

NEWS RELEASE

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HUB Financial Solutions targets mass-market advice gap with launch of game-changing Destination Retirement solution

- New service selected by Mercer for UK corporate clients
- Destination Retirement makes professional, regulated advice accessible to ‘Middle Britain’, people with modest pensions, savings and investments

HUB Financial Solutions, the corporate solutions and advice business of Just Group plc, has today formally launched a powerful and comprehensive automated retirement advice service, **Destination Retirement**, to provide high quality, personalised solutions to retirees seeking to make the most of their pension savings.

Destination Retirement is an automated advice service providing regulated financial advice to people starting, or transitioning into, their life after work.

Designed for the era of pension freedom and choice, the new service is available to employers, pension scheme trustees and corporate partners who want to deliver the benefits of professional, regulated advice to their colleagues, members and customers as part of their benefits offering.

Mercer, a business of Marsh & McLennan, the world’s leading professional services firm, has selected Destination Retirement to provide automated financial advice in the UK to Mercer’s UK corporate clients.

“Millions of customers accessing pension money risk sleepwalking into poorer retirements by failing to take financial advice,” said **David Cooper, chief executive of HUB Group**, a leading provider of retirement-focused advisory, guidance and broking services to many of the UK’s biggest companies.

“Destination Retirement is a game-changing automated advice service which has been specifically created to help engage, educate and deliver bespoke solutions and ongoing advice at modest cost to customers who otherwise would not seek professional help.”

The service is consumer-led rather than product-led. Customers detail the life outcomes they are seeking and then complex models run repeated cash flow calculations across a range of asset strategies to deliver the optimum solution for each customer’s requirements. It enables customers to fully understand what the advice will do for them before they commit.

“The customer tells us what they want to achieve in their life after work and when they want to do it and we identify the best financial plan to make that happen for them, using a combination of products such as pension drawdown, ISAs, guaranteed income for life solutions and general investment accounts.

“It is as thorough as traditional face-to-face advice, and takes into account factors such as non-pension wealth, tax-planning, spouse’s pensions. It is delivered at each individual customer’s convenience and with complete consistency and clarity across an entire customer base.”

HUB Financial Solutions believes that Destination Retirement will meet the requirements of many employers and corporate partners such as pension providers, large schemes and mastertrusts that recognise the importance of offering advice but who have struggled to find high quality, affordable solutions.

“It goes beyond digital wealth management to capture people’s attention at a key time of their lives, to provide education, initial financial advice with personal recommendations, full execution and an ongoing review service,” said David Cooper.

“It is flexible and configurable and can be deployed in a way to mirror the preferences and requirements of the client.”

He said that the service will complement traditional advice, extending the benefits to a new audience. “Financial advisers will always be in demand because many people value that personal, human touch,” he said.

“But there aren’t enough advisers for the hundreds of thousands of people starting their life after work, many of whom have modest assets and are reluctant to pay the premium fees for traditional advice. Destination Retirement expands advice to many millions who otherwise would miss out.”

Destination Retirement has been designed and developed by HUB Financial Solutions, which has provided advice and guidance to over 100,000 customers and pension scheme members.

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Notes to Editors:**About HUB Group**

HUB Group's operating companies are modern, technology-driven businesses specialising in providing integrated financial solutions to UK businesses and to their customers and members. Collectively the Group's businesses are one of the UK's biggest providers of regulated advice and guidance to people in later life.

HUB Group has provided advice and guidance to over 100,000 customers and pension scheme members, helping them turn £1 billion of pension savings into a guaranteed income for life, release £1 billion of equity from their homes and provided specialist advice on defined benefit transfers.

HUB Group comprises:

- **HUB Financial Solutions** – a provider of regulated advice, retirement solutions and services to UK businesses and other organisations;
- **HUB Pension Consulting** – a specialist in providing client advisory services to defined benefit (DB) pension scheme trustees and scheme sponsors undertaking bulk member options exercises; and
- **HUB Digital Solutions** – a financial technology business that specialises in creating innovative and disruptive retirement-focused solutions.

HUB Group is part of FTSE 250 company Just Group plc. The companies within Just Group are authorised and regulated in the United Kingdom by the Financial Conduct Authority and / or the Prudential Regulation Authority.

More information on HUB Group can be found at: www.HUB-Group.co.uk