

PRESS RELEASE

Sesame Bankhall Group retains number one spot for mortgages in 2011

- *Group strengthens position with £1.9bn mortgage business increase to £26.1bn*
- *Investment in services helps advisers to increase productivity by 20 per cent in 2011*

Sesame Bankhall Group has today announced its 2011 mortgage business and market share results for PMS and Sesame.

The combined group delivered over £26.1bn of mortgage applications to lenders in 2011, a £1.9bn increase on the previous year (2010: £24.2bn). The group's market share also increased to 13.8 per cent of the overall UK mortgage market (2010: 13.3 per cent).

John Cupis, Managing Director, PMS said: "It was another challenging year but with the strong support of our adviser and lender partners, PMS and Sesame once again outperformed the market. Over the past year we have made significant investments in valuable new services to enable our members to broaden their offering to clients. This includes protection, mortgage valuations and legal services that are helping intermediaries to develop new income streams. We have also bolstered our team of business managers to deliver more face to face support.

"In the face of a tough mortgage market, adviser productivity increased by an average of 20 per cent last year, which demonstrates that our members are rising to the challenge and seizing new opportunities. As the Mortgage Market Review draws closer, our strong market position and regulatory expertise means we are ideally placed to help give intermediaries the services and expert guidance they will need to trade efficiently and responsibly in the future."

George Higginson, CEO of Sesame Bankhall Group commented: "As part of our long-term commitment to the mortgage sector we are using our group's scale, financial strength and expertise to open up new options for advisers. Our team is working hard to drive the best deals for our customers, and this is helping firms to offer their clients a greater overall service and increase business revenue. With further exciting developments planned for 2012 in areas such as protection, general insurance and adviser technology, we are determined to deliver even greater value to our customers and help their businesses to prosper for many years to come."

Sesame Bankhall Group Ltd

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PMS is the UK's largest mortgage club for directly regulated intermediaries. Sesame is the leading network for appointed representative advisers.

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Sesame Bankhall Group operates three distinct distribution brands:

- Sesame is the UK's largest appointed representative (AR) network with 1,300 member firms.
- Bankhall is the market-leading support services business for 1,500 directly regulated IFA firms.
- 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.