

# CURTIS BANKS GROUP

## Due Diligence (for advisers)

You may also wish to review the documents below to assist your due diligence:

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AKG Financial Report

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The Lang Cat: Pricing Analysis

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Your future, our focus.

**curtisbanks.co.uk**

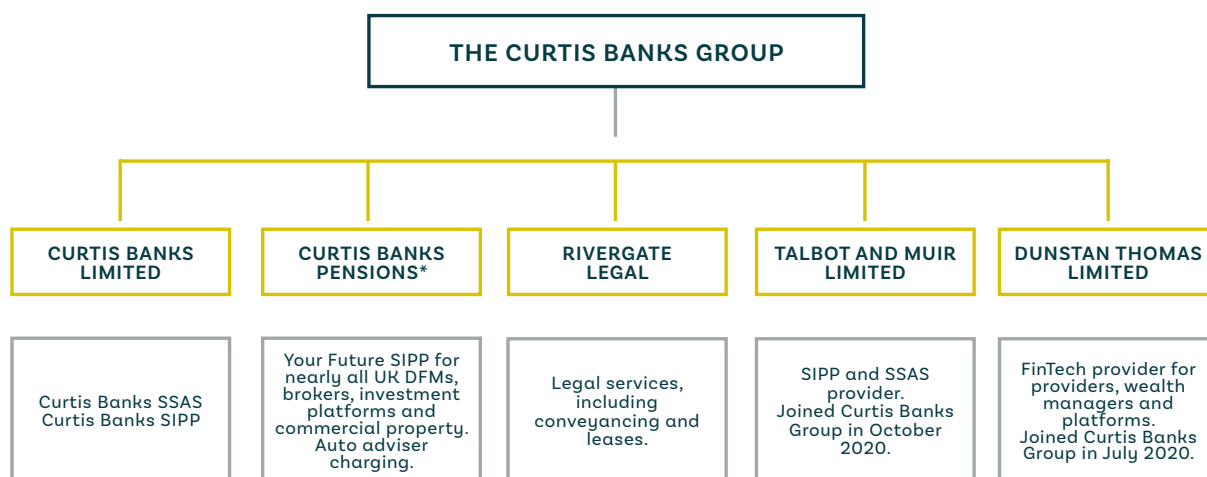


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# CURTIS BANKS GROUP OVERVIEW

Curtis Banks Group comprises a number of businesses and is evolving from a solely focussed SIPP administrator to a more holistic retirement group which provides technology and complementary services for the advised retirement market, including FinTech, legal and property services.



\*Curtis Banks Pensions is a trading name of Suffolk Life Pensions Limited.

Curtis Banks Group was founded in 2009, and has grown strongly through both organic new business and acquisitions.

As at 31 Dec 2022, the key metrics of the business were:

**78,500**      **SIPPs under administration**  
**3,602**      **Growth in new SIPPs in 2022**  
**£35.8bn**    **Assets under administration**

New business is predominantly accepted via UK-authorized financial advisers.

Curtis Banks Group employs approximately 800 staff across head office and regional sites.

## AKG RATING

Curtis Banks has a Financial Strength Assessment of B (Strong) from AKG, as well as a 4 star rating for Service, Image & Strategy and a 5 star rating for Business Performance.



## FINANCIAL STABILITY

Curtis Banks Group is listed on the AIM market of the London Stock Exchange. 65% of the share capital is in public hands. The following interests in three percent or more of the issued ordinary share capital, excluding treasury shares, as at 31 March 2023 are:

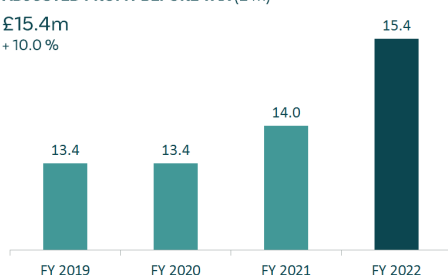
| Name                                | Percentage |
|-------------------------------------|------------|
| Mr Christopher Banks                | 21.91%     |
| Oryx International Growth Fund      | 6.32%      |
| Mr Paul James Tarran                | 5.10%      |
| Canaccord Genuity Wealth Management | 4.93%      |
| Mr Rupert Morris Curtis             | 4.41%      |
| GWM Asset Management                | 4.17%      |
| JPMorgan Securities                 | 3.67%      |
| Mrs Sally Curtis                    | 3.49%      |
| Goldman Sachs                       | 3.31%      |

## WELL CAPITALISED

The Group is well capitalised in excess of regulatory requirements, and is profitable with a track record of paying a sustainable growing dividend.

