

Personal Pensions and SIPPs - UK - December 2018

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“Looking ahead, the SIPP and flexible personal pension markets are likely to continue to expand, and increasingly converge, as factors such as the freedom rules and the Pensions Dashboard help to maintain high levels of demand for pension consolidation and flexible retirement solutions.”

– **Sarah Hitchcock, Senior Finance Analyst**

This report looks at the following areas:

- The market for SIPPs and flexible personal pensions will continue to grow and converge
- Significant latent demand among the self-employed
- Potential to grow the children’s pension market

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market

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The implications
Significant latent demand among the self-employed
The facts
The implications
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The facts
The implications

The Market – What You Need to Know

Nearly 12 million individual pensions in force
Transfers drive new business growth
Direct sales more common in the individual stakeholder pension market
Auto-enrolment indirectly benefits individual pension providers
FCA investigates competition in the market for 'non-workplace' pension

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Regulatory changes have boosted opportunities for the pension industry

Pensions Dashboard requires government backing

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New rules to improve pension transfer advance

Regulator investigates competitiveness of the individual pension market

Chancellor resists tinkering further with pension tax relief

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1% charge cap on early exit fees

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SIPP market is more fragmented

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M&A activity

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Embark buys Liberty SIPP's pension assets

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Prudential ditches Flexible Retirement Plan as its Retirement Account continues to draw in most new business

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Goji launches low-cost platform SIPP

DP Pensions launches single-investment SIPP

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Moneyfarm launches a digital SIPP

Robo-adviser launches digital pension with access to a human adviser

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Trivial amount invested in above-the-line advertising

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Many people have more than one pension

Contributions need to be considered in the context of overall retirement saving

Significant interest in online account management

Pension transfer activity set to remain strong

Good prospects for future growth

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29% of individual pension savers expect to consider changing platform or provider

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