



# How we can help you support your clients

**Elizabeth Fernando**, Chief Investment Officer

**David Knight**, Head of Strategic Account Management

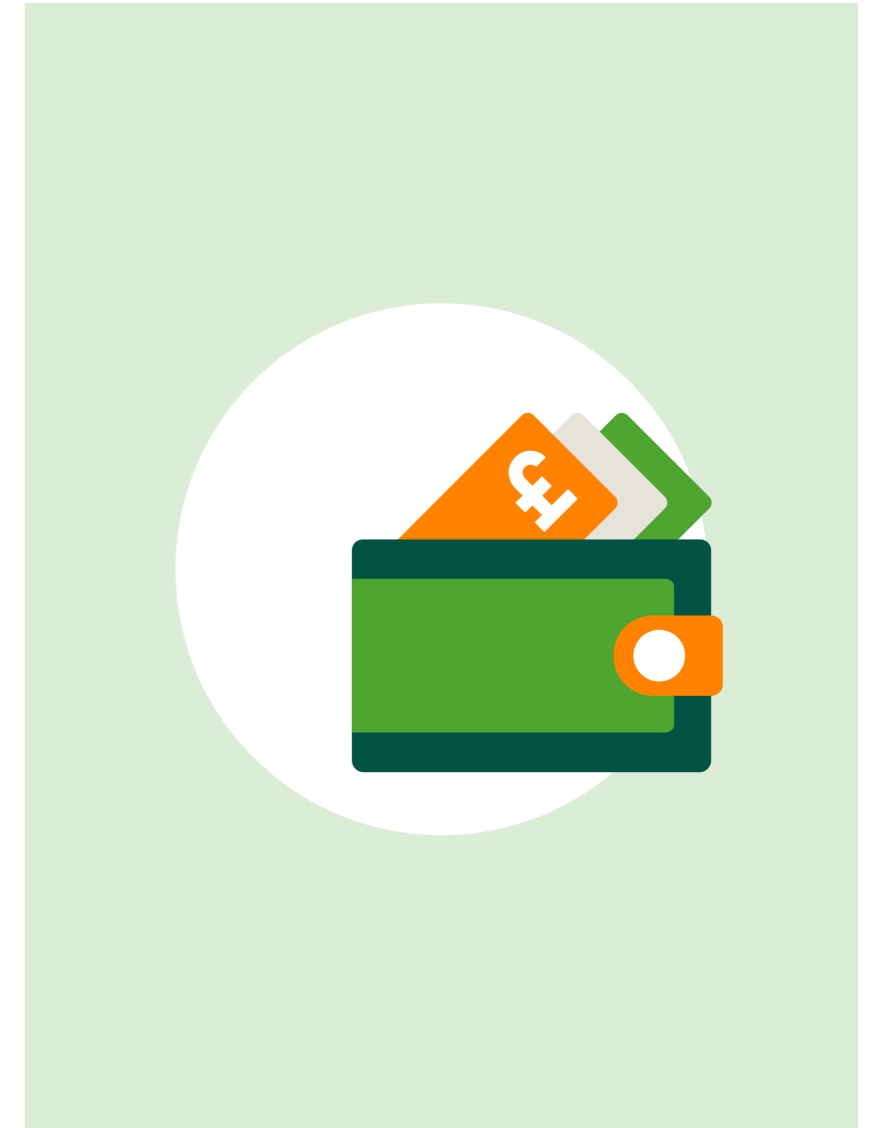
**Andrew Oldacre**, Senior Strategic Account Manager

# Agenda

- 1 Our investment approach
- 2 The Nest proposition
- 3 Member dashboard walkthrough
- 4 Q&A

## Housekeeping

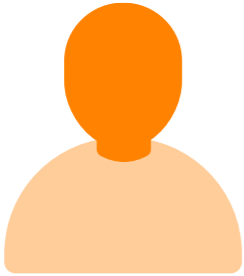
- › Time for questions after the presentations have concluded
- › Please fill out the feedback form
- › Slides and recording will be sent out after the event



# How our investment approach sets us apart

Elizabeth Fernando

# Nest key statistics



**13.7m**  
members



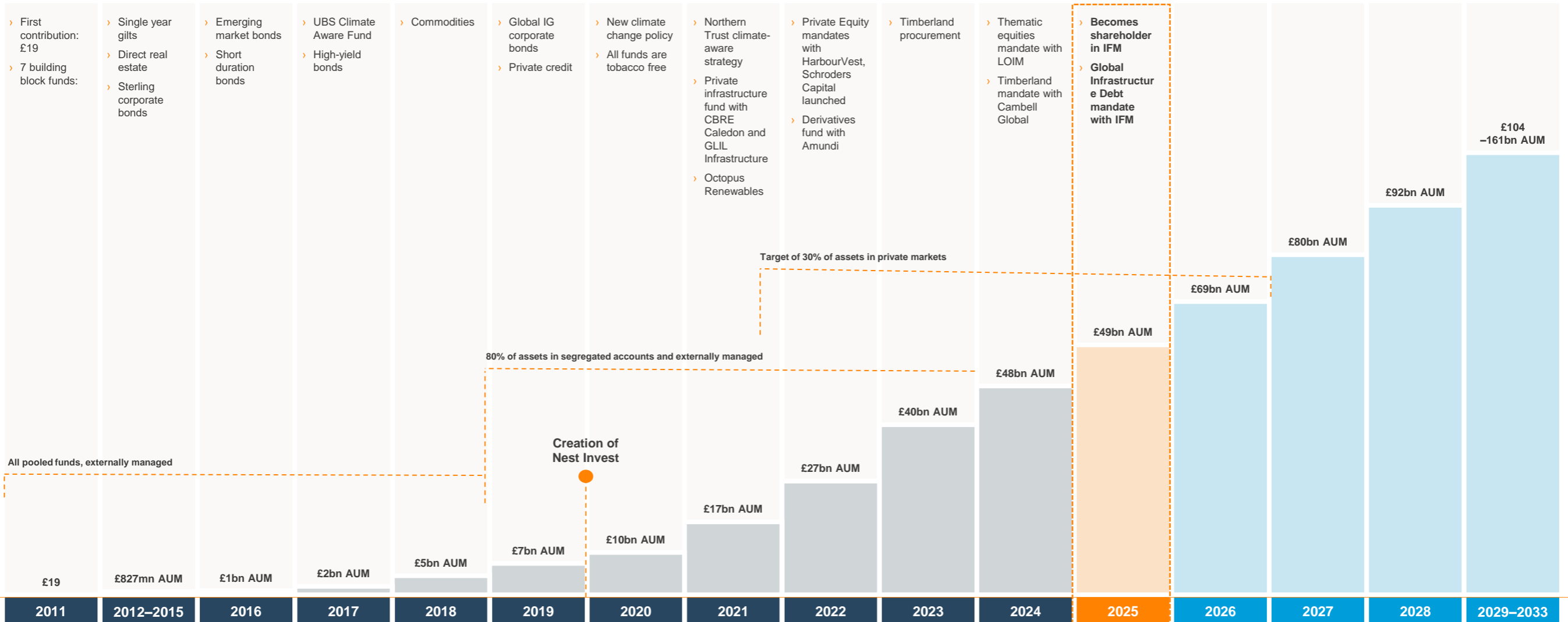
**1.2m**  
employers



**£48.1bn**  
assets under management

Source: Nest in numbers as of end December 2024

# Nest's investment journey





# Additional fund choices

## **Nest Retirement Date Funds**

Flexible funds that adapt to your changing needs over the years

## **Nest Ethical Fund**

For those with specific values and beliefs

## **Nest Lower Growth Fund**

For a conservative approach to risk

## **Nest Higher Risk Fund**

For potentially higher returns

## **Nest Sharia Fund**

For investments compliant with Islamic law

## **Nest Guided Retirement Fund**

For qualifying retired members

## **Nest Post Retirement Date Fund**

For qualifying retired members

# Nest Retirement Date Funds

Nearly 50 single year target date funds

The Trustee's overarching investment objective for the default strategy is to:

