

Schroders joins Just, Guardian, BMO and 91 Asset Management to agree multi-year partnerships for Fintel's new managed distribution solution

- **The managed distribution service, launched in 2021, is a first-of-its-kind solution spanning research, data, design and targeted distribution**
- **The service enables product providers to build new products and iterate existing products based on the ever changing needs of today's educated, responsible consumer**
- **The service is delivered through Fintel's digital portal, allowing partners to access their data, and events and marketing plans, in real time**

02 September 2021 - Fintel (AIM: FNTL), the UK's leading fintech and support services business, today announces that Schroders have joined Just, Guardian, BMO and 91 Asset Management in committing to multi-year agreements for its new 'Distribution as a service' (DaaS) solution, a continuous service spanning research, data, product design and distribution.

The new subscription service is another Fintel first and includes market analysis via Fintel's proprietary insights, product design, compliance consultancy and targeted distribution services via Fintel's data sets and events programme, the largest of its kind in the UK.

By using the service product providers are able to develop highly tailored propositions using Fintel's segmental and behaviour insights, whilst also increasing the effectiveness of their distribution through targeted data sets. A key outcome expected from the partnerships between Fintel and product providers is for consumers to benefit from better products, more closely aligned to their needs.

This is the latest innovation from Fintel as the company leverages its acquisition of Defaqto to develop new digital, data-led, expert consultancy services.

The subscription service will increase the proportion of recurring revenues generated by the Company, improving the quality of earnings to support the growth targets outlined at its Capital Markets Briefing in December 2020.

Matt Timmins, Joint CEO of Fintel, commented: *"Fintel operates as the connecting force between product providers, intermediaries and consumers, with a mission to simplify and improve how the market operates through technology, people and insights. The launch of our managed distribution service reflects our commitment to simplify complexity, think bigger and deliver future focused solutions to inspire better outcomes in retail financial services."*

"I am delighted that Schroders, Just, Guardian, BMO and 91 Asset Management have all agreed to multi-year partnerships for our new managed distribution service, and I am confident that they will soon be joined by other leading product manufacturers."

Doug Abbott, Head of UK Intermediary at Schroders, added: *"We are delighted to be partnering with Fintel, and we have already seen the benefits of using their unique insight into the market to power highly targeted distribution activity in an efficient manner that benefits us, the adviser and ultimately the end consumer."*

David Cooper, Group Marketing and Distribution Director, Just Group, commented: *"Retail financial services needs innovative ways of inspiring the best outcomes for end consumers. Just Group have entered a strategic partnership with Fintel that will do just that, using their unique data and insight to power the right distribution activity with the right advisers and the right clients in the most efficient way possible."*

Media Enquiries:

Mark Walter / Andy Lane

Instinctif Partners

fintel@instinctif.com

020 7457 2020

About Fintel:

Fintel is the UK's leading fintech and support services business, combining the largest provider of intermediary business support, SimplyBiz, and the leading research, ratings and fintech business, Defaqto.

Fintel is the leading provider of digital, data led and expert services to product providers, intermediaries and consumers to help them navigate the increasingly complex world of retail financial services.

Fintel provides technology, compliance and regulatory support to thousands of intermediary businesses, data and targeted distribution services to hundreds of product providers and empowers millions of consumers to make better informed financial decisions.

For more information about Fintel, please visit the website: www.wearefintel.com.

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