ROYAL LONDON

FINANCIAL PLANNING TOOL

Assumptions and explanations

Pensions

Our financial planning tool will help you create a financial plan for your clients, so you can give them a full picture of their different sources of income and how their spending needs could change over time.

It uses a sophisticated economic forecast, provided by Moody's Analytics, to assess the likelihood of your client achieving their financial plan. This stress tests your client's plan by looking at 1,000 different ways the economy could perform.

This guide gives you more information about the assumptions our financial planning tool uses to create your client's financial plan.

CONTENTS

DURATION OF MODEL

The duration of the model includes the age to plan to. So in this example, any planned contributions, income and charges are included up to age 90. However, the last year of investment growth occurs between ages 89 and 90.

Current age

60

The financial plan covers the next 31 years.

Age to plan to

90

How much do you plan to save?

£15,000

You plan to save 25% of your earnings each year and have £605,000 when you reach your 65th birthday.

PLANNED AMOUNT TO SAVE

Regular contributions

The value of £15,000 is the amount the client plans to save into their pension over the next year.

The monetary value of **percentage of earnings** depends on the salary your client is expected to have in the future. The financial planning tool will increase the contribution amount in line with any salary increases you include in the model.

All contributions

The final amount of £605,000 includes all current savings and anything else the client plans to contribute in the future (regular contributions, single contributions and transfer payments).

How much do you want to have left?

£56,000

Although it could be different when you retire, you could use this to buy a secure income of £8,700 a year from age 90 or pass it on to your loved ones when you die.

Lump sum

The value of £56,000 is the amount of money the client would like to have at their target age and is shown in real terms.

In an accumulation model, where there's no income being taken, this is the amount they'd like to have at retirement.

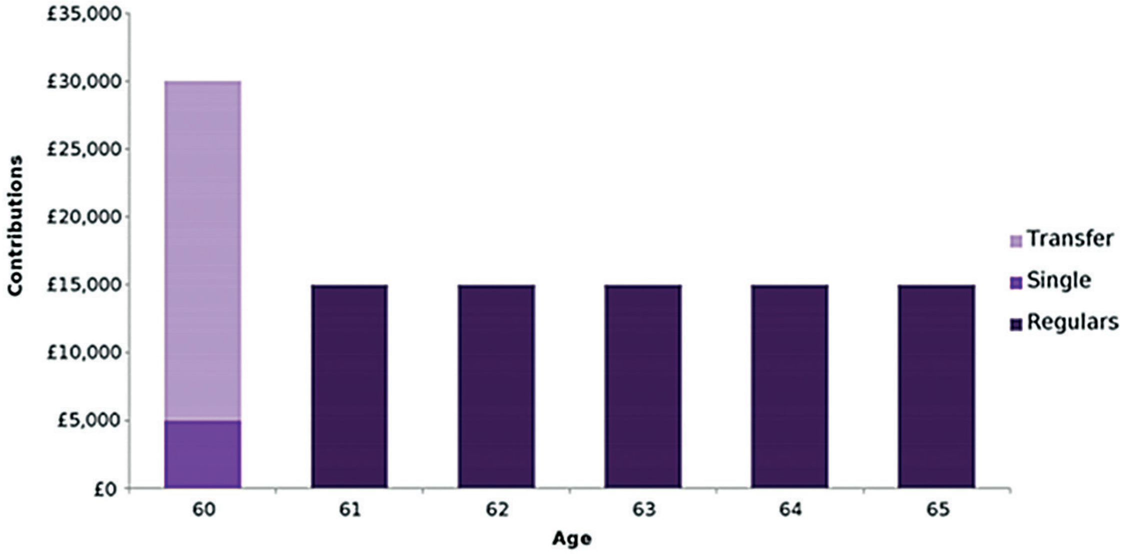
In any other model where income is being taken, this is the amount they'd like to have left to buy a secure income (annuity) or leave behind for loved ones.

Annuity rate

The annuity rates are calculated by Moody's Analytics. In this example, £8,700 is the secure income that could, on average, be bought with the savings the client has left at the end of the model.

CONTRIBUTIONS

All contributions are in today's terms and the model takes into account the impact of inflation. This means that when your client's planning how much to save in the future, they can do this based on the value of money today.



Regular contributions

Your contributions will start at £15,000 a year (25% of your earnings) and will continue until your 65th birthday.

Single contributions

You plan to make the following single contributions:

