

20 November 2006

**ALLIANCE TRUST ANNOUNCES NEW BOARD DIRECTOR AND CHIEF EXECUTIVE OF EXPANDING FINANCIAL SERVICES BUSINESS**

Alliance Trust today announced it has appointed Janet Pope as a director of the UK's largest generalist investment trust. Janet has also been appointed, subject to formal FSA approval, to be Chief Executive of Alliance Trust Savings, with direct responsibility for this fast-expanding financial services subsidiary business.

Prior to joining Alliance Trust, Janet was Executive Vice President of Global Strategy at Visa International, leading Visa's strategic development initiatives worldwide. Before that, she spent ten years at Standard Chartered in a variety of roles including leading the development of the bank's retail banking business in Africa and the UK.

Janet will be overseeing the development of Alliance Trust Savings' existing range of products and services, including SIPP, ISAs, PEPs and investment dealing, as well as steering marketing, corporate development and business strategy. Janet also currently holds non-executive positions in the Department for Work and Pensions and the Department for Communities and Local Government.

Alan Harden, CEO of Alliance Trust, commented on the appointment: *"Janet has extensive financial services experience, delivering results at the highest level. We have ambitious expansion plans and need someone of Janet's vision, expertise and influence to help shape them and drive them forward."*

Janet Pope commented: *"Alliance Trust is widely admired for its investment expertise and for the customer-oriented products and services offered by its financial services subsidiary. This is an exciting time to be joining the company, as it focuses on expanding and enhancing this financial services business and generating deeper value for trust investors."*

Janet's early career was spent at Girobank plc as an economist and planner, having graduated from the London School of Economics. Janet also holds an MBA degree from City University, London.

For further information about the Alliance Trust and Alliance Trust Savings, visit [www.alliancetrust.co.uk](http://www.alliancetrust.co.uk)

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## Notes to editors

1. Alliance Trust PLC is the largest generalist investment trust company listed on the London Stock Exchange. Through its subsidiaries, Alliance Trust offers investment dealing, self-invested personal pensions and a choice of investment wrappers.
2. Alliance Trust Savings Limited is the financial services arm of Alliance Trust and offers investment dealing, self-invested personal pensions and a choice of investment wrappers. Alliance Trust Savings and its subsidiaries administer more than £3.3bn on behalf of more than 39,000 customers. (as at 31 January 2006)
3. Alliance Trust Savings is a wholly-owned subsidiary of Alliance Trust PLC, a FTSE-250 company that manages around £2.7bn of assets. (as at 30 August 2006)
4. Photographs of Alan Harden and Janet Pope are available.