

Press Release

Advisers and investors grasp SIPP opportunities: new business up 62%

14th August 2008

Despite volatile market conditions new business continues to boom according to figures released today by A J Bell.

SIPP applications received in June 2008 by SIPPcentre were up 62% compared to the same period in 2007. Total applications received in Quarter 2 2008 are 42% up on 2007. This increase in business shows that advisers and their clients are embracing the benefits of:

- Transparent, low cost charges.
- A clear focus on customer service.
- Matching the range of permitted investments to the investors needs.
- Ability to accept protected rights.
- Access to a range of investments including multiple fund supermarkets.
- On-line functionality.

Post A-Day there has been greater investor demand for a tax wrapper that can allow for varying market conditions and the changing needs of the client. The current volatile market conditions are forcing people to think more carefully about how they save. A key theme has been reviewing existing arrangements to ensure that the client is getting the best possible deal on price, service and investment choice. In carrying out a review you can achieve access to a low cost tax wrapper that provides greater control with investment choice, management and more efficient administration for both investors and advisers. These figures evidence that SIPPs are playing an important part in satisfying this demand.

Billy Mackay, Marketing Director of A J Bell comments "As you would expect the current conditions are encouraging investors to be very careful about how they invest their money. These figures show that there is still huge appetite for clients and advisers to review existing arrangements to get increased investment choice and service at the best possible price. It also shows that SIPPs are suitable for investors in all market conditions."

Andy Bell, Chief Executive of A J Bell comments "Our growth comes from making innovative low cost solutions available with excellent service. It is encouraging to see that advisers and their clients continue to appreciate the benefits and efficiencies available when reviewing existing pension assets in favour of a SIPP."

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Notes for Editors

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Our customer proposition - Market leading, low cost, transparent, service, value, choice, leading functionality, integrity, award winning.

Our business - Market leaders, growing, innovative, own intellectual property, profitable, stable, we don't provide advice or investment management.

Established in 1995, A J Bell Group specialises in providing administration, trustee and actuarial services for SIPP and SSAS.

The A J Bell Group is now one of the largest SIPP trustee and administrators in the UK with in excess of 32,000 individual SIPPs and assets under administration exceeding £8bn. It provides third party SIPP administration services for Barclays Stockbrokers, Halifax Share Dealing, Skandia Life and E*Trade.

Recent research by CoreData Research places SIPPcentre alongside Standard Life as advisers' two most preferred SIPPs.

A J Bell Group have won an array of prestigious industry awards recognising our reputation for leading products and services. A J Bell Group products include SIPPcentre, Sippdeal, Sippdealxtra and A J Bell.



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