**Deliver the best retirement income for as many as possible**

- › Grow member savings faster than inflation after all charges during a member's working life
- › As a member approaches retirement invest to deliver a predictable retirement income.
- › Provide members with a smooth transition between their working and retirement years.
- › Deliver similar outcomes for cohorts with similar contribution histories and similar ages

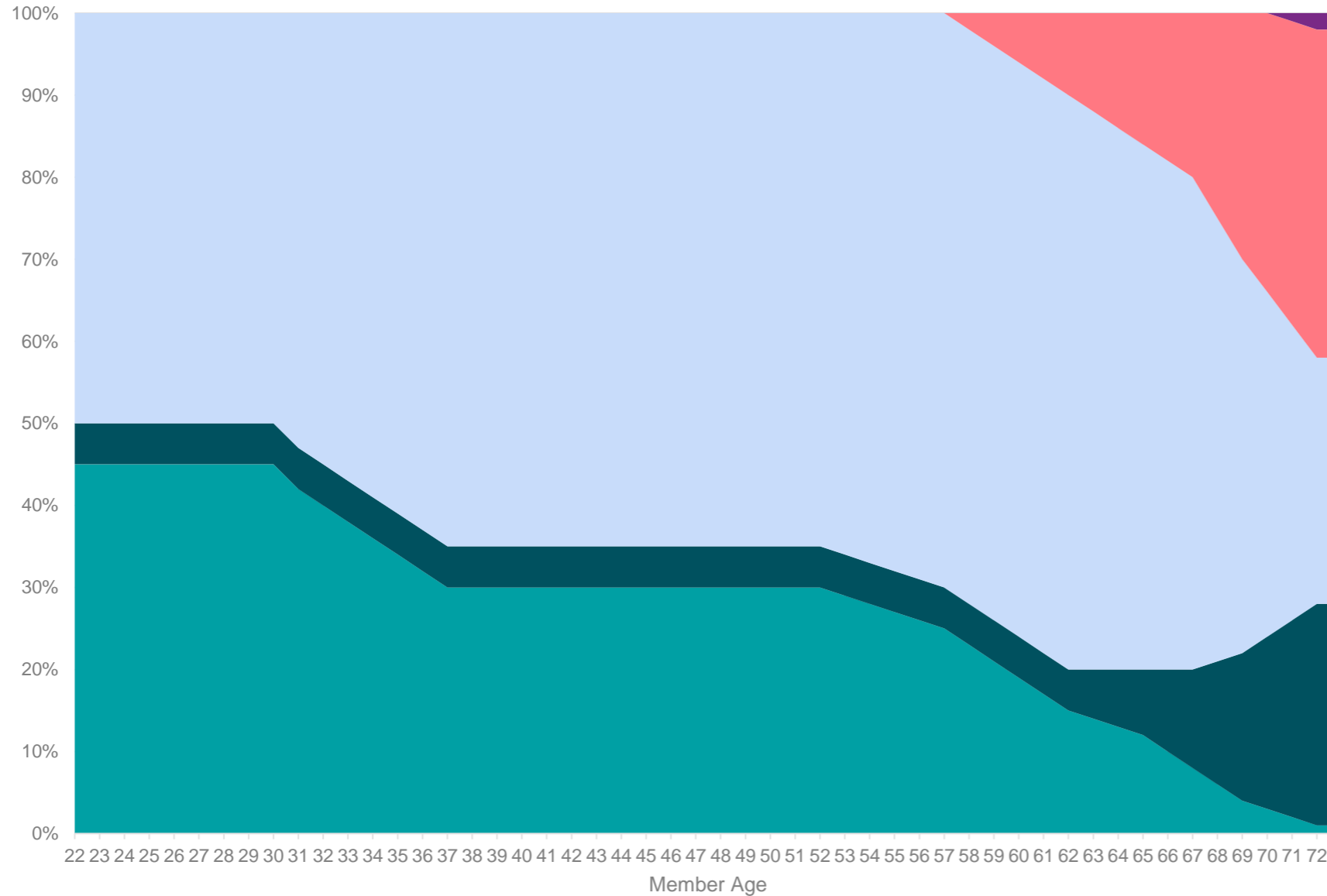


# Five portfolios to deliver the objectives





# Member journey



- › Blends the portfolios in different proportions over time to reflect changing priorities
- › Takes advantage of younger members long investment horizon
- › Provides a seamless journey from saving to retirement
- › Is flexible and can adapt to future research

■ Long-Term Stable Growth ■ Capital Preservation ■ Higher Growth ■ Income Seeking ■ Longevity Protection

# How the funds work

Nest 2068 Retirement Fund



Nest 2040 Retirement Fund



Nest 2023 Retirement Fund



**Illiquid Stable Growth portfolio**

**Higher Growth portfolio**

**Capital Preservation portfolio**

**Income Seeking portfolio**

**Longevity Protection portfolio**

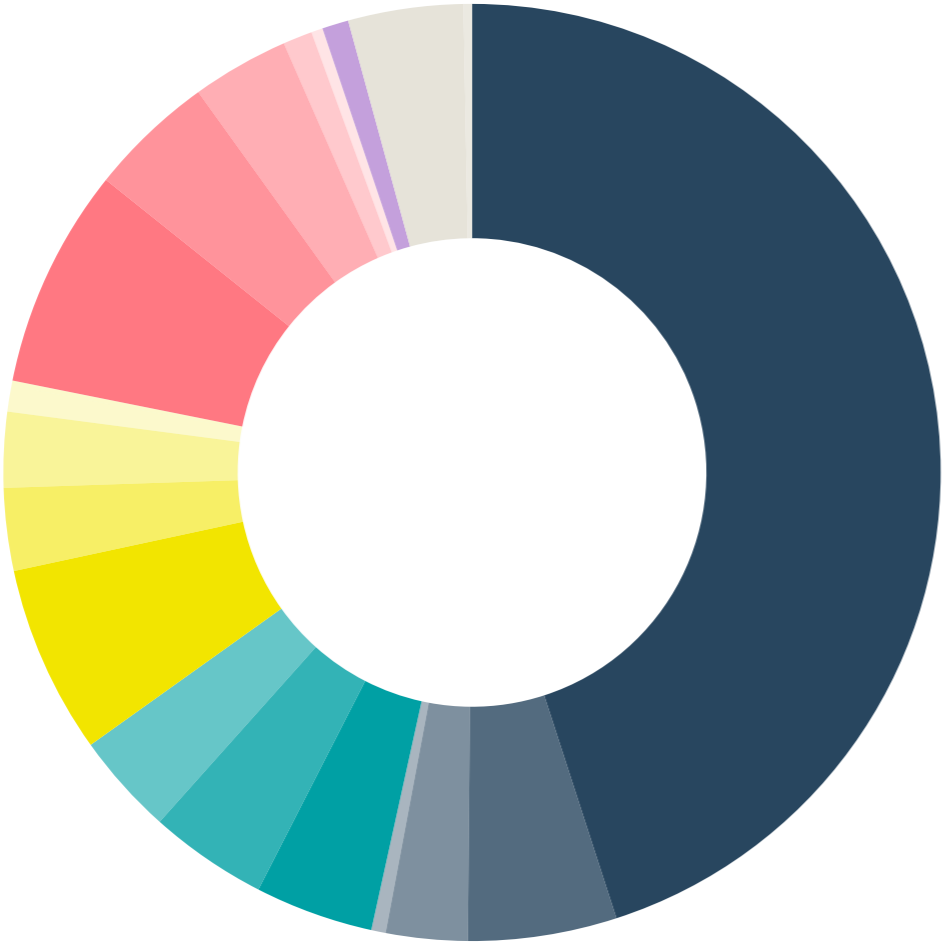
- Timber
- Private credit
- Private equity
- Infrastructure equity
- UK property
- Renewable infrastructure
- Climate aware global developed and emerging market equities
- Thematic equity
- Global investment grade bonds
- Emerging market debt
- Sterling corporate bonds
- Commodities
- Low risk sterling liquidity
- Derivatives



Data accurate as of October 2024.

