



Irish Life

*Supporting
your pension
plan*

NATIONAL CONVENTION CENTRE 25 SEPTEMBER 2012

PENSIONTENSION²⁰¹²

planning the new reality

Client Insights

the good, the bad and the opportunity...



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The Good...

Despite current market uncertainty...



9 out of **10** contributing to their pension

The Good...

Despite current market uncertainty...



70%

do something rather than nothing

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The Good...

Despite current market uncertainty...

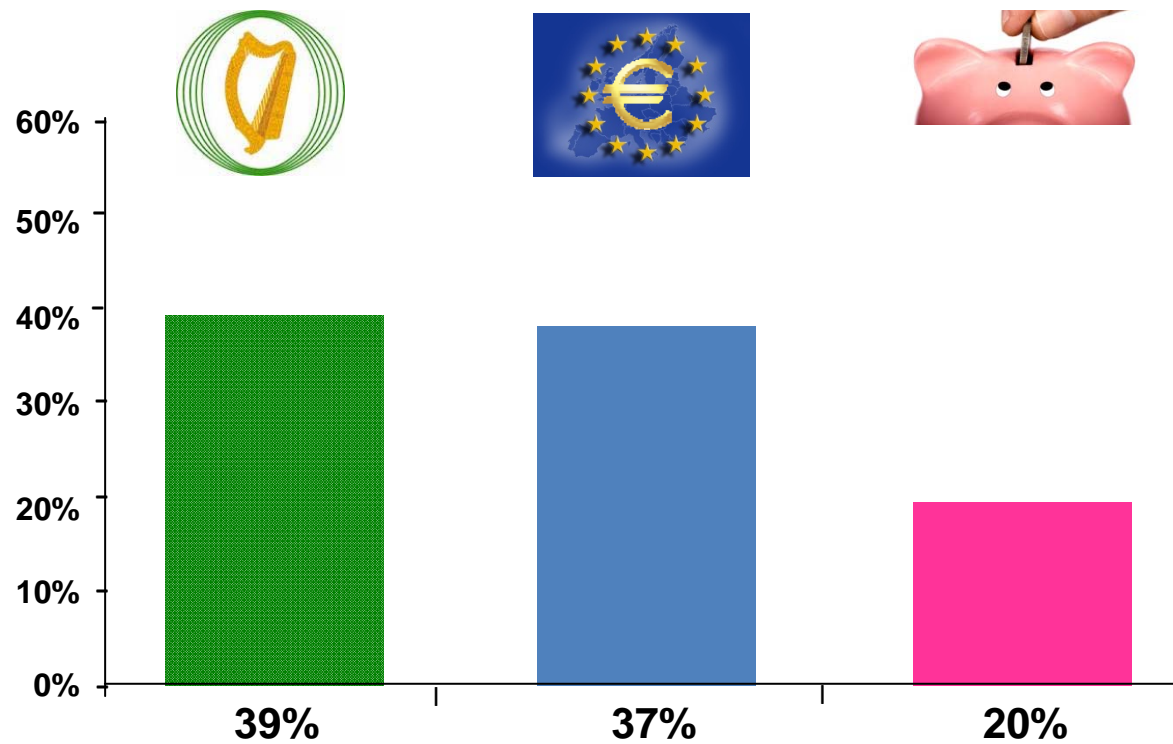


7125

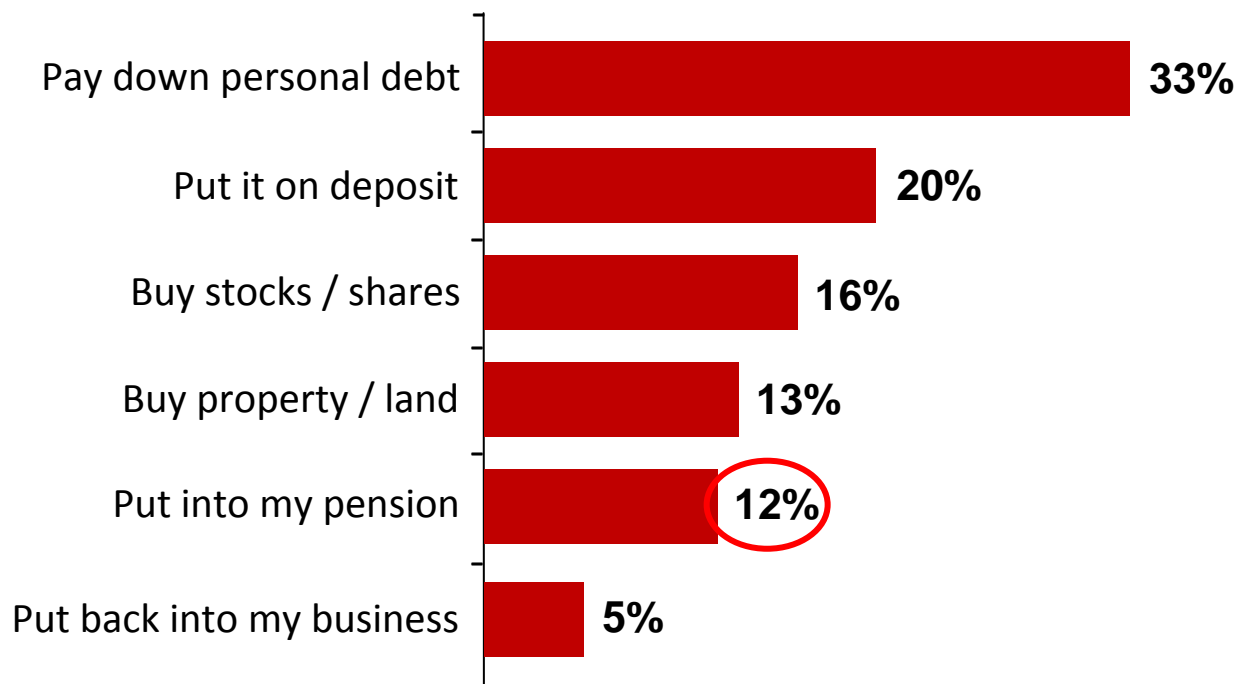
plan on increasing
maintain or increase

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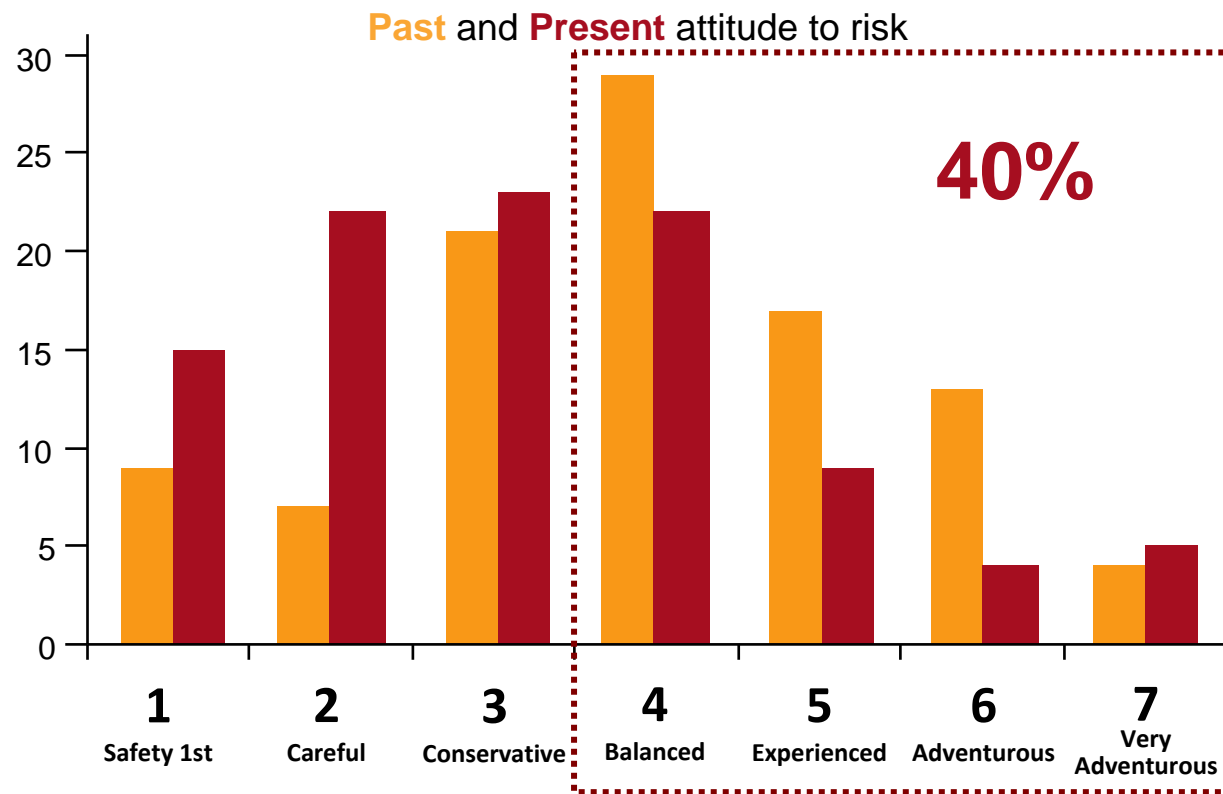
The Bad...



