



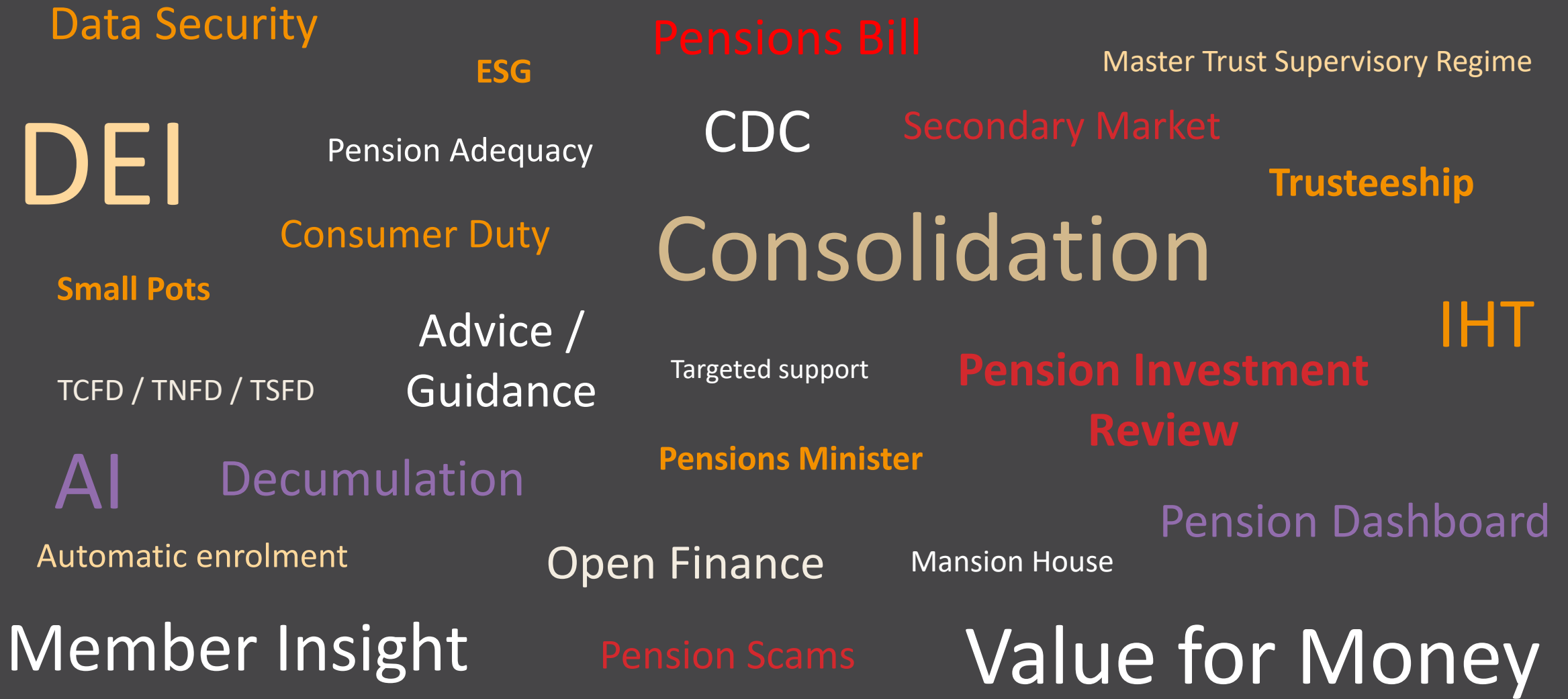
PLSA – North London Group

The changing DC landscape

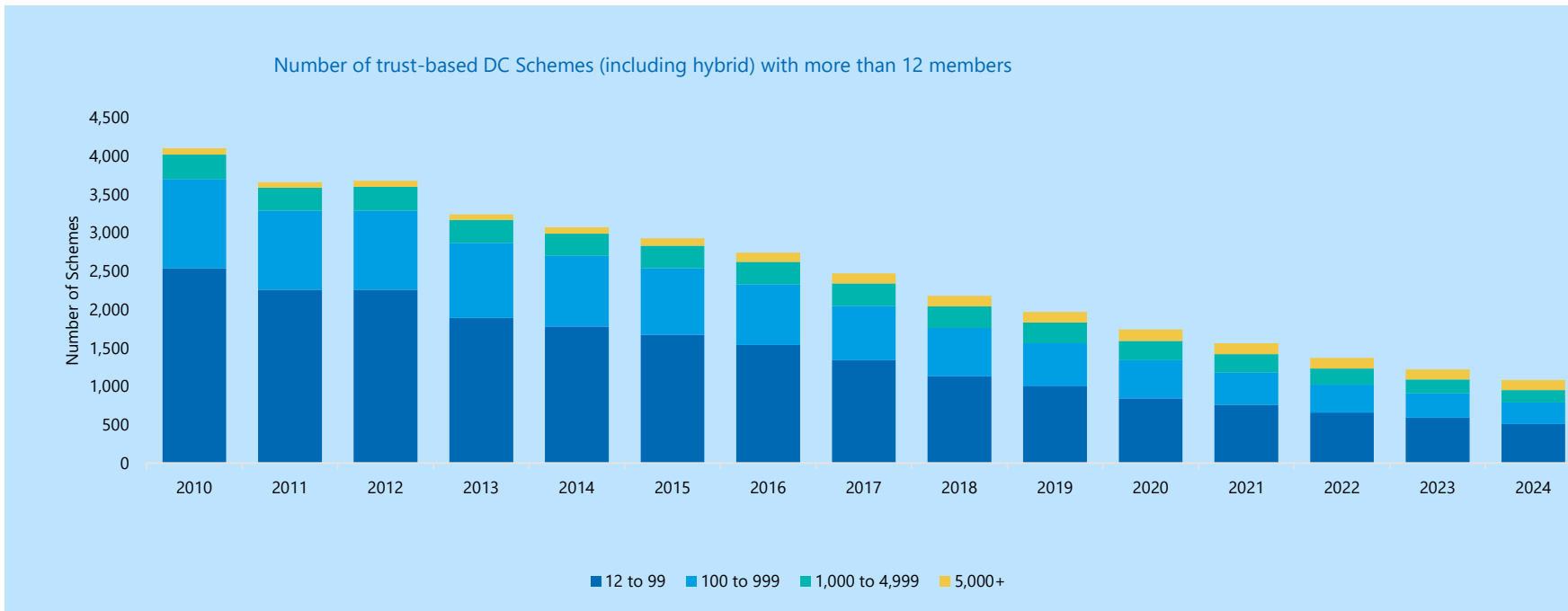
Lucy Blanchard-Burton
Andy Parker
February 2025



NAVIGATING A CHANGING DC LANDSCAPE



The rise of master trust in the UK



19 COMMERCIAL MASTER TRUSTS (+ NEST & TPP)	£206bn ASSETS UNDER MANAGEMENT
28.1m MEMBERS	1.35m EMPLOYERS

Source: TPR Scheme return data 2024



Benefits of scale



Total DC Master Trust assets as at 31 December 2024 (£bn)	
Aegon	5.2
Aon	5.3
Aviva	13.0
Fidelity	10.6
L&G	29.9
LifeSight	22.7
Mercer	8.4
NEST*	47.6
Scottish Widows	3.4
Standard Life	9.8
TPP	31.3