# Our 2040 Retirement Date Fund now

We're truly diversified, with investments in a broad range of global markets



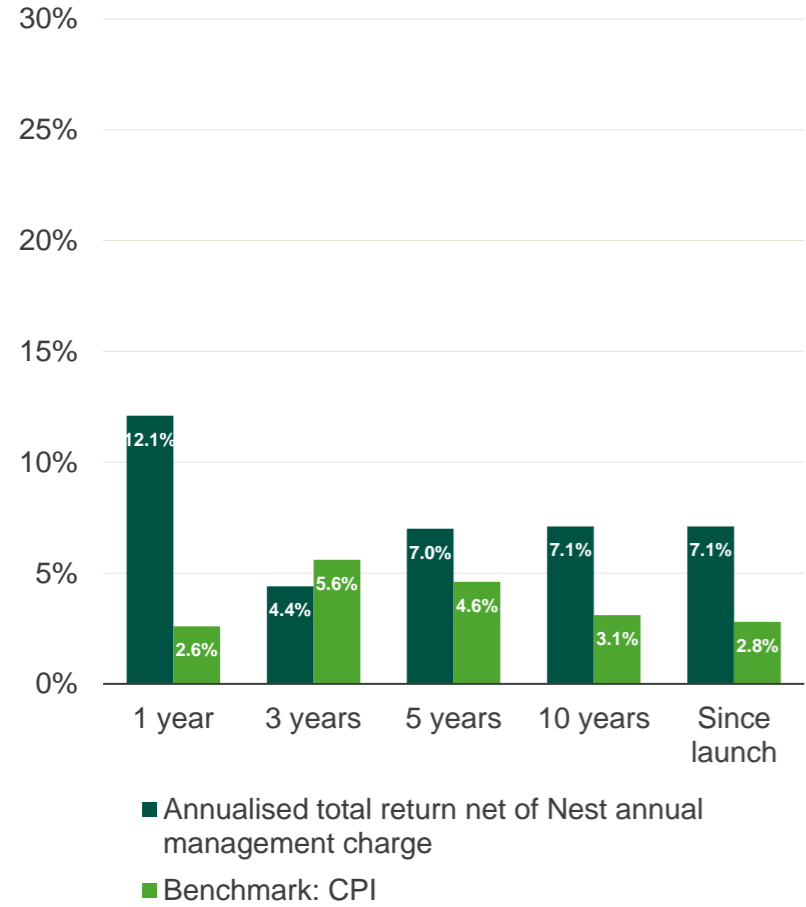
- Equities**
- 44.2% Climate aware global developed equities - GBP hedged
- 4.9% Climate aware global emerging market equities
- 3.2% Private equity
- 0.7% Thematic equity
- Growth Credit**
- 4.0% Emerging market debt
- 4.0% Global high yield bonds
- 3.2% Private credit
- Real assets**
- 6.3% Hybrid property (UK direct & REITs)
- 2.5% Infrastructure equity
- 2.3% Infrastructure equity – renewables
- 0.8% Property Income
- 0.1% Timberland
- Investment grade bonds**
- 7.5% Global investment grade bonds
- 4.3% Sterling corporate bonds
- 3.4% Short duration UK investment grade bonds
- 1.0% Short duration investment grade bonds
- 0.4% Short duration GILTs
- Alternatives**
- 0.9% Commodities
- Cash**
- 6.0% Low risk sterling liquidity
- 0.3% Derivatives – Collateral Account

Source: Data as at end December 2024 (Nest 2040 Retirement Fund)

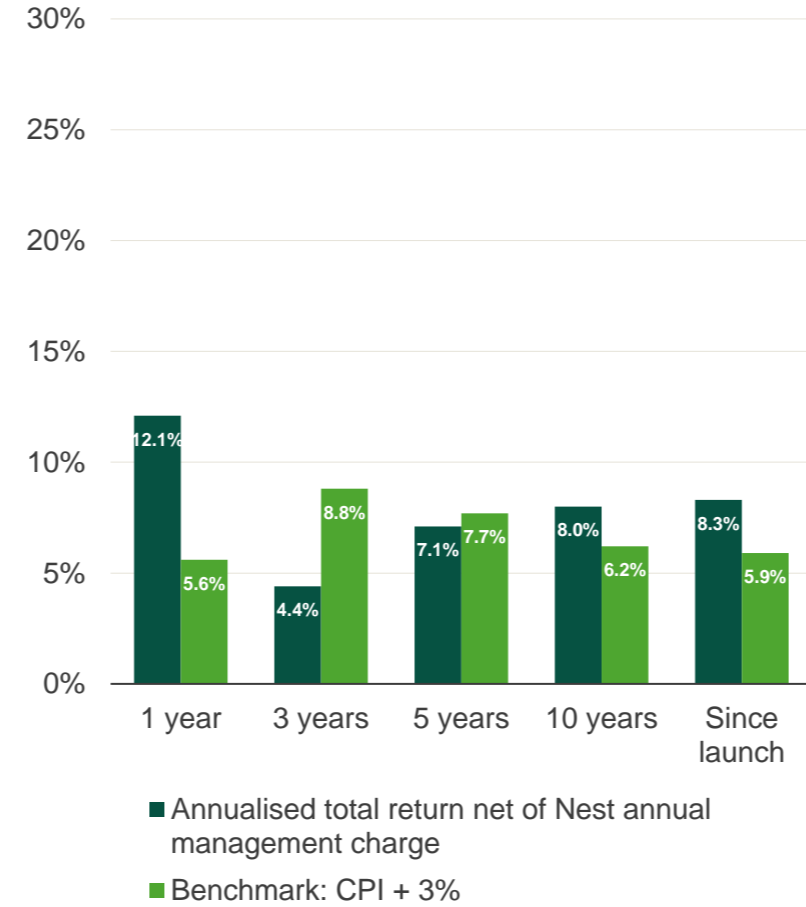
Note: A proportion of the foreign currency exposure is hedged in our developed market credit funds, global developed equity fund and our private market funds.