If Clients had extra money, what would they do?

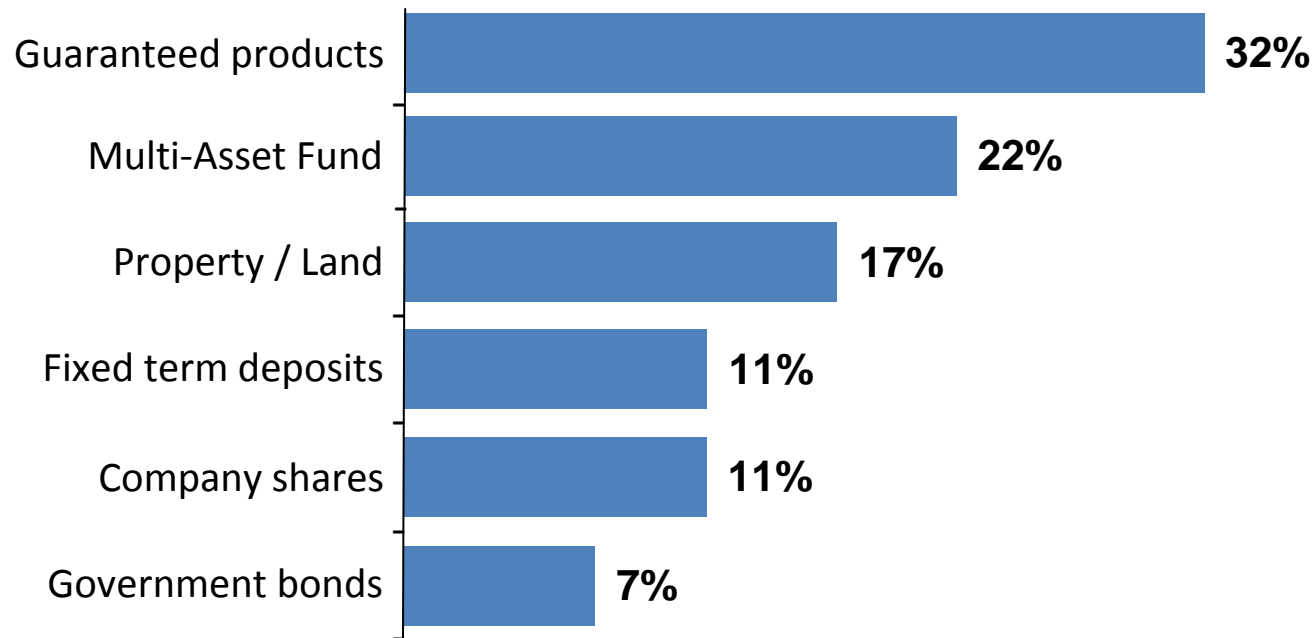


How do they feel about risk?



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What assets would they choose?



1st choice pension assets for future contributions

Retirement expectations



40%

Retirement expectations



Don't
intend
to stop
working

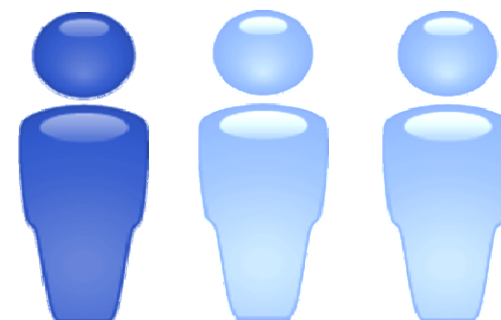
Are we all doing enough?



