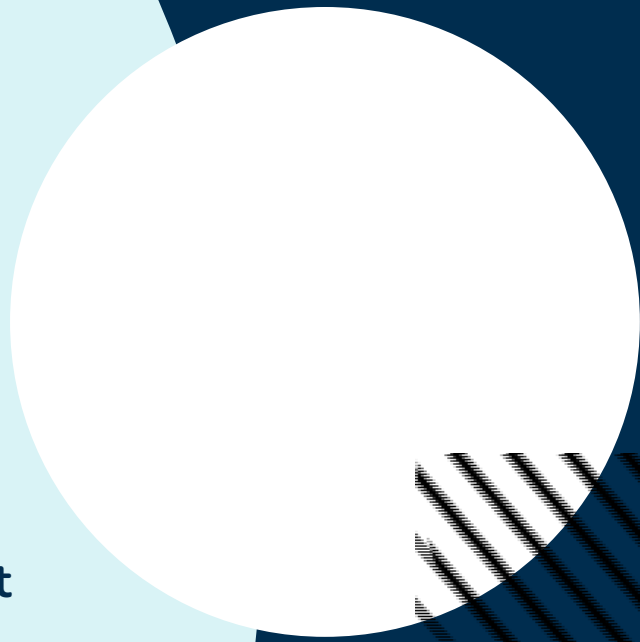


Vouchedfor

Value or Values?

Why 30% advisers are reframing retirement
conversations with clients



Our speaker



Alex Gibson

Head of Brand and Marketing
VouchedFor



David Denton

Vice President UK Adviser Sales
BlackRock

Telegraph Guide - out today



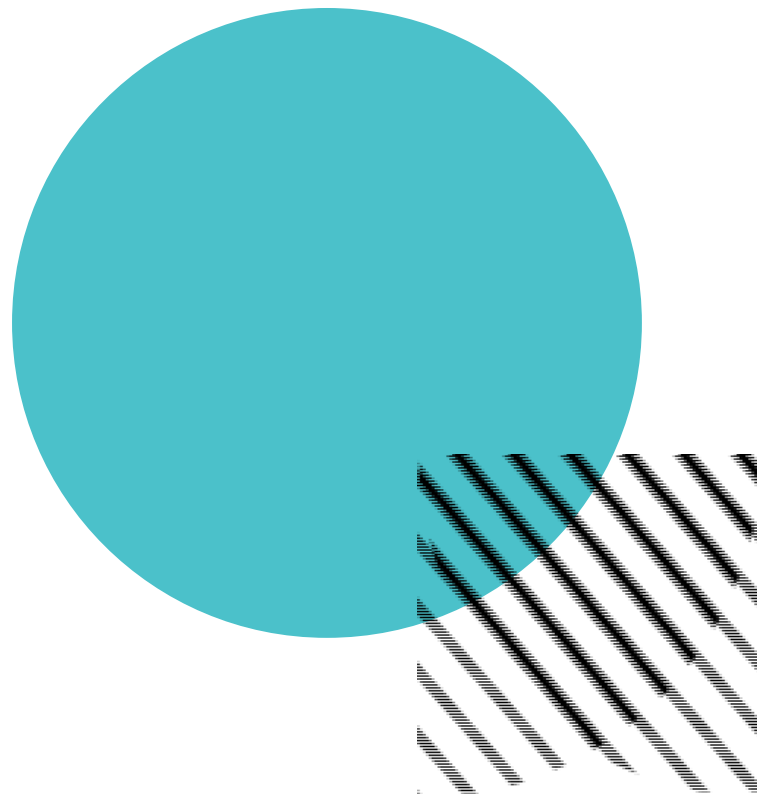
Poll

What are your perceptions of BlackRock?

- More invested in the US market
- Institutional asset manager catering only for the biggest companies in the world
- An index manager that doesn't do active investing
- Has relevant products and solution for my advice business

What we'll cover

- Survey results - changes in adviser mindsets
- The challenges clients face in retirement and how to address them
- Key retirement priorities that pre-retirees haven't considered
- Strategies to deliver more value, leading to stronger client relationships and better retirement outcomes
- Questions



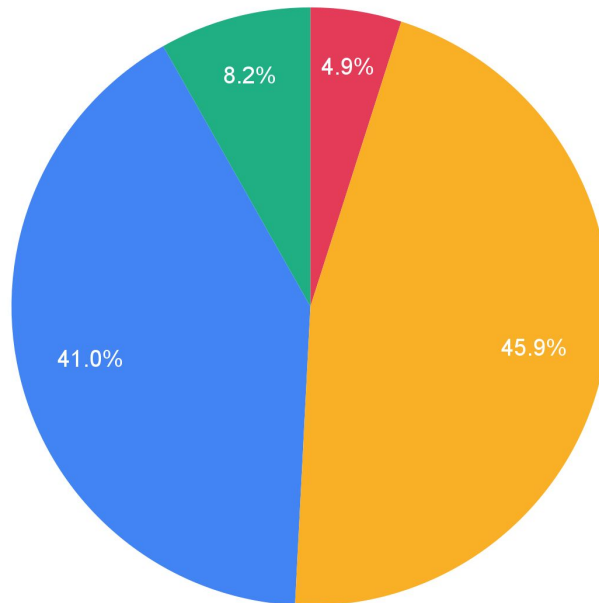


Survey results

Economic factors are clearly still important

Following the Budget, how are your clients feeling about the economic outlook?

