offers. We have known Tilman for many years and we have every confidence that it will prove to be an important addition. Tilman Brewin Dolphin manages €0.9 billion funds on behalf of clients and its style and modus operandi fit well with our ethos and approach.

Another development is the imminent opening of an important new office in Bristol. Bristol is a significant city where we were not represented. This closes a noticeable gap in our national coverage.

We now have a network that is of sufficient size to give us good coverage throughout the UK and we continue to attract new teams in a number of locations, including Glasgow, Leeds and London this year.

We have also doubled our Charity team in London and have risen to 9th place in the top 50 Charity Managers survey 2011 by the Charity Finance Magazine.

Dividend

The Board is proposing a final dividend of 3.55p per share to be approved at the AGM in February 2012 and paid on 10 April 2012. This will bring the total dividend for the period to 7.1p in line with the dividend paid last year.

Regulation

This year we were required to pay a dramatically higher Financial Services Compensation Scheme levy in excess of £6 million (2010: £0.6 million). This related largely to the failure of Keydata. While clearly a charge of this nature is not something that any company would relish, or indeed anticipate, it is important that investors are provided with appropriate redress when the industry has clearly failed them. However, it is important to note that this is only part of the ongoing and increasing cost of regulation. Much work is being done in the United Kingdom and Europe regarding regulatory reform and Brewin Dolphin is fully engaged in the process. We hope that the eventual outcome of a number of important Parliamentary committee hearings and industry inquiries will lead to more efficient and suitable regulation for private investors and greater confidence in the industry as a whole.

Board Changes

I am pleased to announce some changes of responsibility within your Board. Henry Algeo has been appointed Chief Operating Officer and has responsibility for Business Support; Information, Communication and Technology; Facilities and Change Management. Henry brings much knowledge and experience to this role in both the operational and client facing sides of our industry. Ben Speke has taken responsibility for Human Resources to add to his Training & Competence and Health &

Safety responsibilities. The Board has great confidence in both Henry and Ben and expects that they will bring many improvements to these vital areas of the business.

It has already been announced that our Deputy Chairman, Nick Hood, will retire from the Board at the forthcoming AGM. Nick has been Deputy Chairman since the summer of 2005, having first joined the Brewin Dolphin Board in 2000. He has been a member of the Audit Committee, the Remuneration Committee and the Nomination Committee, chairing the latter two as well as being Senior Independent Director. During his time on the Board he has been unstinting in his efforts and most generous with his time, and he has consistently provided very welcome advice. I am pleased to inform you that your Board has decided to ask Simon Miller to take on the role of Deputy Chairman and Senior Independent Director with effect from the end of our AGM. The search is well underway for two new Non-Executive Directors.

The process has also begun to search for a candidate to take on the role of Finance Director ahead of the anticipated retirement of Robin Bayford. Robin will be a difficult man to replace. He has been Finance Director since the Company floated in 1994 and his contribution to the Company for over 25 years is incalculable. A final date for Robin's departure is yet to be established and shareholders will be made aware of this in due course.

Strategy

Our focus on cost control to achieve efficiencies is undiminished. During the year we undertook a major strategic review of our investment management activities. As a result of this we are concentrating on the dual targets of reinforcing for the long term our continuing high standard of service to clients, and at the same time re-engineering our processes to improve the return to shareholders. It will take three years to achieve maximum benefits for shareholders, by which time we intend to have increased our operating margin to over 20%. Six months into the project, we are on time and on budget. These strategic initiatives will be delivered without increasing our capital expenditure run rate of recent years, and a much fitter and more responsive Brewin Dolphin will emerge. This will enable us to seize the increasing opportunities in our sector.

Last year, we announced our decision to focus on our core investment management business and are progressing with the disposal of our Corporate Advisory & Broking division to N+1. Disposing of a division rather than a clearly identifiable legal entity is inevitably a lengthy legal process and I would like to record my appreciation for the hard work and patience of all those involved.

Outlook

At the time of writing stock market sentiment remains fractious with the euro zone debt crisis and the possibility of another recession causing concern. However it is your Board's belief that long-term equity investments will continue to have an important role in the wealth management market.

The work undertaken as a result of our strategic review will improve the service to clients and the return to shareholders. With this in mind, your Board looks to the future with cautious optimism.

Jamie Matheson
6 December 2011

Business Review: Investment Management

David McCorkell – Executive Director – Head of Investment Management

Investment Management has performed well in what has been a volatile year for global financial markets. Our performance has been supported by our position as one of the UK's largest independent private client portfolio managers, with a network of over 40 offices and since August 2011, one in the Republic of Ireland.

Investment Management has seen its total income grow by 10% to £264.0 million in 2011 and operating profits excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships rose by 0.7% to £39.1 million.

