

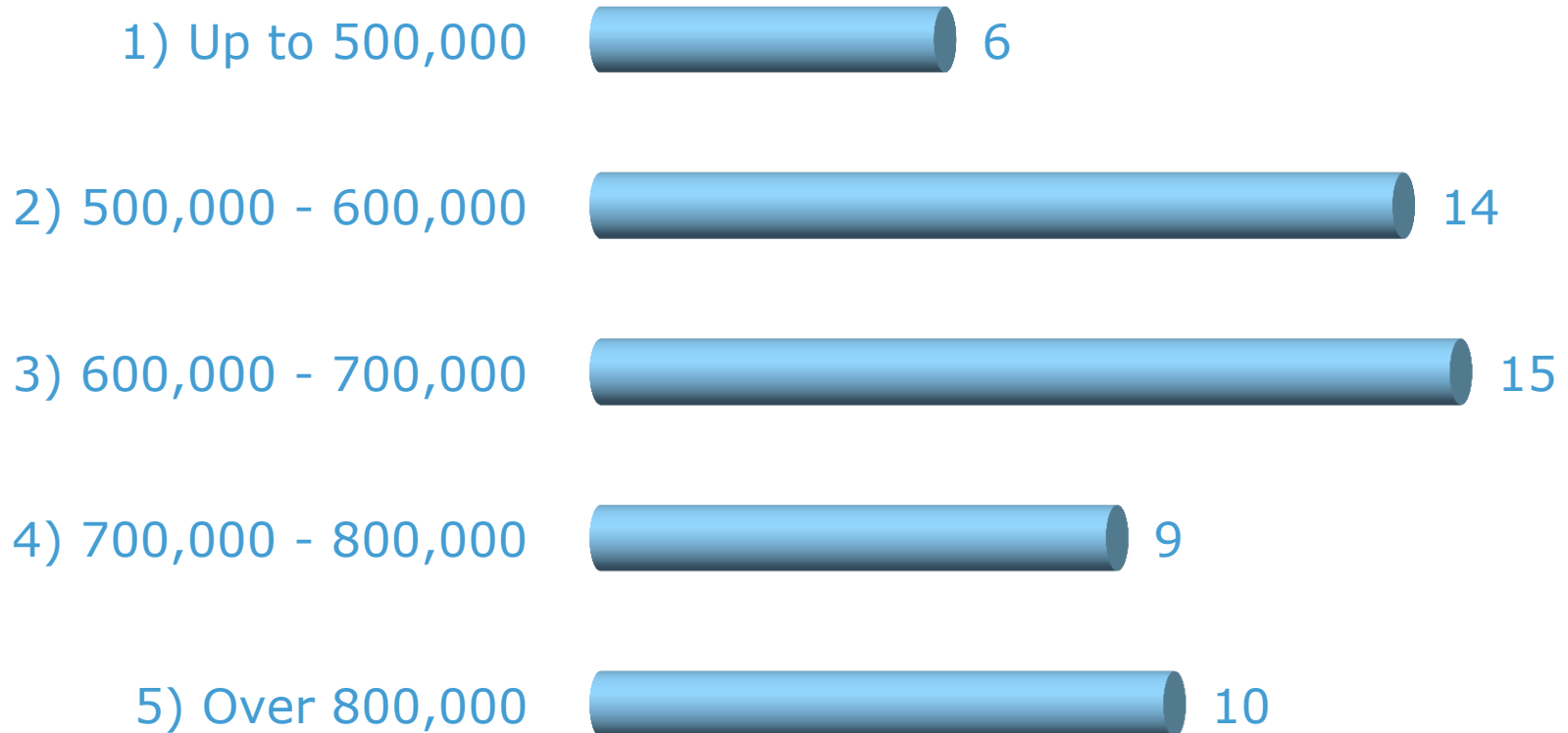


Actual Votes

AMPS AGM 4th October 2011

Analysing today's market - Question) How many SIPPs are under administration today?

