

## Press Release

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### **BLUEFIN AND REDINGTON ANNOUNCE AGREEMENT TO PROVIDE BESPOKE INVESTMENT SOLUTIONS TO SMALL-TO MEDIUM-SIZED PENSION SCHEMES**

London, 12 May 2010: Bluefin and Redington have created a market leading investment consulting offering for the small to medium sized pension scheme. Using a sophisticated technology platform, Bluefin will access Redington's Asset Liability Management (ALM), risk analytics and capital markets expertise to deliver even greater value to small-to medium-sized defined benefit pension schemes.

Bluefin provides its clients with a full range of services, from actuarial and administration to strategic asset allocation and "flight-path" monitoring, in a simple, accessible, and effective framework. Clients will now have greater access to innovative and robust risk management and investment solutions which are normally only available to multi-billion pound pension schemes.

Nick Burns, Managing Director of Bluefin Corporate Consulting, said, "Redington's cutting-edge Asset Liability Management analytics and deep understanding of the capital markets allows them to provide innovative and bespoke solutions to clients with larger schemes, where they have already established an impressive and enviable reputation in a comparatively short time. We are now in a position to deliver an unparalleled service to a significant number of small to medium-sized pension schemes that simply didn't have access to this type of solution before."

Robert Gardner, Co-Chief Executive of Redington, said, "We are seeing a new era of enterprise collaboration and we are excited to be working with Bluefin in order to meet a common goal: to get our clients fully-funded with a minimal level of risk. Bluefin has a reputation for delivering outstanding holistic benefits solutions to their clients and this is a great opportunity to use our technology and IP to broaden this set of solutions."

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**For more information please contact:**

Louise Ballard, Grayling: 020 7592 7592 / 079 7433 3704

Josephine Salm, Grayling: 020 7 592 7930 / 077 5760 6357

**Notes to editors:**

**About Redington**

Redington is an independent investment consultancy providing innovative, clear, cutting-edge advice and Asset Liability Management to pension funds and insurance companies. We are dynamic 'Fusion Consultants', combining over 185 years of collective hands-on capital markets and investment banking expertise with traditional quantitative actuarial analysis.

Redington has:

- Assets under consulting of over £150bn and employed 45 staff;
- Clients across the UK, Europe and North America, including defined benefit pension schemes, their sponsors, and insurance companies;
- Five of the 25 largest Defined Benefit Pension schemes in the UK as clients.

[www.redington.co.uk](http://www.redington.co.uk)



**About Bluefin Advisory Services Limited**

Bluefin Advisory Services Limited is a subsidiary of AXA UK plc. It is part of the overarching Bluefin brand which incorporates Bluefin Insurance Services Limited. Bluefin has over 2500 employees based at nearly 80 locations across the UK. Bluefin Advisory Services Limited is led by John Simmonds, Chief Executive. It provides financial advice, wealth management and corporate consultancy services.

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Registered Office: 13-15 Mallow Street, London EC1Y 8RD.

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