

PENSIONS ADVISORY

OUR TEAM



MATTHEW GIBSON
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Matthew joined BDO in 2005 and has nearly 30 years' experience working in restructuring, corporate finance and forensic services in the UK, South Africa and Belgium. Since 2006 Matthew has focussed on pensions advisory, and developed and led PKF's Pensions Advisory offering up to the merger with BDO. He advises trustees and corporates in respect of valuations, transactions, restructuring and regulatory matters

Matthew was seconded to the Pension Protection Fund at its inception in 2006 and has been involved in a number of high profile restructuring cases.

Matthew takes insolvency appointments for pensions related restructuring events and advises trustees participating in large consensual restructuring cases.

Matthew is a fellow of the Institute of Chartered Accountants in England and Wales.



ANDREW PALMER
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Andrew has over 21 years' experience assessing the financial health of companies and since 2004 has focussed exclusively on employer covenant matters, providing advice and negotiation support in many scenarios. During this time he spent twelve months advising on employer covenant matters for a leading actuarial firm.

Andrew's expertise covers advising on employer covenant strength and affordability of contributions, scheme valuations, refinancing, M&A, disposal and withdrawals. His clients include 'household names', and listed businesses.

Andrew is a fellow of the Chartered Institute of Certified Accountants, a member of the Chartered Institute of Bankers, and a licensed insolvency practitioner.



JOHN HUBBLEDAY
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John has nearly 20 years pensions experience and leads BDO's corporate pension advisory offering along with the pension M&A offering which advises clients on: a) structuring and implementing corporate transactions efficiently from a pension perspective; and b) pricing pension obligations in a transaction.

John is a fellow of the Institute and Faculty of Actuaries.



IAN STEWARD
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Ian leads BDO's employer covenant team and has focussed solely on pensions advisory since 2005 and was seconded to tPR in 2006.

Ian has advised numerous corporates and trustees on covenant related issues including scheme funding, and transactional related scenarios. These include negotiated compromises involving the Pensions Regulator and the PPF.

Ian is a fellow of the Institute of Chartered Accountants in England and Wales and a Licensed insolvency practitioner.



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OUR EXPERIENCED AND INNOVATIVE PENSIONS ADVISORY TEAM

WHAT SETS US APART...

- ▶ We are a leading UK pensions advisory team.
- ▶ With 11 team members, we are small enough to ensure that we are close knit, but large enough to take on any assignment.
- ▶ We have undertaken over 300 employer covenant reviews and our experience in this areas stretches back over ten years across a wide range of scheme sizes.
- ▶ We have advised in a wide range of high profile pensions cases e.g. Halcrow, Silentnight, Great Lakes and Cattles plc.
- ▶ Our senior staff worked at the Pensions Regulator and the PPF at their inception.
- ▶ Our team comes from a wide range of backgrounds and includes accountants, an MBA and an actuary.
- ▶ A high quality, Partner/Director led service.
- ▶ BDO International has global revenues of c£8bn and c74,000 employees in 162 countries. In UK, we have revenues of c£450m and c3,500 staff. This gives us access to deep sector and specialist expertise which can be used to support our work, as required.

∞ Offices **260** Partners
↙ Offices **3,600** Staff

FOR THE **THIRD YEAR RUNNING**
MORE OF 95%
OUR CLIENTS
WOULD RECOMMEND US
THAN **ANY OTHER FIRM**¹

2016/2017 RESULTS:
REVENUES²
UP **4.8%** TO **£456m**

1. Independent research (Mid Market Monitor 2013-2017) by Meridian West shows that BDO, for the third year running, have the highest proportion of clients who would recommend their advisers among its peer group

2. Gross Revenues

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SERVICES

We provide the following services to both Trustees and Corporates:

- Employer covenant and affordability assessment
- Employer covenant monitoring
- Scheme funding advice
- Event-driven transaction advice
- Regulatory-related advice
- Expert witness services
- Integrated risk management advice

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“The dedication, professionalism and intelligent approach you and your team brought to bear was inspiring”

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“The BDO team are never afraid to tackle problems with creative and unconventional thinking. Innovative thinking allied to a deep understanding of the key drivers and objectives for both trustees and corporates means that in my experience of working with them they consistently both create and then deliver the optimum outcome for their clients.”

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“BDO were very quick to adapt to ideas that we suggested and integrate them into their tried and trusted methods. Their personable approach is a breath of fresh air in the pensions industry and their knowledge and contacts are a massive plus”

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“BDO were professional, friendly, willing to take the time to explain new concepts until they were understood, displayed patience, made themselves available all the times and went above and beyond what they were contracted to do. Impressive. They became more than just a professional advisor - they were a part of the team and I was confident [they] were working hard to make a great outcome happen”

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“I would strongly recommend BDO to colleagues and others seeking pension advice/support”