- Very worried
- Quite worried
- Unsure
- Quite confident

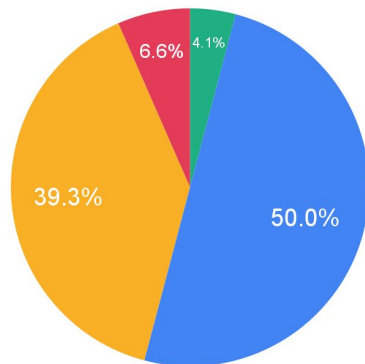


With elements of Labour's Budget having a significant impact on your investment advice

What impact will the following have on your investment advice and strategies?

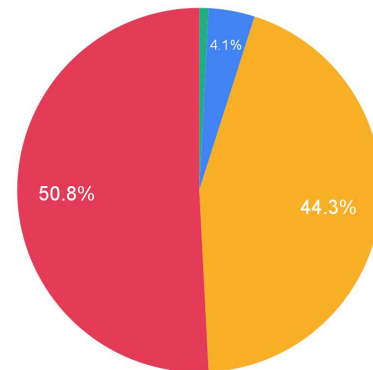
Increased CGT

- No impact
- Small impact
- Significant impact
- Dramatic impact



Inclusion of pensions in estates for IHT purposes

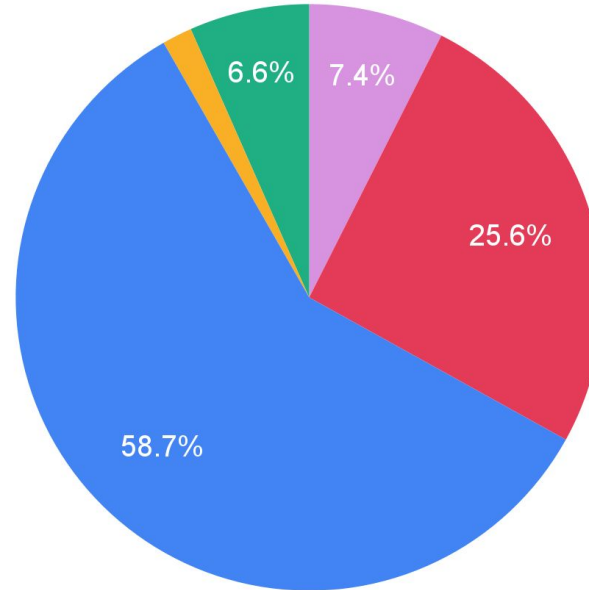
- No impact
- Small impact
- Significant impact
- Dramatic impact



There's additional value to be delivered through behavioural coaching

Where do you believe clients see the most value in working with you?

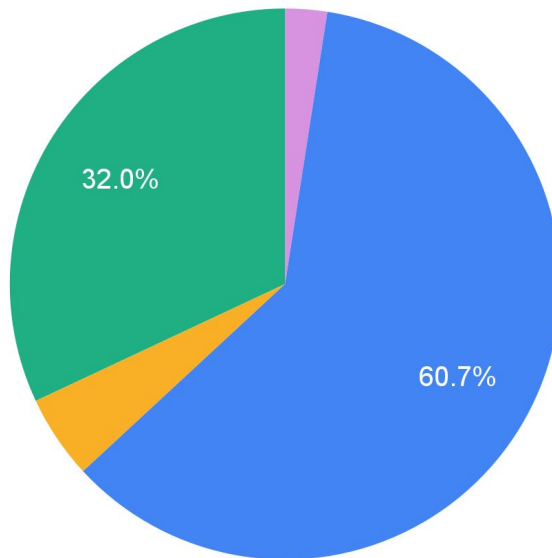
- Avoiding bad investing-behaviours and biases
- Growing the value of their investments
- Making sure their investments align to their life goals
- Making sure their investments align to their values
- Understanding their true motivations and drivers of wellbeing



A growing number of advisers see 'purpose' as the most important consideration in conversations with pre-retirement clients

Thinking about your clients approaching retirement, which of these is most important in your conversations?

