

Press release

SIPP a suitable alternative to personal pension

17th July 2009

99% of financial advisers view low cost, online SIPPs as a suitable alternative to personal pensions, according to new research carried out by A J Bell.

The research was carried out at A J Bell seminars attended by more than 300 advisers. From this, **99%** of respondents said they would be happy to recommend a low cost, online SIPP, as an alternative to personal pension, where charges apply according to the investment flexibility required by the client.

The FSA have made it clear that they expect advisers to identify and justify any cost associated with increased investment flexibility and control. Modern online SIPP products allow for this by operating on a factory gate priced model with the ability to increase charges as you increase the investment sophistication. Advisers see these products as a real alternative to personal pension.

Billy Mackay, Marketing Director of A J Bell comments, "The FSA thematic review on pension switching created a huge amount of speculation about SIPP suitability. This research shows that advisers are allowing for the FSA's recommendations and see online SIPPs as a mainstream solution for many of their clients".

Mackay continued, "The consolidation market remains buoyant and the shift from traditional personal pensions to low-cost SIPPs shows no signs of letting up."

END

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

Notes for Editors

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A J Bell is the UK's largest privately owned SIPP provider and is continuing to grow rapidly in challenging capital markets. Invesco Perpetual and Midas Capital own 23% and 15% 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 one of the largest SIPP trustee and administrators in the UK with in excess of 36,000 individual SIPPs and assets under administration exceeding £8.4bn*. It provides third party SIPP administration services for Barclays Stockbrokers, Halifax Share Dealing, Skandia and E*Trade.

Research by CoreData Research placed Sippcentre as one of the two most preferred SIPPs.

A J Bell has won an array of prestigious industry awards recognising our reputation for leading products and services. A J Bell products include Sippcentre, Sippdeal, Sippdealxtra, A J Bell Platinum and A J Bell Securities.

*As at 31st March 2009.



Best Sipp Provider Sippdeal



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