



(l to r) Chris Wawn (Director Quest Financial Services Limited), Tom Fraser (CEO EFPG), Steve Quinn (CEO Quest Financial Services Limited) and Peter Jones (Chairman EFPG)

European Financial Planning Group to take over Quest Life Insurance and Pensions business

Quest Financial Services Limited, which began to develop a life insurance book of business in June 2005, has announced a strategic alliance with EFPG with regards to the provision of advice on its clients' life insurance, pensions and investment needs.

Steve Quinn, CEO of Quest Group said "this action makes a lot of sense as it enables us to concentrate on our core business of Insurance Management and Fund Administration. It also makes a lot of sense for our clients, whose interests will always be our first consideration, as EFPG are, in our opinion, the leading providers of financial planning advice currently operating in Gibraltar."

Tom Fraser, CEO of EFPG commented "We see this very much as a joint enterprise. It is our intention to have an EFPG Financial Adviser based at Quest's premises in Main Street, which is an arrangement that has worked very successfully with the Newcastle Building Society. From the clients' perspective, the transfer will be seamless. It is our intention to contact all the clients' whose policies are being transferred within the next couple of weeks."

Steve Quinn added, "Quest's other business lines will benefit from the additional management

time made available, enabling a relaunch of its general insurance offerings. The two other companies in the Quest Group, Quest Insurance Management (Gibraltar) Limited and Quest

Fund Administration Limited, have seen continued success over the last few months with considerable and significant opportunities expected to reach a conclusion very soon. This will result in a

number of new insurance companies being established in Gibraltar in the next few months, as well as several new Experienced Investor Funds, all of which require additional resources locally.

Quest for "Unique Global Product" by Peter Schirmer

A new Gibraltar-based insurance company with a "unique global product" is to be managed by the Quest Group the management and broking business set up in July three years ago by Steve Quinn and Chris Wawn and which has grown from a small two-office operation to a major player and the only insurance operator with an office on Main Street.

"There are big opportunities in Gibraltar in both fund and insurance management," Quinn told *Gibraltar Magazine*. "And we intend to grasp both. The insurance company which is coming on stream — we're just waiting for final FSC approval — will offer a product which is not only a world first, but which has the enthusiastic support of the British

Government... Something vitally exciting for Gibraltar and for the insurance market as a whole. It has evoked massive interest includ-

"There are big opportunities in Gibraltar in both fund and insurance management"

ing approaches from companies which are household names in Britain and Gibraltar."

Last year Quest established a fund management arm and this is also growing apace, Wawn says. "As this and other aspects of the group's activities have grown stronger we have had to look at our energies and decide where they should best be placed."