# Investment performance as at end of December 2024

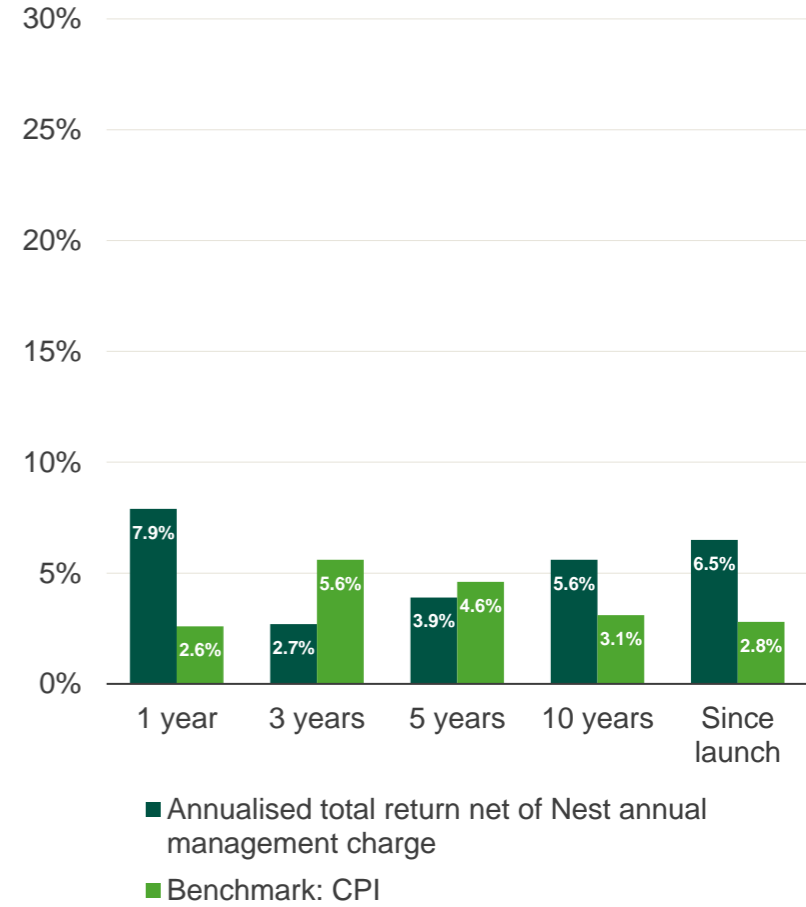
## Nest 2060 Retirement Date Fund Foundation phase



## Nest 2040 Retirement Date Fund Growth phase



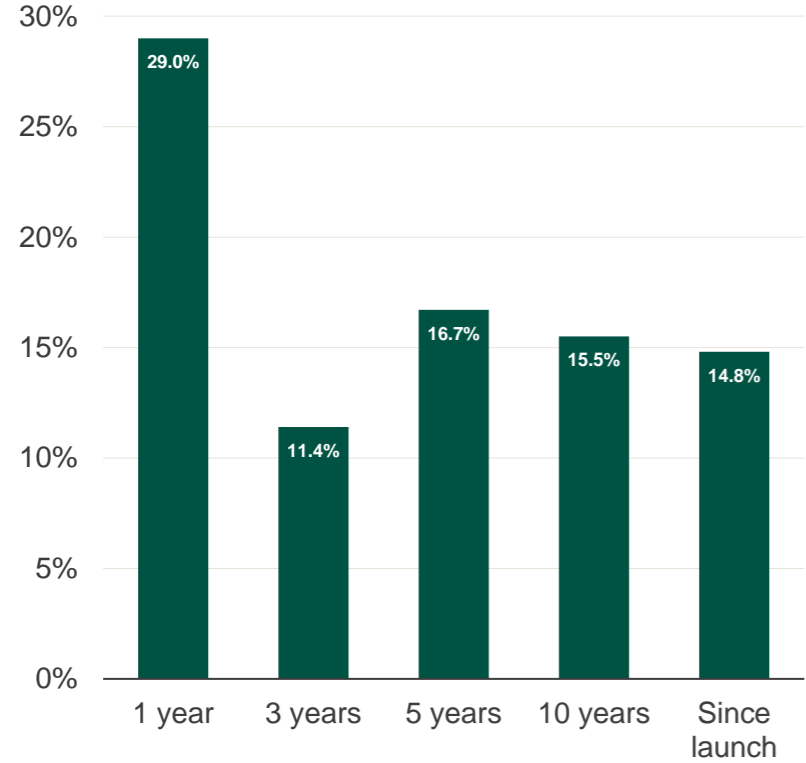
## Nest 2024 Retirement Date Fund Consolidation phase



Source: Nest quarterly investment report, as at end of December 2024

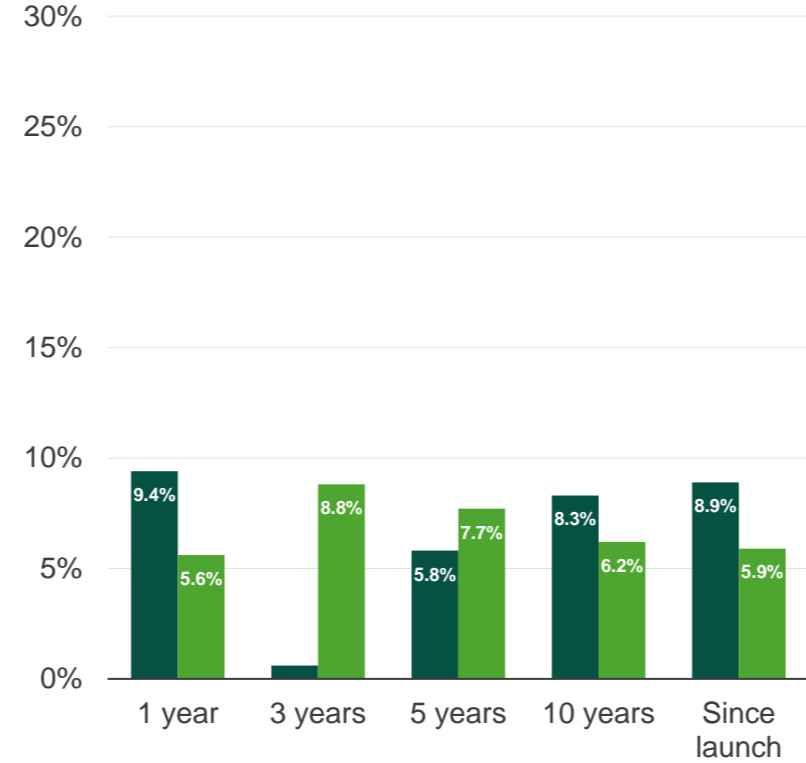
# Investment performance as at end of December 2024