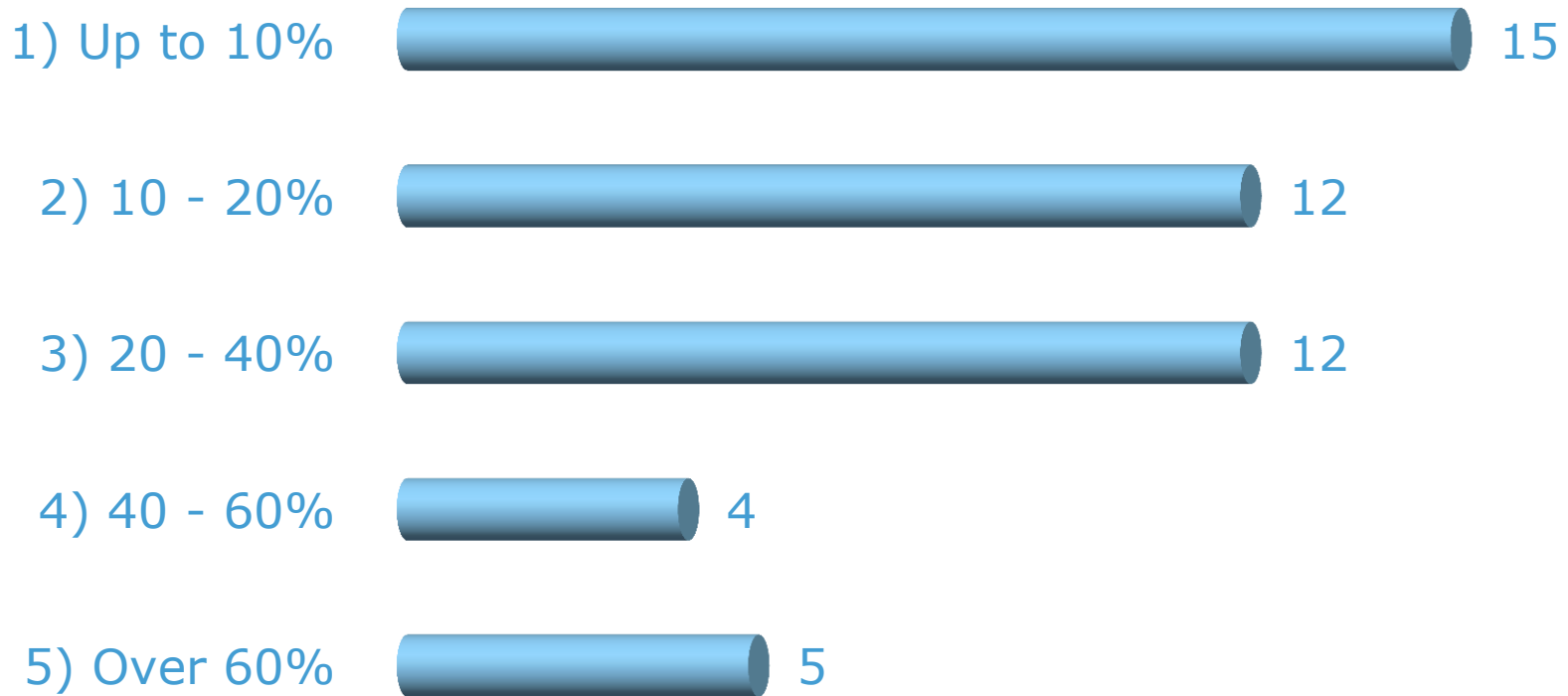
10



SIPP market today - Part II - Question

What proportion of your new business would you estimate is transferred in from another SIPP provider?