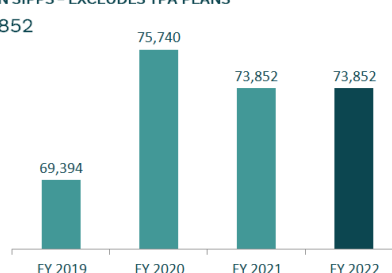
ADJUSTED PROFIT BEFORE TAX (£'m)

£15.4m  
+10.0 %



OWN SIPPS - EXCLUDES TPA PLANS

73,852



The Group's regulated subsidiary companies submit regular returns to the FCA and the PRA relating to their capital resources. At 31 December 2022 the total regulatory capital requirement across the Group was £15.6m (31 December 2021: £15.1m) and the Group had an aggregate surplus above this of £6.9m (31 December 2021: £17.0m) across all regulated entities. The reduction of surplus is primarily impacted by the increase in interest income receivable over 90 days from the uplift of interest rate which is considered illiquid asset. In addition to this, it is Group internal policy for regulated companies within the Group to hold at least 130% of their required regulatory capital and this has been maintained throughout the period.

# WHY CHOOSE CURTIS BANKS

Curtis Banks specialises in self-invested pensions. The senior team has been involved with SIPP's and SSAS's since 1995 giving us almost unrivalled experience in this field.

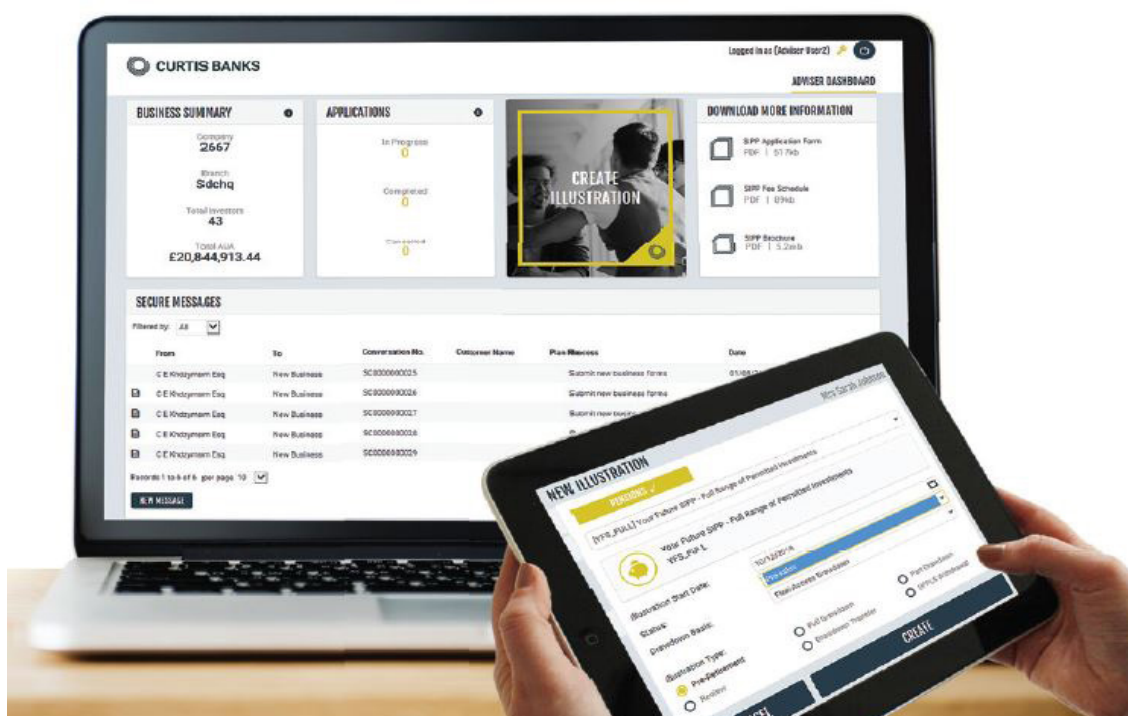
Since 2009 the Group has grown through a combination of acquisitions and organic growth, and has maintained a focus on robust service, modern technology and innovation throughout.

At Curtis Banks we believe that our charges are fair and transparent, and represent good value for money in return for extensive administrative experience which is the sole focus of our business. Curtis Banks neither offer advice nor run any of our own investment funds leaving us able to concentrate fully on meeting the needs of clients and advisers alike.