- Family
- Finances
- Health
- Purpose



BlackRock |

Reframing retirement

**Rename, optimize and ignite
your well-being in retirement**



FOR PROFESSIONAL AND QUALIFIED INVESTORS ONLY

RETHINKING RETIREMENT

What we want to cover today

**The manufactured
concept of retirement**

**What retirees
really want**

**“Re-wirement” begins
with well-being**

**How can you create
your best retirement?**

The manufactured concept of retirement

Historically, we gently transitioned life stages



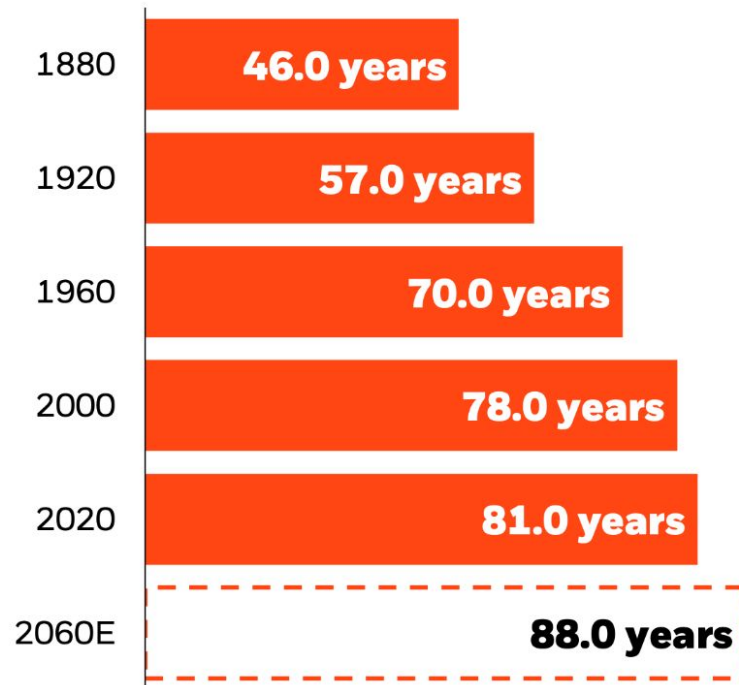
Retirement served a purpose

1881 Otto von Bismark created a disability insurance program for workers over 70

1908 the Old Age Pensions Act was introduced for individuals over 70 and deemed of 'good character'.

But does it still make sense?

Life expectancy has continued to increase



There is no guarantee that any forecasts made will come to pass

Sources: Human Mortality Database, Our World in Data, 10/09/2024; The Office for National Statistics (ONS), National life tables: UK, 10/09/2024



Retirement fears abound

**Relationship
issues**

**Expected to care
for others**

**Financial
problems**

Poor health

Loss of control

**Partner is
“around” more**

Loneliness

**Decline in
independence**

**Lack of
meaningful
engagement**

**Loss of status
and identity**

Grief

New routines

Retirement can bring big issues

23%

The proportion of men over the age of 65 who drink beyond the recommended guidelines (9% of women do too)

40%

The increase incidence of depression after retirement.

85 %

The increase in seniors' divorce rate over last 25 years.

44%

The proportion of women over age 75 who are alone.

Sources: Age UK, The Office for National Statistics Data, An Inquiry into the Effects of Alcohol on Society, 2020; Healthcare, "Prevalence of Depression in Retirees: A Meta-Analysis," 2020; The Office for National Statistics Data, UK Divorce rate, 2024; The Office for National Statistics Data, Adults Living Alone 2020.

If you are 60, you still have...



22 years
8,035 days
192,848 hours
11,570,882 minutes
694,252,944 seconds

Retirement doesn't exist in many blue zones



Loma Linda, CA

Longest living people in the U.S.



Nicoya Peninsula, Costa Rica

Many 90+ wake up at 5:30 to work in the fields



Sardinia, Italy

Drink two glasses of wine a day



Ikaria, Greece

"Island of long life" – 1/3 of population over 90



Okinawa, Japan

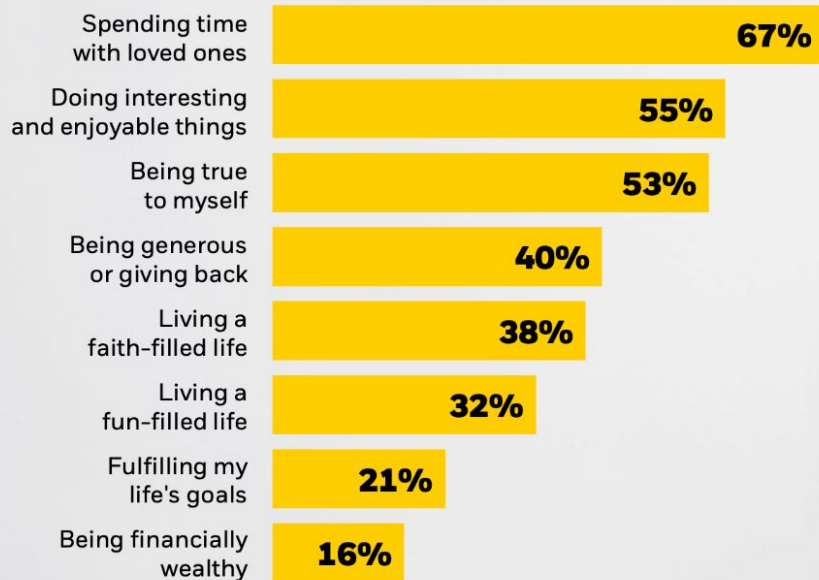
Friends play an important part in longevity

Sources: American Journey of Lifestyle Medicine, "Blue Zones: Lessons From the World's Longest Lived," 2016.

What retirees really want

What do retirees tell us?