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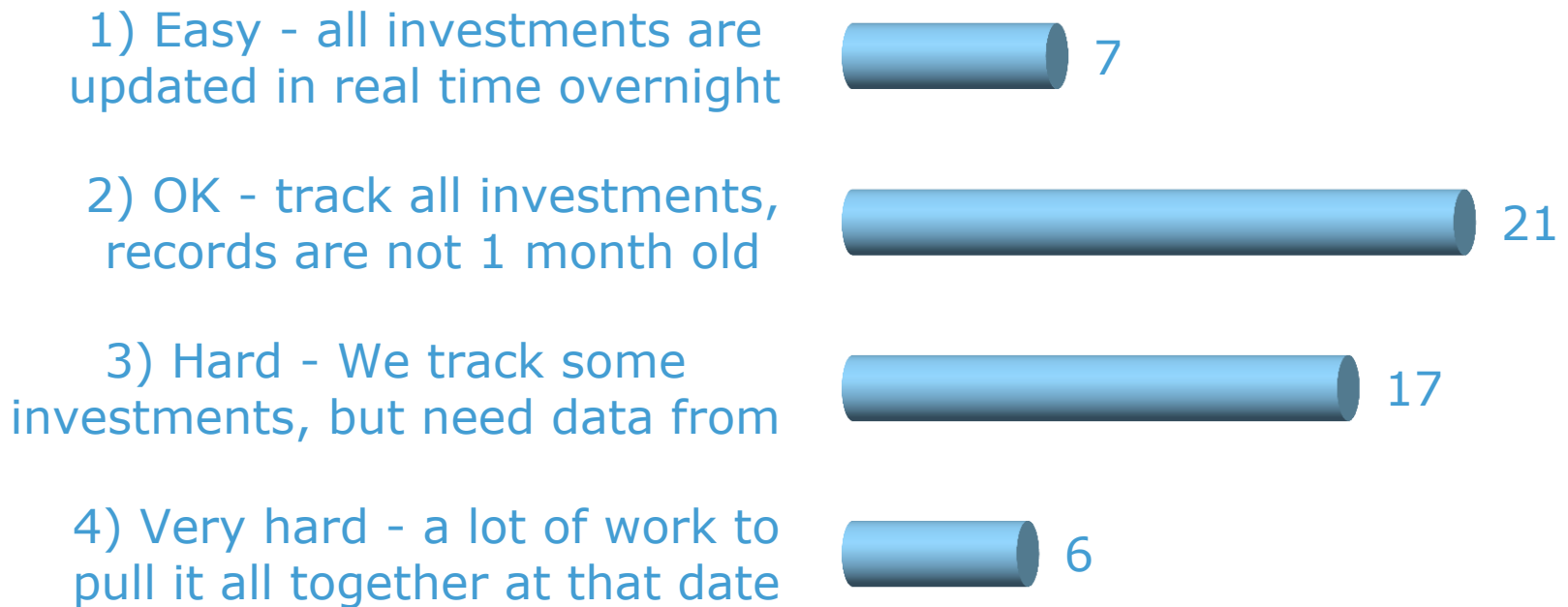
Investment analysis



If the FSA asked you for a complete record of every investment held by every SIPP you administer as at 4/10/2011, how readily could you provide the data?

- 1. Easy – All investments are updated in real time or overnight**
- 2. OK – We track all investments and our records are never more than 1 month old**
- 3. Hard – We track some investments, but would have to get data from each external counterparty**
- 4. Very hard – a lot of work to pull it all together at that date**

Investment analysis - Question If the FSA asked you for a complete record of every investment held by every SIPP you administer as at 4/10/11, how readily could you provide the data?



A decorative graphic in the top-left corner consisting of several overlapping, wavy, green lines that create a sense of motion and depth, transitioning from dark green to a lighter, almost white-green at the edges.