## Nest Sharia Fund

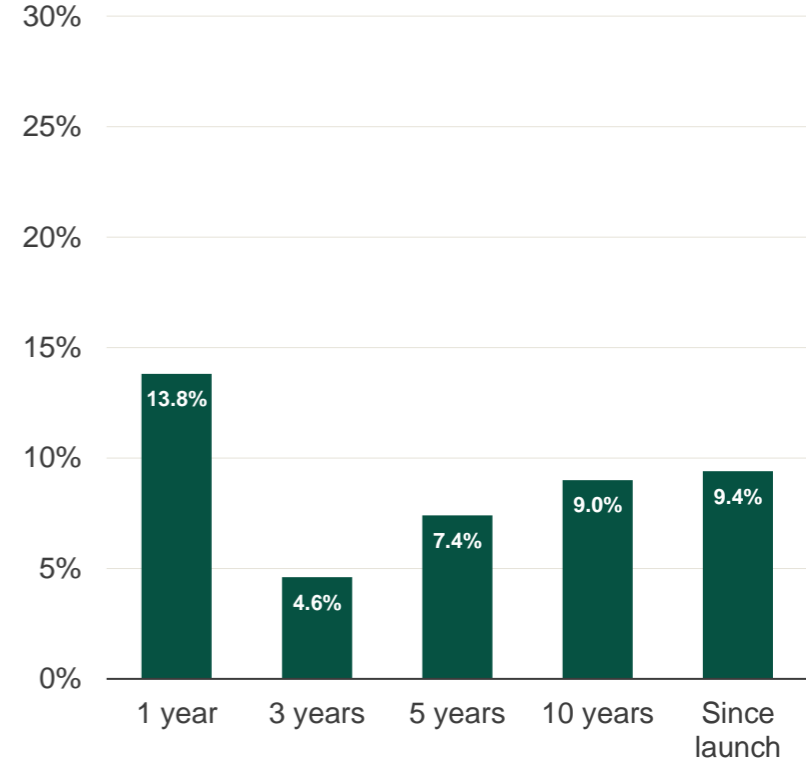


## Nest Ethical Fund

Growth phase



## Nest Higher Risk Fund



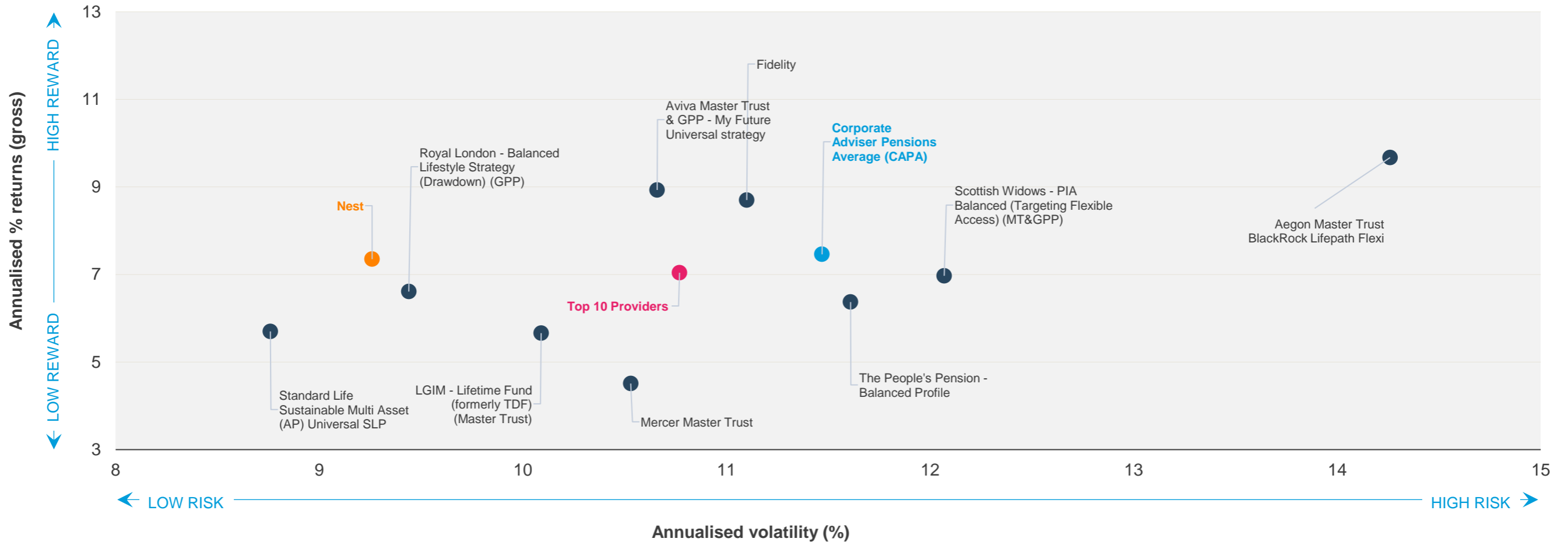
■ Annualised total return net of Nest annual management charge

■ Benchmark: CPI + 3%

Source: Nest quarterly investment report, as at end of December 2024.

# Nest's investment performance within the market

We are achieving returns broadly in line with the market average and doing so at significantly lower levels of investment risk.



Source: Corporate Adviser Pensions Average (CAPA) data showing five year annualised gross returns and levels of risk for the main default fund(s) of each provider for the asset mix for a member 30 years from retirement age. Data as at 30/09/2024. Corporate Adviser's Master Trust and GPP Default Fund Report shows top 10 providers by assets under management as: Legal & General, Aviva, Scottish Widows, Aegon, Standard Life, Fidelity, Nest, People's Pension, Mercer and Royal London.

# Key takeaways

Nest's scale and growth allows us to:

1

Profit-for-member scheme with an expert internal team focused on member needs and member outcomes



2

Access a wide range of asset classes including private markets



3

Negotiate fees with external managers so members retain more of the performance



4

Engage with investee companies to bring about real world change



# Award-winning investment strategy





QA

# Strengths of the Nest proposition

David Knight

# Nest in Numbers



**13.7m**

Total members



**1.2m**

Employers who have chosen Nest



**6.9k**

Net new employers joined Nest on average each month



**40.1k**

Intermediaries using Nest Connect to support employers in auto enrolment



**£48.1bn**

Assets under management

Source: Nest performance as at the end of December 2024

# Nest overview



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**A digital pension scheme**



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**Not for profit and run in the interests of our members**



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**Research Led**

**Delivering easy-to-use systems that minimise impact on your business**

# Nest driving change



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Target  
date funds



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Workers get one  
Nest pension pot  
for life



---

Do it for me  
Default choices  
that are built on  
experience



---

Constant  
monitoring and  
improvement



---

Simple choices  
and no regrets

# Retirement investment solutions

- › Provides a sustainable level of income
- › Considers requirement for emergency savings
- › Available from age 60 for those with £10,000 or more
- › Works for employees who have built up large funds too
- › Fully flexible
- › Retains same charges as when contributing

## Nest **G**uided **R**etirement **F**und



# Helping you support employer and members



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**Employer support**



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**Adviser support**



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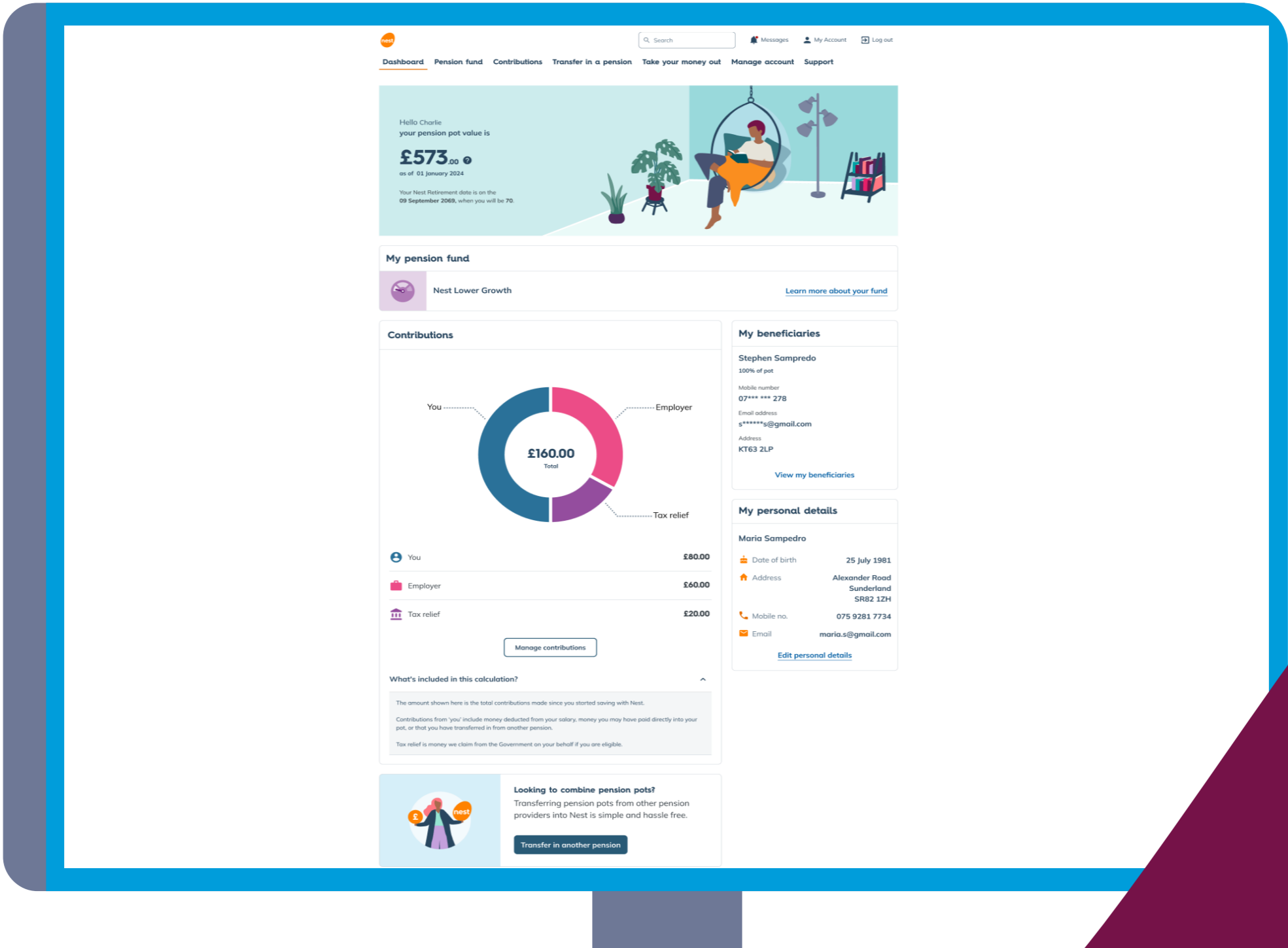
**Member support**