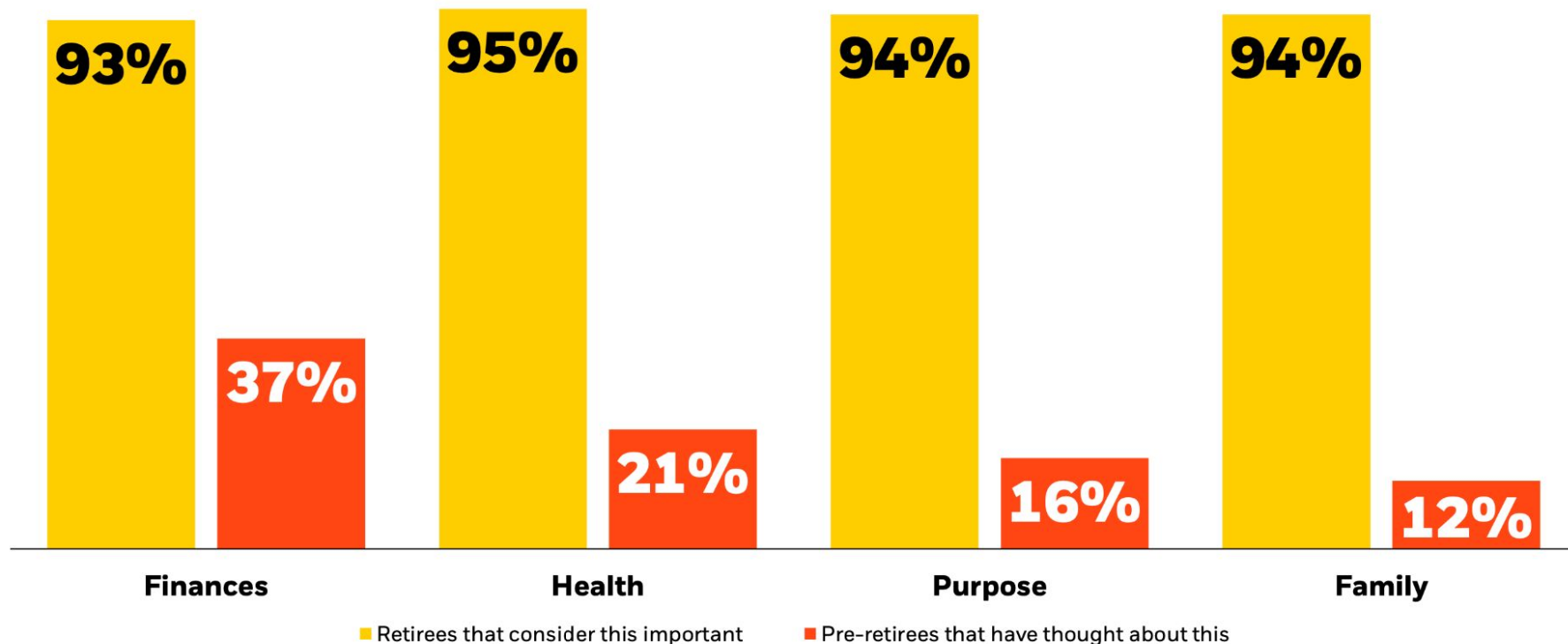
Greatest sources of purpose, meaning and fulfillment in retirement



Source: Edward Jones, "The Four Pillars of the New Retirement: What a Difference a Year Makes," 2021; Designing 4 Better.



Key retirement priorities that pre-retirees haven't considered



Source: Edward Jones, "The Four Pillars of the New Retirement: What a Difference a Year Makes," 2021.



What are retirees really thinking about?

**Family &
connections**

Giving back

Health & vitality

**Interests &
accomplishments**

Geography

Financial security

For illustrative purposes only.

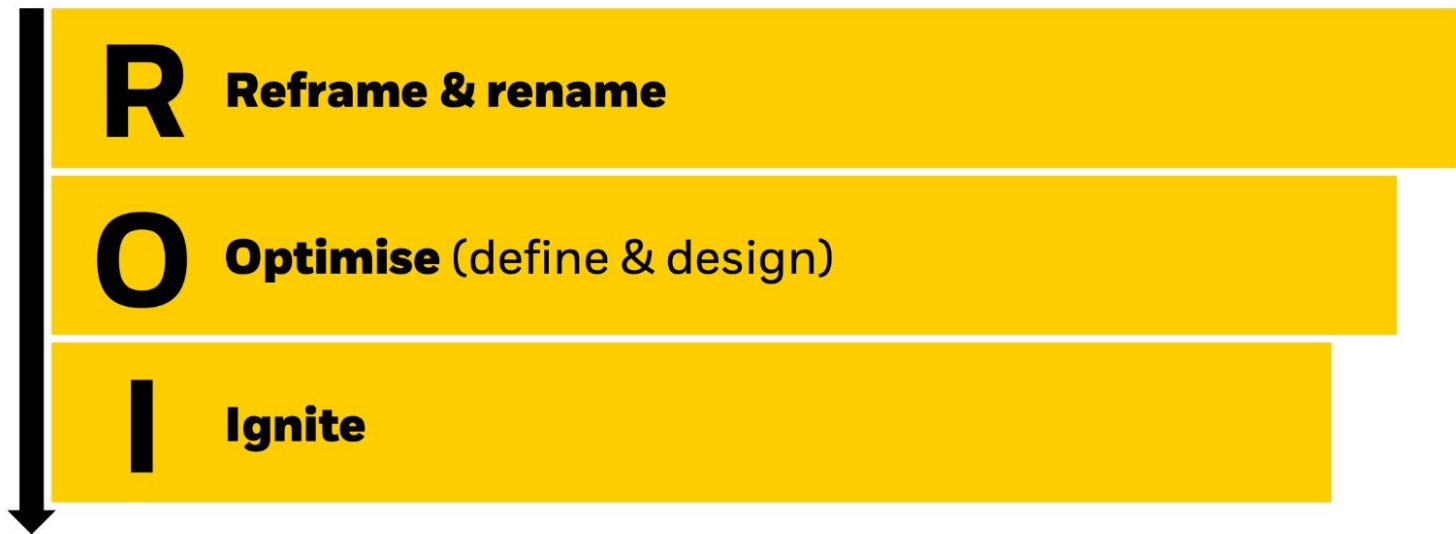
**How can you create
your best retirement?**

