



NEWS RELEASE

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HUB Financial Solutions signs equity release referral partnership with Tenet

Financial adviser support group **Tenet** is now working with **HUB Financial Solutions** to enable its advisers to refer clients for specialist equity release advice.

The agreement enables Tenet advisers to introduce potential equity release clients to HUB Financial Solutions, the corporate solutions and advisory business of FTSE-250 retirement specialist Just Group plc.

HUB Financial Solutions has been providing expert equity release advice since 2006 and has helped homeowners release more than £1 billion of equity from their homes. It is a trusted partner to a wide range of financial firms, providing equity release advice to their clients. Its experienced advisers offer advice on equity release products from across the whole of the market, ensuring the solutions they recommend meet each client's specific requirements.

Tenet is an award-winning financial adviser support group, providing an extensive range of services to hundreds of financial adviser firms across the UK. The referral arrangement offers Tenet members:

- The ability to support a wider range of clients at the click of a button
- Peace of mind that clients are in safe, expert hands with regular updates on case progress
- An absolute no cross-selling guarantee
- An introducer fee of 1.75% of amount released on every completed case (min £750)

Ben Wright, Director of Strategic Development at Tenet said: "Property wealth is playing an increasingly important role in retirement planning as advisers look to meet the need for clients to boost their pension income, adapt or improve their homes, pay for care or provide gifts to children and grandchildren.

"We're continually looking to expand the range of high-quality services available to our network, and this agreement opens up a new avenue for our members to offer clients thinking of unlocking some of the wealth tied up in their homes access to specialised advice.

"Equity release won't be suitable for everybody, and where this is the case HUB Financial Solutions will look after the client's financial wellbeing by suggesting an alternative route. However, for many it could provide a life-changing solution, with the advice given by HUB Financial Solutions carrying no obligation and the client only paying if they choose to proceed."

Simon Gray, managing director at HUB Financial Solutions, said: "We have been providing referral services to financial advisers for many years and know what it takes to deliver an outstanding service, so we are delighted to now be working with Tenet which is well-respected for its quality offering to advisers. Our service will complement their advisers' propositions, enabling those who don't include equity release as part of their core offering to support their clients.

"With an ever-increasing range of options available, equity release could be the right solution for many clients and our advisers will act in their best interests every step of the way."

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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

About Tenet

Tenet is a multi-award-winning financial adviser support group, providing an extensive range of services to hundreds of appointed representative and directly authorised financial adviser firms across the UK. We have over a quarter of a century's worth of experience, £32m net assets, significant cash reserves and three institutional shareholders (Aviva, Abrdn & Aegon). More information on Tenet can be found at: www.tenet.co.uk/

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