This is analysed as follows:

	2011 £'000	2010 £'000	
Total income	264,013	240,012	10.0%
Salaries	(90,676)	(80,786)	12.2%
Other operating costs	(98,409)	(87,326)	12.7%
Profit before profit share	74,928	71,900	4.2%
Profit share	(35,780)	(33,031)	8.3%
Operating profit *	39,148	38,869	0.7%

** excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships*

Income comprises:

	2011 £'000	2010 £'000
Fee, interest and other recurring income	160,652	138,087
Commission	103,361	101,925
Total income	264,013	240,012

The split of income and profits between Discretionary and Advisory portfolio management:

	Total Income 2011 £ million	Operating Profit 2011 £ million	Total Income 2010 £ million	Operating Profit 2010 £ million
Discretionary Portfolio Management	180.5	26.8	157.2	25.5
Advisory Portfolio Management	83.5	12.3	82.8	13.4
	264.0	39.1	240.0	38.9

Fee, interest and other recurring income has increased by 16.3% (2010: 24%) to 61% of total revenue (2010: 57%) whilst commission rose by 1.4% (2010:10%). The trend towards Discretionary management in recent years has continued with the level of recurring income increasing.

Funds under Management (FUM)

	Advisory funds	Discretionary funds	Total managed funds
	£ billion	£ billion	£ billion
Value of funds at 26 September 2010	9.2	14.0	23.2
Inflows	0.3	1.6	1.9
Acquired funds*	0.2	0.6	0.8
Outflows	(0.6)	(0.3)	(0.9)
Transfers	-	-	-
Market movement	(0.7)	(0.3)	(1.0)
Value of funds at 30 September 2011	8.4	15.6	24.0

* *Tilman Brewin Dolphin Limited*

% change in funds year on year	-8.7%	11.4%	3.4%
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Excluding the acquisition of Tilman Brewin Dolphin Limited (formerly Tilman Asset Management Limited), there was an inflow of new FUM of £1.9 billion of which 84% was under discretionary mandates; discretionary funds under management have grown by 10.9% above the APCIMS Private Investor Balanced Portfolio Index and the growth in value of total funds under management has exceeded the APCIMS Private Investor Balanced Portfolio Index by 3.8%.

During the period, the FTSE100 Share Index and the APCIMS Private Investor Balanced Portfolio Index fell by 8.4% and 3.8% respectively.

The Business

During the year, five new Investment Management teams have been added to the Group, including a new Charities team in London which will be followed by further specialist charity investment managers before the end of 2011. Our enhanced charities department is now well placed to provide both the investment management and added value services increasingly required by charities, many of whom themselves are under considerable pressure in the current climate. This business is expected to develop further following this expansion.

The offices in Marlborough, Manchester, Cardiff and Leicester have moved to bigger and more suitable premises, our Keswick office has relocated to Penrith and we will be opening a branch in Bristol. The office in Llandudno has now closed. The Group has opened an office in Dublin following the acquisition of Tilman Brewin Dolphin Limited.

Currently there are a total of 643 FSA Approved Persons of which 531 are FSA Registered CF30 Client Executives, Investment Managers and Financial Planners around the country. The business could not function without their efforts and those of their support staff and I thank them all for their dedication to their clients during what has not been an easy year.

In my last report I mentioned the Retail Distribution Review (RDR) and I am confident the remaining client executives who have not yet completed the required professional qualifications will have achieved them by the end of 2012. RDR will bring fundamental changes for most of our industry and alter the way all advisers to private investors manage their businesses. We believe these changes will bring opportunities to Brewin Dolphin.

Early in the year, an independent survey of our clients was commissioned. We were very pleased to achieve an overall satisfaction level of 83% and to learn that 76% of our clients are likely to recommend us to others. Building on the strength of these findings, we instigated the major strategic review that we announced at the time of our interim report. This project will mean considerable change for our Investment Management business and enable Brewin Dolphin to provide a more efficient service to more clients in the future.

On 1st October 2011, a new national charging structure for all new Discretionary and Advisory Managed clients was introduced. During the 2011/12 financial year, existing clients will transfer to these new rates. As part of this re pricing policy, trail commission will no longer be accepted from unit trust providers and will be switching retail units to non trail paying units in the coming months. The new structure will be more transparent and efficient and above all, fair to all our clients.

The systems used by our Investment Managers will also be changed over the next two years. Investment Managers will be provided with up to date technology which will enable them to manage client portfolios in a more efficient way and to provide an enhanced reporting service to all our clients. This also presents an opportunity to review the systems structure in our business support areas, which will allow the creation of more efficient processes.

Financial Planning, by client demand, has become an important part of Brewin's business and the number of Financial Planners around the Group will be expanded, so that all offices will provide this service in due course.

The Business Development team has had an excellent year. The team introduces Brewin Dolphin services to Independent Financial Advisers (IFAs) and other professional intermediaries around the UK. The team has introduced £482 million of new business in the year, an increase of 27% on last year; increasing demand for these services in the run up to RDR is expected.

Building brand awareness through targeted advertising and sponsorship of national and local events close to many of Brewin's offices has continued throughout the year. Highlights have included a Show Garden at the Chelsea Flower Show in aid of the British Heart Foundation, and supporting the national tour of Zulu War Talks for Help for Heroes. This has resulted in a steady flow of new business leads. Next year Brewin's will be celebrating its 250th Anniversary and marketing activities and our sponsorship of charitable events around the country will be increased as part of these celebrations.

Our Investment Managers have provided an excellent service to their clients during the year and we are determined that we will continue to provide bespoke investment management in an ever changing regulatory environment.