Psychological research finds these key elements for well-being



Source: Iliia Lindsay, Understanding the fundamentals of well-being, Komodo, 16/11/2023.

The ROI approach to retirement



For illustrative purposes only. 06/09/2024



Reframe

Ask yourself

What do you envision for retirement?

Who do you think has retired “well”? Why?

How is your well-being?

Where would you like to improve?

What small steps can you take?

Consider

Volunteering, travel, friends & family

Friends, family members, colleagues

Rank out of 10 for each R-E-V-A-M-P category

Physical activity, friends, hobbies

A daily walk, join a club, coffee with a friend

For illustrative purposes only. 06/09/2024



Optimise – define

Ask yourself

How would you like to use your strengths?

What are some skills you want to leverage?

What sparks joy for you?

How does this differ from your partner?

Consider

Embed strengths in your daily life

Apply professional experience to non-profit

Go to a concert, bring someone flowers

Make room for both, appreciate differences

For illustrative purposes only. 06/09/2024



Optimise – design

Ask yourself

Who would you like to prioritize in your life?

Where do you want to invest your time?

What gives you a sense of meaning?

Where might best support your vision?

Consider

A grandchild, a friend, neighbours, a sibling

Charity, sports team, local community

Faith, walks in nature, family and friends

Close to family, close to hobbies, ease of life

For illustrative purposes only. 06/09/2024



Ignite

Ask yourself

What are small steps to test out some ideas?

How can you support your mind and body?

How can you navigate with your partner?

Where might best support your vision?

Consider

Spend time in places you want to explore living

Exercise, diet, mindfulness, nature

Decide when to do things together vs. separately

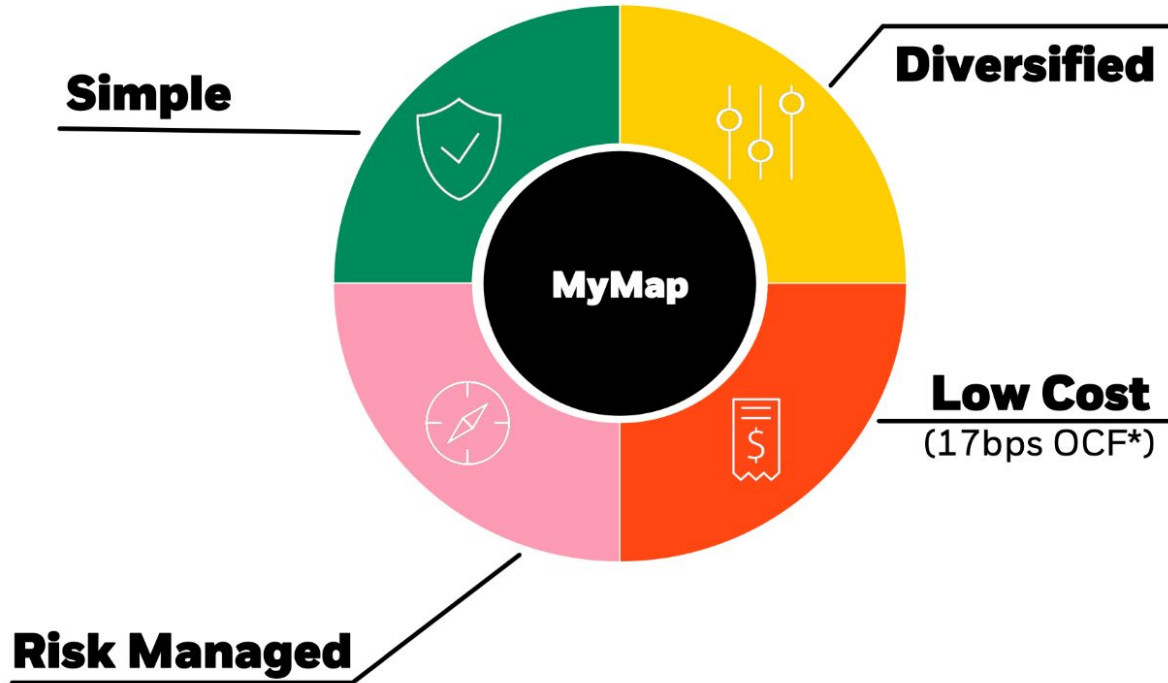
Warm climate, close to family/friends

A photograph of a stone staircase in a forest. The steps are made of dark, rectangular stones and are partially covered with dry pine needles and fallen leaves. The surrounding area is a dense forest floor covered in a thick layer of dry pine needles and some green plants. The text "What's your next step?" is overlaid in the top left corner in a white, sans-serif font.