QA



# Member dashboard walk through

Andrew Oldacre



Hello Charlie  
your pension pot value is  
**£573.00**  
as of 01 January 2024  
Your Nest Retirement date is on the  
09 September 2069, when you will be 70.

**My pension fund**  
Nest Lower Growth [Learn more about your fund](#)

**Contributions**

**£160.00**  
Total

You Employer Tax relief

You	£80.00
Employer	£60.00
Tax relief	£20.00

[Manage contributions](#)

**What's included in this calculation?**

The amount shown here is the total contributions made since you started saving with Nest.  
Contributions from 'you' include money deducted from your salary, money you may have paid directly into your pot, or that you have transferred in from another pension.  
Tax relief is money we claim from the Government on your behalf if you are eligible.

**My beneficiaries**

**Stephen Sampedro**  
100% of pot  
Mobile number  
07\*\*\*\* 278  
Email address  
s\*\*\*\*\*s@gmail.com  
Address  
KT63 2LP

[View my beneficiaries](#)

**My personal details**

**Maria Sampedro**  
Date of birth 25 July 1981  
Address Alexander Road  
Sunderland  
SR82 1ZH  
Mobile no. 075 9281 7734  
Email maria.s@gmail.com

[Edit personal details](#)

**Looking to combine pension pots?**  
Transferring pension pots from other pension providers into Nest is simple and hassle free.

[Transfer in another pension](#)



# Pot value

[Dashboard](#) [Pension fund](#) [Contributions](#) [Transfer in a pension](#) [Take your money out](#) [Manage account](#) [Support](#)

Hello Charlie  
your pension pot value is

**£573.00** ⓘ

as of 01 January 2024

Your Nest Retirement date is on the  
09 September 2069, when you will be 70.



## My pension fund




Nest Lower Growth

[Learn more about your fund](#)




# My account

Menu  Messages My Account

Dashboard

**Charlie Smith**  
charlie.smith@gmail.com

- Personal details** >  
Name, date of birth, gender and relationship status
- Contact details** >  
Phone, Email and Address
- Membership details** >  
Retirement date, tax status, personal identifiers and scheme identifiers
- My beneficiaries** >  
Who you'd like to receive your pot when you die
- My delegates** >  
Who can access your account and act on your behalf
- My documents** >
- Communication preferences** >  
Notifications, Marketing, Paperless
- Security settings** >  
Username and password
- Help** >  
Visit the help centre

Menu  Messages My Account

Manage account

## Personal details

**Full name** [Edit](#)

Mr Charlie Smith

**Date of birth** [Edit](#)


25 July 1980

**Gender** [Edit](#)

Male

**Relationship status (Optional)** [Edit](#)

**I consider myself to have a disability (Optional)** [Edit](#)

Menu  Messages My Account

Personal details

## Full name

The name we have for you must be the same as the name shown on government issued identity documents.

Title

Mr

First name

Charlie

Middle name (Optional)

Last name

Smith

**Save**

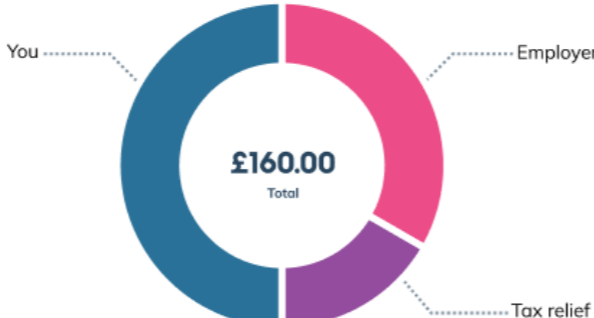


# Investment and fund contributions

**My pension fund**

Nest Lower Growth [Learn more about your fund](#)

### Contributions



Contributor	Amount
You	£80.00
Employer	£60.00
Tax relief	£20.00

[Manage contributions](#)

**What's included in this calculation?**


The amount shown here is the total contributions made since you started saving with Nest.

Contributions from 'you' include money deducted from your salary, money you may have paid directly into your pot, or that you have transferred in from another pension.

Tax relief is money we claim from the Government on your behalf if you are eligible.



# Contribution history



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My Account

Dashboard
Pension fund
Contributions
Transfer in a pension
Take your money out
Manage account
Support

Dashboard / Contributions

**Filters** Clear all filters

Tax period v

---

Employer v

---

Contribution type v

---


Apply filters

## Contribution history

### £7,116.53

Total contributions for current tax year

<b>From your salary</b>	<b>+£413.33</b>	→
10 Jan 2025 • NEST Corporation		
<b>From your employer</b>	<b>+£516.67</b>	→
10 Jan 2025 • NEST Corporation		
<b>From your salary</b>	<b>+£413.33</b>	→
11 Dec 2024 • NEST Corporation		
<b>From your employer</b>	<b>+£516.67</b>	→
11 Dec 2024 • NEST Corporation		
<b>From your salary</b>	<b>+£413.33</b>	→
12 Nov 2024 • NEST Corporation		

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### Contributions

**One-off contribution**

## £625.50

21 Mar 2024
Invested

Contribution charges -£11.26

**Amount invested** £614.24

The amount of units shown are negative where a contribution has been reversed

Investment [Nest Retirement Fund 2049](#)

No. of units invested 226.2560

Unit price (£) 2.7148

Price date 7 March 2024

Tax relief £156.38

Contribution charge on Tax relief -£2.81

**Amount invested** £153.57

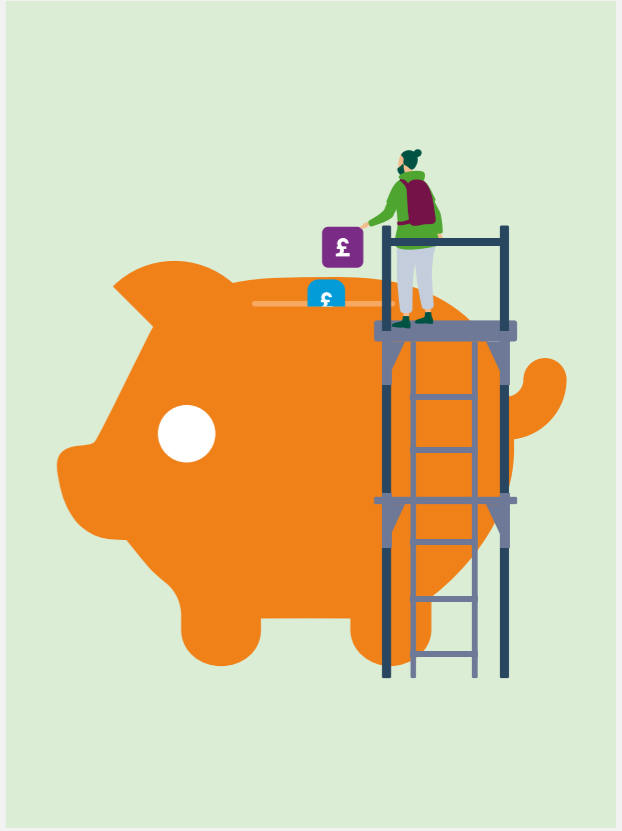
The amount of units shown are negative where a contribution has been reversed