Extracts from Business Review: Finance

Results for 2011 Financial Year

The performance of continuing operations in the period is set out below (see note 9 for discontinued operations):

	2011	2010	% Change
Average indices for the year			
FTSE 100	5,764	5,319	8.4%
FTSE APCIMS Private Investor Series Balanced Portfolio	2,930	2,739	7.0%
	£'000	£'000	
Total income	264,013	240,012	10.0%
Salaries	(90,676)	(80,786)	12.2%
Other operating costs	(98,409)	(87,326)	12.7%
Profit before profit share [‡]	74,928	71,900	4.2%
Profit share	(35,780)	(33,031)	8.3%
Operating profit [‡]	39,148	38,869	0.7%
Net finance income and other gains and losses	494	345	43.2%
Profit before tax[‡]	39,642	39,214	1.1%
Redundancy costs	(1,008)	(135)	
Additional FSCS Levy	(6,058)	(595)	
Acquisition of subsidiary costs	(228)	-	
Contract renewal payments	-	(2,090)	
Amortisation of client relationships	(10,486)	(6,349)	
Profit before tax	21,862	30,045	-27.2%
Taxation	(6,884)	(9,447)	
Profit after tax	14,978	20,598	
Interim and proposed final dividend for the year	(16,596)	(16,239)	
	(1,618)	4,359	

Earnings per share

Basic earning per share	6.6p	9.2p	-28.3%
Diluted earnings per share	6.3p	9.1p	-30.8%

Earnings per share[‡]

Basic earning per share	12.4p	12.2p	1.6%
Diluted earnings per share	11.7p	12.0p	-2.5%

[‡] these figures have been adjusted to exclude redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships.

Pension Fund

The actuarial gain on the pension fund this year was £2.8m (2010: loss £1.9m). Under IAS19, large annual fluctuations will occur. The Government passed legislation during the year to change the statutory inflation measure for pensions from Retail Price Index (RPI) to Consumer Prices Index (CPI). The change in the inflation measure has led to a reduction in defined benefit obligation of £1.3m out of the £2.8m. The Group has agreed to make additional pension contributions of £3 million per annum with the aim of paying the deficit off over the next 7 years.

Cash Flow and Capital Expenditure

2011 saw a net cash outflow of £1.8m (2010: inflow £21.9m) after paying the £6.1m (2010 £0.6m) additional FSCS levy. There was a £32.9m (2010: £45.1m) inflow of funds from operating activities (a figure calculated net of the FSCS levy). £7.9m (2010: £8.3m) of cash was spent on acquiring teams of

Investment Managers and their client relationships, and £8.3m (2010: £13.6m) on computer software and other, mainly computer related, fixed assets.

The purchase of Tilman Asset Management Limited for 100% share consideration resulted in a cash injection to the Group of £5.8m. While purchase of the Group's shares for both the Deferred Profit Share Scheme and Share Incentive Plan resulted in an outflow of cash of £10.6m (2010: £0.1m), against this the issue of shares in the year led to a cash inflow of £2.4m (2010: £14.6m).

Dividends paid in the period came to £16.3m (2010: £16.0m).

Capital Structure, Treasury Policy, Liquidity and Capital Requirement

At 30 September 2011 the Group had net assets of £154.8m (2010: £141.6m). Net assets excluding intangible assets and shares to be issued of £68m (2010: £65m) broadly represent the Group's capital for regulatory purposes. These net assets were largely represented by net cash and cash equivalents of £85m (2010: £87m), including £21m (2010: £25m) of client settlement money. The Group, has an agreed overdraft facility of £15m (2010: £15m). At the period end the Group had a surplus of net assets for regulatory capital adequacy purposes of £24.1m (2010: £24.3m).

Our policy is to hold 90% of our clients' and Group's money only at major UK clearers. Our client money is segregated under client money rules.

Client stock is also ring fenced in our nominee companies. Stock is settled via the Crest System which is owned by Euroclear a highly rated bank, and, in the case of foreign stock, the Bank of New York.

Robin Bayford
Finance Director
6 December 2011

Consolidated Income Statement

53 week period ended 30 September 2011

		53 weeks to 30 September 2011 £'000	52 weeks to 26 September 2010 £'000
	Note		
Continuing operations			
Revenue		248,375	224,013
Other operating income		15,638	15,999
Total income	1 & 2	264,013	240,012
Staff costs		(126,456)	(115,907)
Redundancy costs		(1,008)	(135)
Additional FSCS Levy		(6,058)	(595)
Acquisition of subsidiary costs		(228)	-
Amortisation of intangible assets - client relationships		(10,486)	(6,349)
Other operating costs		(98,409)	(87,326)
Operating expenses		(242,645)	(210,312)
Operating profit	2	21,368	29,700
Finance income	3	1,253	1,293
Other gains and losses	4	(27)	(495)
Finance costs	3	(732)	(453)
Profit before tax	5	21,862	30,045
Tax		(6,884)	(9,447)
Profit for the period from continuing operations		14,978	20,598
Discontinued Operations			
(Loss)/profit for the period from discontinued operations	9	(877)	955
Profit for the period		14,101	21,553
Attributable to:			
Equity shareholders of the parent		14,101	21,553
		14,101	21,553