Source: Barnett Waddingham Provider Research
* 30 November 2024

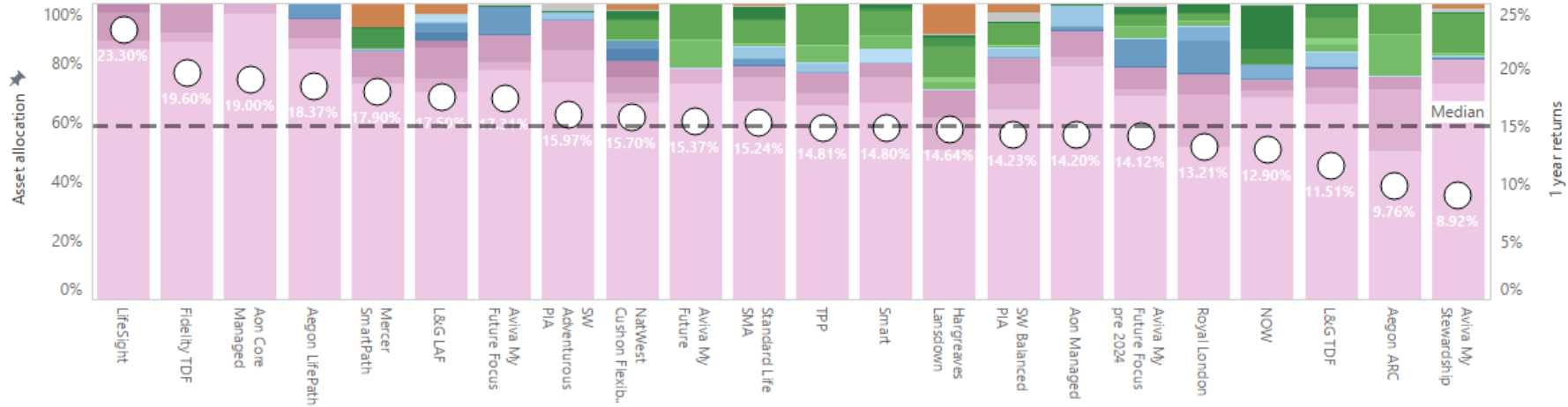


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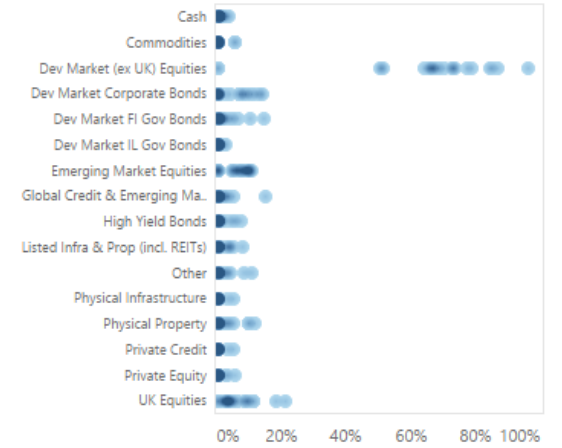


