

Sesame Bankhall Group Ltd
Registered Office: Pixham End, Dorking, Surrey RH14 1QA
Registered in England No. 3573352

www.sesamebankhall.co.uk

PRESS RELEASE

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Sesame Bankhall Group strengthens research team with new appointment

Sesame Bankhall Group has bolstered its product and investment funds research service with the appointment of Rory Gravatt, who will lead the research team as it evolves to meet advisers changing needs ahead of the Retail Distribution Review (RDR).

Gravatt has 18 years industry experience and joins Sesame Bankhall Group as Senior Research Manager from Distribution Technology, where he was Senior Solutions Consultant. He was previously Head of Pensions and Protection Research at Tenet Group.

Commenting on Gravatt's appointment, Sesame Bankhall Group CEO George Higginson, said: "Our independent in-house research team of highly qualified experts is highly valued by advisers, and this service will become even more important for independent advisers going forward due to the tough regulatory demands being placed on firms. Rory brings a wealth of technical product knowledge and a proven track record in successfully leading teams. This latest senior appointment is a further demonstration of how Sesame Bankhall Group is investing in the best industry talent to help our customers run successful businesses."

Rory Gravatt added: "Sesame Bankhall Group is already in a very strong position with a renowned research team. We must now build on that success by delivering a service that helps adviser firms to write robust long-term business that meets the new regulatory requirements, whatever their business model. We will be working closely with advisers and providers to enable our customers to deliver efficient and compliant solutions that are right for their clients. With the increasing regulatory and time pressures on advisers, the benefits of a quality research service will be pivotal to a firm's future success. I look forward to leading the research team and playing my part in driving the business forward."

- Ends -

Further media enquiries

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About Sesame Bankhall Group

Sesame Bankhall Group operates three distinct distribution brands.

- Sesame is the UK's largest appointed representative (AR) network with 1,400 member firms.
- Bankhall is the market-leading support services business for 1,900 directly regulated IFAs.
- PMS operates the largest mortgage club for directly regulated mortgage brokers in the UK.

Services provided include compliance and regulatory support, access to one of the UK's most comprehensive training and development programmes, in-depth product research, preferential PI terms and access to the latest technology to enable advisers to write business more efficiently.

Sesame Bankhall Group is making significant investments in new adviser services, with recent announcements that include:

- A new Attitude to Risk and Portfolio Analysis tool;
- A new client and practice management system that is currently being developed in conjunction with financial services technology provider, IRESS, and will be launched in 2012; and
- Optimum Investment Management, a new joint venture between Sesame Bankhall Group and Henderson Global Investors that will enable advisers to create bespoke investment solutions for their clients.

These new initiatives will link to the group's investment platform strategy and new restricted advice service.