



LAWSHARE

Newsletter

December 2008

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Introduction

Last December we wrote to you about the acquisition of Lawshare by AJ Bell Group (AJBG).

AJBG was founded in 1995 and is now one of the UK's largest and most respected SIPP Administrators with over 32,000 accounts through the SIPPcentre and Sippdeal brands.

The Group specialises in providing clients with a suite of market leading, innovative savings and financial services products. AJBG also provides third-party administration services to a range of financial services firms.

An important principle, as with Lawshare, is that AJBG does not provide financial advice or investment management services. Together with Lawshare, funds under administration now exceed £8 billion, even with current market volatility.

From both a cultural and business perspective, we fit in well with AJBG. For instance, a large portion of our current clients are also clients of A J Bell Group.

We are currently undergoing a significant transformational programme and even though the market has been extremely volatile we have performed well this year with the highlight being the take-on of a new client in September with assets to the value of £500m.

Our first anniversary is fast approaching and we are pleased to say that it will be a Happy Birthday.

Thank you all for your continued support and feedback and we wish you an excellent Christmas and New Year.

Charles Galbraith

Our portal and LawSafe platform upgrade

Following the acquisition last year, and in spite of very difficult markets, we have continued with the upgrade of our system platform. The final group of clients has now been migrated across and with the exception of some minor hiccups all users are now in and working.

The main service involved in this is the LawSafe service. Enhancements made in this upgrade include:

- Quicker updates of CREST information including up to date settled balances and transactions
- On screen valuations of settled balances
- Earlier access to settlement data each morning

LawSafe, the CREST sponsorship service to Fund Managers, Trust Administrators, Pension Funds and Charities, was launched in 1996. The system is built on the

concepts of simplicity, speed and most importantly, security.

Currently, 60% of our clients use LawSafe which covers 30,000 UK and overseas holdings with a value of just over £2.2bn.

Other enhancements to the portal include the addition of live market news, index values and charts and top gainers and fallers, all from Digital Look, the financial media and technology company.

In the NetResearch Service a more detailed search is available for all 'hardcopy' research. Searching is now by date, source or title.

What else is happening?

In addition to the investment in upgrading our core system we are pleased to announce that we are rebranding and moving to new offices.

We will, of course, remain in Tunbridge Wells, but are moving into bigger, more modern offices. This move will enable us to grow the operation in advance of further product development, more of which you will hear about in the New Year.

We are already beginning to grow our staff numbers with recent recruits into the Compliance, Corporate Actions and Dividend areas.

The move will happen in early January 2009 and our new address, together with all contact details will be announced very soon.

Now that we are part of the A J Bell Group of companies, we have decided to use this as an opportunity to rebrand ourselves and create a new image and public website. We will be rebranding to:



This will occur at the same time as the office move.

Watch-out for the announcement.

Survey 2008 ...

We have just completed this year's Client Survey. Thank you to all who completed it - it is extremely useful feedback for the team and allows us to improve and enhance our service to you.

We had two winners this year for the prize draw, Dan Gwyther of Towry Law and Ian Puncher at Tee Financial. The prizes will be dispatched shortly, in time for Christmas.

LawSafe - our solution to the Euroclear Single Platform conundrum

Euroclear is to move towards a Single Platform for Settlement and Custody with testing of the first element due to start in 2009.

This move to a single platform will cause significant upheaval and development for the industry.

The changes will mean CREST users will need to manage two separate interfaces with Euroclear during the transition period as the CREST GUI will





remain for standard settlement and claims message processing with a new ScreenFlow application to be used for Corporate Actions messaging instructions.

This programme of change will mean direct users of CREST will incur significant costs in terms of upgrading network providers, testing, resource and project management over the next year as the various phases are delivered.

Our solution is LawSafe, the service which is currently used by the majority of our clients holding some £2.2bn of assets.

LawSafe is a fully web delivered solution aimed at direct CREST users who wish to maintain legal title of their Nominee but outsource the risks and costs associated with complicated CREST membership infrastructure.

LawSafe can benefit your business by taking care of these key CREST factors:

- Real time views of CREST stock and cash settlement positions
- Flexible and secure web delivery giving low IT maintenance and highly portable Business Continuity solution.

We firmly believe that the best solution to the Euroclear single platform upgrade is LawSafe.

If you would like more information on the LawSafe service please contact us on 01892 559610 or email enquiries@lawshare.co.uk.

FundService, the complete solution for Fund Custody, Trading and Settlement

The long awaited market developments for Funds to improve straight through processing and reduce costs for investment firms have now started to take shape.

The Euroclear acquisition of EMX has facilitated a partial solution to allow settlement of cash for some Funds via the use of existing CREST cash transactions with further phases planned to deal with stock settlement and electronic transfers between nominees.

The market itself remains fragmented with most users adopting a wait and see approach to judge how much coverage the Euroclear/EMX solution will bring across the hundreds of providers.

We remain extremely well placed to offer investment firms the complete solution for Fund Custody, Trading and Settlement, with our FundService product.

We provide:

- Online trading in all Collective Investment Funds with discounted initial charges
- Secure online access to daily reconciliation files for all your Funds in one place
- Guaranteed settlement allowing you risk free switching between Funds, Equities and other instruments
- Income and tax vouchers delivered to you quickly and efficiently
- Trail commission managed for you
- Greatly reduced administration for your dealers and back office teams



To see how the Lawshare FundService solution can deliver straight through processing for your Fund Custody, Trading and Settlement please contact our business development team on 01892 559610 or email enquiries@lawshare.co.uk.

Our People



and System Testing.

Tina Chase, Operations Manager

Tina has worked in the Securities Industry for 26 years, joining us from RBS in October 1996. Whilst here she has covered UK, Overseas & Unit Trust Settlements, Corporate Actions, Dividends and Cash. She has also been involved in numerous projects including the set up of our Unit Trust Service (FundService), Qualified Intermediary Regulations and System Testing. She currently manages a team of 20 staff.



Roger Stott, Finance Director

Roger is a chartered accountant who qualified in 1990 with KPMG and has worked in retail stockbroking since 1999. He previously worked for 7 years as Finance Director at the stockbroker Selftrade.

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