The charges associated with setting up and administering SIPP's are not related to fund size and are generally flat fees that are easy to understand. With the menu based approach a client will only pay for what they use making it incredibly flexible and cost effective.

**curtisbanks.co.uk**

Portal access comes as standard with all our pensions. Our online portal is completely responsive to any device to access on the go, with Secure Messaging for reliable, secure communications accessed via our website.



## WHY CHOOSE CURTIS BANKS (CONTINUED)

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At Curtis Banks we pride ourselves on the breadth and depth of experience within the company and the dedication of our people in delivering the best service for our clients.

### Commercial property experts

We are organised in to specialist teams including a dedicated team of property professionals who manage in excess of 8,800 properties on behalf of thousands more clients, making us one of the largest commercial property landlords in Europe.

Curtis Banks recognises the importance of strong ethical values in order to meet our responsibilities to our stakeholders. These stakeholders include our customers, our employees, our investors, our suppliers, the community, and the environment.

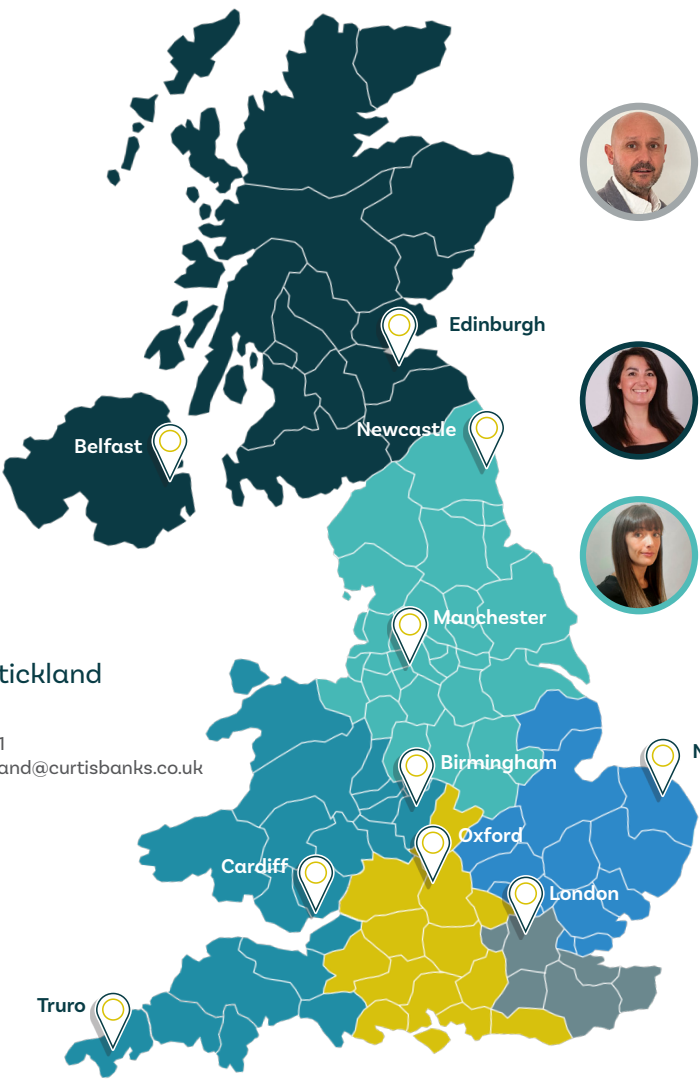
Corporate social responsibility (CSR) is a core strength for our business, often driven by the many inspirational efforts of our staff. We bring together the great initiatives and activities undertaken in each location, while still encouraging making a genuine difference in local communities.

We have a broad focus on all CSR matters such as environmental, fundraising, community, social awareness and individual support.





# MEET OUR NATIONAL DISTRIBUTION TEAM



The map shows the following regional divisions and city locations:

- Scotland:** Dark blue region. Cities: Edinburgh, Newcastle.
- North & Midlands:** Light blue region. Cities: Manchester, Birmingham.
- South West & West Midlands:** Medium blue region. Cities: Cardiff, Truro.
- South:** Yellow region. Cities: Oxford, London.
- East of England:** Dark blue region. City: Norwich.

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Curtis Banks Pensions is a trading name of Suffolk Life Pensions Limited. Suffolk Life Pensions Limited is a company registered in England & Wales (registered number 1180742) and is authorised and regulated by the Financial Conduct Authority (number 116298). Suffolk Life Annuities Limited is a company registered in England & Wales (registered number 1011674) and is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (number 110468). The registered address of both companies is 153 Princes Street, Ipswich, Suffolk IP1 1QJ.  
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