**What's your
next step?**

Why MyMap?

MyMap Funds



Risk: Diversification and asset allocation may not fully protect you from market risk. While proprietary technology platforms may help manage risk, risk cannot be eliminated. Risk management cannot fully eliminate the risk of investment loss.

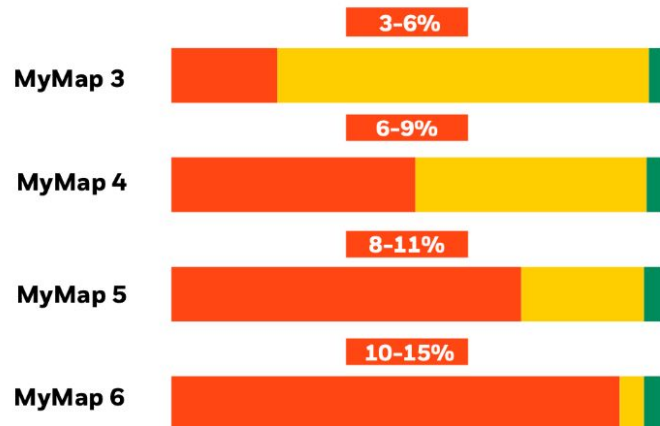
*For the D Shareclass of MyMap 3, MyMap 3 Select ESG, MyMap 4, MyMap 5, MyMap 5 Select ESG, MyMap 6. MyMap 4 Select Income has a higher OCF of 28bps for the D shareclass.

MyMap Funds

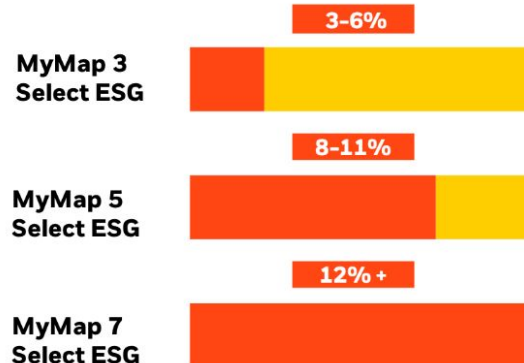
Volatility Targets

Equities Bonds Alternatives

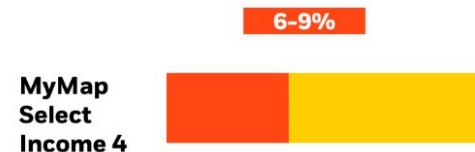
MyMap Fund Range



MyMap Select ESG



MyMap Select Income



Fees (OCF): 0.17%*

Fees (OCF): 0.28%*

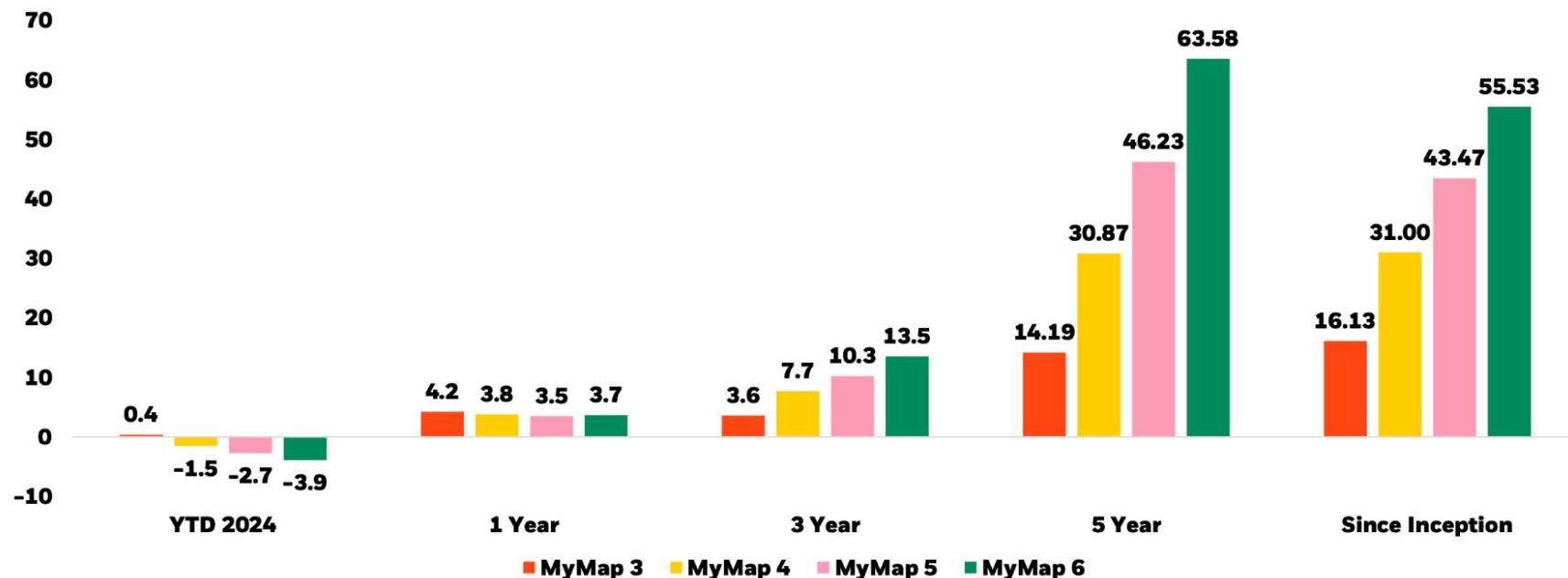
For illustrative purposes only and subject to change – there is no guarantee that the above asset allocations will be met. Allocations may change over time. Source: BlackRock, as at 31/03/2025. Adherence to the volatility targets are measured by calculating the 5-year rolling annualised volatility of weekly return. Where 5-years of track record is not available, since inception weekly returns are used.

