

## JLT Pension Capital Strategies launches Buy-inSure, the solution to £5m-£60m pensioner buy-in transactions

JLT Pension Capital Strategies Limited (PCS) today launched Buy-inSure, offering a fixed fee solution for schemes wishing to transact at the smaller end of the buy-in market whilst achieving the competitive pricing and flexibility historically only available to larger transactions.

Martyn Phillips, Head of Buyouts at JLT said: "By entering into a strategic agreement with a number of carefully selected insurers, who are each actively seeking to grow their exposure in this part of the buy-in market, JLT PCS has increased competitive tension, condensed transaction timelines and secured enhanced contractual terms for clients wishing to transact in this market. These core elements form part of the robust and clearly defined process making it possible for schemes to transact in as little as two months."

Buy-inSure comes with a number of optional extras for clients to select from, enabling the process to be tailored to meet the needs of their schemes. These include a data cleanse service, to help ensure the most competitive price from the insurer panel, and the ability to monitor buy-in prices against pre-agreed 'trigger points', leading to an increased probability of completing a transaction.

Mark Wood, Non Executive Chairman of JLT Employee Benefits said: "The monitoring process is a good example of how Buy-inSure has learned from the way this market has evolved. Rather than all the effort, emotional energy and financial preparation associated with these transactions going to waste if the markets have moved against the scheme during the process, the monitoring services allow our clients to put that all in a box and, if the market moves back toward pre-agreed trigger points, we can open that box for our clients allowing them to trade straight away.

A further optional extra offered by Buy-inSure is the cost-effective, pre-packaged legal review and opinion of the panel insurers' contracts provided by leading pension law firm, Pinsent Masons. Phillips explained: "These terms are essentially there ready to be rolled out as soon as the scheme agrees they want to move forward".

"This can make a huge difference to the success of the transaction as the industry has often seen the markets move against the scheme whilst negotiations are taking place."

Whilst a number of the elements offered by Buy-inSure are offered by other consultants, Phillips was quick to point out: "This is the first time all of these elements have been brought together under one, fixed fee, umbrella. I believe that Buy-inSure not only increases the potential for a transaction to be completed but also represents the effective, cost efficient and flexible option which has been missing from this part of the market for so long."

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**Enquiries:**

JLT Group Corporate Communications  
Isabella Young  
[Isabella\\_Young@jltgroup.com](mailto:Isabella_Young@jltgroup.com)  
+44 (0)20 7558 3387

JLT Benefit Solutions  
Yasmin Bemath  
[yasmin\\_bemath@jltgroup.com](mailto:yasmin_bemath@jltgroup.com)  
+44 (0)1727 775 102

**Notes to Editors:****About JLT Pension Capital Strategies**

JLT Pension Capital Strategies (PCS) was established in 2006 to help companies to manage their Defined Benefit pension obligations, offering advice on managing scheme assets and liabilities, on communication with trustees and on finding the right funding solutions.

A subsidiary of the Jardine Lloyd Thompson Group, PCS can draw upon skills and experience in the areas of corporate finance, tax, capital markets, asset management, actuarial and general pension regulation and practice to provide strategic advice and practical answers.

[www.jltpcs.com](http://www.jltpcs.com)

**JLT Pension Capital Strategies**

6 Crutched Friars  
London  
EC3N 2PH  
Tel 020 7528 4892  
Fax 020 7309 8330  
Email [solutions@pensionstrategies.co.uk](mailto:solutions@pensionstrategies.co.uk)  
Web [www.jltpcs.com](http://www.jltpcs.com)