40%

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Are we all doing enough?



1 out of 3

Are we all doing enough?

Complete Solutions - ARF

Your details

Proposer
Investor
Your investment number
Date you started your investment
Your statement date (using the latest available fund price(s))

Your investment fund

Total amount paid in			€89,465.16
Your annual income percentage paid yearly			5.00%
	Number of units	Unit price	Current value
Funds invested in	75,326.01	€1.106	€83,311.45
Exempt Cash Fund Series V			€83,311.45
Your current fund value before income tax and cash-in charge.			€79,145.87
Your current cash-in value before income tax and after cash-in charge.			

Important notes for your investment:

- The funds available within the ARF plan are unit-linked and could fall as well as rise in value over the term of your plan.
- If you withdraw cash from your investment, the value of your fund will reduce by the amount you withdraw. If you are regularly withdrawing cash, the value of your investment may continually fall if the funds don't grow by enough to replace the amount withdrawn. As a result, there may not be enough money in your fund to give you a regular income throughout your retirement.
- The funds available within the ARF plan are tax-exempt. You do not pay any tax on the growth of your investment until you make a withdrawal or you cash in the plan fully. We will then take off income tax and possibly PRSI and the health levy on any withdrawals that you make from your Approved Retirement Fund. If we do not have an up-to-date certificate of tax-free allowances, we must take off income tax at the highest rate.
- Your cash-in value includes a charge for withdrawing money early from any investment you have made. This charge applies over a 5 year period from the start date of any amount you have invested and you will have no charge from 24 November 2013.
- The total amount invested has not been reduced to allow for any income or withdrawals you may have taken from your fund.
- If you require a copy of the Fund Operating Procedures applicable to your fund(s), those can be obtained from the Irish Life website at <http://www.irishlife.ie/>, or by contacting Irish Life's Chief CIO/CA.

60%



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Are we all doing enough?

3 steps to more positive engagement


Are we all doing enough?

Web presence is vital

Have you *really* figured out how you'll finance your retirement?



Make sure you're on track for the retirement you want



Pension Guide
A simple guide that explains the key things you need to know about pensions and planning for your retirement.
[Find out more](#)

Pension Tax Relief Calculator
Find out how much Income Tax Relief you might qualify for with our calculator.
[Find out more](#)

Find a Financial Broker
Find a Financial Broker or Financial Advisor to help you plan for your pension needs.
[Find out more](#)

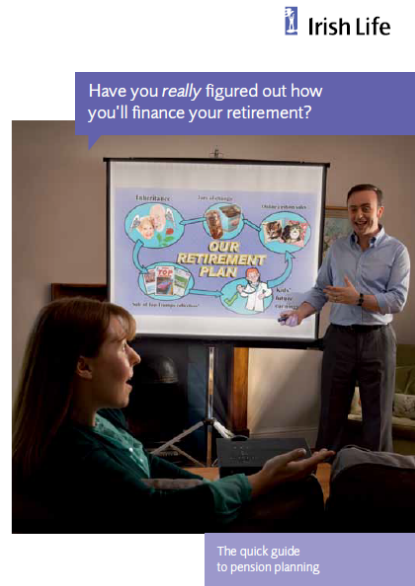
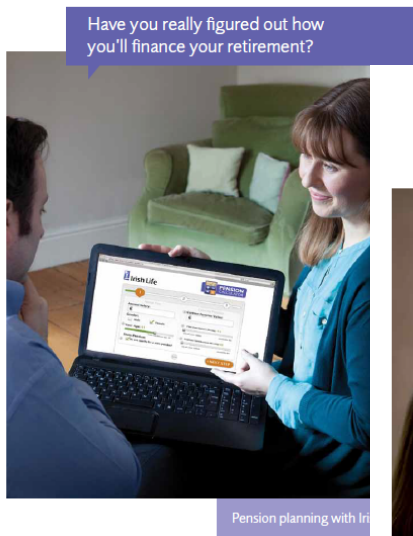
40%

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Are we all doing enough?

