

1 September 2020

Marathon Service (G.B.) Limited Pension and Life Assurance Scheme completes £610m full buy-in with Rothesay Life

- Transaction was initiated by the Scheme's sponsoring employer, RockRose Energy plc
- Covers £610m of liability for over 1,400 members

Rothesay Life, one of the UK's largest pension insurers, today announces that it has completed a £610m buy-in with the Marathon Service (G.B.) Limited Pension and Life Assurance Scheme ("the Scheme").

The transaction was initiated by the Scheme's sponsoring employer, RockRose Energy plc, who identified an opportunity on the back of beneficial market movements arising from Covid-19 and then worked closely with the Trustees via a Joint Working Group to lock into pricing quickly. The agreement secures benefits in full for the 740 pensioners and 700 deferred members in the Scheme.

RockRose Energy plc is an independent oil and gas production and infrastructure company. Listed on the main market of the London Stock Exchange, it focuses on onshore and offshore production opportunities and infrastructure projects.

The transaction was led by LCP, acting for RockRose, with Sackers providing legal advice. The Trustees were advised by Mercer and Herbert Smith Freehills. Legal advice was provided to Rothesay Life by Gowlings WLG.

Andrew Austin, Chair of RockRose said: *"This transaction gives certainty for the members' pensions with an experienced and financially strong provider. The secondary benefit is that it has capped the financial risk to the sponsor. We are grateful for the advice received from LCP that allowed us to be opportunistic and secure outcomes that mutually benefited both the pension scheme members and the sponsoring employer."*

Chris Martin, Chair of Trustees and Executive Chairman of ITS, said: *"This transaction secures benefits in full for our members, ensuring a greatly enhanced level of security. We are delighted to have been able to secure this transaction in the current economic climate, which was only achieved by all parties working closely together."*

Tom Secharan, Business Development at Rothesay Life said: *"We are proud to have been chosen to provide security for the Scheme and to help another scheme on their journey to buyout, a trend we expect to continue over the coming year. It was clear throughout this process that the Scheme and RockRose were working together closely and had a genuine*

commitment to move quickly if their target could be hit. This was key for us to meet the challenging price objective.”

Ken Hardman, Partner at LCP said: *“We’re delighted to have been able to help secure the benefits in full for all the members of the Scheme. This transaction is a concrete example of identifying a market opportunity and being able to act quickly on it before market conditions revert.”*

Martyn Philips, Principal in Mercer’s Risk Transfer team, said: *“We are delighted to have supported the Trustees in ensuring the deal met their risk management objectives and delivered a good outcome for their members. Working closely with the Company and their advisers through the Joint Working Group demonstrated a cohesive approach, which in turn generated strong insurer engagement and led to good buy-in terms being secured.”*

Read - [“The journey to buy-out”](#) - a thought-provoking series of articles, from host of industry experts, on what it takes to complete a full buy-out of pension fund liabilities.

ENDS

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Notes to Editors

About Rothesay Life

Rothesay Life was established in 2007 and has become one of the leading providers of regulated insurance solutions in the U.K. market for pensions de-risking. This strong growth has been achieved through the steady accumulation of pension scheme clients, significant strategic acquisitions and the reinsurance of annuity portfolios. Rothesay Life has assets under management of over £50bn and insures the pensions of over 800,000 individuals.

Existing Rothesay Life clients include the pension schemes and customers associated with such names as Asda, National Grid, Allied Domecq, Cadbury’s, telent, Prudential, British Airways, Lehman Brothers, Aegon, Zurich Assurance the Post Office and the Civil Aviation Authority.

Rothesay Life was founded on several core pillars:

- Clear and disciplined business strategy;
- Prudent underwriting;
- Meticulous management of risk and cautious investment strategy supporting enhanced customer security;
- Excellence in execution; and
- Robust operational processes underpinning excellent customer service

Rothesay Life has three substantial institutional shareholders, Blackstone, GIC and Massachusetts Mutual Life Insurance Company, who provide the company with long term support for its growth and development.

Rothesay Life Plc is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Firm Reference Number: 466067.

Rothesay Life Plc is registered in England and Wales with company registration number: 06127279 and registered address: Rothesay Life Plc, The Post Building, 100 Museum Street, London WC1A 1PB. Further information is available at www.rothesaylife.com.

About LCP

LCP is a firm of financial, actuarial and business consultants, specialising in the areas of pensions, investment, insurance and business analytics. LCP offers clients better control over the financial future of their pension plans with intuitive, real-time technology. Visit www.lcpvisualise.com or www.lcphorizon.com for more information.

The firm has more than 700 staff based at locations in London, Winchester, Ireland, and - operating under licence - the Netherlands.