

## Suffolk Life research confirms expected growth in the SIPP market

April 13 2005

Suffolk Life, one of the UK's leading providers and administrators of specialist pension products, particularly in Self-Invested Personal Pensions (SIPPs) has released further details of its research with financial advisers into future trends in the SIPP market.

The research, conducted by Oxygen Research on behalf of Suffolk Life, questioned 246 advisers and over 75% of those responding expected to set up more than 5 SIPP cases in 2005 – a significant increase on 2004. The same research also confirmed that half the advisers expected to establish at least four commercial property based SIPPs in 2005.

Commenting on the research, John Moret, Director of Sales and Marketing at Suffolk Life said: "These figures demonstrate that the optimism around the SIPP market is well founded. We are already seeing evidence of this with business levels so far this year substantially up on 2004. The growing interest in commercial property is particularly interesting for us given our experience in administering over 900 properties. It is further confirmation that with the ability to invest in residential property and the removal of the connected persons restrictions property based SIPPs are going to be big business both pre- and post A-day. Back in 1999, I predicted there would be 500,000 SIPPs by 2010. That now looks to be an underestimate.

"The major issue now is whether providers and administrators have the people and systems to cope with this growth and to deliver the quality of service that advisers and their clients expect. The next twelve months promise to be a fascinating period in the development of this market."

- Ends -

**For further information, please contact:**

John Moret, Director of sales and marketing  
Suffolk Life  
07711 492440

Louise Dolan  
Financial Dynamics  
020 7269 7192

# SUFFOLKLIFE

## Notes to Editors

The findings are taken from research carried out during December 2004 with a sample of 246 advisers.

## About Suffolk Life

Suffolk Life was established in 1971 by a number of Suffolk solicitors. Rather than rely on large traditional insurance companies they established their own specialist company. From these origins the Suffolk Life Group has emerged as one of the leading providers and administrators of specialist pension products – primarily SIPP. It now administers over 4,000 SIPPS with aggregated assets worth currently over £1billion. Included in the SIPP portfolio are over 900 commercial properties. The group is based in Ipswich and employs over 75 staff. It has built an enviable reputation based on providing excellent service and good value and is used by an increasing number of advisers and customers. Its expertise and reputation for service quality has been recognised through a number of industry awards including the Pensions Management Administration and Service Award in 2002, 2003 and 2004. Its success had led to rapid growth, which is expected to continue with the expansion of the SIPP market.

Further details are available by visiting the Suffolk Life website:  
[www.suffolklife.co.uk](http://www.suffolklife.co.uk)