

THE DEFINED BENEFIT OPPORTUNITY

How we can help

Royal London Consulting Actuaries specialises in straightforward, pragmatic and tailored support services for defined benefit pension schemes. We can help you meet the needs of your clients in this area of commercial opportunity.

The opportunity

- There are around **6,000¹** defined benefit pension schemes in the UK.
- Many are relatively small.
- These must still be managed by employers and their trustees, even if they are no longer open to new entrants and now considered 'legacy'.
- **Cost can be a concern.** Not just funding the scheme but the cost of professional services too.
- We offer **straightforward, pragmatic** and **cost effective advice** that is **tailored** for individual schemes.
- Working together we should be able to **reduce** your client's professional services costs.
- You may be able to offer a more **complete service package** to an employer, covering both legacy and current pension arrangements.

This could increase the **fee opportunity** for you and brings potential for **spin off business**.

For example, to give **regulated investment advice** to scheme trustees, based on the scheme specific asset strategy recommendations we make.

¹Purple Book 2014

Working together

- We offer a **range of services** to meet the challenges of your client's scheme. In any combination to suit their and your needs.
- From a single service for a single project to try us out, to the complete package and anything in between.
- Your client only pays for the services they use.
- We agree all fees and the scope of our work in advance. So there are no surprises for anyone and your client has certainty of costs.

Our services

Here's just a flavour of the services we can provide you with. Please ask us for more details.

 Staying on top of funding	What should an employer pay in and when? What's the trustees' investment strategy?
 Getting governance right	Formal valuations, financial reporting, regulatory returns, governance audit and controls.
 Managing risk at every stage	Exercises to reduce longevity, inflation, mis-matching risks. Scheme data audits.
 Keeping members happy	Getting the administration right. Clear, relevant communications. Benefit design.
 Winding up in the smoothest way	Support throughout the wind-up process. With member best interests at heart.



ROYAL LONDON CONSULTING ACTUARIES

Working as a team with you

- We **recognise your relationship** with your client and the role you play in acting for them.
- It is usual for us to **work as a team** with other advisers and we are happy to do so.
- Both in tailoring the right support package for your client. And throughout our relationship.

Strength and depth of expertise


- The Royal London Group has been providing services for defined benefit schemes for **over 40 years²**.
- Around **200 defined benefit schemes²** already work with us.
- Our actuaries have an average of **20 years' experience²**.
- You can be confident we'll understand your client's issues and know how to help.

Get in touch

 **Website**
royallondonconsulting.co.uk

 **Email**
actuaries@royallondonconsulting.co.uk

 **Call**

 **Want more details?**
Ask to see our client facing brochure and our comprehensive menu of services.

We provide **straightforward, pragmatic** advice. We have the expertise and agility to develop the **best solution**, giving both you and your client more time to concentrate on your own business

²At September 2015



Royal London Consulting Actuaries
57 Henderson Row, Edinburgh, EH3 5DL
royallondonconsulting.co.uk

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