Default options - asset allocation and one-year performance

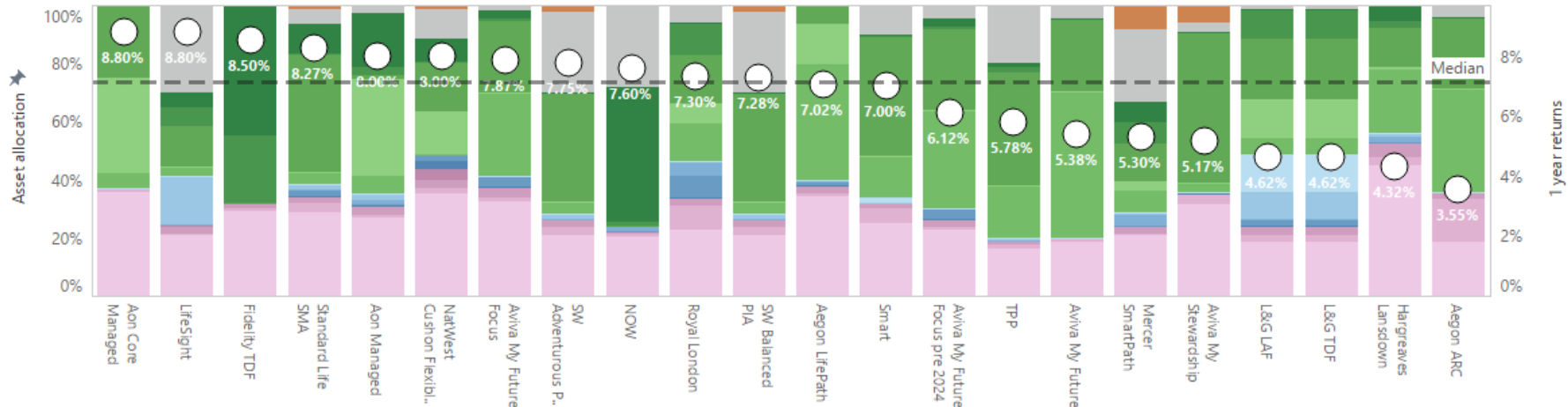
Growth portfolio



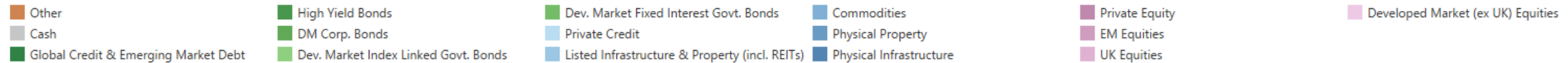
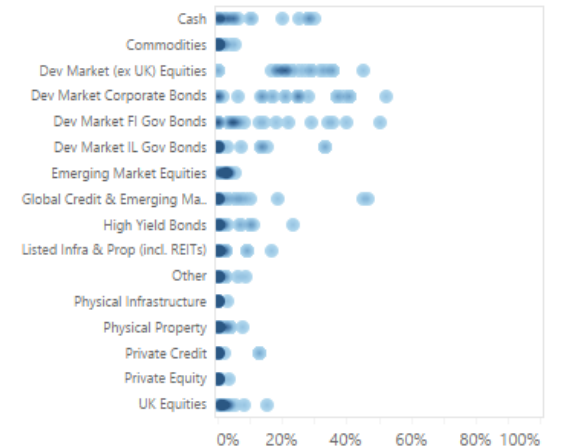
Growth asset comparison



