

# Workplace Provider Benchmarks

The annual data service for workplace pension providers offering robust facts, figures and forward indicators to support business planning and strategy validation.



# INTRODUCTION

## WHAT IT IS

- Asset based data sourced from the leading providers servicing the workplace pensions market, covering 90%+ of total bundled DC assets
- First started in 2010
- Data on schemes, members and assets is aggregated, anonymised and published on a semi-tailored annual cycle
- The analysis is based on a robust framework and continual improvements made since 2010
- Key analytical features include: market size and share, distributor footprint, contribution and transfer flow, new business acquisition and sponsor segmentation
- Post retirement data and future market growth analysis included as of 2018 study

## HOW IT WORKS

- Bundled workplace pension providers complete an Excel fill-in sheet with their book of schemes showing assets, members, advisors and other anonymised scheme based data points
- Data points include sponsor industry codes, full contribution and transfer data and business acquisition metrics
- The data is collected from March when it is cleaned, aggregated, anonymised and analysed by July

## DELIVERABLES

- Presentation: 1.5 to 2 hour tailor made presentation explaining the results of our findings including Executive summary, Market trends, New and transferring business, Intermediary analysis and Sponsor segmentation. Interactive session with questions being answered immediately
- Written Report: 30 to 40 page document with full and detailed analysis reflecting everything in the presentation
- Follow up: Opportunity for further analysis if needed and for questions unanswered after presentations

## WHO WILL BENEFIT FROM THE WPB SERVICE

- Workplace Executives: offers robust facts, figures and forward indicators to support business planning and strategy validation
- Distribution Teams: identifies leading EBC opportunities and hot spots of demand validating strategy and performance
- Product Developers: supports new proposition through data, analysis and forecasting leading to better allocation of investment in time and people

## 9 WAYS WPB CAN BENEFIT YOUR BUSINESS

1. Assess your market position and strategy of other providers to avoid being outpaced by your competitors
2. Analysis over time enables you to measure the success of your strategic planning
3. Helps you see new and insightful market developments, making your board meetings better informed
4. Identify opportunities for growth of your offering such as the use of sponsor segmentation data
5. New Future Predictions feature will allow you to see how current strategy will impact future growth
6. Gives you metrics to assess your market share of heritage and new and transferring schemes
7. Intermediary information allows you to assess the effectiveness of this channel of business
8. Save time and resource with measurements defined uniquely for you
9. Reduce costs from carrying out similar analysis in-house by using an expert research partner





## NEW FEATURES INTRODUCED IN 2018

- Future Projections
- Client Research
- Insight into larger DC schemes
- Tailor-made presentations
- Post-Retirement Data
- Increased narrative

More details of these new features can be found on page 5 of this brochure.

## UNIQUE OVERVIEW OF THE BUNDLED DC MARKET

Workplace Provider Benchmarks is a unique, comprehensive and expanding source of data for workplace pensions enabling providers to better understand the market and to measure the effectiveness of their business strategy.

## METHODOLOGY

Workplace Provider Benchmarks gathers data on every scheme/employer from 16 leading providers allowing us to provide information on total assets under management, contributions and members.

## MARKET SIZE AND GROWTH

The report offers an annual analysis of the overall market, segmented by size, value, scheme structure, duration, contributions, intermediaries and member status over time.

## MASTER TRUST MARKET

The inclusion of 14 leading Master Trusts supplying data allows us to provide detailed analysis into a new and rapidly developing area of the workplace market.

## NEW AND TRANSFERRING SCHEMES

Analysis of the size, scale and direction of the market for current scheme changing provider, allowing for benchmarking against competitors' business acquisition and shifts in market demands.

## INSIGHT INTO LARGER SCHEMES

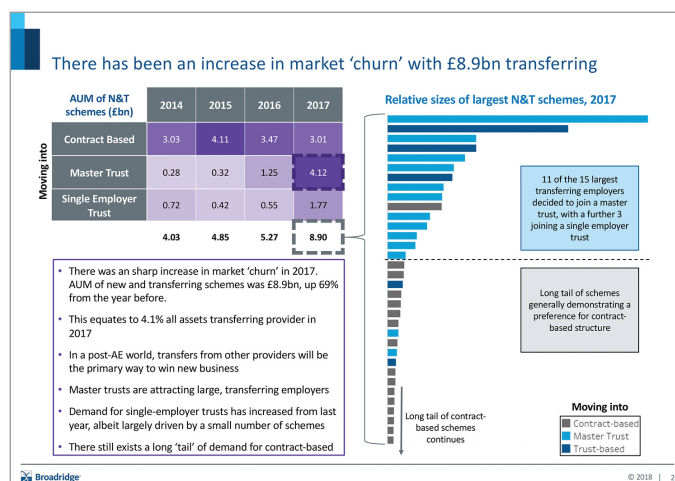
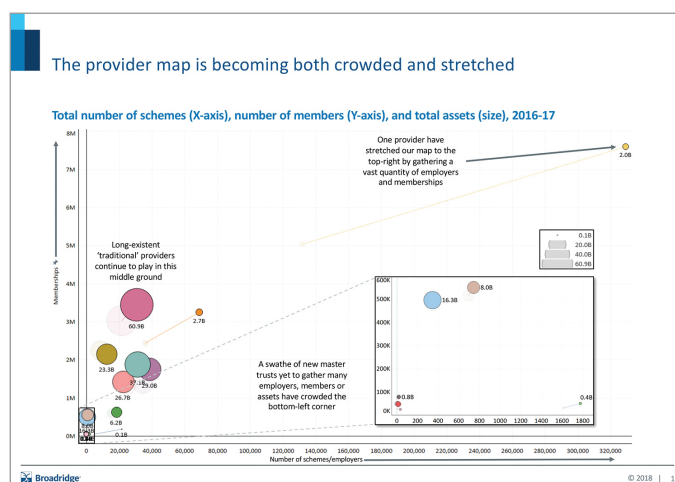
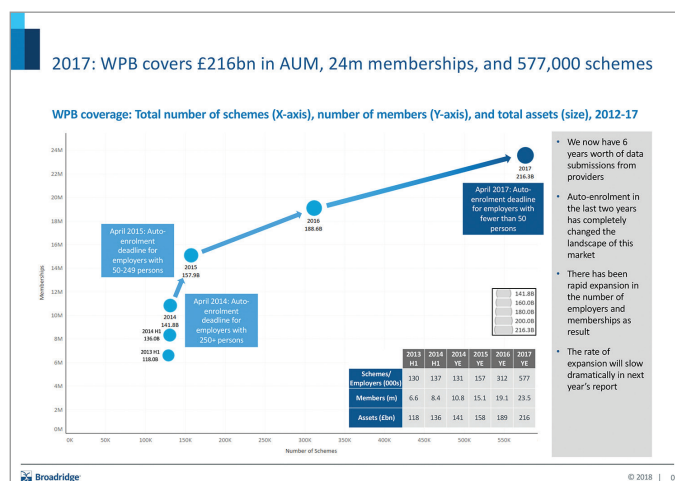
Using research from our DC Monitor study we provide information looking into the behaviour and characteristics of the largest DC schemes in the UK.

