



PRESS RELEASE

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K3 Advisory leads £102m Tennants Consolidated Limited Pension Scheme buy-in with Royal London

K3 Advisory, the pension market's only specialist independent bulk annuity and consolidator advisory business, and market leading end-game advisory business to the fiduciary management market, has successfully completed a £102 million full scheme buy-in for the Tennants Consolidated Limited Pension Scheme, with Royal London.

The transaction, which concluded in September 2024, secured the benefits of 463 pensioners and 241 deferred members. This marked Royal London's second external transaction in the bulk annuity market with K3 since entering the market this year.

Gallagher acted as the scheme's actuary, investment advisor, and administrator, Squire Patton Boggs provided legal advice, and John Nestor of Capital Cranfield was the Professional Trustee for the Scheme.

Adam Davis, Managing Director at K3 Advisory, commented: "This transaction had several complexities, from dealing with illiquid assets to managing specific benefit and payroll requirements. Our team worked closely with the trustees and Royal London to resolve these challenges efficiently, ensuring the buy-in was completed smoothly and aligned with the scheme's objectives. This deal really highlights the importance of having the right expertise to navigate the more complex elements that come up with transactions, and working with the right partners to ensure you can still deliver the right result for the scheme in a timely and cost-efficient way."

John Nestor, Professional Trustee at Capital Cranfield Trustees and Chair of Trustees added:

"K3 Advisory played a pivotal role in guiding us through this complex process. Their expert understanding of the challenges we faced, combined with their collaborative approach, meant we

could confidently secure a positive outcome for our members. Their experience in managing the unusual complexities of this transaction was crucial to its success.”

Baljit Khatra, BPA Origination Lead at Royal London, said: “This transaction demonstrates the depth and breadth of our execution and operational capability and our ability, even at this early stage in our journey, to innovate and deliver client-led bespoke solutions. Working very closely with the team at K3 and the trustee was paramount in forging a path that met the needs of the trustees, Tennants, and crucially, all members of the scheme.”

Sean Sloan, Chief Financial Officer at Tennants Consolidated: “This was a significant transaction for the Group and one we will not repeat. As such it was important that we found the right home for our scheme – one that was aligned to our business culture and gave our valued members a secure future. With K3’s detailed knowledge of the market they were able to introduce us to Royal London who are the perfect fit for us. I’m delighted to have worked with K3 and Royal London on this transaction

- ENDS –

Notes to editors

About K3 Advisory

K3 Advisory is the pension market's only specialist independent bulk annuity and consolidator advisory business. Using first-hand experience from both the insurance and pensions sectors, K3 Advisory provides trustees and scheme sponsors with advice and brokering services to secure a smooth and effective transfer of liabilities to an insurer or consolidation vehicle.

The business was founded in 2018 with the aim of improving the efficiency of the bulk annuity and consolidation markets for the benefit of all involved. The business is backed by the Vestey Holdings Group, a fourth-generation family business whose origins date back to the 1890s.

See <https://k3advisory.com/> for more information.

About Royal London

Royal London is the largest mutual life, pensions and investment company in the UK, and in the top 30 mutuals globally*, with assets under management of £169 billion, 8.6 million policies in force and over 4,200 employees. Figures quoted are as at 30 June 2024.

Royal London has leveraged its capabilities to develop an attractive bulk annuity solution for trustees and their members. It transacted a full scheme buy-in policy with the Trustee of the Royal Liver UK Pension Scheme in November 2023 followed by a bulk annuity buy-in policy in January 2024 to insure a subset of members in the Royal London Group Pension Scheme. It has since transacted two further full scheme buy-in transactions with external pension schemes during the third quarter, which has validated its capabilities as part of its market entry.

*Based on total 2022 premium income. ICMIF Global 500, 2024

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