* **OCF (Ongoing Charges Figure)** shown here is an estimate of the annualised charges. An estimate is being used because the Fund (or unit class) was newly launched or it has been launched within the reported period. The Fund's annual report for each financial year will include detail on the exact charges made. Figures shown are charges for the D share class and charges may vary for units of other share classes.

Volatility risk There is no guarantee that the Fund will perform as expected and remain within the stated volatility tolerances. The fact the Fund remains within the stated volatility tolerances does not guarantee positive performance. The volatility management process may reduce the effect of falls in market prices but may equally moderate the effect of rises in market prices. When markets are volatile, managing volatility within tolerances will require the asset allocation of the Fund to be changed more frequently than normal. The cost of the transactions required to effect these changes will be met by the Fund and may affect returns.

Delivering compelling returns across periods

Net total returns in GBP (%)

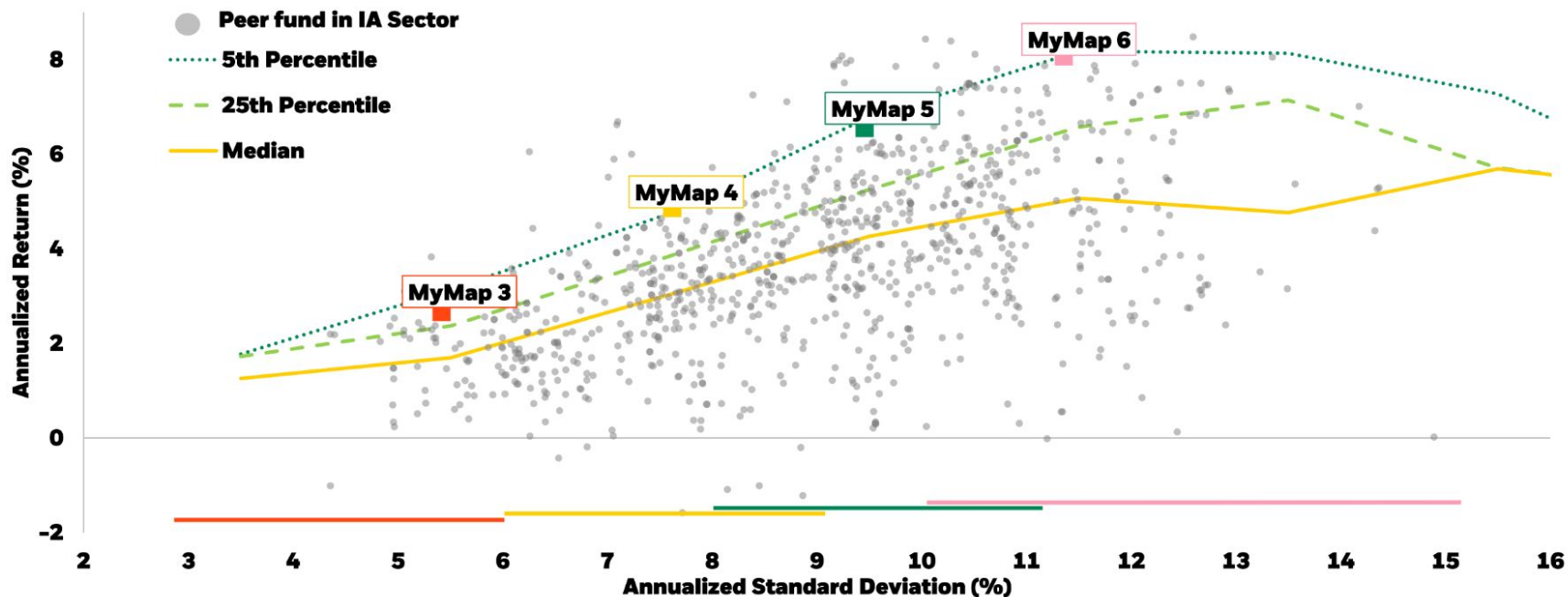


The figures shown relate to past performance. Past performance is not a reliable indicator of current or future results and should not be the sole factor of consideration when selecting a product or a strategy.