AMPS AGM

Tuesday 4 October 2011

THE FUTURE OF THE SSAS MARKET

Martin Tilley

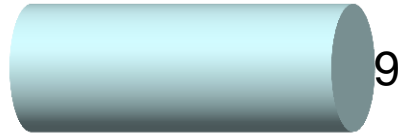
Director of Sales & Marketing

Dentons Pension Management Limited

Practitioners Vote) Do you actively market

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1) SIPP only



2) SSAS only

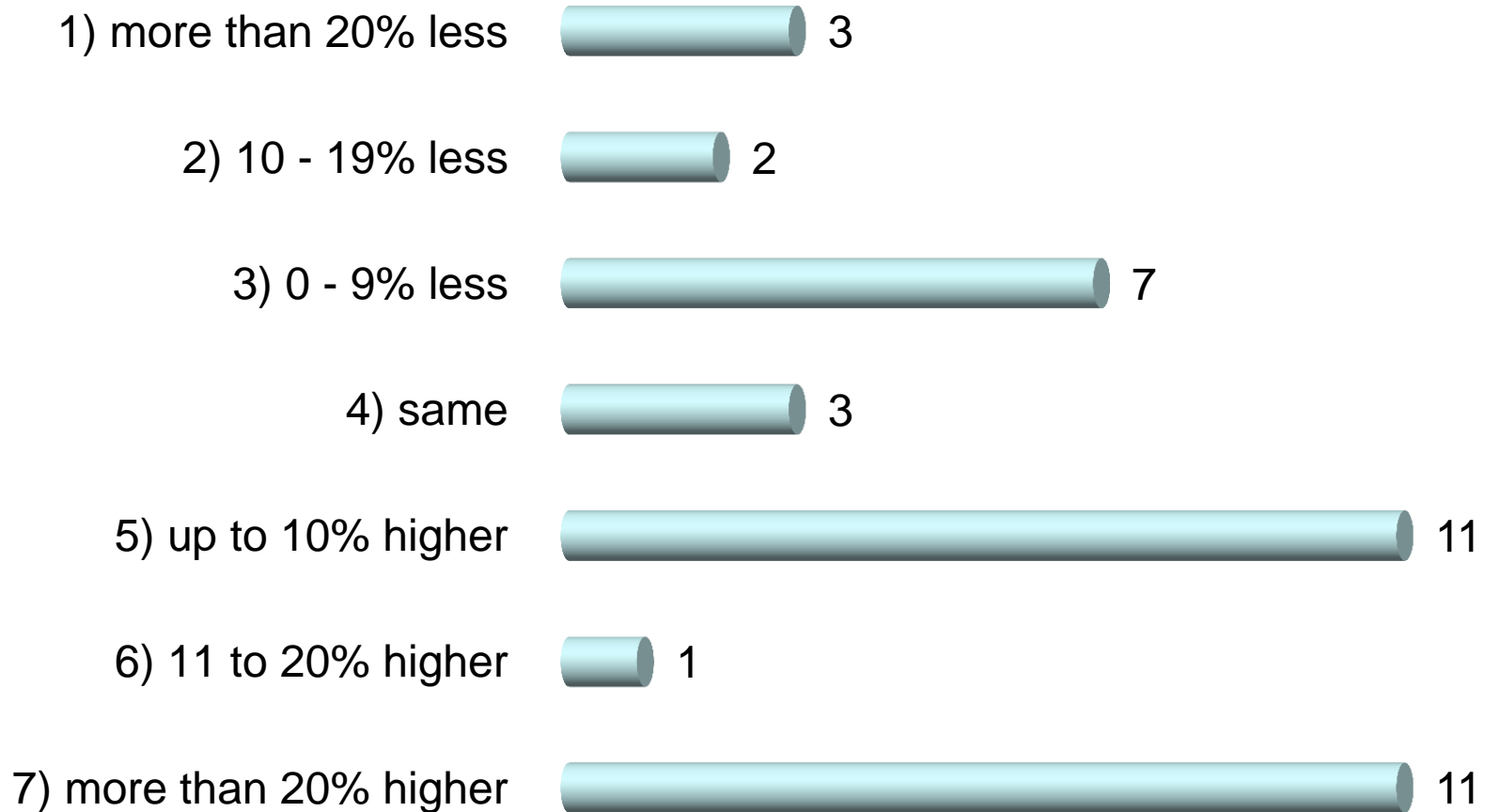


3) Both vehicles



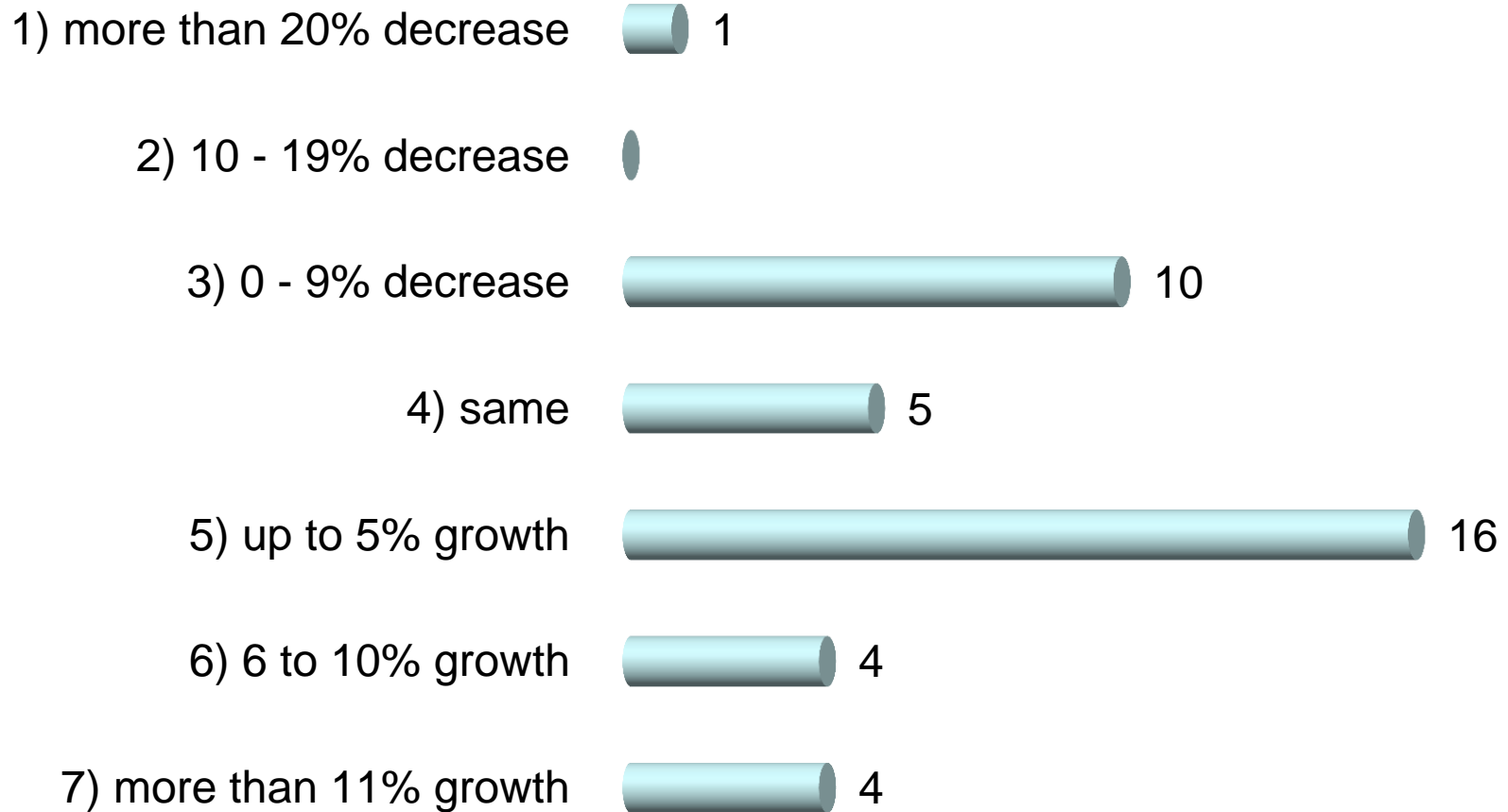
Question) Size of SSAS book now compared to A day

10








Question) Size of SSAS book growth over last 12 months

10



Question) Practitioner models:

- 1) administration only - but not Administrator  2
- 2) Trustee and Administration - but not Administrator  2
- 3) Trustee and administration - plus Administrator  1
- 4) 2 or 3 as above with no consultancy/advice  5
- 5) 2 or 3 as above with consultancy/advice  24

