



Hargreaves Lansdown plc Report and Financial Statements

For the year ended 30 June 2014

About us

We have been helping clients choose and manage their own investments since 1981 and are now the UK's largest direct to investor 'investment supermarket' with an annual turnover in excess of £358 million. We provide execution only, advisory services and third party investments for individuals and corporates. We administer £46.9 billion of investments in our ISA, SIPP and Investment accounts for 652,000 clients, and have arranged investments for over a million clients.

“WE AIM TO HELP INVESTORS MAKE MORE OF THEIR INVESTMENTS”

Our success is built around providing our clients a high quality service tailored to their needs, and ensuring that our clients have access to enough information to support them with making their own investment decisions. Our knowledgeable and helpful staff, technology and experience enable us to provide a high quality and convenient service to our clients.

This year's report contains a new strategic report on pages 1 to 28, which includes an explanation of our business model, an analysis of our performance, a review of the business during the year and an outline of the principal risks and uncertainties we face. The strategic report was approved by the Board and signed on its behalf by the Chief Executive and Chief Financial Officer

Ian Gorham
Chief Executive

Tracey Taylor
Chief Financial Officer

16 September 2014