At retirement portfolio

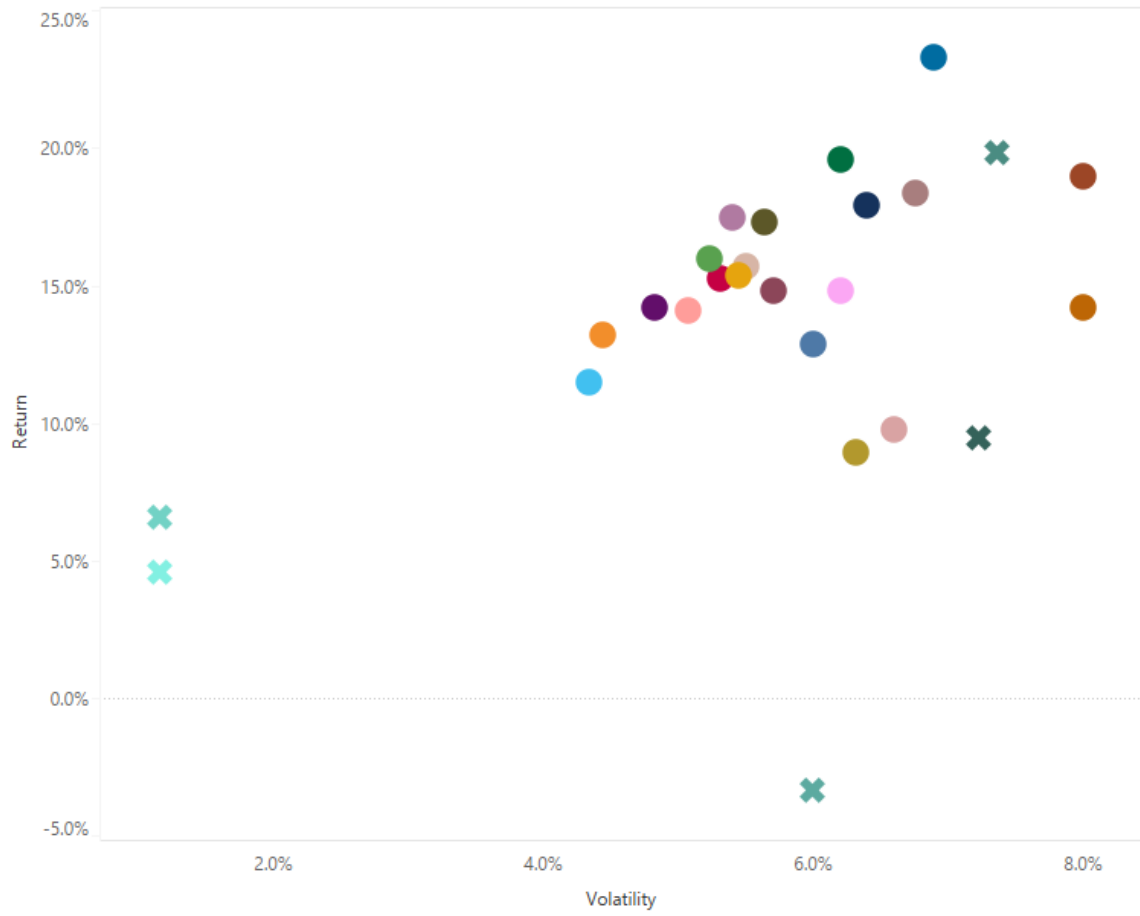


At retirement asset comparison

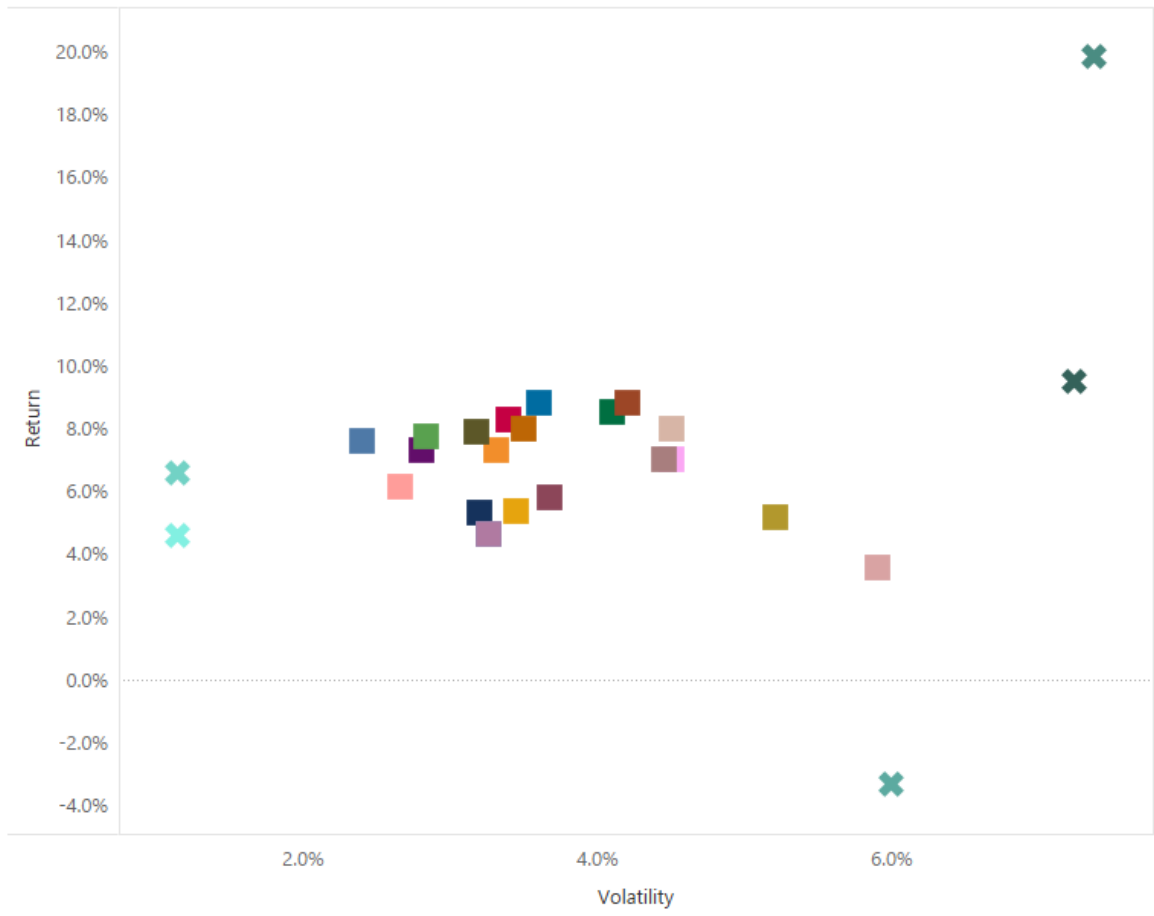


Default options – one-year risk v return graph

Growth portfolio

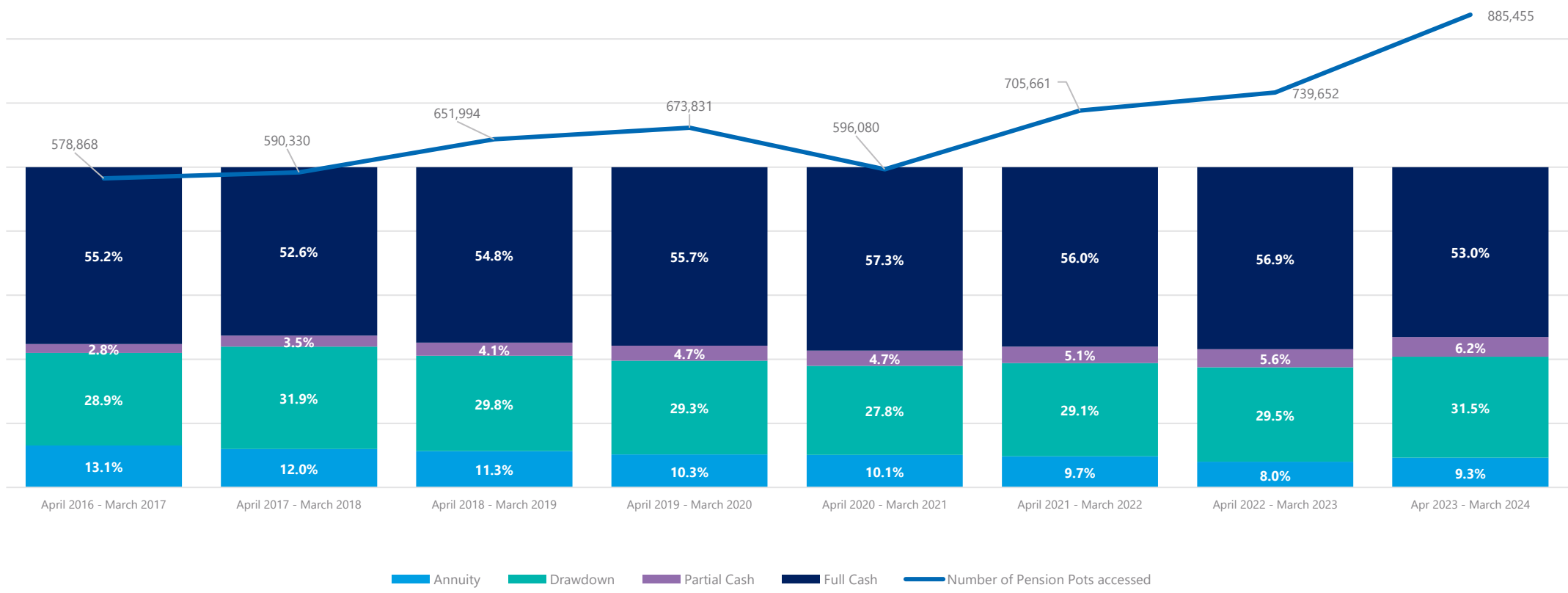


At retirement portfolio



- | | | | | |
|---|--------------------------------|-----------------------------|--|--|
| (INDEX) CPI + 2% | Aegon LifePath | Aviva My Stewardship Funds | NatWest Cushion Flexible Retirement Strategy | Smart Default Investment Strategy |
| (INDEX) CPI + 4% | Aon Core Managed Pathway Funds | Fidelity Target Date Fund | NOW | Standard Life Sustainable Multi Asset Lifestyl.. |