## POST-RETIREMENT

Provides analysis of the at retirement market and the newly developing and growing market for decumulation within DC schemes.

## FUTURE GROWTH

A view ten years into the future, allowing for providers to assess future growth prospects for their business and the market they operate within.



## NEW FEATURES INTRODUCED IN 2018

Based on feedback received in 2017, Workplace Provider Benchmarks introduced 6 new features in 2018 in order to deliver findings specifics to your needs as a business

FEATURE	WHAT YOU SUPPLY	WHAT WE SUPPLY	HOW YOU BENEFIT
<b>Future projections</b>	Additional discussions with senior management so that we can better understand growth plans, target market and strategy	Future projections included within your presentation based on estimates from existing data and understanding of your company's objectives	We will help you to better understand what will happen in future and what the impact could be of your current strategy
<b>Client Research*</b>	A list of customers who can be interviewed for research purposes	We will physically carry out the interviews and include a summary of our findings	You will be in a position to better understand current customer satisfactions levels and how you could adapt to the needs of your clients
<b>Insight into larger DC schemes</b>		An insight into the characteristics and attitudes of the largest DC schemes in the UK	This will enable you to build a better strategy to target this particular segment of the market
<b>Tailor-made presentations</b>	A list of your requirements based on what you'd like to see from your presentation, 6 weeks before it is due to be delivered	We will supply a supply a bespoke presentation based on the requirements you give us	We will provide specific information directly relevant to your needs
<b>Post-retirement data</b>	Post-retirement data for schemes and members, similar to what you currently provide	We will include this information in our presentation to you, based on our findings	You will find out information such as retention of members, retiring assets and overall decumulation of pension schemes you manage post-retirement
<b>Increased narrative</b>		Additional text to explain our findings in the presentation in more detail	This will make the presentations more easy to digest and share, particularly for members of management who are unable to attend the physical presentations



## NEW FEATURES INTRODUCED IN 2017

To enhance Workplace Provider Benchmarks in 2017, we refined both our existing data set and introduced new data points. Our new features are shown below.

FEATURE	WHAT YOU SUPPLY	WHAT WE SUPPLY	HOW YOU BENEFIT
<b>Contribution and Transfer Analysis</b>	Your full data submission	Contribution and Transfer Analysis included within your presentation	This feature helps providers have a much better understanding of AUM growth from inflows both over the past year and, moving forwards, on a year-by-year analysis
<b>Time Series</b>	Historical data	A year by year time series charting progress from 2014 right to the current year	An analysis of performance over time and against other providers allows you to identify areas of growth and opportunities for further development
<b>Sponsor Segmentation</b>	Sponsor segmentation data included in your data submission	Sponsor Segmentation analysis benchmarked against your competitors included within your presentation	This feature enables providers to understand their clients in order to improve client retention as it will give unique insight into how different industries behave in the workplace DC space



## PRODUCT PRICING AND DELIVERABLES

Pricing for Workplace Provider Benchmarks and Market Intelligence is shown below along with timings for Workplace Provider Benchmarks.

### DATA ANALYTICS 2 YEAR SUBSCRIPTION

**Workplace Provider Benchmarks** £15,000 per year

#### Deliverables

- Bespoke Presentation: 1.5 –2 hour interactive session in order for us to deliver our tailor-made findings
- Annual Report: 30-40 page document with our complete analysis

### MARKET INTELLIGENCE 2 YEAR FULL SERVICE

**UK DC and Retirement Income** £8,000 per year (reduced from £13,500)

#### Deliverables

- **Annual Report:** A 75-150 page document containing detailed analysis of the target sector
- **Bespoke Presentation:** In person, 1.5 hour subject matter expert-led presentations tailored to your needs
- **Research on call:** Subject matter experts available on call for up to 10 hours. Available to use on WPB and MI

### PRODUCTS COMBINED COST

**Workplace Provider Benchmarks and Market Intelligence** £23,000 per year

## PROJECT TIMING

### WPB DATA COLLECTION AND ANALYSIS SCHEDULE

Start of data submission	March
End of data submission	May
Analysis completed	July

### WPB DELIVERY SCHEDULE

Annual Report	August
Presentations	August to October



## CONTACT US

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