

# Our credentials

LEADING THE INDUSTRY FOR BUY-INS,  
BUY-OUTS AND LONGEVITY SWAPS

APRIL 2018



## How do we compare?

We've been lead adviser on over **40%** of all buy-ins and buy-outs **above £100m** in the **past 4 years**.

### Lead adviser for buy-ins / buy-outs over £100m (by number)

Lead Adviser	2014	2015	2016	2017	Total
LCP	12	6	12	13	43
Mercer	4	5	2	4	15
Aon Hewitt	2	3	5	4	14
Willis Towers Watson	0	0	0	4	4
PWC	0	1	1	1	3
Hymans Robertson	0	0	3	0	3
KPMG	1	1	0	0	2
Others / Undisclosed	2	3	1	9	15
<b>Total</b>	<b>21</b>	<b>19</b>	<b>24</b>	<b>35</b>	<b>99</b>

Source: Insurance companies and public announcements.

We've been lead adviser on **84** transactions totalling **over £20bn** in the **past 4 years**.

We've won **9** out of **13** industry awards in our field since 2011.



## Why do more pension schemes choose us?

### Specialist appointments

 in over **50%** of transactions we are selected as specialist adviser (ie no prior appointment existed)

### Largest team in the market


 **30** of our consultants have completed 3 or more transactions

### Getting deals done

**100%**

of our transactions in 2017 completed

### Streamlined services

 we were the first adviser to offer a streamlined service for smaller transactions (£740m now completed across 29 transactions)

### Umbrella contracts

 we were the first adviser to use umbrella contracts, permitting additional buy-ins on the same terms and security arrangements

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