

IRESS delivers milestone with top UK wealth manager

Unified wealth platform live with Tilney Bestinvest New standard set for integrated wealth solutions in the UK Reflects IRESS' strategy and focus

IRESS has reached a major milestone under a long-term strategic partnership with prominent wealth manager Tilney Bestinvest in the United Kingdom.

Tilney Bestinvest is a leading United Kingdom financial planning and investment management group that looks after more than £20 billion (\$A46 billion) in assets for private clients, charities and financial advisers. During 2016, Tilney Bestinvest acquired established national financial planning and wealth advice service business Towry, also an existing IRESS client. The combined business has over 300 financial planners and investment managers, operating across a network of more than 30 UK offices.

IRESS has delivered a wealth technology platform to help Tilney Bestinvest bring together a number of its existing systems and processes into a unified solution to meet client, business and compliance needs. This follows a period of significant growth, and anticipated ongoing growth, for Tilney Bestinvest.

IRESS Chief Executive Andrew Walsh said: "Clients like Tilney Bestinvest reflect the growing trend for integrated retail financial services businesses to seek an efficient and unified technology platform.

"Organisations such as Tilney Bestinvest are leading the market in the United Kingdom in providing services to clients across traditionally separate service and delivery channels. To help achieve this, Tilney Bestinvest is investing in technology to support its future growth by developing consistent and scalable operations.

"What is now deployed at Tilney Bestinvest is a single wealth technology platform, IRESS' Private Wealth Management solution. This unifies financial planning and client data, digital channels and client engagement, multi-asset class portfolio and model management, trading and market data, and reporting. The solution incorporates integration to multiple third-party platforms and executing custodians and provides scale as businesses grow and change.

"It also completes and deepens our existing integration with Pershing, automating the full financial planning and investment lifecycle."

Tilney Bestinvest Chief Executive Officer, Peter Hall, said: “A direct benefit of the greater scale we have achieved in recent years has been our ability to invest heavily in the latest technology and infrastructure to further improve the services we deliver to our clients. This will also improve our operational efficiency and create a leading-edge platform that is much more scalable for future growth.

“This is an important strategic partnership. We didn’t just want new software – we wanted a single technology platform to help us transform our business and to be able to continue to grow with confidence.

“The solution delivered by IRESS unifies and streamlines processes across the organisation as well as meeting our client and compliance needs.”

This successful implementation follows a period of close engagement by IRESS across Tilney Bestinvest, as well as with its executing custodian and back office, Pershing. It builds on IRESS’ growing momentum during 2016 in the United Kingdom, underscored by the continued development of sales pipeline and delivery to clients.

Ends

Andrew Walsh

Chief Executive Officer

Telephone: +61 2 8273 7000

About IRESS

IRESS is a leading supplier of technology for financial markets, wealth management and the mortgage industry in the United Kingdom, Australia, Asia, New Zealand, Canada, and South Africa.

All product streams support a diverse range of roles and offer front, middle and back-office functionality for clients that range from financial service institutions through to independent operators.

IRESS is a progressive, service-based organisation that employs over 1500 staff globally, with local knowledge and industry experience.

IRESS strives for excellence in relationships with clients and industry bodies alike. IRESS is client-driven, responsive and promotes a culture that supports working with customers and the industry to face challenges and keep pace with industry developments.

www.iress.com

@iress

Level 18
385 Bourke Street
Melbourne VIC 3000

T +61 3 9018 5800
enquiries@iress.com.au
www.iress.com

Offices in:
Australia, Canada, Hong
Kong, New Zealand,
Singapore, South Africa,
United Kingdom.

About Tilney Bestinvest Group

Tilney Bestinvest is a leading investment and financial planning firm that builds on a heritage of more than 150 years. The Tilney Bestinvest Group operates under the Tilney or Towry brand for Investment Management and Financial Planning and Bestinvest for execution-only investing. We look after more than £20 billion of assets on our clients' behalf and pride ourselves on offering the very highest levels of professional client service with transparent, competitive pricing across our entire range of solutions.

The Tilney Bestinvest Group offers a range of services for clients whether they would like to have their investments managed by us, require the support of a highly qualified adviser, prefer to make their own investment decisions or want to take more than one approach. The Tilney Bestinvest Group also has a nationwide team of expert financial planners to help clients with all aspects of financial planning, including retirement planning.

The Tilney Bestinvest Group has won numerous awards including Best Advisory Service in the 2015 City of London Wealth Management Awards; Investment Award – Cautious category in the Private Asset Management Awards; and Stockbroker of the Year, Execution-only Stockbroker of the Year and Self-select ISA Provider of the Year 2015, as voted by readers of the Financial Times and Investors Chronicle. We are pleased that our greatest source of new business is personal referrals from existing clients.

Headquartered in Mayfair, London, Tilney Bestinvest Group employs over 1,000 staff across our network of offices, giving us full UK coverage, and we combine our award-winning research and expertise to provide a personalised service to clients whatever their investment needs.

Level 18
385 Bourke Street
Melbourne VIC 3000

T +61 3 9018 5800
enquiries@iress.com.au
www.iress.com

Offices in:
Australia, Canada, Hong
Kong, New Zealand,
Singapore, South Africa,
United Kingdom.