

11 May 2007

TWO OUT OF THREE ADVISERS REPORT SIPP BUSINESS GROWTH SINCE A-DAY

- **One in seven advisers say SIPP volumes have at least doubled**

Nearly two thirds of advisers (64%) report an increase in their SIPP business since A-Day, according to a survey by Alliance Trust Savings, a leading SIPP provider. While one in three (35%) advisers state their SIPP business volumes remained static, only 1% have seen a decline in volumes.

Of the of advisers surveyed by Alliance Trust, 21% say SIPP business volumes have increased by 50%, and one in seven advisers (14%) say sales have doubled or more, highlighting the popularity of SIPPs in the current market.

Since A-Day how has the volume of your SIPP business changed?	
Grown by up to 25%	26%
Grown by 50%	21%
Grown by 75%	3%
Doubled or more	14%
Fallen	1%
Stayed the same	35%

Overall, the outlook of UK advisers is positive as they anticipate buoyant SIPP business over the next year. While the adviser community remains split over whether they expect a similar (48%) or even an accelerated growth rate (49%) in SIPP business compared with the previous year, only 2% expect business volumes to decline.

Hyman Wolanski, Head of Pensions at Alliance Trust comments: *“A-Day certainly was a long-awaited highlight in the pensions arena, turning SIPPs into a topic on more investors’ lips than ever before. One of the major outcomes of A-Day is that it has made pensions much more attractive for those able and prepared to save for retirement. And it seems it hasn’t stopped there – our research shows that financial advisers have seen a tremendous uplift in SIPP business and, with the outlook for the coming year remaining positive, we expect this trend to continue.”*

But it is not just SIPPs themselves that have seen an uplift in activity over the last year; one third (33%) of advisers name discretionary funds as the investment category their customers are most interested in, followed by 26% who named commercial property.

Which investment areas are your customers most interested in since A-Day?	
Discretionary funds	33%
Commercial property	26%
Unquoted shares	16%
Direct equity	12%
Hedge funds	8%
Other	5%

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Notes to editors

1. Alliance Trust is an international investment and financial services group. It is headed by Alliance Trust PLC, the largest generalist investment trust listed on the London Stock Exchange. A FTSE-250 company, it had around £2.9bn of assets at the end of February 2007.
2. Alliance Trust Savings, the financial services and pensions arm of the group, is a top ten SIPP provider with more than 11,500 plans. Alliance Trust offers a full range of SIPPs from the Full SIPP that allows you to invest in any permitted asset to the investment dealing Select SIPP where you can choose from more than 3,000 listed securities. The Select SIPP has no set-up or annual administration charge and is available online.
3. The survey of advisers was carried out at a series of adviser seminars held by Alliance Trust and 115 advisers completed survey questionnaires.
4. Photographs of Hyman Wolanski are available.