Earnings per share

From continuing operations

Basic	7	6.6p	9.2p
Diluted	7	6.3p	9.1p

From continuing and discontinued operations

Basic	7	6.2p	9.7p
Diluted	7	5.9p	9.5p

Consolidated Statement of Comprehensive Income

53 week period ended 30 September 2011

	53 weeks to 30 September 2011 £'000	52 weeks to 26 September 2010 £'000
Profit for the period	14,101	21,553
Loss on revaluation of available-for-sale investments	-	(4,000)
Deferred tax credit on revaluation of available-for-sale investments	56	1,177
Exchanges differences on translation of foreign operations	(83)	-
Actuarial profit/(loss) on defined benefit pension scheme	2,766	(1,878)
Deferred tax (charge)/credit on actuarial profit/(loss) on defined benefit pension scheme	(719)	507
Other comprehensive income/(expense) for the period	2,020	(4,194)
Total comprehensive income for the period	16,121	17,359
Attributable to:		
Equity shareholders of the parent	16,121	17,359
	16,121	17,359

Consolidated Balance Sheet

As at 30 September 2011

	As at 30 September 2011 £'000	As at 26 September 2010 £'000
ASSETS		
Non-current assets		
Intangible assets	115,805	91,114
Property, plant and equipment	15,869	19,384
Available-for-sale investments	6,087	6,114
Other receivables	2,377	2,306
Deferred tax asset	559	1,097
Total non-current assets	140,697	120,015
Current assets		
Trading investments	744	632
Trade and other receivables	242,492	331,423
Cash and cash equivalents	85,702	87,921
Total currents assets	328,938	419,976
Total assets	469,635	539,991
LIABILITIES		
Current liabilities		
Bank overdrafts	672	1,046
Trade and other payables	267,819	359,086
Current tax liabilities	1,390	4,433
Provisions	5,931	5,420
Shares to be issued including premium	6,541	438
Total current liabilities	282,353	370,423
Net current assets	46,585	49,553
Non-current liabilities		
Retirement benefit obligation	7,101	12,498
Deferred purchase consideration	2,556	1,749
Provisions	-	44
Shares to be issued including premium	22,840	13,661
Total non-current liabilities	32,497	27,952
Total liabilities	314,850	398,375
Net assets	154,785	141,616
EQUITY		
Called up share capital	2,405	2,270
Share premium account	116,028	113,612
Own shares	(10,686)	(101)
Revaluation reserve	4,118	4,062
Merger reserve	22,950	4,562
Profit and loss account	19,970	17,211
Equity attributable to equity holders of the parent	154,785	141,616

Consolidated Statement of Changes in Equity

53 week period ended 30 September 2011

	Attributable to the equity shareholders of the parent						
	Called up share capital £'000	Share premium account £'000	Own shares £'000	Revaluation reserve £'000	Merger reserve £'000	Profit and loss account £'000	Total £'000
Balance at 27 September 2009	2,122	94,140	-	6,885	4,562	10,510	118,219
Profit for the period	-	-	-	-	-	21,553	21,553
Other comprehensive income for the period							
Deferred and current tax on other comprehensive income	-	-	-	1,177	-	507	1,684
Actuarial loss on defined benefit pension scheme	-	-	-	-	-	(1,878)	(1,878)
Revaluation of available-for-sale investments	-	-	-	(4,000)	-	-	(4,000)
Total comprehensive income for the period	-	-	-	(2,823)	-	20,182	17,359
Dividends	-	-	-	-	-	(16,038)	(16,038)
Issue of shares	148	19,472	-	-	-	-	19,620
Own shares acquired in the period	-	-	(101)	-	-	-	(101)
Share-based payments	-	-	-	-	-	2,679	2,679
Current tax credit on share-based payments	-	-	-	-	-	23	23
Deferred tax charge on share-based payments	-	-	-	-	-	(145)	(145)
Balance at 26 September 2010	2,270	113,612	(101)	4,062	4,562	17,211	141,616
Profit for the period	-	-	-	-	-	14,101	14,101
Other comprehensive income for the period							
Deferred and current tax on other comprehensive income	-	-	-	56	-	(719)	(663)
Actuarial profit on defined benefit pension scheme	-	-	-	-	-	2,766	2,766
Exchanges differences on translation of foreign operations	-	-	-	-	-	(83)	(83)
Total comprehensive income for the period	-	-	-	56	-	16,065	16,121
Dividends	-	-	-	-	-	(16,286)	(16,286)
Issue of shares	135	2,416	-	-	18,388	-	20,939
Own shares acquired in the period	-	-	(10,585)	-	-	-	(10,585)
Share-based payments	-	-	-	-	-	3,029	3,029
Current tax credit on share-based payments	-	-	-	-	-	(124)	(124)
Deferred tax charge on share-based payments	-	-	-	-	-	75	75
Balance at 30 September 2011	2,405	116,028	(10,686)	4,118	22,950	19,970	154,785

Company Balance Sheet

As at 30 September 2011

	As at 30 September 2011 £'000	As at 26 September 2010 £'000
ASSETS		
Non-current assets		
Investment in subsidiaries	168,953	140,702
Other receivables	130	329
Total non-current assets	169,083	141,031
Current assets		
Trade and other receivables	19,171	12,242
Cash and cash equivalents	597	621
Total currents assets	19,768	12,863
Total assets	188,851	153,894
LIABILITIES		
Current liabilities		
Trade and other payables	13,401	7,447
Shares to be issued including premium	6,541	438
Total current liabilities	19,942	7,885
Net current (liabilities)/assets	(174)	4,978
Non-current liabilities		
Shares to be issued including premium	22,840	13,661
Total non-current liabilities	22,840	13,661
Total liabilities	42,782	21,546
Net assets	146,069	132,348
EQUITY		
Called up share capital	2,405	2,270
Share premium account	116,028	113,612
Own shares	(10,686)	(101)
Merger reserve	23,235	4,847
Profit and loss account	15,087	11,720
Equity attributable to equity holders	146,069	132,348

