



Stronger together: benefits of having a pension and ISA with Royal London



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Benefits at a glance

Transferring your clients' pension and ISA to Royal London could unlock greater long-term value through our clear, competitive charges — which reduce as the value of their overall portfolio grows. On top of that both our pension and ISA are eligible for ProfitShare and they'll benefit from our expertly managed multi asset Governed Range. Remember, ProfitShare isn't guaranteed.

In this guide, we'll explore the impact that our charges and ProfitShare could have on your client's long-term savings. We compare Royal London's charges against the market average for actively managed multi asset portfolios from traditional providers and platforms.



Clear, competitive charges



ProfitShare eligibility



Same UK servicing teams



Aligned investment options



Instant online quotes and applications



Combined client view

Clear, competitive charges

To deliver greater value for money, our annual management charges (AMC) are tiered. This means the overall charge reduces as the combined value of your client's Pension Portfolio plan and Stocks and Shares ISA increases.

Value of investments ¹	Fund management charge of Royal London investments ²	Management charge discount	AMC (including discount)
£0 - £48,300	1.00%	0.25%	0.75%
£48,301 - £96,700	1.00%	0.50%	0.50%
£96,701 - £290,000	1.00%	0.55%	0.45%
£290,001 - £967,000	1.00%	0.60%	0.40%
£967,001+	1.00%	0.65%	0.35%

¹ Discount levels increase every year on 6 April in line with RPI and will apply on the first plan anniversary after that date.

² On 6 April 2025, the discount on new Pension Portfolio plans increased from 0.10% to 0.25%. Additional charges may apply for investments held in external funds.

Existing pension plans

If a client's Pension Portfolio plan started on or after 2 December 2024, the management charge discount is based on the combined value of their pension and ISA.

If the pension started between 6 April 2009 and 1 December 2024, the combined value will still be used to calculate the ISA discount, but the Pension Portfolio charge remains unchanged.

Transferring to Royal London

Meet Harry



Harry is 47 and has a Pension Portfolio plan with Royal London (started after 2 December 2024) currently worth £275,000, with an annual management charge (AMC) of 0.45%. He also holds £65,000 in a stocks & shares ISA with another provider, which charges a 0.30% annual account fee plus a 0.40% investment charge for an actively managed fund.

If Harry transfers his ISA to Royal London:

- His total savings with Royal London increase from £275,000 to **£340,000**.
- That means the charge on his Pension Portfolio plan drops from 0.45% to **0.40%**.
- His ISA charge reduces from 0.70% to **0.40%** as the same lower tier applies to both plans.
- Both plans become **eligible for ProfitShare**.

Harry invests both plans in Governed Portfolio Moderate, giving him access to expertly managed, risk-rated portfolios aligned to his appetite to risk.

The impact

Over 20 years, the combination of lower charges and ProfitShare could leave Harry over £31,000 better off with Royal London.

Year	£275k pension with Royal London and £65k ISA with a platform	All £340k invested in Royal London's Governed Range (excluding ProfitShare)	All £340k invested in Royal London's Governed Range (including ProfitShare)	Difference
1	£353,600	£354,000	£354,500	£900
3	£385,100	£386,000	£388,200	£3,100
5	£418,100	£420,000	£424,100	£6,000
10	£516,400	£519,000	£529,100	£12,700
By age 67	£785,000	£794,000	£816,800	£31,800

These figures aren't guaranteed and are just an example. Harry could get more or less. We've assumed both the pension and ISA are invested in Governed Portfolio Moderate. The assumed growth rate of 4.8% per year is spread evenly across the year. No inflation allowances are included. AMCs are applied monthly and ProfitShare annually at 0.15% after investment returns and charges.

Consolidating and growing with Royal London

Meet Kate



Kate is 30 and currently holds a £125,000 pension and a £15,000 ISA with two separate providers. She contributes £250 a month (gross) to her pension and £200 a month to her ISA.

Her savings are currently charged at 0.70% per year, covering both account and investment charges. She decides to consolidate with Royal London to make it easier to manage everything in one place.

If Kate consolidates her savings with Royal London:

- Her total savings with Royal London would be **£140,000**.
- That means the charge on her Pension Portfolio and Stocks and Shares ISA is **0.45%**.
- Both plans are **eligible for ProfitShare**.

Kate continues her monthly contributions and invests both plans in Governed Portfolio Dynamic.

Over 10 years the combination of lower charges and ProfitShare could leave Kate over £9,000 better off with Royal London.

Year	£125k + £250 a month pension with a provider and £15k + £200 a month ISA with another provider	£125k + £250 a month pension and £15k + £200 a month ISA in Royal London's Governed Range (excluding ProfitShare)	£125k + £250 a month pension and £15k + £200 a month ISA in Royal London's Governed Range (including ProfitShare)	Difference
1	£150,500	£151,500	£152,000	£1,500
3	£175,200	£176,300	£177,800	£2,600
5	£202,000	£204,200	£206,000	£4,000
10	£279,100	£285,000	£288,500	£9,400

These figures aren't guaranteed and are just an example. Kate could get more or less. We've assumed both plans are invested in Governed Portfolio Dynamic. The assumed growth rate is 5.0% per year, with no inflation adjustments. AMC's are applied monthly and ProfitShare annually at 0.15% after investment returns and charges.

Benefits for you

There's more to gain when your clients' pension and ISA are with Royal London.



Convenient single client view

Save time by managing your clients' investments in one place, making it easier to carry out reviews and support long-term planning conversations. You and your clients can track progress, manage contributions and make updates through our online service and mobile app.



Aligned investment options

With a 17-year track record of delivering positive outcomes, our Governed Range gives you a suite of multi asset portfolios backed by broad diversification, active management, independently led governance and a responsible investment approach - all at no extra cost. Using the same expertly managed portfolios across both pension and ISA helps you provide clear, consistent recommendations, target above-inflation returns aligned to each client's risk profile and easily demonstrate the value of your advice.



Hands-on support

Your dedicated Royal London Business Development Manager (BDM) is on hand to help you make the most of bringing pension and ISA planning together. From personalised support and practical guidance to help with everyday queries, they're here to support you and your business whenever you need it.



The same award-winning service teams

You'll work with the same dedicated, UK-based service teams for your client's pension and ISA. This means consistent support and a smoother experience for you and your clients.



If you have any questions about our personal pension or ISA, please speak to your usual Royal London contact or visit:

[Pension Portfolio](#)

[Stock and Shares ISA](#)



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