



ACA Sessional Meeting

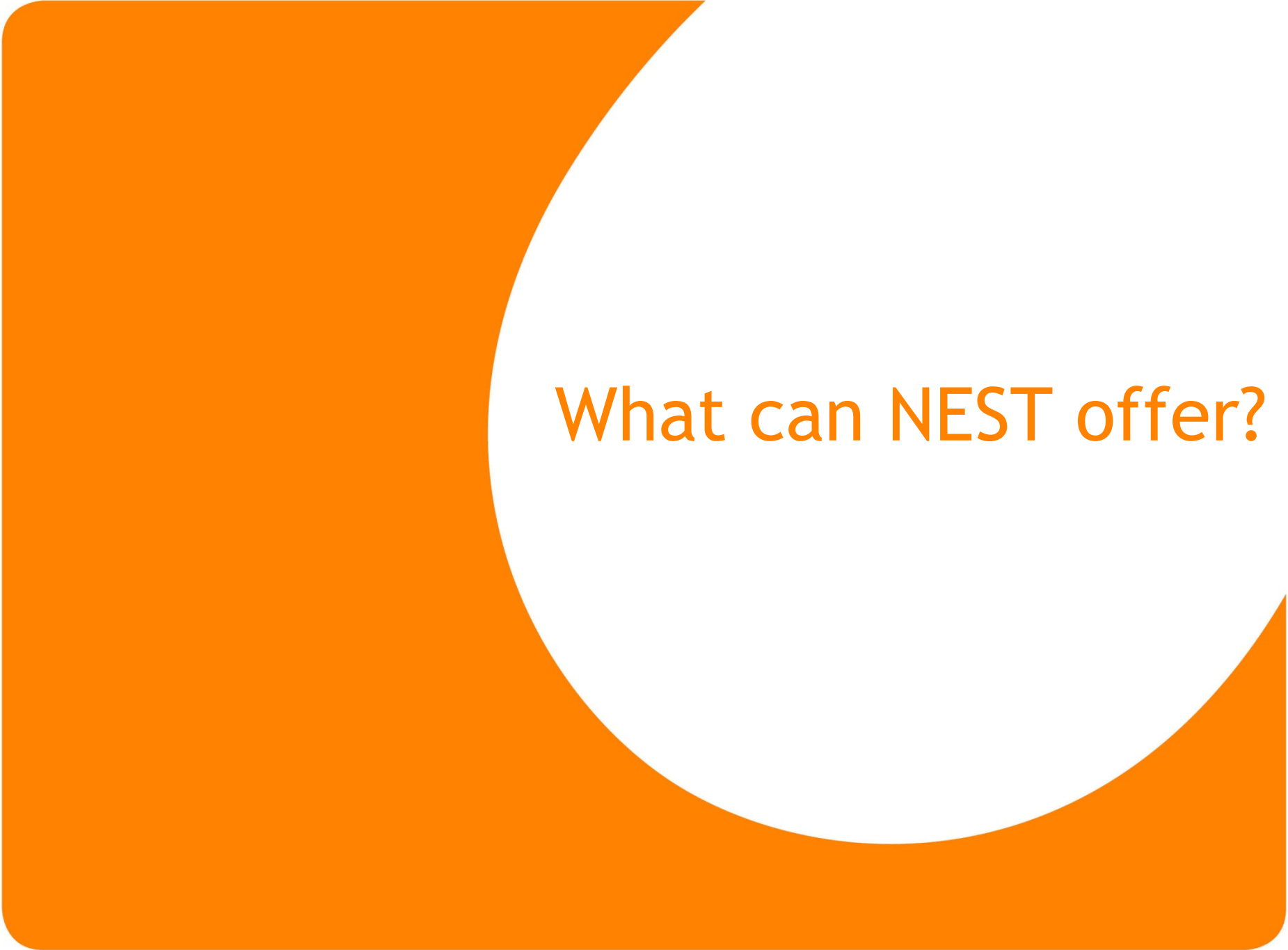
Tim Jones
Chief Executive

21 March 2012

Overview

- What can NEST offer?
- Key features of NEST
- NEST's charges
- NEST's Governance
- The story so far



The background is a solid orange color. A large white semi-circle is positioned on the right side of the frame, partially overlapping the orange background. The text "What can NEST offer?" is written in orange font within the white semi-circle.

What can NEST offer?