Company Statement of Changes in Equity

53 week period ended 30 September 2011

	Attributable to the equity shareholders of the parent					
	Called up share capital £'000	Share premium account £'000	Own shares £'000	Merger reserve £'000	Profit and loss account £'000	Total £'000
Balance at 27 September 2009	2,122	94,140	-	4,847	15,176	116,285
Profit for the period	-	-	-	-	9,903	9,903
Total comprehensive income for the period	-	-	-	-	9,903	9,903
Dividends	-	-	-	-	(16,038)	(16,038)
Issue of shares	148	19,472	-	-	-	19,620
Own shares acquired in the period	-	-	(101)	-	-	(101)
Share-based payments	-	-	-	-	2,679	2,679
Balance at 26 September 2010	2,270	113,612	(101)	4,847	11,720	132,348
Profit for the period	-	-	-	-	16,624	16,624
Total comprehensive income for the period	-	-	-	-	16,624	16,624
Dividends	-	-	-	-	(16,286)	(16,286)
Issue of shares	135	2,416	-	18,388	-	20,939
Own shares acquired in the period	-	-	(10,585)	-	-	(10,585)
Share-based payments	-	-	-	-	3,029	3,029
Balance at 30 September 2011	2,405	116,028	(10,686)	23,235	15,087	146,069

Consolidated Cash Flow Statement

53 week period ended 30 September 2011

		53 weeks to 30 September 2011	52 weeks to 26 September 2010
	Note	£'000	£'000
Net cash inflow from operating activities	8	32,858	45,114
Cash flows from investing activities			
Purchase of intangible assets - goodwill		-	(268)
Purchase of intangible assets - client relationships		(7,946)	(8,048)
Purchase of intangible assets - software		(3,147)	(5,982)
Purchases of property, plant and equipment		(5,171)	(7,669)
Acquisition of subsidiary		5,802	-
Dividend received from available-for-sale investments		194	188
Net cash used in investing activities		(10,268)	(21,779)
Cash flows from financing activities			
Dividends paid to equity shareholders		(16,286)	(16,038)
Purchase of own shares		(10,585)	(101)
Proceeds on issue of shares		2,436	14,697
Net cash used in financing activities		(24,435)	(1,442)
Net (decrease)/increase in cash and cash equivalents		(1,845)	21,893
Cash and cash equivalents at the start of period		86,875	64,982
Cash and cash equivalents at the end of period		85,030	86,875
Firm's cash		64,469	62,886
Firm's overdraft		(672)	(1,046)
Firm's net cash		63,797	61,840
Client settlement cash		21,233	25,035
Net cash and cash equivalents		85,030	86,875
Cash and cash equivalents shown in current assets		85,702	87,921
Bank overdrafts		(672)	(1,046)
Net cash and cash equivalents		85,030	86,875

For the purposes of the cash flow statement, cash and cash equivalents include bank overdrafts.

Notes to the Financial Statements

1. Revenue

	2011 £'000 53 weeks	2010 £'000 52 weeks
Continuing operations		
Commission income	100,225	98,566
Financial planning and trail income	39,563	34,960
Investment management fees	108,587	90,487
	<hr/> 248,375	<hr/> 224,013
Other operating income	15,638	15,999
Revenue from continuing operations	<hr/> 264,013	<hr/> 240,012
Discontinued operations		
Corporate Advisory & Broking Division (see note 9)	10,346	10,877
Total revenue from continuing and discontinued operations	<hr/> <hr/> 274,359	<hr/> <hr/> 250,889

2. Segmental information

For management purposes, the Group is divided into two business streams: Investment Management and Corporate Advisory & Broking which is being discontinued (see note 9). These form the reportable segments of the Group.

Until the 1 August 2011, all operations were carried out in the United Kingdom and the Channel Islands. On 1 August 2011, the Group acquired Tilman Asset Management Limited which is based in Republic of Ireland. This income is reported as part of the Investment Management business stream. All segment income relates to external clients.

The accounting policies of the operating segments are the same as those of the Group.