| (INDEX) FTSE All Stock Conventional Gilts | Aon Managed Pathway Funds | L&G Lifetime Advantage Fund | NPT Life Stage Strategy | The People's Pension Default Lifestyle Profile |
| (INDEX) FTSE All World | Aviva My Future | L&G Target Date Fund | Royal London | |
| (INDEX) FTSE UK All Share | Aviva My Future Focus | Lifesight: Lifecycle Funds | Scottish Widows Adventurous PIA | |
| Aegon ARC | Aviva My Future Focus pre 2024 | Mercer SmartPath Funds | Scottish Widows Balanced PIA | |

Decisions at retirement



Source: www.fca.org.uk/data/retirement-income-market-data-2023-24

Annuity: number of new annuities purchased
Drawdown: new drawdown policies entered into and not fully withdrawn
Partial Cash: Pots where first partial UFPLS payment taken and not fully withdrawn
Full Cash: Full cash withdrawals from pots being accessed for first time
Number of Pension Pots: accessed for the first time



Trustee Buyers

- Supplier focus (administration & investment)
- Thought leadership pension only
- Compliant with legislation



Buying safety & security

Corporate Buyers

- Partnership focus (engagement)
- Tailored products & messaging
- Dedicated support
- Thought leadership beyond pension



Buying partnerships and return on benefit spend

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