

Our credentials

Providing specialist advice in de-risking (buy-ins, buy-outs, superfunds and longevity swaps)

December 2020



How do we compare?

We've been lead adviser on 40% of all buy-ins and buy-outs over £500m since 2014.

Number of buy-ins / buy-outs over £100m by lead adviser

Lead adviser	2014	2015	2016	2017	2018	2019	Total	2020 to date*
LCP	12	6	12	13	10	15	68	13
Aon	2	3	5	4	11	10	35	11
Mercer	4	5	2	6	6	5	28	0
WTW	0	0	0	5	4	3	12	7
Hymans	0	0	3	0	2	5	10	1
PWC	0	1	1	3	2	0	7	0
Isio	1	1	0	0	3	1	6	0
Other advisers	2	2	0	1	1	0	6	1
Not in public domain	0	1	1	3	5	7	17	8
Total	21	19	24	35	44	46	189	41

Source: Insurance company data up to end June 2020 plus public announcements. The table was last updated on 30 November 2020. * The 2020 data excludes transactions not yet in the public domain. LCP has been lead adviser on three such transactions (and so are excluded above).

In 2020, we were lead adviser on 30% of all buy-ins and buy-outs between £10m and £100m.

"LCP helped us maintain momentum in our strategic review of longevity risk. As a result of effective preparations and a focused process, we captured a hugely valuable market opportunity in longevity pricing and executed two simultaneous transactions ahead of our deadline."

Simon Lee, Head of M&S Pension Trust and Chief Investment Officer, Marks & Spencer

Why do more pension schemes choose us?

We've been lead adviser on 170 deals totalling £42bn since 2014.

Specialist appointments

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

Largest team in the market

40+ of our team have worked on 5 or more transactions

Completed transactions

We have completed transactions with all 8 insurers in the market in the past 2 years

Streamlined services

We were the first adviser to offer a streamlined service for small transactions (over £1.9bn now completed across 55 transactions)

Umbrella contracts

We developed the umbrella contracts concept in 2014 which allow top-up buy-ins to be executed quickly to capture pricing opportunities

Learn more about how we help clients at www.lcp.uk.com/derisking

At LCP, our experts provide clear, concise advice focused on your needs. We use innovative technology to give you real time insight & control. Our experts work in pensions, investment, insurance, energy and financial wellbeing.

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