Source: BlackRock, as of 31/03/2025 in GBP. Fund performance is shown on an NAV basis, net of D share class fees.

Seeking to deliver compelling risk adjusted returns

MyMap versus IA Volatility Managed and Mixed Investment sectors – 01/06/2019 to 31/03/2025



The figures shown relate to past performance. Past performance is not a reliable indicator of current or future results. Source: BlackRock, Morningstar as at 31/03/2025. For illustrative purposes only. Returns are net of fees. Return and volatility is calculated based on monthly data. Inception date of MyMap 3, MyMap 4, MyMap 5 and MyMap 6 is 28 May 2019. Peer group performance shows net, total return performance of GBP denominated multi-asset portfolio's available for UK investors, illustrated by The Investment Association's Mixed and Volatility Investment sectors. The horizontal bars represent the MyMap's target risk bands

Performance - Return

Fund	Inception date	Mar-25	Q1 2025	2024	2023	2022	2021	2020	Since Inception ¹
MyMap 3 (acc) D share class	5/28/2019	-1.32%	0.37%	5.74%	-10.73%	3.23%	7.21%	2.64%	-0.20%
MyMap 3 Select ESG (acc) D share class	03/03/2023	-1.51%	-0.08%	5.58%	-	-	-	1.00%	-0.24%
MyMap 4 (acc) D share class	5/28/2019	-3.01%	-1.52%	9.91%	-11.98%	7.99%	9.60%	5.24%	1.30%
MyMap 4 Select Income (acc) D share class	7/26/2021	-1.88%	0.02%	7.97%	-6.78%	-	-	3.27%	0.54%
MyMap 5 (acc) D share class	5/28/2019	-4.13%	-2.71%	12.22%	-12.46%	12.35%	11.44%	7.20%	2.10%
MyMap 5 Select ESG (acc) D share class	06/10/2020	-4.48%	-3.59%	12.06%	-13.26%	12.97%	-	6.76%	2.22%
MyMap 6 (acc) D share class	5/28/2019	-5.16%	-3.90%	15.99%	-12.72%	15.67%	12.39%	9.00%	3.43%
MyMap 7 Select ESG (acc) D share class	03/03/2023	-5.85%	-5.16%	16.29%	-	-	-	9.06%	3.43%

The figures shown relate to past performance. Past performance is not a reliable indicator of current or future results and should not be the sole factor of consideration when selecting a product or a strategy.

Source: BlackRock, as of 31/03/2025 in GBP. ¹Since inception figures are annualized. Fund performance is shown on an NAV basis, net of fees. *The inception date for MyMap 3, MyMap 4, MyMap 5, MyMap 6 is 28/05/2019, so the 2019 number does not demonstrate a whole year's performance.

Thank you

customer_service@vouchedfor.co.uk

David.Denton@blackrock.com

vouchedfor

Risk Warnings

Investors should refer to the prospectus or offering documentation for the funds full list of risks.

Capital at risk. The value of investments and the income from them can fall as well as rise and are not guaranteed. Investors may not get back the amount originally invested.

Past performance is not a reliable indicator of current or future results and should not be the sole factor of consideration when selecting a product or strategy.

Changes in the rates of exchange between currencies may cause the value of investments to diminish or increase. Fluctuation may be particularly marked in the case of a higher volatility fund and the value of an investment may fall suddenly and substantially. Levels and basis of taxation may change from time to time and depend on personal individual circumstances.

Fund-specific risks

MyMap 3 Select ESG Fund

Counterparty Risk, Credit Risk, Equity securities, Liquidity Risk

MyMap 7 Select ESG Fund

Counterparty Risk, Credit Risk, Equity securities, Liquidity Risk

MyMap 3

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

MyMap 4

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

MyMap 4 Select Income Fund

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

Risk Warnings

MyMap 5

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

MyMap 5 Select ESG Fund

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

MyMap 6

Counterparty Risk, Credit Risk, Currency Risk, Liquidity Risk

Description of Fund Risks

Counterparty Risk

The insolvency of any institutions providing services such as safekeeping of assets or acting as counterparty to derivatives or other instruments, may expose the Fund to financial loss.

Credit Risk

The issuer of a financial asset held within the Fund may not pay income or repay capital to the Fund when due.

Currency Risk

The Fund invests in other currencies. Changes in exchange rates will therefore affect the value of the investment

Equity securities

The value of equities and equity-related securities can be affected by daily stock market movements. Other influential factors include political, economic news, company earnings and significant corporate events.

Liquidity Risk

The Fund's investments may have low liquidity which often causes the value of these investments to be less predictable. In extreme cases, the Fund may not be able to realise the investment at the latest market price or at a price considered fair.

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