

Investing for success in a changing world

Jon Cunliffe Managing Director, Investments



Profit for people

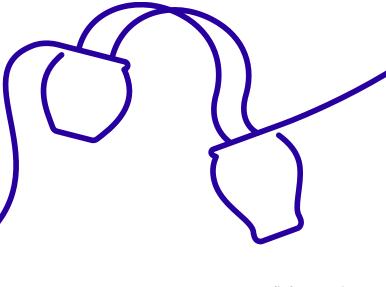
Who we are

B&CE

- We've been providing simple financial products to the construction industry for nearly 80 years
- We're dedicated to improving the welfare of those working in the construction industry
- Profit for people we put our members first

The People's Pension

- One of the largest master trust workplace pensions in the UK
- Currently helps 1 in 5 UK workers save for a better retirement
- Approximately 20% of the construction industry are saving with us
- Offers investment options to suit everyone



The auto-enrolment pensions landscape

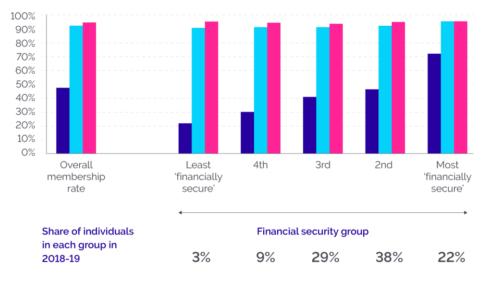
10 years of auto-enrolment pensions

- First employers began auto-enrolling staff in 2012
- 10m people brought in to pension saving
- 142% increase in participation amongst the lowest paid

Key:

Prior to AE

- Under AE: 2% min. total contribution
- Under AE: 5% min. total contribution



B&CE

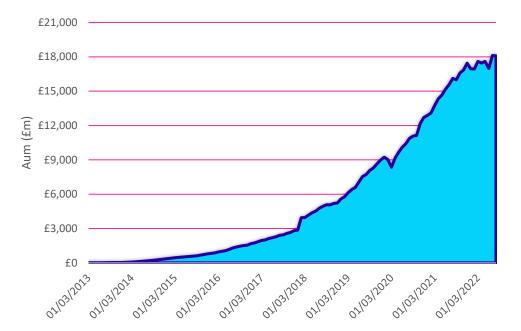
The People's Pension growth

Our growth in numbers

- Over 6m members are saving with us
- Over £17bn invested for scheme members
- Over 100,000 employers

A good time to save

- Governments did what they could after the credit crunch
- Policy makers and central banks supported investments by lowering interest rates





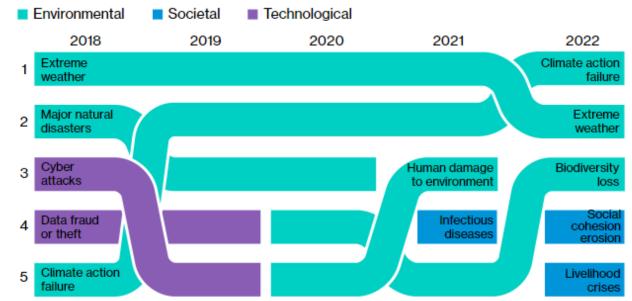
A changing world

Geopolitical risk

- Increasing social polarisation
- War in Ukraine
- China

A changing climate

- Extreme weather events
- Increasing food prices
- Transition to a low carbon world



Source: World Economic Forum Global Risks Report 2022

The next 10 years from an investment perspective

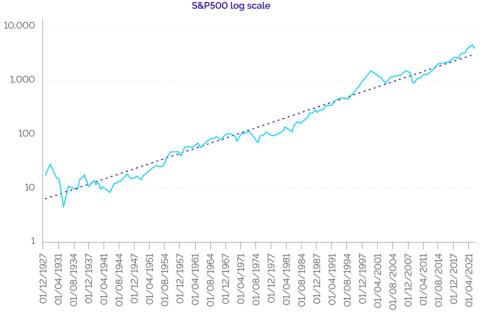
Can performance continue?

 Global stock markets have been well ahead of their long-term trends

A changing world means changing strategy

- Higher inflation
- Higher bond yields
- Shorter economic cycles
- Lower correlations between asset classes

US stock market performance



B&CE

What could this mean for investments?

Market returns unlikely to be enough

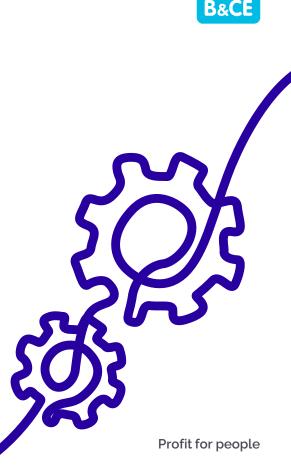
• Can no longer rely on just letting stock markets rise to deliver returns

Schemes will need to work harder, smarter and manage risk better

- More dynamic approach and a broader opportunity will be required including alternative sources of return
- Investing directly into infrastructure and building projects
- Greater awareness and understanding of how the world is changing

Understanding and integration of climate risk will be required

- Likely the most material of risks over the next decade
- Extreme weather events
- Understanding of how the world will transition



Questions?

B & C E Financial Services Limited

Manor Royal, Crawley, West Sussex, RH10 9QP. Tel 0300 2000 555 Fax 01293 586801.



Registered in England and Wales No. 2207140. To help improve our service we may record your call. B & C E Financial Services Limited is authorised and regulated by the Financial Conduct Authority Ref: 122787. It acts as a distributor of, and an administrator for, pensions (including The People's Pension Scheme), accident and death insurance and a range of financial welfare products.