

27<sup>th</sup> January 2010

### **Key Appointment Reinforces Standard Bank's Focus on Strengthening Links with Global IFA Networks**

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As part of Standard Bank's commitment to strengthening its IFA distribution channels, it has appointed Neill Grimley to the new role of Business Development Manager with responsibility for Asia within its Independent Financial Advisor (IFA) team.

The Standard Bank IFA team manages the relationship between Standard Bank Offshore and independent financial advisers around the world by providing products tailor made specifically for the IFA market, including offshore products and services.

David Wilkinson, Director of IFA Distribution at Standard Bank, said: "With a focus on Asia as well as local IFA business, Neill is a welcome addition to our team. His appointment is testament to the Bank's commitment to making the IFA distribution channel a key focal point going forward into 2010 and beyond. We have made further changes to our team to enable us to maximise opportunities across regions which is indicative of our intention to build on the positive results we achieved last year."

Standard Bank's IFA Team:

David Wilkinson, Director of IFA Distribution is based in the Isle of Man and oversees the management of intermediary clients and their customers across regions.

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Neill Grimley, Business Development Manager for Asia. Mr Grimley has 12 years specialist experience in dealing with intermediaries built up within a strong banking background and holds the Chartered Institute of Management Level 7 Strategic Management Programme.

Linda McLaren, Business Development Manager for Africa and the UK. Ms McLaren has relocated from the Isle of Man office to Standard Bank in London. The aim of her relocation is to increase the Bank's reach across the UK market, specifically focusing on strengthening ties with UK IFAs who work with clients in the offshore expatriate market, while continuing to cultivate relationships across Africa building on a number of years experience working with clients in the region.

John Hall, Business Development Director based in the Isle of Man, has responsibility for building IFA relationships in Europe and South America and has worked for Standard Bank for 16 years.

Veronica O'Brien, Business Development Manager for Middle East and Cyprus, has been based in the Standard Bank Dubai office since 2007 and built up a wide network of IFA clients.

The team is supported by David Cook and Chris Moore who are based in the Isle of Man.

Mr Grimley came to the Isle of Man 13 years ago from Ireland and today lives in Douglas with his wife and two sons and is a coach for the Corinthians Football Club.

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**NOTES TO EDITOR**

For more information, and to arrange interviews, please call Deanne Le Gresley on 01534 735253, or email [deanne@directinput.je](mailto:deanne@directinput.je)

**Photo caption** (left to right):

**Standard Bank**

Standard Bank is a leading African banking group focused on emerging markets globally. It has been a mainstay of South Africa's financial system for over 145 years, and now spans 17 countries across the African continent. Its international expansion has taken it to 16 countries outside Africa including Brazil, Russia and China. The bank's headquarters are in Johannesburg and it is listed on the Johannesburg Stock Exchange.

The Standard Bank Offshore Group has offices in Jersey, Isle of Man and Mauritius and provides a range of services for private and corporate clients including banking, wealth management, trust and company administration, asset management, investment services and fund administration.

**Key facts and figures**

- Standard Bank Group assets of approximately US\$162 billion (December 2008)
- Market Capitalisation of approximately US\$14 billion (December 2008)
- Present in 33 countries around the world
- Employs more than 50,000 people world-wide (including Liberty)

For further information [www.standardbank.com/wealth](http://www.standardbank.com/wealth)