53 week period ended 30 September 2011

			Continuing operations	Discontinued operations	
	<i>Discretionary Portfolio Management</i>	<i>Advisory Portfolio Management</i>	Total Investment Management	Corporate Advisory & Broking	Group
	£'000	£'000	£'000	£'000	£'000
Total income	180,518	83,495	264,013	10,346	274,359
Operating profit before redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	26,767	12,381	39,148	1,204	40,352
Additional FSCS Levy			(6,058)	-	(6,058)
Redundancy costs			(1,008)	(12)	(1,020)
Acquisition of subsidiary costs			(228)	-	(228)
Amortisation of client relationships			(10,486)	-	(10,486)
Operating profit			21,368	1,192	22,560
Finance income (net)			521	-	521
Other gains and losses			(27)	-	(27)
Costs of separation			-	(2,393)	(2,393)
Profit/(loss) before tax			21,862	(1,201)	20,661
Other Information					
Capital expenditure			8,287	31	8,318
Depreciation			8,704	131	8,835
Amortisation of intangible asset - software			3,370	76	3,446
Share-based payments			3,015	14	3,029
Segment assets excluding current tax assets			458,417	11,218	469,635
Segment liabilities excluding current tax liabilities			269,745	11,218	280,963

52 week period ended 26 September 2010

	<i>Discretionary Portfolio Management £'000</i>	<i>Advisory Portfolio Management £'000</i>	<i>Total Investment Management £'000</i>	<i>Corporate Advisory & Broking £'000</i>	<i>Group £'000</i>
Total income	<u>157,233</u>	<u>82,779</u>	<u>240,012</u>	<u>10,877</u>	<u>250,889</u>
Operating profit before redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	25,463	13,406	38,869	1,545	40,414
Contract renewal payments (see note 7)			(2,090)	(101)	(2,191)
Additional FSCS Levy			(595)	-	(595)
Redundancy costs			(135)	(118)	(253)
Amortisation of client relationships			(6,349)	-	(6,349)
Operating profit			29,700	1,326	31,026
Finance income (net)			840	-	840
Other gains and losses			(495)	-	(495)
Profit before tax			<u>30,045</u>	<u>1,326</u>	<u>31,371</u>
Other Information					
Capital expenditure			13,558	93	13,651
Depreciation			10,358	123	10,481
Amortisation of intangible asset - software			1,797	11	1,808
Share-based payments			2,647	32	2,679
Segment assets excluding current tax assets			<u>506,578</u>	<u>33,413</u>	<u>539,991</u>
Segment liabilities excluding current tax liabilities			<u>332,577</u>	<u>33,413</u>	<u>365,990</u>

3. Finance income and finance costs

	2011 53 Weeks £'000	2010 52 Weeks £'000
Finance income		
Dividends from available-for-sale investments	194	188
Interest on bank deposits	1,059	1,105
	<u>1,253</u>	<u>1,293</u>
Finance costs		
Finance cost of deferred consideration	317	24
Interest expense on defined pension obligation	369	366
Interest on bank overdrafts	46	63
	<u>732</u>	<u>453</u>

4. Other gains and losses

	2011 53 Weeks £'000	2010 52 Weeks £'000
Impairment loss recognised on available-for-sale equity investments	<u>27</u>	<u>495</u>

5. Taxation

	Continuing Operations		Discontinued Operations		Total	
	2011 53 Weeks £'000	2010 52 Weeks £'000	2011 53 Weeks £'000	2010 52 Weeks £'000	2011 53 Weeks £'000	2010 52 Weeks £'000
United Kingdom						
Current tax	6,246	8,340	(122)	371	6,124	8,711
Prior year	422	(363)	-	-	422	(363)
Overseas tax						
Current tax	181	153	-	-	181	153
Prior year	-	-	-	-	-	-
	<u>6,849</u>	<u>8,130</u>	<u>(122)</u>	<u>371</u>	<u>6,727</u>	<u>8,501</u>
United Kingdom deferred tax						
Current year	439	1,142	(202)	-	237	1,142
Prior year	(404)	175	-	-	(404)	175
	<u>6,884</u>	<u>9,447</u>	<u>(324)</u>	<u>371</u>	<u>6,560</u>	<u>9,818</u>

United Kingdom corporation tax is calculated at 27% (2010: 28%) of the estimated assessable taxable profit for the period. The Finance Act 2011 received royal assent on 19 July 2010 and reduced the corporation tax rate to 26% (28%) from 1 April 2011.

Taxation for other jurisdictions is calculated at the rates prevailing in the respective jurisdictions.

The charge for the year for continuing operations can be reconciled to the profit per the income statement as follows:

	2011 53 Weeks £'000	2010 52 Weeks £'000
Profit before tax on continuing operations	21,862	30,045
Tax at the UK corporation tax rate of 27% (2010: 28%)	5,903	8,413
Tax effect of expenses that are not deductible in determining taxable profit	591	474
Tax effect of deferred tax timing differences	147	95
Tax effect of leasehold property depreciation	391	320
Tax effect of prior year tax	422	(363)
Tax effect of prior year deferred tax	(404)	175
Tax effect of share-based payments	(117)	342
Tax effect of lower rates in subsidiaries	(35)	-
Tax effect of exempt dividend income	(52)	-
Tax effect of change in tax rate on deferred tax	38	(9)
Tax expense for the period	6,884	9,447
Effective tax rate for the year	31%	31%

In addition to the amount credited to the income statement, deferred tax relating to the revaluation of the Group's available-for-sale investments amounting to £56,000 (2010: £1,177,000) has been credited directly to equity and deferred tax relating to the actuarial gain/(loss) in the defined benefit pension scheme amounting to £719,000 (2010: £507,000 credited) has been debited directly to equity. Deferred tax on share-based payments of £75,000 (2010: £145,000 credit) has been debited directly to equity.

