WORKPLACE SAVINGS

For financial adviser and employer use only.

SCOTTISH WIDOWS

OUR COMMITMENT TO MEETING OUR CUSTOMERS' NEEDS

Our Workplace Savings Proposition makes it easy for you to help your employees towards the best financial future possible, and is designed to meet the needs of both employers and employees.

OUR CORE PROPOSITION

- We're committed to fully transparent charges. We have a simple annual management charge, taken regularly out of your employee's plan, with no set-up cost or additional fees.
- We offer a wide range of investment choices which include our rigorously-governed lifestyling options – our Pension Investment Approaches (PIAs). Our PIAs have delivered strong performance since launch in 2006*, and our innovative Premier PIAs' first full year performance has exceeded expectations.
- We're currently enhancing our fund range even further with new pre and post-retirement fund solutions and blended fund capability.

* Past performance is not a guide to future performance. The value of investments and income from them can go up and down and you can get back less than invested.

- Our simple and free non-advised online transfer process makes it easy for employees to combine their pension pots.
- Acting on research, changing customer behaviour and adviser feedback, we've switched our default PIA glidepath from targeting annuity to targeting flexible access.
- We've designed our proposition to make it easy for employees to access their pension savings at retirement – whether they want tax-free cash, flexible access, an annuity, or an encashment.
- Alongside their workplace pension, employees will have access to our whole of market stocks & shares ISA and our General Investment Account – and they'll be able to pay-in through their salary.

OUR ONGOING COMMITMENT

We've been helping people plan their financial futures for over 200 years, and our values are the same today as they've always been – to deliver good outcomes for all our customers.

Our customers have told us that they want us to do three things:

SHARE

Share our knowledge and expertise

- We'll provide you with bespoke governance reports, customised with scheme-specific insight and supporting information.
- We share our insights and expertise directly with employers through regular communications, our online Employer Hub and industry reports.
- We continue to be the lead sponsor of Pension Awareness Day and the Pension Awareness Bus to help people understand the value of planning for the future.

SUPPORT

Support them through complexity

- We build long term relationships with our customers. Our support teams help you through setting-up your scheme and your re-enrolment duties and the upcoming step-up in minimum contributions.
- We recognise the importance of workplace employee engagement. We offer tailored communication plans, a dedicated Presentation Team, and self-serve material.
- Your employees will have access to a range of material including tools, calculators, videos, case-studies and websites to give them the relevant information for their retirement journey.

SIMPLIFY

Be easy to do business with

- In 2016 we invested £50million in transforming our digital capability to make it easier for employers and employees to manage their pensions and plan for the future.
- Our single-ownership, end-to-end support means you can deal with just one person when doing business with us.
- At retirement, employees can use our specially trained team who provide information about the options available. We can also provide financial advice on a one-off or ongoing basis.

INDEPENDENT RECOGNITION

FD Excellence

Pension Firm of the Year 2017

Pension Age

Pensions Provider of the Year 2017

Defaqto

5 star rating for our Group Personal Pension for Auto Enrolment in 2017

Financial Adviser

5 Star Service Award for Life and Pensions 2016

CCA Global Standard Accreditation 2016

Find out more or get in touch: scottishwidows.co.uk/employer

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