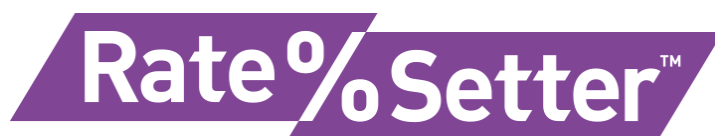


07 April 2015



## RateSetter launches Self-Invested Personal Pension option

**RateSetter becomes the first consumer Peer-to-Peer (P2P) platform to be available via a SIPP – launching with London & Colonial and European Pensions Management**

RateSetter, the UK's largest P2P lender by monthly volumes in 2014/15<sup>1</sup>, has launched into the retirement savings market with two self-invested pension (SIPP) providers – London & Colonial and European Pensions Management, enabling SIPP holders to lend within their pension tax wrapper.

RateSetter, which has arranged loans of more than £550 million since its launch in 2010<sup>2</sup>, has worked to address barriers to holding P2P loans within a SIPP.

At a time when investors are struggling to generate income, the inclusion of P2P lending is a welcome addition to SIPPs. RateSetter's distribution agreements with London & Colonial and European Pensions Management will enable pension holders to diversify their portfolios to capture the income available from P2P lending.

**Commenting on the development, RateSetter's founder and CEO, Rhydian Lewis, said:**

"We are delighted that RateSetter is now available via SIPPs. SIPPs were designed with investor control and choice in mind and so it seems fitting to include P2P lending.

"There is an overlap between our customer base and those likely to invest via a pension – over 19% of our lenders are in retirement age – and a lot of them have SIPPs.

"We are pleased to be launching our product with two forward-thinking companies and hope other SIPP providers will look to include P2P as an option for their SIPP holders."

**Adam Wrench, Head of Product at London & Colonial, said:**

"Historically SIPPs have always been at the forefront of pension industry innovation, so embracing new ways in which to fund traditional SIPP investments seemed to us to be a natural progression.

"With the recent radical changes to the pension's landscape and the new flexibility being afforded to SIPPs and drawdown contracts, the hunt for high yielding income returns to back drawdown arrangements is on. We see P2P lending as playing an ever increasing role as the pension market moves away from traditional conventional annuity options.

"Today's investors are continually presented with a whole array of investment options, and the superior returns currently available through P2P lending certainly shouldn't be ignored.

"As such we are delighted to have joined forces with industry market leader, RateSetter, to offer a P2P lending investment option through our newly launched Simple Investment SIPP."

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<sup>1</sup> <http://www.altfi.com/data/indices/UKvolume>

<sup>2</sup> <http://www.altfi.com/data/indices/UKvolume>

## **Francis Moore, Chairman of European Pensions Management, comments:**

"With interest rates at historic lows and demand for high income returns at an all-time high, the move by RateSetter to open up SIPP Accounts to P2P loans could not be more timely.

"As with any investment there are risks but they add to the options that a SIPP member might include in a diversified SIPP portfolio and we welcome the safety net that RateSetter has created to manage loan interest and capital defaults.

"European Pensions Management has a proven history of innovation in the SIPP field. Our flexibility is supported by our own in-house developed systems making for cost effective but flexible solutions for customers including online applications and online account servicing - an ideal combination to set alongside the new P2P market in which RateSetter is a clear leader."

RateSetter is an innovative company of several firsts: it pioneered the "Provision Fund" model that others have now followed. RateSetter's Fund is the largest in the industry and has a faultless track record such that no RateSetter lender has ever lost a penny. In 2014 RateSetter became the largest peer-to-peer lender in the UK, establishing a lead that has extended in the first three months of 2015.

**– ENDS –**

**For more information and interview requests, please contact Carolyn Irwin / Laura Apps on [ratesetter@bellpottinger.com](mailto:ratesetter@bellpottinger.com) or 0203 772 2518 / 2536.**

### **About RateSetter**

RateSetter leads the pack in the burgeoning peer-to-peer lending sector with a table-topping £293 million lent in 2014 and already over £110m year-to-date in 2015 (source: AltFi Data). The platform offers a ground-breaking proposition that allows retail, institutional and corporate lenders to lend via an online platform at interest rates that they set. RateSetter pioneered the "Provision Fund" model that has since become a common feature of the industry. Its Fund is the largest (£13 million) and has ensured no lender has ever lost a penny since RateSetter launched in 2010, a unique feat amongst the major P2P platforms. In 2014, RateSetter became the first P2P lender to launch with a retail license in Australia. In November 2014 RateSetter was named the FT's *Best Peer-to-Peer Lender*. In March 2015 Rhydian Lewis was named *FinTech Leader of the Year*. RateSetter is authorised and regulated by the Financial Conduct Authority.

[www.ratesetter.com](http://www.ratesetter.com)

### **About London & Colonial**

London & Colonial specialises in self-invested products for both UK residents and persons resident overseas.

The London & Colonial Group includes:

1. London & Colonial Holdings Limited – UK parent company
2. London & Colonial Services Limited which is regulated by the UK Financial Services Authority and operates SIPPs and SSASs
3. London & Colonial Assurance PLC which is regulated by the Gibraltar Financial Services Commission (matching UK standards) and which offers Open Annuities, QROP Annuities and Open Offshore Bonds
4. L&C (Administration Services 2) Limited and London & Colonial (Trustee Services) Limited which are both based in Gibraltar and offer the EU SIPP

[www.londoncolonial.com](http://www.londoncolonial.com)

## **About European Pensions Management**

1. European Pensions Management (EPM) is regulated by the Financial Conduct Authority for the Establishment, Operation, and Winding up of Personal Pension Schemes under FCA Reference 461099
2. EPM was founded in 1998 by the creator of the first SIPP in 1990 - Francis Moore. Francis Moore went on to develop the first SIPP joint venture with a life company and instrumentally brought the most significant life companies into the SIPP market in succeeding years. Francis Moore also created the first Self Invested Free-Standing Additional Voluntary Contribution Scheme to the market in 1992 opening up wider investment for thousands of members of defined contribution schemes. Francis Moore developed the first investment manager and IFA co-branded SIPP Schemes. In 1994 Francis Moore launched the first of many low cost personal pension and free-standing AVC plans with various Investment Trust partners.
3. EPM has been noted for its innovative range of Self Invested Personal Pension Schemes supporting a wide range of IFAs, investment houses and investment platforms - providing a true lifetime solution for pension members by enabling them to tailor their investment scope to meet their needs from cradle to grave. Recognising that many customers had locked up 'protected rights' offered by life companies for contracting out of the State Earnings Related Pension Scheme, EPM launched an innovative independent product in 2002. EPM launched a SIPP4Kids following the 'A' Day reforms of 2006
4. EPM also provides Self Select ISAs and Junior ISAs (ISAs4Kids) together with General Investment Accounts
5. EPM is a member of the Association of Member-Directed Pension Schemes (AMPS) a title that Francis Moore suggested following the merger of the Association of Pensioner Trustees and the SIPP Provider Group in 2005. Francis Moore is now enjoying a third stint as a Committee Member
6. EPM is also a member of the Tax Incentivized Association (TISA). Francis Moore is a member of a number of TISA Councils Including the Retirement Council, the Retirement New Guidance Council, TEX and has been involved in the Long Term Savings Project TSIP
7. EPM has developed both GIA and ISAs products for the rapidly developing P2P market and sees itself as a market leader for the provision of products and services in the P2P market

[www.epml.co.uk](http://www.epml.co.uk)