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Platforms and the future

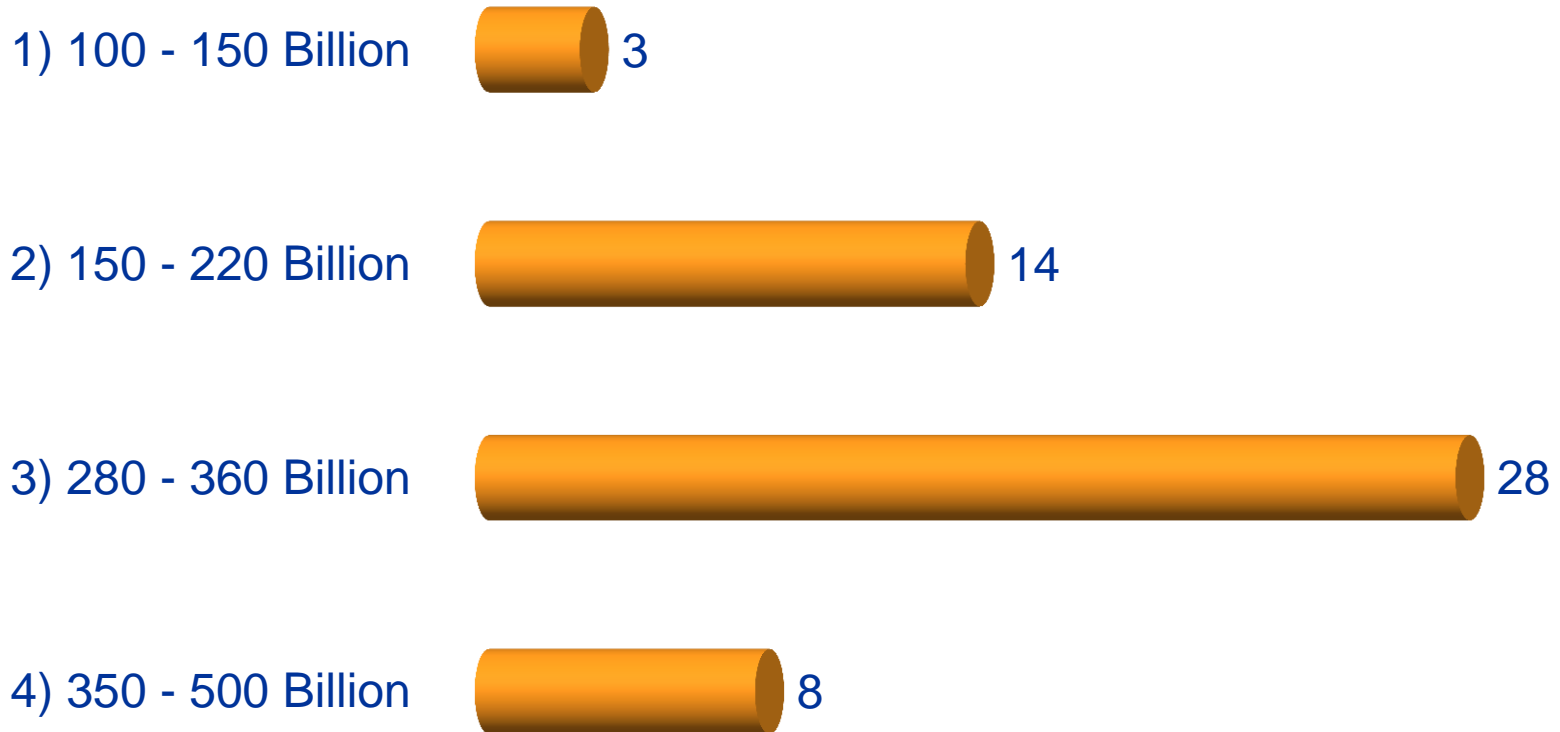
Andy Zanelli – FPFS, Chartered Financial Planner, ACMI
Head of Technical Sales – AXA Wealth

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It should not be distributed to or relied upon by retail clients**

Question)

In 2015 how many assets could be under administration on platforms?

10



Question)

What percentage is expected to be in Pension assets?

10





Questions

Question) In the last 12 months, have you changed your due diligence screening of investments for instance in response to UCIS concerns?

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1) Have increased in-house screening