Investment [Nest Retirement Fund 2049](#)



No. of units invested 56.4264

Unit price (£) 2.7216

Price date 20 May 2024



# Regular top up contributions

✕

Before you start  
**Set up your monthly contribution**

To start making monthly contributions, you will need to set up a Direct Debit with Nest online.

To do so, you will need to have the following information ready

- £ How much you want to contribute
- Your account number and sort code
- The date you would like the payment to be taken

You can only contribute to Nest using a Direct Debit from a personal account – business accounts are not accepted.

If you are not an authorised person to set up a Direct Debit and need help, get in touch using our live chat below

[Start live chat](#)

You can get expert help from our trained operators. This service is available from 8am to 8pm Monday to Sunday, except on public and bank holidays.

### Enter the amount you'd like to contribute monthly

Minimum £10.00

£ 80.00

Your contribution	£80.00
Tax relief	£20.00
Total contribution	£100.00

We will claim the 20% basic rate of tax relief from HMRC and add it to your pot.  
Our records show you're eligible for tax relief. If you think this is wrong please update your [Membership details](#) before making an additional contribution.

**What is the annual allowance?** Hide ^

The annual allowance is the maximum amount that can be contributed to any pension scheme with the benefit of tax relief. If you've accessed your pension pot flexibly, you would be subject to the Money Purchase Annual Allowance that reduces the amount you can pay into money purchase pension schemes with the benefit of tax relief. This applies to all contributions paid into money purchase pension savings. To see how this affects you, please [read more here](#)

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### Choose when your payment comes out

First working day of the month

Last working day of the month

Last working day of the month


1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	21	20	21
22	23	24	25	26	27	28
29	30	31				

Please note, if the date you select falls on a weekend or UK bank holiday, your money will be collected the next working day.

**i** Your first contribution will be collected on the 1st June 2024 and the 1st of every month thereafter

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MenuMessagesMy Account

## Your £80.00 monthly Direct Debit is being processed by Nest

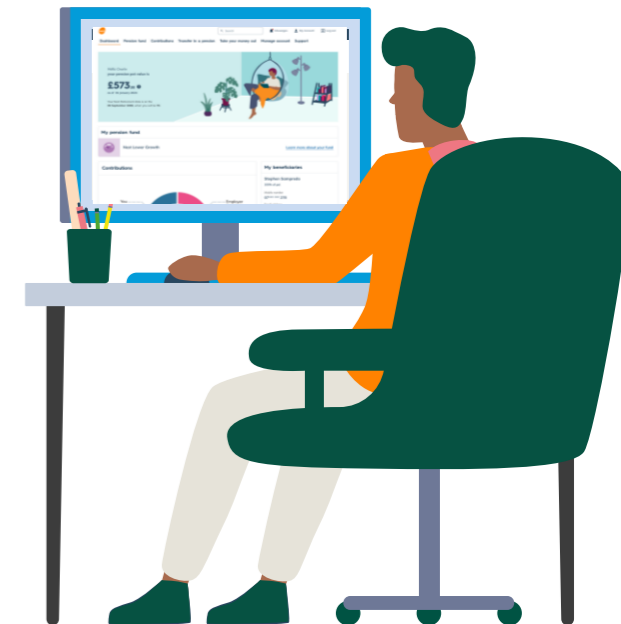
Setting up of your Direct Debit Instruction can take up to **9 working days** and the confirmation of the instruction will be sent to you within **3 working days**. Your first payment will be taken on [x] day. The payment will appear in your account as **Nest Pensions**.

Thank you very much for your Direct Debit Instruction details. Here is the Direct Debit Guarantee for your information.

[Direct Debit mandate](#)

[Download](#)

[Close](#)



# Managing beneficiaries – start of the journey


The image shows two versions of a web page for managing beneficiaries. The left version is a full article with a navigation bar (Contributions, Transfer in a pension, Take your money out, Manage account, Support) and a sub-header 'Manage account'. The main heading is 'My beneficiaries', followed by an introductory paragraph. Below are sections: 'Choosing your beneficiaries', 'Choosing the right option for you', and a list of options: 'Make a nomination', 'Make an expression of wish', 'How do the two options compare?', and 'I don't feel ready to make a choice'. A call-to-action box asks 'Ready to make a decision?' with a 'Choose my beneficiaries' button. An article snippet about 'Learning about Inheritance Tax' is also present. The right version is a simplified layout with the heading 'My beneficiaries', an illustration of three people, the text 'You need to tell us who should receive your pension pot if you die while saving with us.', and a large '+ Add a beneficiary' button.



# Managing beneficiaries – end of the journey




Before you start

## Adding your beneficiaries



You can make a nomination or an expression of wish. We'll explain the differences as you complete the journey.

We'll ask you for the following information about each of your beneficiaries so you'll need to have it ready;

-  Name of the person, charity, trust or organisation
-  The percentage share of your pot you'd like each beneficiary to receive
-  Contact details for your beneficiaries

Make a nomination

Expression of wish


[Back](#) [Next](#)

Make a nomination

✓ — ✓ — ✓ — ✓ — 5

### Beneficiary summary

**Mr Steven Sampedro** [Edit](#)

 **Personal details** [Edit](#)

Title  
Mr


First name  
Steven

Middle name  
-


Last name  
Sampedro

Date of birth  
12 March 1980

Relationship  
Spouse


 **Address** [Edit](#)

72 Alexander Road  
Sunderland  
SR82 1ZH  
United Kingdom

 **Contact details** [Edit](#)

Mobile number  
07562843278

Email address  
steven\_s@gmail.com

 **Pot share**

100%

[+ Add a beneficiary](#)

[Back](#) [Confirm](#)

# Useful links and educational articles

## [Useful links]



Article

4 min read

### Pensions vs. other investments

How do pension and investments compare to other ways you can save?

[Read more](#)



Article

4 min read

### Using my Online Account

As a member of Nest, you can access your online pension account wherever and whenever you like.

[Read more](#)



Article

4 min read

### Contribution and fees

What are pension contributions? Find out how to contribute into your Nest pension.

[Read more](#)

## Useful links



Article

4 min read

### How inflation impacts your savings

We invest your money so it's not chipped away by inflation over the years and decades to come.

[Beating bank interest rates](#)



Article

4 min read

### Investing for beginners

We invest in ourselves, in our homes and our careers. So why shouldn't we invest in our pension?

[Understand the basics](#)



Article

4 min read

### How much money could you get?

See how much you could get at retirement with our pension calculator - and what you could change to bump that figure up.

[Pension calculator](#)



# Fund choices

[Dashboard](#)

## My pension fund

The value of your pension pot is based on the value of the funds where your contributions have been invested.



### Nest Retirement Date Fund

This is the fund your money is automatically put into unless you choose another option. The aim of the fund is to grow your money faster than the cost of living in the long term and give you a steady return on your investment.

