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ALLIANCE TRUST SAVINGS APPOINTS NEW DIRECTOR, PENSIONS PROJECTS

Financial services provider Alliance Trust Savings has appointed Iain Horn, the former managing director of Decisions Decisions, a leading portfolio planning tools company, to develop existing and new initiatives in its growing pensions business. Iain has joined Alliance Trust Savings as Director, Pensions Projects.

Iain comes from investment risk management consultants, Barrie & Hibbert, where he was a senior consultant, managing many of their major clients and advising on planning tools, adviser markets, pensions and wrap propositions. Before that, Iain was Managing Director of Decisions Decisions, Barrie & Hibbert's sister company. Decisions Decisions provided online financial planning tools that gave advisers and investors access to the same kind of analysis being used by larger institutions to help them manage investment risk when constructing portfolios.

Prior to that, Iain worked in pensions, life and investment markets for more than 20 years for AEGON UK and Scottish Equitable, including from 2002 to 2004 being Managing Director of HS Administrative Services, a provider of third party pensions administrative services, when it became part of the AEGON group. In previous roles Iain specialised in developing pensions and investment products and creating strategies for pensions and protection markets.

Janet Pope, Chief Executive of Alliance Trust Savings, said, *"Iain understands the pensions market really well both as an actuary and as a product developer. His experience and practical approach will enable us to broaden our range of pensions products to give our customers and financial advisers a greater choice of really useful products that will help them deliver even better service. We are delighted to have him as part of our team developing and enhancing existing products such as our SIPP for children and our Group SIPP as well as creating new products and services."*

Alliance Trust Savings has more than 46,000 customers and provides pensions, share dealing and investment wrapper accounts such as ISAs and SIPPs. It is a top ten SIPP provider by number of accounts. Alliance Trust Savings offers a complete range of SIPPs from the Full SIPP that allows an extremely wide range of investments, including property, to the investment dealing Select SIPP, which allows customers to choose from up to 3,000 investment choices.

Iain is a Fellow of the Faculty of Actuaries of Scotland.

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Notes to editors

1. Alliance Trust Savings is a financial services company that offers sharedealing, self-invested personal pensions and other investment accounts such as ISAs, PEPs and First Steps, a plan for investing for children. The business administers around £5bn of assets on behalf of more than 46,000 customers (as at 31 July 2007).
2. Alliance Trust Savings is owned by Alliance Trust, the UK's largest generalist investment trust, which is a FTSE-250 company and manages around £3bn around the world.
3. Photographs of Janet Pope and Iain Horn are available.