



Press Release

5 February 2019

K3 Advisory announces new client, Cartwright

K3 Advisory, the pension market's only specialist independent bulk annuity and consolidator advisory business, today announced Cartwright, an expert in advising small and medium UK defined benefit and hybrid occupational pension schemes, as a new client.

Adam Davis, Managing Director at K3, commented: "2018 was a record-breaking year for buyouts and this is set to continue in 2019 as more and more schemes are getting to the point where this is on the cards. With triennial valuations due shortly for many schemes, it is vital that their solvency estimates match how insurers are currently pricing, so schemes know exactly where they stand on moving towards buyout. This is where our specialist expertise from working on both the insurer and pension scheme side of transactions comes to the fore.

"We are thrilled to announce Cartwright as a new client for K3 and look forward to working in partnership to bolster their bulk annuity service capability. Working with likeminded organisations is very important to us, and Cartwright's style of business and approach is closely aligned to our own, sharing our passion and focus on providing practical, innovative, integrated and bespoke services whilst remaining cost effective. It is great to see consultancies looking to bolster their offering by using specialist knowledge and experts, allowing them to focus on client strategy and experience."

Sam Roberts, Director of Investment Consulting at Cartwright, commented: "There is a growing desire and affordability amongst small to medium pension schemes for bulk annuity deals. However, as the insurance market becomes increasingly competitive, trustees need to ensure that they receive cost effective pragmatic advice that brings together their own unique circumstances with an up-to-date understanding of, and close working relationships with, the insurers in this



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complex but high-value area. I am very pleased to be able to extend our approach of partnering with other specialists in their field to allow Cartwright to focus on listening to our clients and helping them to improve and prioritise their strategic investment decisions. Our new partnership with K3 will significantly enhance our advice on bulk annuity (and consolidator) transactions, helping us to achieve our ambition of being the go-to adviser for small to medium UK defined benefit and hybrid pension schemes.”

- ENDS -

Notes to editors

K3 Advisory is the pension market’s only specialist independent bulk annuity and consolidator advisory business. Using first-hand experience from both the insurance and pensions sectors, K3 Advisory provides trustees and scheme sponsors with advice and brokering services to secure a smooth and effective transfer of liabilities to an insurer or consolidation vehicle.

The business was founded and formed by Adam Davis in 2018 with the aim of improving the accuracy and management of the bulk annuity and consolidation markets for the benefit of all involved.

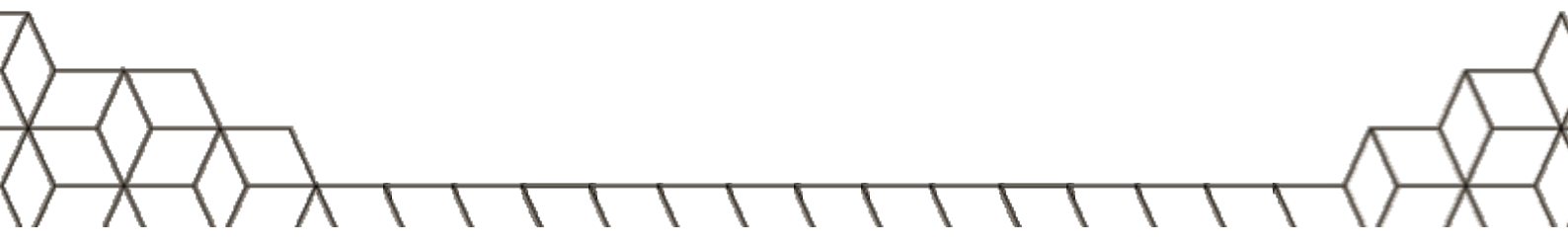
See <https://www.k3advisory.com/> for more information.

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About Cartwright

Cartwright is an independent business and trusted adviser to over 200 clients, based solely in the UK and established over 30 years ago. We specialise in advising small and medium defined benefit and hybrid UK pension schemes. We attract the best employees in our field and we retain them - this is because of our client focus, our work ethic and the opportunity to own a share of the business. It also reflects our forward thinking and determination to become the foremost privately owned pension and benefit consultancy in the UK.

For more information please go to <http://cartwright.co.uk/index.pl>

