

18th May 2021

Lumin Wealth

VZ Group backs Lumin Wealth for further growth

Clients to benefit from further investment in Lumin's resources and service offering, and cementing a strong long-term future

Lumin Wealth ("Lumin") and Switzerland's VZ Group ("VZ") are pleased to announce a unique tie-up. The transaction facilitates a side-by-side entrepreneurship to build out the breadth and depth of Lumin's UK financial advice and discretionary investment management services.

The investment comes after a decade of sustained and uninterrupted growth at Lumin. Founded by Martin Cotter and John Cusins, Lumin today manages over £600m in assets under management with over 40 employees. The set-up has proven to be highly successful and scalable, such that the business is well positioned for significant further growth across the country. Lumin have ambitious plans to continue building the business and this tie-up with VZ is the logical next step in accelerating this growth.

VZ is a Swiss financial services provider headquartered in Zug. Founded by Matthias Reinhart, who holds a majority stake, VZ has been listed on the Swiss Exchange since March 2007. The group employs over 1,200 people and managed SFr31.5bn of assets at the end of 2020 for individual clients and occupational pension plans. VZ has long been the first port of call for retirement planning in Switzerland based on comprehensive expertise in financial matters.

The Lumin management team are committed to driving the business forward through a strategy of augmented organic and inorganic growth. Selective acquisitions will see the addition of like-minded advisers who share Lumin's high standards and for whom a smooth transition for their valued clients is an imperative. The "safe pair of hands" approach provides an attractive, long-term home for advisers and their teams, putting the continuity of the client's financial planning journey at the forefront of everything.

The collaboration allows VZ to gain its desired strategic foothold in the UK financial advice market in light of similarities in the saving landscape. Critical financial matters, such as pension freedoms and intergenerational wealth transfer, bring about a fundamental need for expert advice in both markets. Ensuring adequate income throughout retirement is a common objective for all our clients.

Regulatory pressures have intensified since the removal of commissions in 2012. As a result, most financial advisers had to make radical changes to their business models. Greater consideration of clients getting value for money is likely to be a permanent feature. Transparent and competitive fees for financial expertise have always been the cornerstone of both VZ and Lumin. With this set-up and by joining forces, we are in prime position to flourish in a changing market place.

Matthias Reinhart, founder and CEO of VZ Group, said: "Lumin is an ideal springboard for VZ to build market presence in the UK long-term in the context of our growth ambitions. Our respective cultures and vision are closely aligned, with client's best interests at heart. Lumin is a like-minded,

modern and trusted firm focused on transparency and professionalism. We much appreciate how the highly motivated Lumin team has embraced the benefits of coming together and look forward to a bright future for everyone involved.”

Martin Cotter, Managing Director of Lumin Group, commented: “We could not wish for a more formidable partner and take pride in VZ’s endorsement. VZ’s package of financial planning DNA, long-term horizon and financial muscle provides us with an unparalleled opportunity. We have been impressed by VZ’s proven track record in developing differentiated propositions with clear client benefits. We are highly excited that we can further improve the service we provide our clients and offer a dynamic environment for aspiring financial advisers as we expand the business together.

ENQUIRIES

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[Notes for Editors](#)

Lumin Wealth www.luminwealth.co.uk

Founded in 2010 by Managing Directors Martin Cotter and John Cusins, with a vision to establish a financial advice and investment firm which challenged the norm and was futuristic in its cost structure and use of technology. After a decade of uninterrupted growth, today the business has over 40 employees and £600m under management. Lumin is based in two offices, one in St Albans and one in central London. Throughout its existence, Lumin has been clear about its mission: to be recognised as a consistently good steward of money rather than an aggressive chaser of performance. Lumin focuses its energies and has built a reputation centred on financial planning and discretionary fund management.

VZ Group www.vzch.com

VZ is a Swiss financial services provider headquartered in Zurich. Founded by Matthias Reinhart, who remains the majority shareholder, VZ has been listed on the Swiss Exchange since March 2007. The group employs over 1,200 people and managed SFr31.5bn of assets at the end of 2020 for individual clients and occupational pension plans. VZ has long been the first port of call for retirement planning in Switzerland based on comprehensive expertise in financial matters.