How NEST can be used

Sole scheme

- offered to all workers

For a particular group of workers

- to sit alongside existing scheme already in place for a different group of workers

Entry level scheme

- where the existing scheme has a waiting period

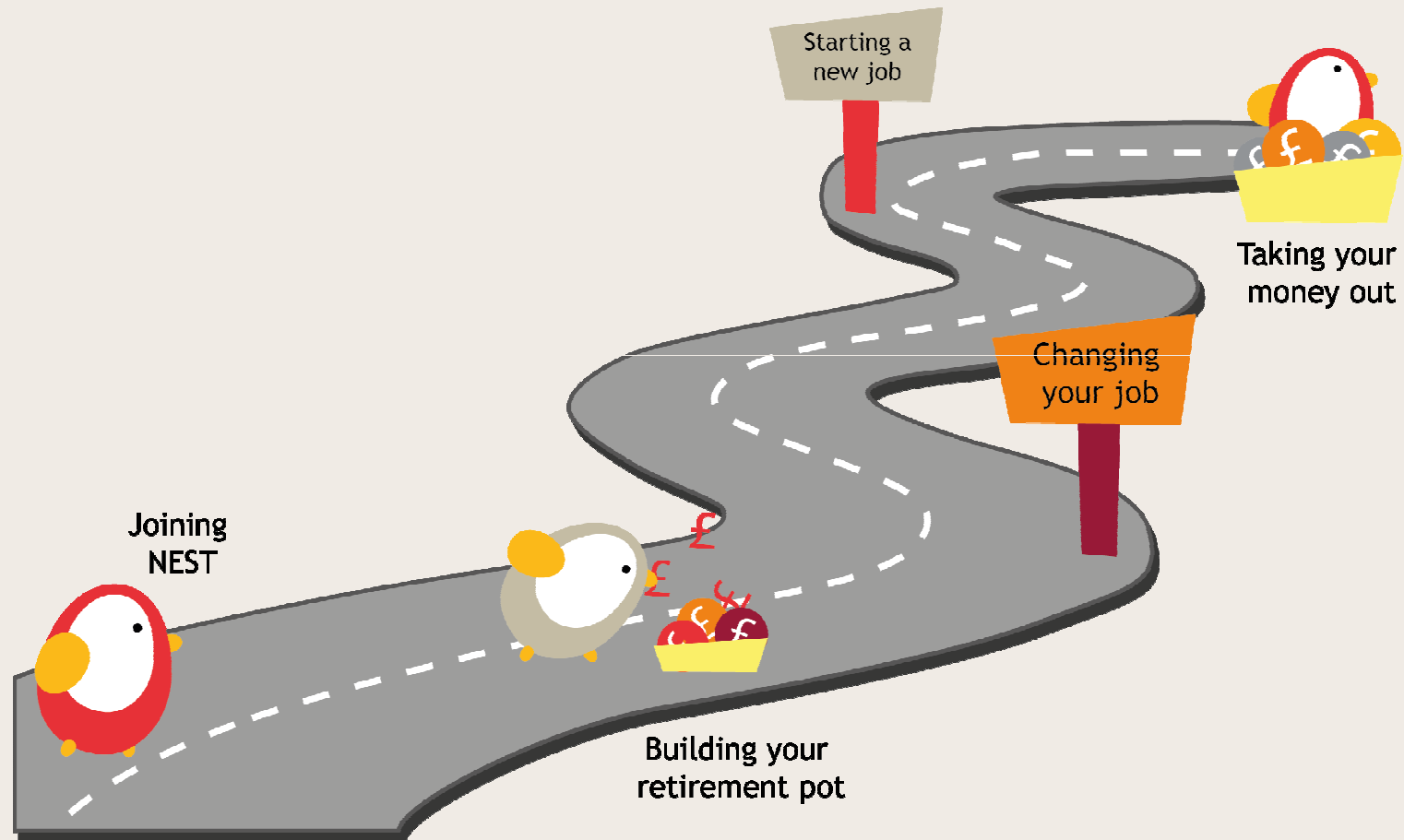
Base scheme

- Where minimum contributions are made for all workers, using another scheme to 'top up' contributions

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Key features of NEST

A member's retirement pot is theirs for life



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NEST's features: members

- A pension scheme that responds to your needs
 - gives you one retirement pot for life
 - keep track of your retirement pot online
 - an investment approach designed for you
 - low charges
 - offers help when buying a retirement income



NEST's features: employers

- Designed to minimise your burden:
 - online
 - clear communications
 - no continuing administration when members leave your employment
- Designed for your workers:
 - an investment approach designed for members
 - low charges
 - help when buying a retirement income



The image features a solid orange background. A large white semi-circle is positioned on the right side, with its flat edge facing left. The text "Low charges" is written in orange, sans-serif font, centered within the white semi-circle.

