

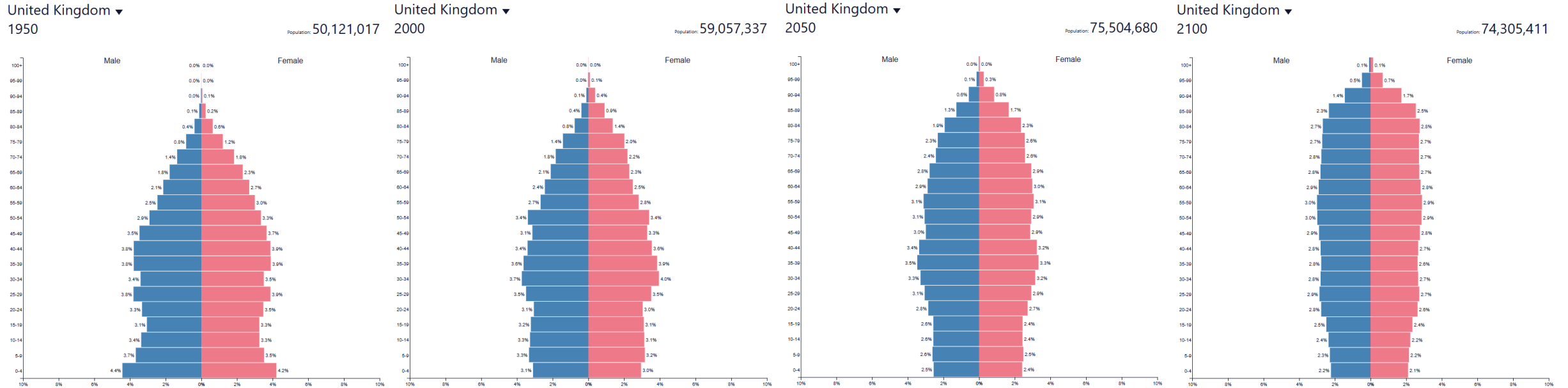
Digital Revolution in Retirement planning

Client Conference

Amsterdam | 4 June 2026



Problem: We are all getting older, and need to fund later life



Source: Populationpyramid.net



The Retirement Planning Crisis

Is it already here?

Demographic mega trend

3,500

per day

Baby Boomers reaching retirement across UK, NL, IE & Nordics

18-22

yrs avg

Retirement duration — longer than most careers. Plans must match reality.

1:5 => 1:4

by 2050

Share of population aged 65+ across our four markets

The planning gap

75%

of DC holders 45+ have no plan to take their money.
The advice gap is structural, not behavioural.

9%

Percentage of people who have taken financial advice in the UK

1 in 7

will face care costs over £50K pa— almost never modelled in retirement plans.



We represent different markets..

...but all facing a similar challenges

UK

Decumulation: The Unsolved Problem

- ~11m pension savers, no financial plan
- DC replacing DB — members bear all risk
- Decumulation framework absent; drawdown by default
- Targeted Support: digital guidance expected at scale

Ireland

Auto-Enrolment: Planning From Zero

- 800k first-time pension savers from 2026
- No default drawdown framework exists
- Planning infrastructure virtually absent
- Bancassurance dominant — digital-first moment

Netherlands

WTP: Individual Risk, Individual Plans

- Wet Toekomst Pensioenen dismantling collective DB
- Members now bear longevity, sequence & inflation risk
- Mandatory personalised projections from 2025
- MijnPO: best-in-class data infrastructure

Nordics

Three-Pillar Complexity Drives Demand

- State + occupational + private: all must be planned
- Most digitally mature populations globally
- Goals-based planning already mainstream
- Shows what the other markets need to build



Technologies Redefining Retirement Planning

What others might there be?



AI-Powered Goals-Based Planning



Open Finance & Data Aggregation



Hyper-Personalised Retirement Plans



Mobile first engagement



Real-Time Stochastic Risk Modelling



AI-Powered Goals-Based Planning

The engine rooms of the future, available today

What the technology can deliver

- Stochastic scenario modelling across thousands of future paths
- Real-time adjustment as life events occur
- Goal trade-off visualization e.g. retire earlier vs spend more
- Integration with state pension, DC pot, and property assets
- Plain-language narrative generation from model outputs

Adoption Signals by Market

UK

Pension Wise / MoneyHelper digital journey; FCA sandbox exits

Ireland

Irish Life launching AI onboarding & projection tools

Netherlands

Mijnpensioenoverzicht API + personalised scenario mandated

Nordics

Nordnet, Länsförsäkringar deploying LLM-driven advice chat

Open Finance

The data layer to unlock everything?



