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NEWS RELEASE

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Just Group launches video series to improve understanding of the transition process of a bulk annuity

- Series of four videos created to give trustees the inside track on the transition process
- James Mullins, Head of Risk Transfer at Hymans Robertson, shares his expertise in conversation with Just Group's Relationship and Transition Senior Manager, Louise Ellisdon

Just Group is delighted to launch a new series of four videos to provide pension trustees and their administrators with a guide to the practicalities of the risk transfer transition process. These videos are designed to help them understand exactly what to expect after a bulk annuity contract is signed, before it can move into a 'business as usual' administration process and then ultimately buyout.

In the videos, **James Mullins, Head of Risk Transfer at Hymans Robertson**, interviews **Just Group's Relationship and Transition Senior Manager, Louise Ellisdon**, about what it takes to transition a scheme through to ongoing administration and buyout, covering some key aspects of the data cleanse process.

While the importance of good preparation for schemes targeting a de-risking transaction is spoken of often, the details of the transition process have received less attention.

The easy-to-digest video series covers the transition process in four sections:

- **Video 1** – What is data cleanse
- **Video 2** – GMP equalisation during data cleanse
- **Video 3** – Why insurers price twice
- **Video 4** – Moving to buy-out

James Mullins, Head of Risk Transfer at Hymans Robertson, commented: "As an industry we often focus on the path to signing the annuity contract, but what follows is equally important.

"So far, this part of the journey hasn't received much focus and with an increasing number of schemes closer to being 'buy-out ready', we hope trustees and others in the industry will find these videos helpful in what is expected to be an increasingly busy market."

Louise Ellisdon, Relationship and Transition Senior Manager at Just Group, said: "Our aim is to help trustees and their administrators get to ongoing administration as quickly and smoothly as possible.

"This series of short videos has been designed to help them learn what's involved during the transition process so they know what to expect and can prepare."

The series of videos can be watched here: <https://www.wearejust.co.uk/definedbenefit/>

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Notes to Editors:

About Just

Just (Just Group plc) is a FTSE-listed specialist UK financial services company. A leader in the individual retirement income, care and defined benefit de-risking markets, Just has completed over 250 transactions, including more than 60 buy-outs and repeat transactions with 33 schemes, securing the benefits of over 53,000 pension scheme members, since we launched our defined benefit de-risking proposition in 2012.

Just is celebrating 10 years of participating in the Defined Benefit De-risking market since 2012. New business sales for DB Solutions in 2021 were £1.9bn, a record for the Group, up 28% compared to 2020.

Just has been trusted to manage around £23 billion of customers' retirement savings and has helped customers release more than £6 billion from their properties. Just provides a wide range of products, advice and professional services to individual customers, financial intermediaries, corporate clients and pension scheme trustees.

The companies within Just Group are authorised and regulated in the United Kingdom by the Financial Conduct Authority and / or the Prudential Regulation Authority.

About Hymans Robertson LLP

Hymans Robertson LLP is one of the UK's leading independent pensions and financial services consultancies. We work alongside employers, trustees and financial services institutions, offering independent pensions, investments, benefits and risk consulting services, as well as data and technology solutions. The firm operates as an independent partnership employing over 1000 people in four UK offices in London, Glasgow, Edinburgh and Birmingham. We pride ourselves on our trusted relationships and our innovative, client focussed approach.

Our clients include FTSE 100, FTSE 250 and privately owned firms as well as employers, pension providers, insurance firms, banks and Independent Financial Advisers. These include some of the UK's leading names and largest pension schemes. We are also recognised leaders in the field of public sector pensions. The firm was established in 1921. Hymans Robertson's risk transfer team has led over 100 risk transfer projects, insuring over £25bn of liabilities, including 16 with FTSE 100 sponsoring employers.

Just Group plc is registered in England and Wales with company number 08568957. Its registered office is at Enterprise House, Bancroft Road, Reigate, Surrey, RH2 7RP. Just is a trading name used by Just Group plc and its group companies. For information about Just Group plc and its group companies visit www.justgroupplc.co.uk or www.wearejust.co.uk. Please contact us if you would like this document in an alternative format.



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