6. Dividends

	2011 53 Weeks £'000	2010 52 Weeks £'000
Amounts recognised as distributions to equity shareholders in the period:		
Final dividend paid 5 April 2011, 3.55p per share (2010: 3.55p per share)	7,989	7,975
Interim dividend paid 22 September 2011, 3.55p per share (2010: 3.55p per share)	8,297	8,063
	<u>16,286</u>	<u>16,038</u>
Proposed final dividend for the 53 weeks ended 30 September 2011 of 3.55p (2010: 3.55p) per share based on shares in issue at 30 November 2011 (8 November 2010)	<u>8,299</u>	<u>8,176</u>

The proposed final dividend for the 53 week period ended 30 September 2011 of 3.55p per share is subject to approval by shareholders at the Annual General Meeting and has not been included as a liability in these financial statements.

Under an arrangement dated 1 April 2011, EES Trustees International Limited (the "Trustee") who holds 6,857,822 number of ordinary shares representing 2.82% of the Company's called up share capital has agreed to waive all dividends due to the Trustee.

7. Earnings per share

From continuing and discontinuing operations

The calculation of the basic and diluted earnings per share is based on the following data:

	2011 '000	2010 '000
Number of shares		
Basic		
Weighted average number of shares in issue in the period	226,796	223,193
Diluted		
Weighted average number of options outstanding for the period	4,275	1,486
Estimated weighted average number of shares earned under deferred consideration arrangements	9,464	3,628
Diluted weighted average number of options and shares for the period	240,535	228,307

Earnings attributable to ordinary shareholders

Continuing operations

	£'000	£'000
Profit for the period from continuing operations	14,978	20,598
Redundancy costs	1,008	135
less tax	(272)	(38)
Additional FSCS Levy	6,058	595
less tax	(1,636)	(167)
Contract renewal payment (Note b)	-	2,090
less tax	-	(585)
Acquisition of subsidiary	228	-
Amortisation of intangible assets - client relationships	10,486	6,349
less tax	(2,831)	(1,778)
Adjusted basic profit for the period and attributable earnings excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	28,019	27,199

Profit for the period from continuing operations	14,978	20,598
Finance costs of deferred consideration (Note a)	237	203
less tax	(64)	(57)
Adjusted fully diluted profit for the period and attributable earnings	15,151	20,744
Redundancy costs	1,008	135
less tax	(272)	(38)
Additional FSCS Levy	6,058	595
less tax	(1,636)	(167)
Contract renewal payment (Note b)	-	2,090
less tax	-	(585)
Acquisition of subsidiary	228	-
Amortisation of intangible assets - client relationships	10,486	6,349
less tax	(2,831)	(1,778)
Adjusted fully diluted profit for the period and attributable earnings excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	28,192	27,345

From continuing operations		
Basic	6.6p	9.2p
Diluted	6.3p	9.1p

From continuing operations excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships

Basic	12.4p	12.2p
Diluted	11.7p	12.0p

a) Finance costs of deferred consideration are added back where the issue of shares is more dilutive than the interest cost saved.

b) Once every ten years, the Group reissues its contracts to all personnel; the cost of this is shown within staff costs.

Earnings attributable to ordinary shareholders	2011	2010
Continuing and discontinued operations		
	£'000	£'000
Profit for the period	14,101	21,553
Redundancy costs	1,020	253
less tax	(275)	(71)
Additional FSCS Levy	6,058	595
less tax	(1,636)	(167)
Contract renewal payment (Note b)	-	2,191
less tax	-	(613)
Acquisition of subsidiary	228	-
Amortisation of intangible assets - client relationships	10,486	6,349
less tax	(2,936)	(1,778)
Adjusted basic profit for the period and attributable earnings excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	27,046	28,312

Profit for the period	14,101	21,553
Finance costs of deferred consideration (Note a above)	236	203
less tax	(64)	(57)
Adjusted fully diluted profit for the period and attributable earnings	14,273	21,699
Redundancy costs	1,020	253
less tax	(275)	(71)
Additional FSCS Levy	6,058	595
less tax	(1,636)	(167)
Contract renewal payment (Note b)	-	2,191
less tax	-	(613)
Acquisition of subsidiary	228	-
Amortisation of intangible assets - client relationships	10,486	6,349
less tax	(2,936)	(1,778)

Adjusted fully diluted profit for the period and attributable earnings excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships	27,218	28,458
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The denominators used are the same as those detailed above for both basic and diluted earnings from continuing operations

From continuing and discontinued operations

Basic	6.2p	9.7p
Diluted	5.9p	9.5p

From continuing and discontinued operations excluding redundancy costs, additional FSCS Levy, contract renewal payments, acquisition of subsidiary costs and amortisation of client relationships

Basic	11.9p	12.7p
Diluted	11.3p	12.5p

From discontinued operations

The denominators used are the same as those detailed above for both basic and diluted earnings from continuing operations

Basic	(0.4p)	0.5p
Diluted	(0.4p)	0.4p

8. Notes to the cash flow statement

	53 weeks to 30 September 2011 £'000	52 weeks to 26 September 2010 £'000
Group		
Operating profit from continuing operations	21,368	29,700
(Loss)/profit for the period from discontinued operations	(1,201)	1,326
Adjustments for:		
Depreciation of property, plant and equipment	8,835	10,481
Amortisation of intangible assets - client relationships	10,486	6,349
Amortisation of intangible assets - software	3,446	1,808
Loss on disposal of property, plant and equipment	-	64
Intangible asset impairment	207	-
Retirement benefit obligation	(2,631)	(5,633)
Share-based payment expense	3,029	2,679
Translation adjustments	(83)	-
Unwind of discount of shares to be issued and deferred purchase consideration	317	24
Interest income	1,059	1,105
Interest expense	(732)	(453)
Operating cash flows before movements in working capital	44,100	47,450
Decrease in payables and trading investments	(91,996)	(106,395)
Decrease in receivables and trading investments	90,465	109,775
Cash generated by operating activities	42,569	50,830
Tax paid	(9,711)	(5,716)
Net cash inflow from operating activities	32,858	45,114

Cash and cash equivalents comprise cash at bank and bank overdrafts.

