

# JUST.

## NEWS RELEASE

Monday 3 April 2023



### **Matthew Nelmes joins Just Group's Defined Benefit De-risking business as new Head of Pricing**

Just Group plc, the FTSE 250 retirement specialist, has appointed Matthew Nelmes as Head of Pricing of its high growth Defined Benefit De-risking business ("DB").

Matthew joins from Legal & General where he built up seven years' technical and commercial experience in the bulk annuity market, working in both the US and UK new business teams as well as having a role as a pricing actuary. He will be responsible for leading the pricing team and working alongside the leadership team to fulfil Just's ambitious growth targets.

#### **Pretty Sagoo, Managing Director of DB Solutions at Just Group, said:**

"Matthew's appointment is great news for our highly successful DB De-risking business. Our business has never been stronger. We are delivering double digit growth and have a platform and talented team that equips us to compete successfully across all areas of the market.

"Matthew brings with him a wealth of experience in the bulk annuity and de-risking market both here in the UK and in the US. His depth of expertise will be invaluable as we pursue a very ambitious growth and proposition development agenda."

#### **Matthew Nelmes, Head of Pricing, said:**

"This is a very exciting time to be joining Just Group. The outlook for the market is extremely strong, with estimates suggesting that premium volumes could amount to £600bn over the next decade. Just is in a period of high growth and is very well positioned to capture significant market share. The business has a reputation for innovation and putting the customer first and I'm looking forward to helping drive future growth."

Prior to working at Legal & General, Matthew worked in the retirement consulting team at WTW. He has a first-class degree in Mathematics and Economics and is a qualified actuary (FIA). In his free time he's a keen runner, a fan of live music and a supporter of Peterborough United.

**ENDS**

## Enquiries

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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 around 300 transactions, including more than 70 buy-outs and 49 repeat transactions across 40 schemes, securing the benefits of around 70,000 pension scheme members, since we launched our defined benefit de-risking proposition in 2012.

New business sales for DB Solutions in 2022 were £2.826bn, a record for the Group, up 46% compared to 2021. We completed 56 transactions during 2022, close to double 2021's activity.

Just has been trusted to manage over £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.

#### Marketed Products

- De-risking solutions for pension scheme trustees who want to remove the financial uncertainty of operating defined benefit pension schemes;
- Individually underwritten retirement income products delivering a guaranteed income for life;
- Long term care plans that provide those people moving into residential care with peace of mind by knowing a regular payment will be made to the care provider for the rest of their life;
- Lifetime mortgages for people who want to safely release some of the value from their home.

#### Professional services

- Regulated financial advice and guidance services for individuals wanting help in using their pension savings and/or releasing some of the value from their home; and
- A range of business services tailored for our corporate clients, ranging from consultancy and software development to fully outsourced customer service delivery and marketing services.

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

