

ADVISER BUSINESS MODEL REPORT | KEY HIGHLIGHTS

2023 Edition

MARKET DYNAMICS:

15,700

Number of financial advisers in Australia

MARKET GROWTH:

120

Clients per adviser, up from 113 in May-2022

ADVISER FEES:

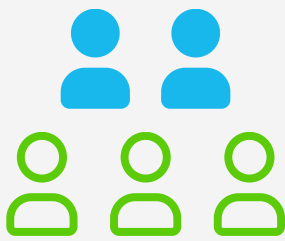
\$4,000

Is now the average upfront adviser fee (up from \$3,200 in May-2022)

ADVISER PROFITABILITY:

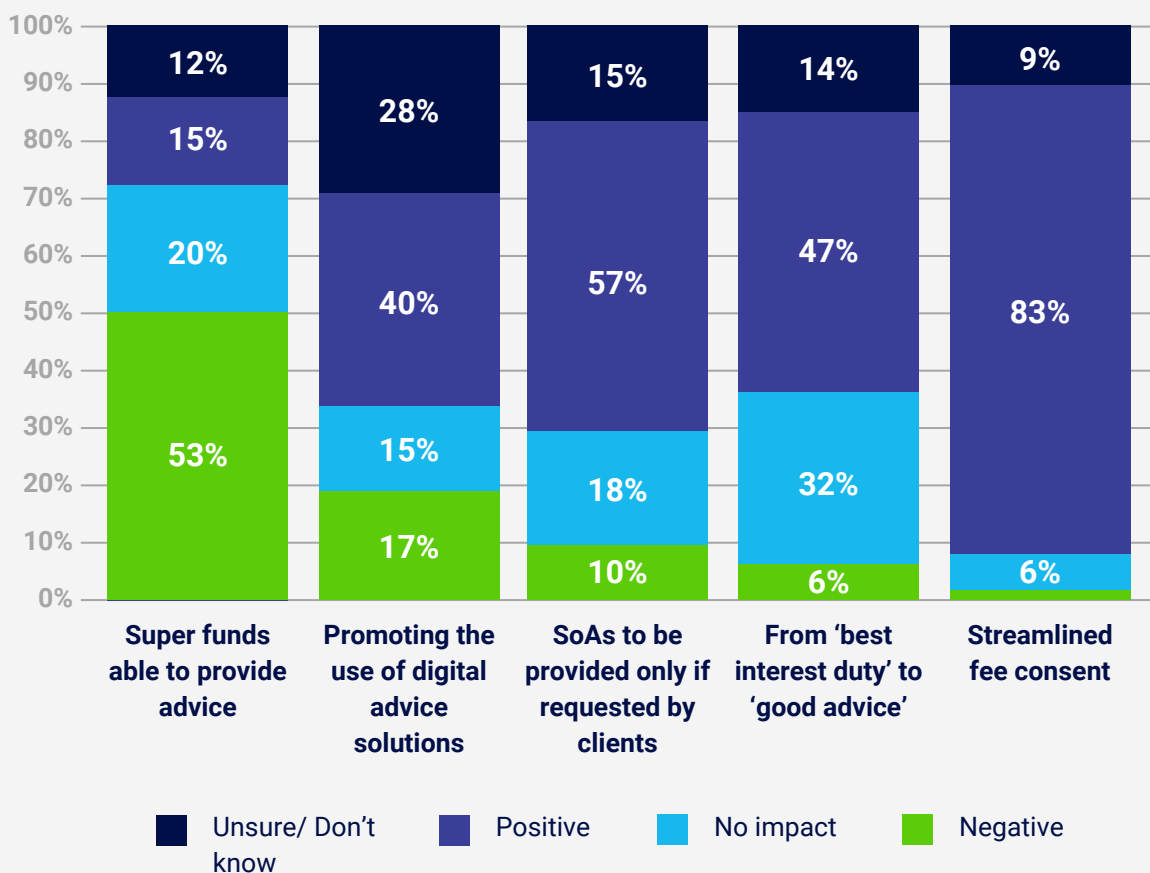
38%

Of advisers report higher practice profitability in the last 12 months



2 in 5 advisers believe that implementation of QAR may compromise advice outcomes - particularly when it comes to *Quality*

ANTICIPATED IMPACT OF THE QUALITY OF ADVICE REVIEW ON ADVICE BUSINESSES. AMONG FINANCIAL ADVISERS WHO ARE AWARE OF THE QAR [N=358]



REFERENCES

The material in this infographic is sourced from the **Investment Trends 2023 Adviser Business Model Report: Industry Analysis**. To access the full reports or for further information, please contact Matt Ritchie on m.ritchie@investmenttrends.com.