Low charges

Charging structure

Annual
management charge
0.3 per cent

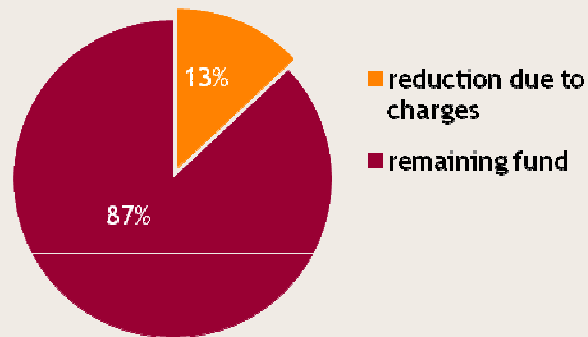


Charge on new
contributions
1.8 per cent

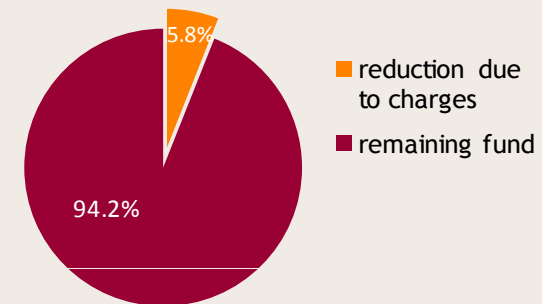
This is broadly equal to
an overall AMC of 0.5 per cent

Charges - how will NEST compare?

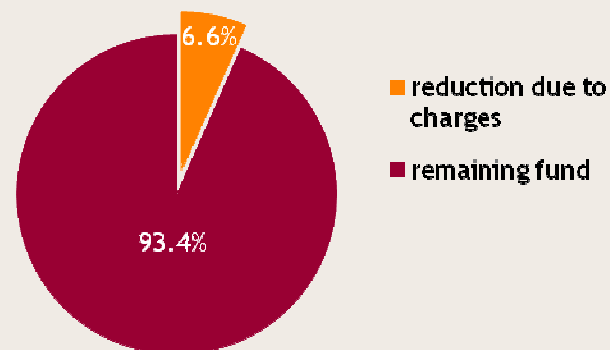
Reduction in pot due to the charges at the stakeholder cap