- £5,000 at age 60

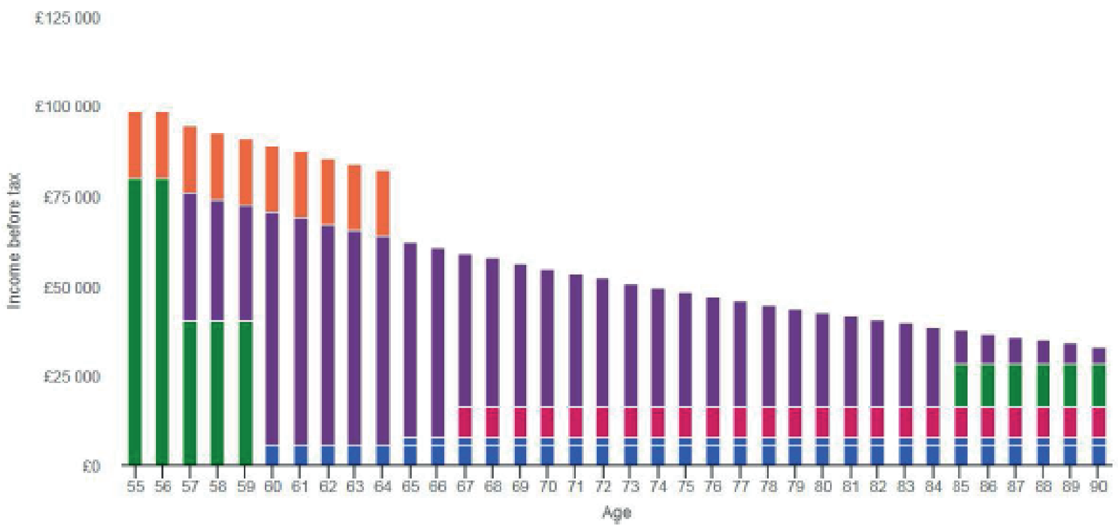
Transfer payment

You plan to transfer £25,000 from the following pensions:

- transfer £25,000

INCOME

All income is shown in today's terms and the model takes into account the impact of inflation. This means that when your client's planning how much to take from their plan, they can do this based on the value of money today.



Tax-free cash

You'd like to take your tax-free cash between ages 55 and 64.

Flexible access

You'd like to flexibly access more of your savings at age 57 and gradually take less as you get closer to your 90th birthday.

Other income

You expect to have £132,000 available from the following sources:

- Job – £80,000 from ages 55-66
- Part time job – £40,000 from ages 57-59
- Equity release – £12,000 from ages 85-90

This is expected to increase each year in line with inflation.

State Pension

You'll receive a State Pension of £164.35 a week from age 66. This is expected to increase each year.

Defined benefit

You'll receive your defined benefit income from age 60 from the following plans:

- Royal London – £5,500 from age 60
- Standard Life – £2,000 from age 65

This is expected to increase each year in line with inflation.

FUND PERFORMANCE

The performance chart shows how much your client's savings could be worth at different ages and the likelihood of them achieving this. For example in the 'average market', this should be interpreted as '2 times out of 4' your client could have **more** than £123,400 at age 90.

These figures are shown in nominal terms.

Poor market

You could have £0 when you reach age 90.

3 times out of 4, the model expects markets to perform better than this.

Average market

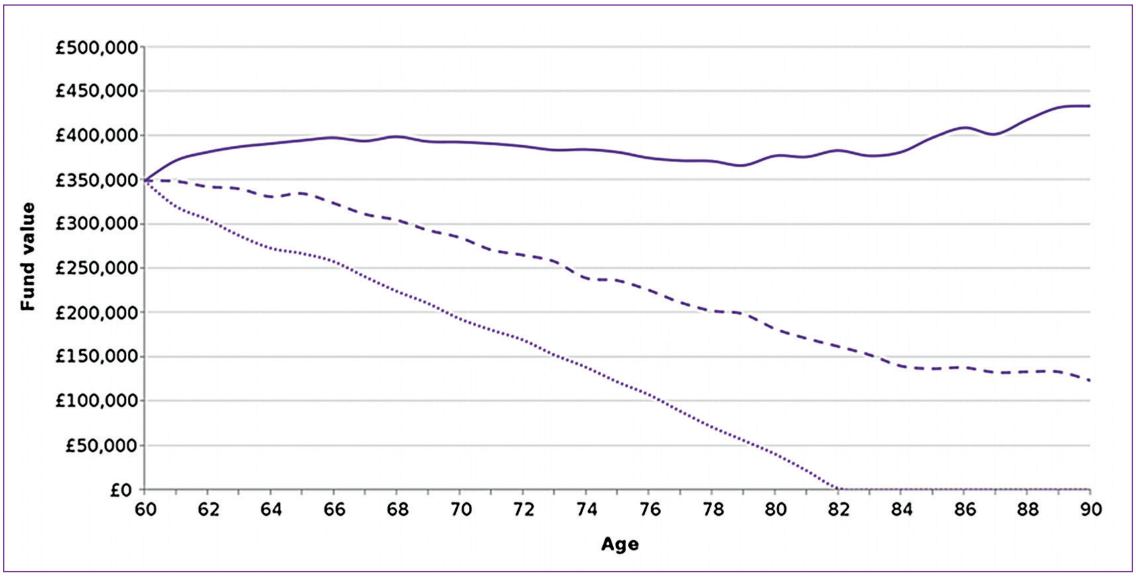
You could have £123,400 when you reach age 90.

2 times out of 4, the model expects markets to perform better than this.

Strong market

You could have £433,100 when you reach age 90.

1 time out of 4, the model expects markets to perform better than this.



RESULT

What does the percentage mean?

The model analyses 1,000 possible scenarios and assesses how many of them meet your client's needs. This is then displayed as a percentage. This represents the likelihood of the financial plan being successful.

When you invest in the stock market, there are never any guarantees.

To assess the likelihood of you achieving your financial plan, I used a sophisticated economic forecast, provided by Moody's Analytics.

This stress tests your plan by looking at 1,000 different ways the economy could perform over the next 31 years. For example, it considers:

- What if the cost of living increases quicker than expected?
- What happens if interest rates start to rise?

51%

Your forecast result

While this isn't guaranteed, it means that 51 times out of 100, the model expects you to achieve your financial plan – so your savings could provide the income you need and you could have £56,600 left at age 90.

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