Market	Framework	Status	Opportunity
UK	Smart Data / Open Finance	In progress (FCA)	Holistic wealth aggregation
Ireland	PSD2 + Central Bank review	Early stage	Bancassurance data sharing
Netherlands	Mijnpensioenoverzicht + PSD2	Live & mandated	Projection APIs, personalised UX
Nordics	BankID + national APIs	Advanced	Seamless multi-pot views



Mobile first is more than a channel

The 'personal operating system' platform

40%

of under-55s in the UK
check financial apps weekly

2-3x

digital channels out way
paper statements

57%

of Nordic savers prefer
digital-only pension access

Design Principles That Drive Engagement

- ❑ Progress indicators - show users where they are relative to their goal, not fund value
- ❑ Push notifications tied to life events and market moments, not generic marketing
- ❑ One-tap scenario modelling - 'What if I contribute £50 more per month?' & "Optimise for me'
- ❑ Accessibility-first: voice, large-text, and simplified navigation for older savers



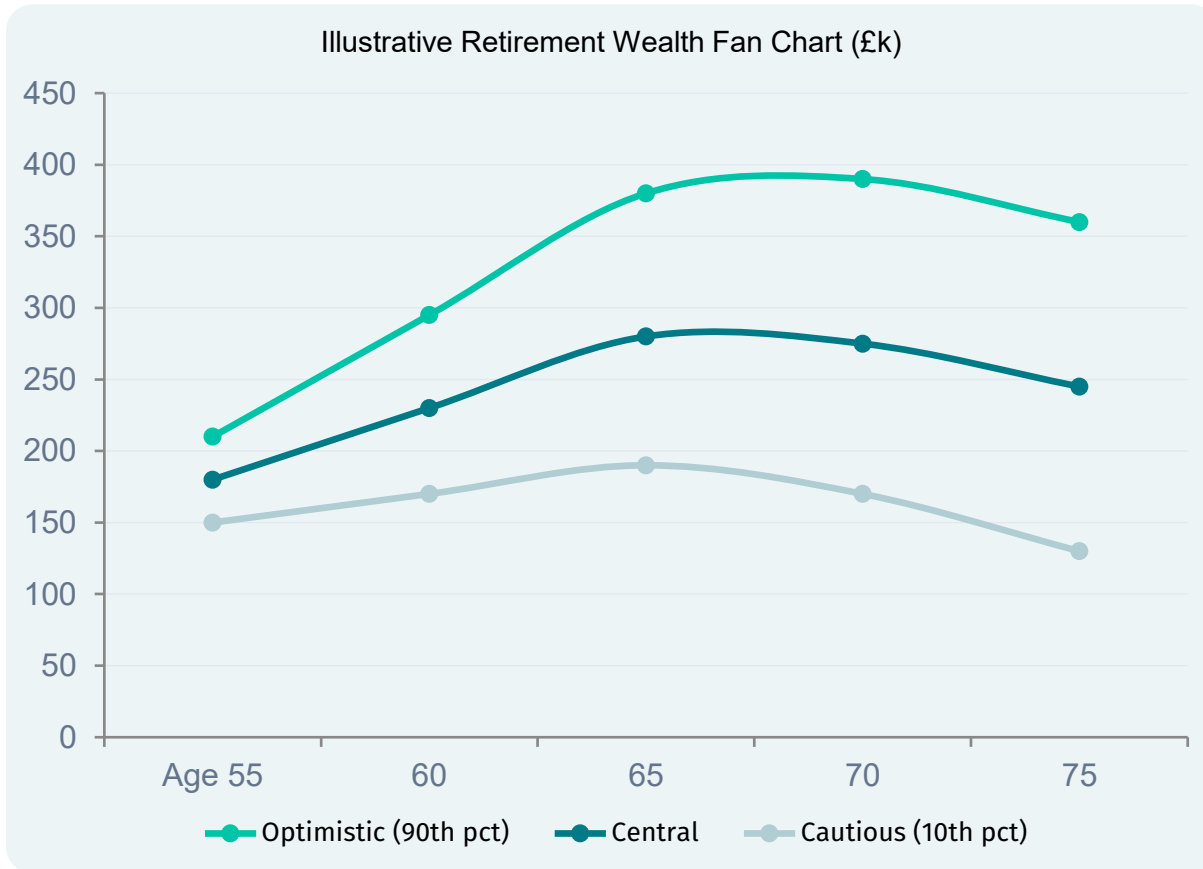
Hyper-Personalisation

From Segment to Segment of One

Behavioural profiling	<ul style="list-style-type: none">• Not just a questionnaire• Machine learning that can identify revealed preferences• Understanding of signals that pre-empt life stages
Narrative Explanation	<ul style="list-style-type: none">• LLM generated plain English explanation of complex modelling outputs• Client correspondence in personalised language using persona prompts• Meets suitability obligations at scale
Dynamic Goal Mapping	<ul style="list-style-type: none">• Surface and suggest goals based on prompts• Auto adapt as the customers world changes – health, life stage, inheritance• Real world scenarios overlay – enhancing modelling
Multichannel Consistency	<ul style="list-style-type: none">• Single view across mobile, web and adviser desktop• Critical for the hybrid advice journey• What customer and regulators expect?

Real-Time Risk Modelling

Scenario Planning at Scale



Beyond traditional modelling

Longevity Risk

Model survival curves by health status and country life tables

Sequence Risk

Show the impact of early retirement in a bear market vs deferred drawdown. Model contingent cash flows for multi pot strategies

Inflation Scenarios

A 20 year plan needs to stress test real purchasing power. 2022-24 lesson is that inflation really matters

Event driven reviews

Leverage modelling to define triggers for interventions



Regulation accelerating change

A catalyst for your business case?

UK

Consumer Duty / FCA Targeted Support (PS25/22)

Unlocks digital guidance at scale via banks & insurers – the biggest structural shift in UK financial advice in a decade.

Ireland