Make pensions more accessible

 Irish Life

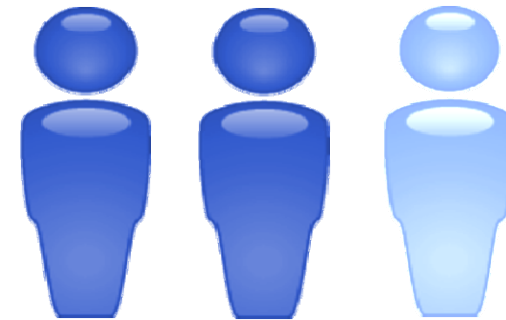


62%

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Are we all doing enough?

Give tangible next steps



2 out of 3

Pension Supports

This is a technical guide for financial advisers only and is not intended to be an advertisement.

An Adviser's Guide to Pensions

Contents:

- Section 1: Personal Pensions
 - 1.1 [Introduction](#)
 - 1.2 [Maximum Benefits](#)
 - 1.3 [Contributions & Tax Relief](#)
 - 1.4 [Cash Benefits](#)
 - 1.5 [Savings Benefits](#)
- Section 2: PRSAs
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- Section 3: Company Pensions
 - 3.1 [Introduction](#)
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 - 3.4 [Contributions & Tax Relief](#)
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 - 3.7 [Options on Leaving Service or After Ill Health](#)
 - 3.8 [Company Pension Transfer Options](#)
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- Section 5: Transfers
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 - 6.1 [Introduction](#)
 - 6.2 [Company Pensions](#)
- Section 7: Post-
 - 7.1 [Introduction](#)
 - 7.2 [Company Pensions](#)
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 - 7.5 [Options on Leaving Service or After Ill Health](#)
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- Section 8: Irish Life Pension Products
 - 8.1 [Personal Pension Plan](#)
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 - 8.4 [Personal Retirement Bond](#)
 - 8.5 [Company Pension Transfer Options](#)
 - 8.6 [Introduction](#)

Pensions are long term savings plans that can only be taken at retirement.

Tax Limits Income Gap Max Lump Sum Rev Max

Company Pension Plan - Revenue Max for Annual and Single Premiums

AGE AT 31ST DECEMBER IN RELEVANT TAX YEAR: 40

NORMAL RETIREMENT AGE: 67

GENDER: Female

Dear (Personalised),

Have you really figured out how you'll finance your retirement?

People provide for their retirement in surprising ways. But setting the odd family heirloom is not likely to be enough to provide the lifestyle you expect.

Fortunately, because you've started a pension, you've already taken the first step towards a realistic plan.

To get the best out of your investment it really pays to have regular pension reviews. The focus of these reviews is not necessarily on increasing contributions. In fact, it's more important to check whether you're still on track to meet your retirement goals, and to get answers to questions like these:

- Should your retirement goals be updated to reflect changes in your lifestyle or family?
- Are you maximising your tax relief?
- Should you perhaps switch funds into low risk options as you get closer to retirement age?

On average we're living much longer than our parents' generation. Good news – but it also makes it more important than ever to get a realistic retirement plan in place.

Why not arrange a review now?
Click on this link or call us on (broker phone no.)

Why not arrange a review now? Click on this link or call us on (broker phone no.)

FACT: Research shows that 3 in 5 Irish people don't know how much they are currently saving into their pension.
(Source: Annuity Research, August 2015)

Your No. 1 Supporter

This is not a customer document and is intended for financial advisers only.

Irish Life

Advisers Retirement Guide

Contents:

- Section 1: Questions to help you assess your clients needs.
- Section 2: Retirement options matrix.
- Section 3: Options at retirement for a client in a Defined Contribution scheme.
- Section 4: Advantages and disadvantages of ARIs and Annuities.

Section 1

Questions to help you assess your clients needs:

- Do they have a pension?
- What other income do they have?
- What is their current level of their pension?
- How does their pension fit with their needs?
- Have they considered a pension review?

Did you know?

A person who retires will have to rely on their pension to provide for their retirement needs.

Pensions – A tax efficient way to save for retirement

For Personal Pension clients

Did you know? that for every €1,000 you put into your retirement fund, it actually only costs you €590 if you are paying income tax at the top rate.

You may get full tax relief

Subject to an earnings cap of €115,000 you can contribute up to a certain percentage of your salary, and claim income tax relief, depending on your age.

