



Press Release

14 December 2021

K3 Advisory announce record breaking year

K3 Advisory, the pension market's only specialist independent bulk annuity and consolidator advisory business today announced a record-breaking year, transacting over 10% of all deals completed in 2021.

Adam Davis, managing Director of K3 Advisory commented, "The foundation of our success is our pragmatic, no nonsense approach, which is incredibly successful in getting small schemes noticed, enabling them to transact in a very crowded marketplace. In 2021 what we have found is that our approach also pays dividends for much larger schemes too. We recently completed two transactions for over £100million, including our largest to date for £250million. And several schemes with assets in excess of a billion pounds are now talking to us about how we can help them maximise value from the markets and secure their members' benefits."

Davis continued, "Trustees are often surprised to find that they are much closer to buy-out than they thought. Our advice to them is to obtain an updated buy-out funding position and prepare the scheme for buy-out, so they can quickly and pro-actively take advantage of the market. This year we have completed 16 transactions. And over half of them were in surplus to buy-out, enabling the trustees to secure their members' benefits at no cost to their sponsoring employer."

Davis added, "Our market leading approach underpins our ambitious growth plans for 2022 and beyond. To support this, we are pleased to announce that Jonathan Lau joined K3 on 21 November as an Actuarial Consultant. Jonathan joins us from Aon and brings with him over five years of pensions expertise. Jonathan will provide technical support on bulk annuity transactions and support the ongoing development and maintenance of K3's proprietary models and is an excellent addition to the K3 team."

- ENDS -

K3 Advisory - Notes to editors

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 origin date back to the 1890s.

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

Media Contacts

For all media enquiries please contact KBPR using the details below:

KBPR.

keeping you connected

Marguerite Webley
07856 080323 | marguerite@kbpr.agency

Andrew Pearson
07960 984228 | andrew@kbpr.agency