Reduction in pot due to charges at the NEST level



Reduction in pot due to charges in an indicative workplace scheme at 0.5% AMC



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NEST's Governance

NEST Corporation

Chair - Lawrence Churchill



Trustee Members



Tom
Boardman



Laurie
Edmans



Iraj
Amiri



Chris
Hitchen



Julius
Pursaill



Paul
Hewitt



Nigel
Stanley



Sue
Slipman



Sharon
Darcy



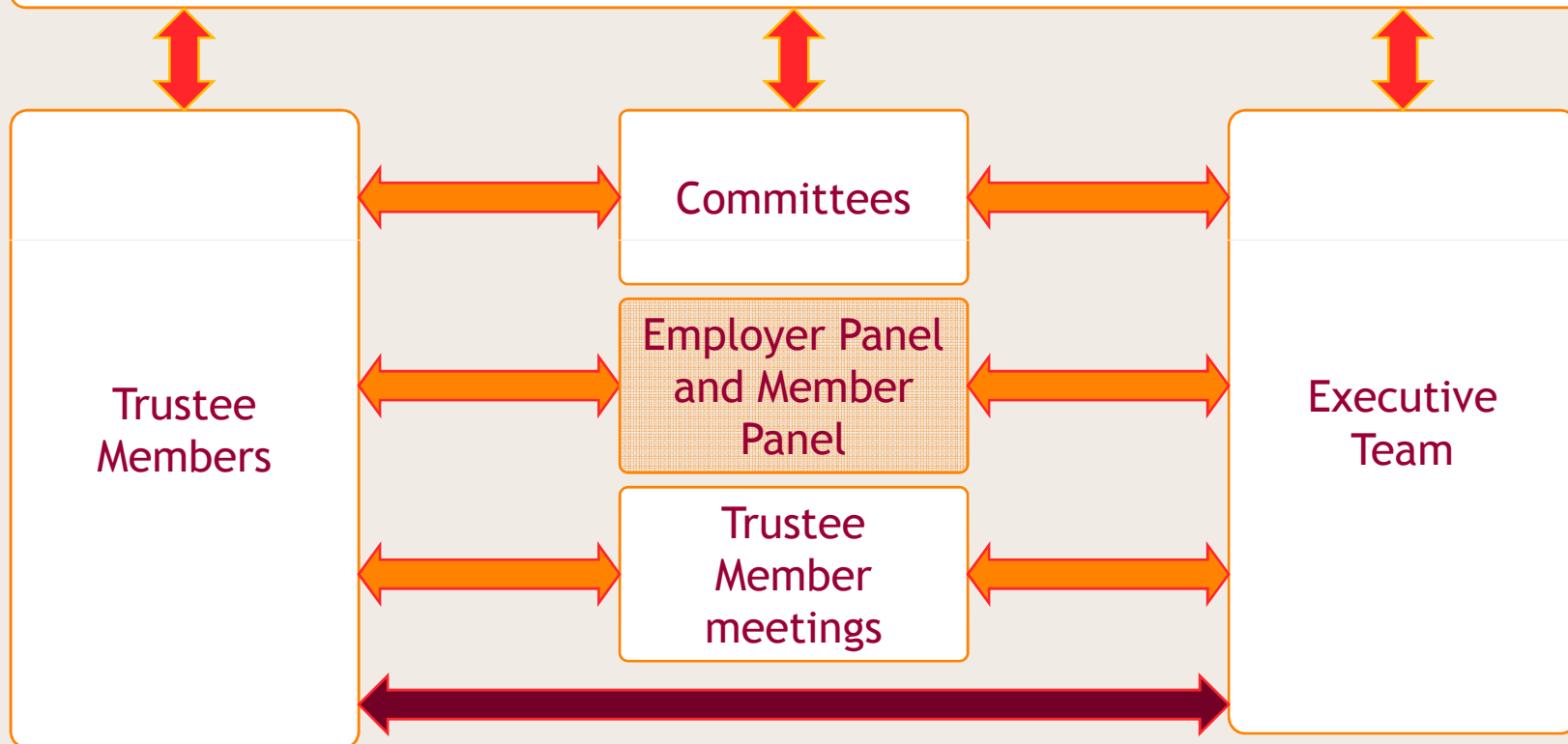
Enid
Rowlands

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Governance

Lawrence Churchill, Chair, NEST Corporation



Features of our Panels

Members
chosen on
skills and
experience

Representing
diversity of
NEST's
members and
employers

Initial terms of
2-4 years

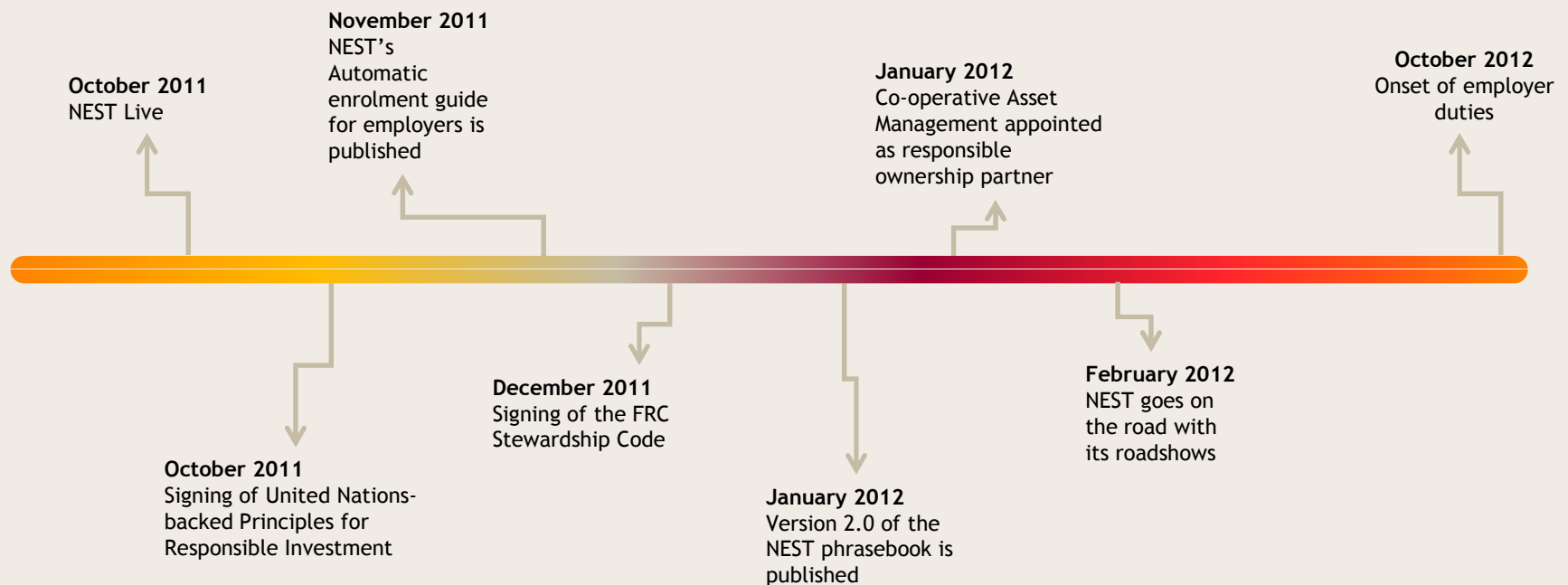


A sounding board for ideas and recommendations
on key issues

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NEST
The story so far...

NEST timeline - Preparing for the onset of employer duties





www.nestpensions.org.uk