

Press release

Advisers say yes to flexible drawdown

06/04/2011

A J Bell today announces the results of a survey that shows there is significant adviser demand for flexible drawdown. Also, contrary to industry speculation, the preferred use of flexible drawdown will not be to exhaust the pension fund. The majority of advisers indicated that they would be using it as a tax planning income tool.

The survey involved responses from 250 advisers, the key findings are:

- More than 98% believe they will use flexible drawdown.
- More than 82% indicated that the most likely use will be phasing the pension fund to flexible drawdown as part of a structured plan as opposed to withdrawing the client's entire pension fund.

A J Bell Marketing Director Billy Mackay said, "Many of the views expressed across the industry have called into question the appetite for flexible drawdown. This survey demonstrates that there is significant appetite for it and that many advisers will be using it as a tool to carefully plan income to minimise the tax their clients pay."

Mackay continued, "Rarely do you see such demand for a new pension concept, at odds with a lack of commitment from many of the traditional providers. You have got to ask the question whether some providers are basing their decision on whether to provide a product on profitability concerns rather than client and adviser need."

Sippcentre's flexible drawdown charges

	Cost
If you register for flexible drawdown	£75 + VAT
If you exhaust your funds and close your SIPP through flexible drawdown	£75 + VAT

These charges are effective from 6 April 2011. The existing initial and ongoing Sippcentre charges for income drawdown will apply in addition. Full details are available at: www.sippcentre.co.uk/Charges/generic.asp.

END

Please note this document is intended for trade and national press individuals.

Notes for Editors

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A J Bell is continuing to grow rapidly in challenging capital markets. Invesco Perpetual and Midas Capital own 37% and 10% respectively of the share capital, the remainder being owned by Andy Bell and the management team.

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

A J Bell is now the largest privately owned provider of self administered pensions and institutional stockbroker services in the UK, with in excess of 48,300 individual SIPPs and assets under administration exceeding £13.7bn. It also provides third party SIPP administration services for Barclays Stockbrokers, Halifax Share Dealing, Skandia and TD Waterhouse.

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.

Research by CoreData Research places Sippcentre alongside Standard Life as advisers' two most preferred SIPPs.



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The companies listed in the adjacent table are all registered in England and Wales at Trafford House, Chester Road, Manchester M32 0RS.

Company	Company Number	VAT Number
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