Age	% of net relevant earnings
<30 yrs old	15%
30 - 39 yrs old	20%
40 - 49 yrs old	25%
50 - 54 yrs old	30%
55 - 59 yrs old	35%
60 yrs old plus	40%

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Pension Crusade

Have you really figured out how you'll finance your retirement?



Be sure you're on track for the retirement you want

PENSION CALCULATOR Open

Calculator

the Tax Relief you can claim on your contributions.

Find a Financial Broker

Find a Financial Broker or Financial Advisor to help you plan for your pension needs.

[Find out more](#)

If you like things just a certain way, you'll love the Deposit options on our Self Invested Pension Fund.

A Self-Invested Fund from Irish Life gives you control over your pension by arranging all the elements in the way that suits you best. For example, you can choose from our competitive range of rolling monthly, fixed term or on-demand deposits, and from a selection of seven different banks.

So whether you already have an existing pension, or you'd like to invest in a new one, our Self-Invested Fund allows you to arrange your things just the way you like them.

Deposits in the Self-Invested Fund are currently exempt from DIRT (Deposit Interest Retention Tax) and are owned by Irish Life. The minimum investment is €10,000. Investments in a Fixed Term Deposit Account finish on a specific date. So if you're near retirement, your fixed term deposit should always end before your planned retirement date. That way you won't delay your retirement or have any deposit account breakage fees.

Warning: This fund may be affected by changes in currency exchange rates.
Warning: If you invest in this fund you may lose some or all of the money you invest.
Warning: The value of your investment may go down as well as up.
Warning: If you invest in this product you will not have access to your money until age 60 and/or you retire.

Contact your Financial Broker today for a copy of the guide to our Self-Invested Fund.

Irish Life Assurance plc is regulated by the Central Bank of Ireland.

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The Opportunity



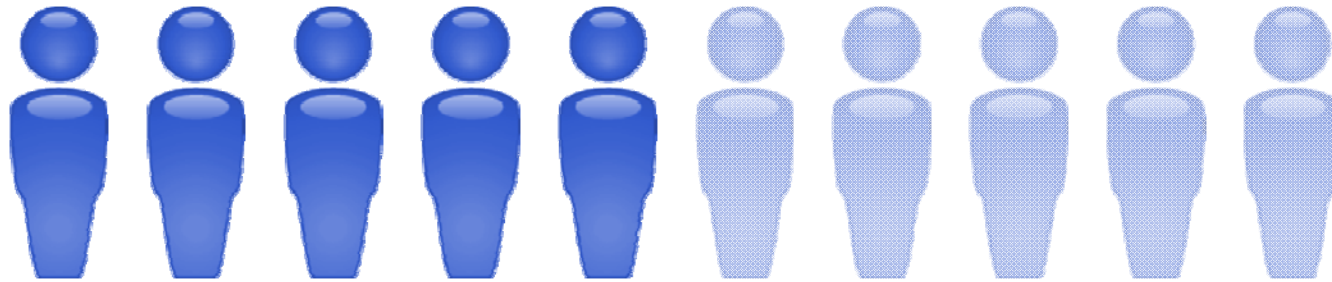
7 out of **10** believe its
better to do something

The Opportunity



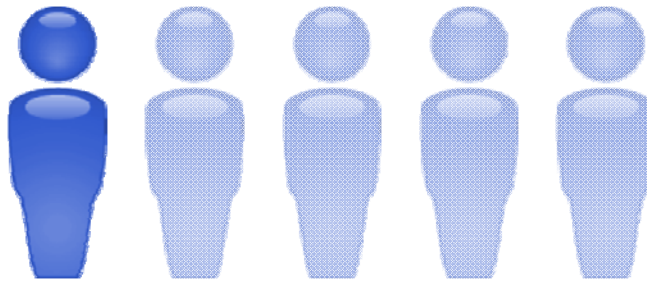
6 out of **10** worried their
pension isn't adequate

The Opportunity



5 out of **10** worried
tax reliefs won't last

The Opportunity



1 in 5 plan to
increase contributions

The Opportunity



9 out of 10 prefer independent advice

**PENSIONS TIME BOMB... EXTENDED
WORK LIFE... PENSIONS TAX RELIEF...
REDUCED "CAPS"... UNEMPLOYMENT
AND EARLY
INVESTMENT
RETIREMENT...
QUANDRY...**
NEED FOR SPECIALIST ADVICE  Irish Life