9. Discontinued Operations

The Group's operating subsidiary, Brewin Dolphin Limited, signed an agreement on 11 May 2011 for the disposal of its Corporate Advisory and Broking Division to a new partnership called N+1 Brewin. Completion of the disposal is subject, inter alia, to receipt of certain regulatory authorisations for the new entity. The disposal has not yet completed but it is anticipated that it will be in January 2012.

The Group will receive nominal goodwill consideration of £4m for the disposal by way of a 14% preferred interest in N+1 Brewin.

The Corporate Advisory and Broking Division represents a reportable segment of the Group and the effect of the discontinued operation on segment results is disclosed in note 2.

The results of the discontinued operations, which have been included in the consolidated income statement, were as follows:

	2011 53 Weeks £'000	2010 52 Weeks £'000
Revenue	10,346	10,877
Expenses	(9,154)	(9,551)
Operating profit	1,192	1,326
Costs of separation	(2,393)	-
Profit before tax	(1,201)	1,326
Attributable tax	324	(371)
Net (loss)/profit attributable to discontinued operations (attributable to the owners of the Company)	(877)	955

During the year the division contributed a net cash outflow of £1.1m (2010: £1.8m inflow) to the Group's net operating cash flows.

10. Funds

	At 30 September 2011 £ Billion	At 26 September 2010 £ Billion
In Group's nominee or sponsored member	15.3	13.8
Stock not held in Group's nominee	0.3	0.2
Discretionary funds under management	15.6	14.0
In Group's nominee or sponsored member	7.2	7.7
Other funds where valuations are carried out but where the stock is not under the Group's control	1.2	1.5
Advisory funds under management	8.4	9.2
Managed funds	24.0	23.2
In Group's nominee or sponsored member	4.1	4.0
Stock not held in Group's nominee	0.3	0.3
Execution only stock	4.4	4.3
Total funds	28.4	27.5
Stock		
In Group's nominee or sponsored member	26.6	25.5
Stock not held in Group's nominee	1.8	2.0
	28.4	27.5

11. Additional Information

Brewin Dolphin Holdings PLC is a company incorporated in the United Kingdom under the Companies Act 2006 whose shares are publicly traded on the London Stock Exchange. The address of the registered office is 12 Smithfield Street, London, EC1A 9BD, United Kingdom.

The accounting policies used in arriving at the preliminary figures are those which will be published in the full financial statements. They are consistent with those policies which were set out in the Group's Annual Report and Accounts for 2010.

This preliminary announcement is presented in pounds sterling which is the currency of the primary economic environment in which the Group operates.

This preliminary announcement was approved by the Board on 6 December 2011.

The financial information in this press release does not constitute statutory accounts for the period ended 30 September 2011 or 26 September 2010. Statutory accounts for 2010 have been delivered to the Registrar of Companies and those for 2011 will be delivered following the Company's Annual General Meeting. The auditors have reported on the 2010 and 2011 accounts; their reports were unqualified, did not draw attention to any matters by way of emphasis without qualifying their report and did not contain statements under section 498 (2) or (3) of the Companies Act 2006.

Whilst the financial information included in this preliminary announcement has been prepared in accordance with the recognition and measurement criteria of International Financial Reporting Standards (IFRSs), this announcement does not itself contain sufficient information to comply with IFRSs. The Company expects to publish full financial statements that comply with IFRSs in January 2012.

12. Annual General Meeting

The Annual General Meeting will be held at 12 noon on 24 February 2012 at Merchant Taylors' Hall, 30 Threadneedle Street, London, EC2R 8JB.

13. Going concern

The Directors believe that the Group is well placed to manage its business risks successfully. The Group's forecasts and projections, taking account of possible adverse changes in trading performance, show that the Group should be able to operate within the level of its current financing arrangements. Accordingly, the Directors continue to adopt the going concern basis for the preparation of the financial statements.

14. Availability of Annual Report

The Annual Report will be posted to shareholders during January 2012. Copies will be available from the registered office of the Company, 12 Smithfield Street, London, EC1A 9BD. It will also be available as a download from the Company's website www.brewin.co.uk. A further notification will be made to advise of posting and publishing on the website.

15. Forward-looking statements

This announcement contains certain forward-looking statements with respect to the Brewin Dolphin's Group's financial condition, operations, and business opportunities. These forward-looking statements represent the Group's expectations or beliefs concerning future events, and involve known and unknown risks, and uncertainty, that could cause actual results, performance, or events to differ materially from those expressed or implied in such statements. Past performance cannot be relied on as a guide to future performance.