2) Have out-sourced or use external experts

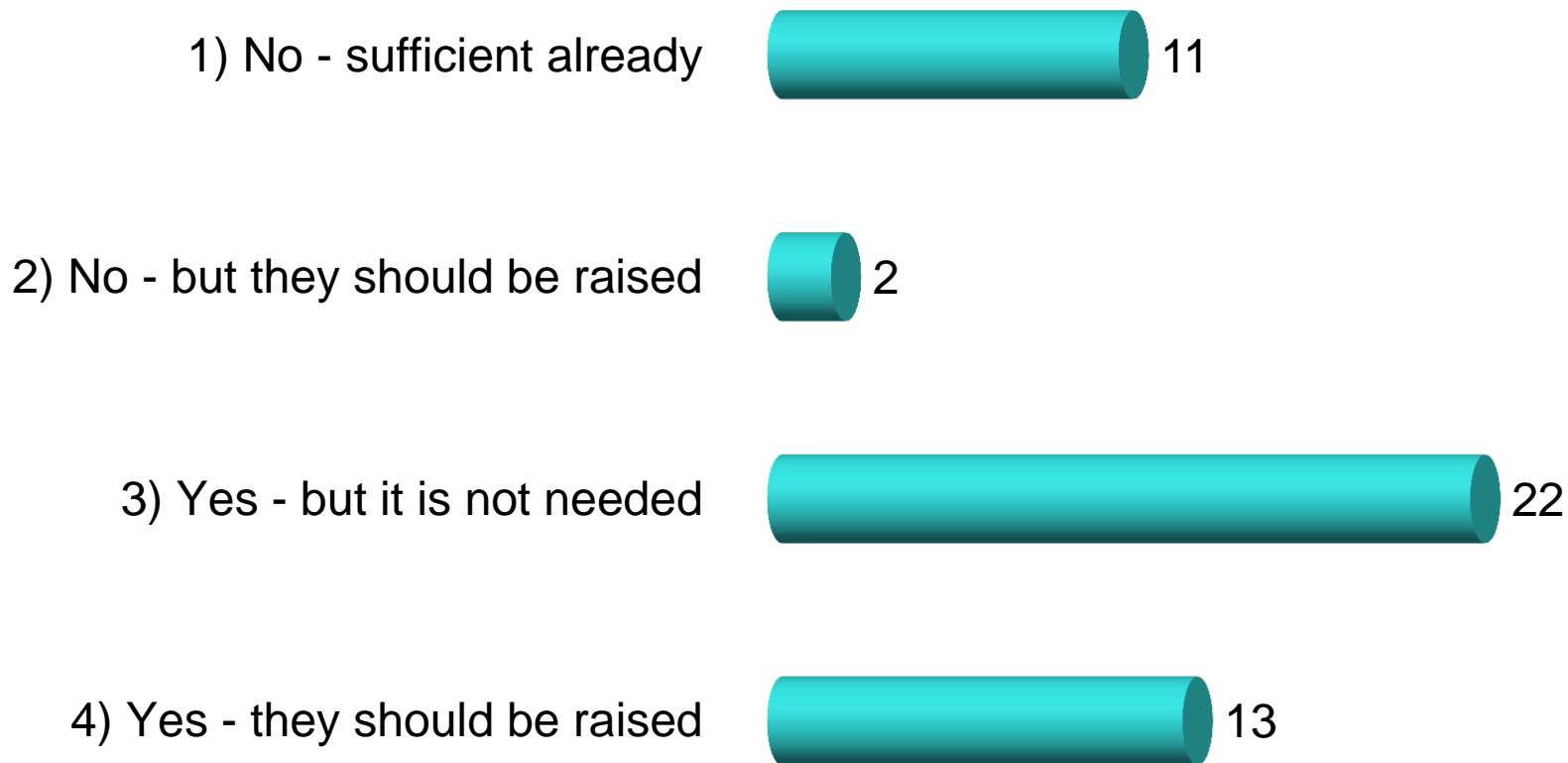


3) No change as our existing procedure was adequate



Question) Do you believe capital adequacy requirements for SIPP operators will change?

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Question) Do you believe the government will remove the tax free status of the PCLS within the life of this parliament?

1) Yes



2) No

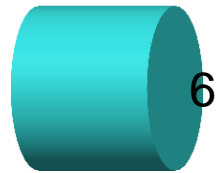


57

Question) Do you believe the government will remove higher rate tax relief on pension contributions within the life of this parliament?

10

1) Yes



6

2) No



51

Question) Do you think that auto-enrolment legislation should be amended so that those with Enhanced or Fixed Protection do not get auto-enrolled?

10

1) Yes



2) No



Question) Do you think the SIPP market for High Net Worth individuals has reached a plateau?

10

1) Yes



2) No





Thank you



Enjoy lunch