What is this fund invested in? Less ^

This pension fund is invested in at least 2400 companies, split across 12 different industries including, Finance, Tech, Retail and Healthcare

[How your funds are invested](#)

### Explore our Nest Fund options

We have a selection of Nest Pension Funds to suit different needs, if you are thinking of switching take a look.


[View all of our Nest fund options](#)

### Fund activity

View the history of all transactions in your fund.

[View fund activity](#)

## Learn more about investing?



Article 4 min read

### Investing your pension

Learn more about how investing your pension works and get to know the basics

[Go to article](#)

## Nest fund options

Over 99% of our members are in one of our Nest Retirement Date Funds. These award-winning funds are designed to work for most people, but you can choose to invest for different beliefs, faiths or risk appetite.

### Our fund options

Expand all sections

#### Nest Retirement Date Fund

Your fund Medium-high risk

This is our award-winning fund that most Nest members are invested in.

[Show](#)

#### Nest Ethical Fund

Medium-high risk

For people who are concerned about the impact that organisations have on the environment and on society in areas such as human rights and fair trade.

[Show](#)

#### Nest Higher Risk Fund

High risk

For people who are prepared to take more risk to try and make their retirement pot grow more quickly.

[Show](#)

#### Nest Lower Growth Fund

Low risk

For people who are very cautious about investing and are prepared to accept their pot will not grow very much.

[Show](#)

#### Nest Sharia Fund

Medium-high risk

For people who want to invest in a way that complies with Sharia principles.

[Show](#)

## Our fund options

Expand all sections

#### Nest Retirement Date Fund

Your fund Medium-high risk

This is our award-winning fund that most Nest members are invested in.

[Show](#)

#### Nest Ethical Fund

Medium-high risk

For people who are concerned about the impact that organisations have on the environment and on society in areas such as human rights and fair trade.

[Hide](#)

#### Key information:

- Target investment returns of inflation plus 3% over the long term
- 5 year annualised volatility of 5.9% [?](#)

#### What's the aim of this fund?

This fund is for people who are concerned about the impact that organisations have on the environment and on society in areas such as human rights and fair trade. The aim of the fund is to grow your money faster than the cost of living in the long term and give you a steady return on your money, while investing in line with the fund's ethical policy.

#### Why do people choose this fund?

This fund seeks to avoid investing in companies that harm the world and aims to invest in companies that make a positive contribution to society. Our investment experts will manage your fund at every stage of your membership.

We'll adjust how and where we invest your money based on how far away you are from your Nest Retirement Date (usually your State Pension Age unless you have given us another date). This fund focuses on protecting your money as you near that retirement date.

#### What is this fund invested in?

This pension fund is invested in companies split across 8 different industries including, Industrial, Tech, Healthcare and Finance.

[See how this fund is invested](#)

#### What else do I need to know?

It's important to check you're happy with your Nest retirement date. If you'd like to change it, you just need to tell us, and we'll automatically change your investments. You can [edit your retirement date](#) at any time.

We aim to make your retirement pot grow throughout your time saving with us, but it's important to remember **the value of your retirement pot could go down as well as up**, this is all part of long term investments and our strategy takes that into account



# Fund switching and comparing

Menu **nest** Messages My Account

Dashboard

## My pension fund

The value of your pension pot is based on the value of the funds where your contributions have been invested.

**Nest Retirement Date**  
This is the fund your money is automatically put into unless you choose another option. The aim of the fund is to grow your money faster than the cost of living in the long term and give you a steady return on your investment.

What is this fund invested in? Show ▾

Menu **nest** Messages My Account

Your pension fund

## Nest fund options

Over 99% of our members are in one of our Nest Retirement Date Funds. These award-winning funds are designed to work for most people, but you can choose to invest for different beliefs, faiths or risk appetite.

### Our fund options

Expand all sections

#### Nest Retirement Date Fund

Your fund **Medium risk**

This is our award-winning fund that most Nest members are invested in.

▾ Show

#### Nest Ethical Fund

**Medium-high risk**

For members who are concerned about the impact that organisations have on the

○ Switch my funds 0 of 2 steps completed ✕

## Compare your fund to the Nest Ethical Fund

	Nest Retirement Date Fund	Nest Ethical Fund
Who is it for	Everyone	Members who want to invest ethically
Risk ?	Medium	Medium-high
5 year performance ?	{*}	7.3%

As of March 2024  
\*If no figure is shown, this fund has not been active for 5 years

Next



# Transfers in

## Transfer money into your Nest retirement pot

By transferring money into your Nest retirement pot, you can consolidate all your savings into one account. We'll guide you through the steps you need to take. You can cancel the transfer after sending us your request, provided the other scheme hasn't sent us the money.

[See how you can request a transfer into your Nest account](#) →

### Make a transfer

To transfer money from another pension scheme into your Nest pot, click Request transfer and follow the steps. Please make sure all the details you provide are correct. We'll contact your current pension provider and start the transfer process.

Before you start you'll need:

- the name of your current pension provider
- their address
- the policy number you're transferring
- if possible the name of the pension scheme that you're transferring from

[Request transfer](#)

### Already requested a transfer?

You can check the status of any ongoing or any previous transfer requests you've made.

[Check status](#)

[Done](#)

## Transfer money into your Nest retirement pot

Here you can request your transfer and start the process. If you press Cancel or exit out of the screen before submitting your request, any data you have entered will be lost.

Once we've received your request we'll contact your current provider and ask them to start the transfer process. We'll get in touch with you if we need any more information.

Enter scheme details In progress

1 of 3 steps completed

### Your other pension provider details

**i** Please enter the details of your other pension provider. You can only submit one request at a time.

Search for your other pension provider. If they are not listed, select Other

Search ▼

Your pension scheme (Optional) **?**

### Transfer all funds

- Yes
- No

Approximate pot value

£

Enter only one membership or policy number

### Your pension provider's address

For example: SW18 3XX

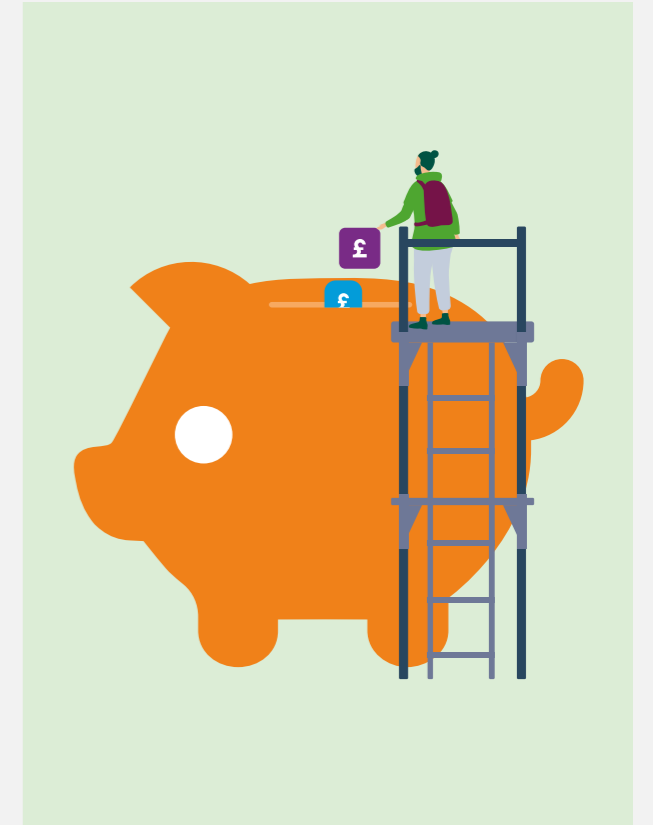
[Find address](#) 🔍

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