


# Risk Transfer Services



## Overview

At Quantum we have a dedicated team specialising in risk transfer projects, from liability management exercises to master trusts, buy-ins, buy-outs and the potential use of consolidators. Our experience has been built up over many years and there are few issues we have not collectively encountered and overcome.

Our team has been selected from across the business and includes senior and experienced actuarial and investment consultants, data specialists, project managers and DC experts. We assist our clients in all aspects of risk transfer, including:



**Strategic advice** – viability analysis to identify the various options available, cost/benefit analysis in terms of risk reduction and implementation costs, identifying potential benefit changes/liability management exercises to improve end-game outcomes, practical considerations and investment strategy advice.

**Preparation for transfer** – budget setting, liaising with advisers, benefit specifications, setting member communication strategy, risk transfer focused data gap analysis and improvement plans, completion of GMP reconciliation and equalisation exercises in readiness for transfer & monitoring schemes funding levels against their agreed long term funding targets.

**Implementation** – project planning and management, carrying out liability management exercises, identifying preferred providers and full broking services, direct recommendation of preferred provider, drafting member communications, liaising with legal advisers.

Throughout the process we specialise in guiding schemes to their target with careful planning, clear advice and creative thinking.

## Risk transfer team

We have offices in Amersham, Birmingham, Bristol, Cardiff and London. Please get in touch to see how we can help with your risk transfer, pension and employee benefit challenges.

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## Preparation

For any pension scheme considering a buy-in, buy-out, or consolidator transaction, preparation is key to ensuring a successful and cost-effective project. There are a number of areas that trustees should be reviewing now to help any risk-transfer project run smoothly and also to achieve the best pricing from the market:



Not only will these steps save time and reduce costs, they are vitally important to enable schemes to demonstrate to the insurance market that they are serious about transacting when seeking quotations.



## Data

A major driver for many insurers when considering whether to quote is the quality of a scheme's data. This is particularly true at the smaller end of the market. If a quotation is forthcoming any missing or incomplete data is likely to lead the insurer making more prudent assumptions, ultimately driving up the price of the transaction.

We can carry out an automated assessment of your scheme data quality and assist with potential actions to improve your data including member tracing and data verification exercises.



## Investment

We advise on investment strategy prior to transaction to ensure your assets are aligned with insurer pricing. This allows schemes to maintain their strong position and take advantage of favourable market movements.

We advise clients throughout the transaction, closely working with insurers to match the price-locks that are often used between quotation and completion. This ensures that schemes that have achieved their funding target do not subsequently fall back and fail to transact.



## Monitoring

We actively monitor pricing across the market and provide regular updates on both insurer trends and pricing. This work helps us identify pricing opportunities in the market and secure a quick transaction at the optimum price when these opportunities present themselves.

We undertake ongoing funding monitoring for clients which provides them with a regular view of their scheme's performance relative to target.

Dynamic de-risking frameworks are implemented which enable clients to react to market movements in real time, smoothing the journey to their end game and banking gains presented by markets.



## Relationships with providers

We are in regular contact with and maintain relationships with all the key insurance companies and pension consolidators. We therefore have a deep understanding of appetite and capacity of the providers allowing our clients to focus their time and resource on the providers most likely to deliver in the timeframes required.

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