Auto-Enrolment Act 2023 + CBI Fitness & Probity

800k new pension members require affordable, scalable digital onboarding and projection communications.

Netherlands

Wet Toekomst Pensioenen (WTP) 2023–2028

Mandatory individual DC projections and personalised communications create a SaaS delivery mandate.

Nordics

IORP II + national pension commission recommendations

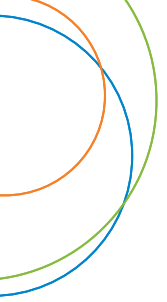
Increased transparency requirements drive demand for sophisticated, member-facing scenario tools.



Winning behaviours?

Where will you be?

Leaders	Losers
✓ 'Will I have enough?' planning framing	✗ 'Here's your fund value' reporting
✓ Stochastic, probabilistic scenario modelling	✗ Single-point deterministic illustrations
✓ Holistic net wealth view via Open Finance	✗ Pension pot in isolation; silos intact
✓ Decumulation planning built into the journey	✗ Accumulation only; decumulation an afterthought
✓ Dynamic replanning triggered by life events	✗ Annual review cycle; static projections
✓ Regulatory change as product launch date	✗ Compliance as cost centre; always catching up



Thank you

Please ask us any questions &
share your immediate feedback

Slide 2 — The Stakes

~3,500/day reach retirement age across the four markets (estimate)

ONS, CBS Netherlands, Eurostat

Retirement lasts ~18–21 yrs (at 65: 18.5 M / 21.0 F)

ONS National Life Tables 2021–23

65+ population rising ~17% → ~27% by 2050 (UK ~25–26%)

OECD / World Health Systems Facts

75% of DC holders 45+ have no plan to take their money

FCA PS25/22 (Financial Lives 2024)

Only 9% took regulated advice on pensions/investments

FCA PS25/22 (Financial Lives 2024)

Self-funded care ~£67,600/yr residential; ~£78,600 nursing

Which? (Lottie data, Jan 2026)

Slide 3 — Four Markets

16m+ UK adults save into DC pension schemes

FCA press release, Dec 2025

75% of consumers 45+ have no clear pension-access plan

FCA PS25/22 (Financial Lives 2024)

~800,000 Irish workers entering auto-enrolment (Jan 2026)

Gov. of Ireland / Dept. Social Protection

Slide 5 — AI & Goals-Based Planning

12.5m people in the UK are under-saving for retirement

FCA PS25/22 (citing DWP 2023)

Slide 8 — Mobile-First

"75% of UK adults now use mobile banking — but only a fraction ever check their pension" => ~40%

UK Finance Payment Markets Report 2024). Visa Retail Banker International

2–3× — digital channels now see roughly 2–3× the engagement of paper statements

Pensions UK, 2025 (email 62% / web 44% / paper 37%)

Nordics lead Europe on digital-finance adoption (majority engage digitally)

Statista, Digital Payments in the Nordics

Slide 10 — Risk Modelling

Woman at 65 expects ~21 more yrs (to ~86); man ~18.5 yrs

ONS National Life Tables 2021–23