

# Retirement Matters

Thursday 30 April 2026 – The Royal College of Physicians, 11 St Andrews Pl, London, NW1 4LE

| Schedule of the Day |           |                           |  |   |  |   |   |
|---------------------|-----------|---------------------------|--|---|--|---|---|
| Platt Room          | 0830-0915 | Breakfast                 | <b>Informal networking</b> - Over breakfast and coffee   |   |  |   |   |
| Seligman Theatre    | 0915-0930 | Keynote                   | <b>Welcome, Setting the Scene.</b> With <b>James Goad</b> , Managing Director, Owen James and <b>Andy Seed</b> , Chief Growth Officer, Aptia   |   |  |   |   |
| Seligman Theatre    | 0930-1000 | Keynote                   | <b>Age of Geoeconomics: How geopolitics is reshaping financial markets, pension &amp; retirement savings and portfolio management.</b> <b>Nicolas Firzli</b> , Director General at World Pensions® Forum |   |  |   |   |
| Breakout Rooms      | 1005-1105 | Roundtables/<br>Workshops | <i>Underestimating retirement risk in a new market regime</i>  | <i>Protecting family wealth in a changing tax landscape</i> | <i>From process to outcomes - demonstrating good retirement advice</i>           | <i>Personalising retirement decisions with behavioural technology</i> | <i>Behavioural risk as the dominant retirement risk</i>                               |
|                     |           |                           |  | <i>Behaviours that threaten retirement outcomes</i>         |  |   |   |
| Platt Room          | 1110-1135 | Coffee                    | Grab a refreshment and catch up with your peers  |   |  |   |   |
| Seligman Theatre    | 1140-1210 | Keynote                   | <b>Lessons from decades of unbiased fund research and ratings.</b> <b>Rory Maguire</b> , founder of headline sponsor, Fundhouse  |   |  |   |   |
| Breakout Rooms      | 1215-1315 | Roundtables/<br>Workshops | <i>Retirement income – designing systems not choosing products</i>   | <i>Protecting family wealth in a changing tax landscape</i> | <i>How AI is supporting advisers and paraplanners with clients in retirement</i> | <i>Rethinking income, risk and decumulation</i>                       | <i>Behavioural risk as the dominant retirement risk</i>                               |
|                     |           |                           |  | <i>Behaviours that threaten retirement outcomes</i>         |  |   |   |
| Platt Room          | 1315-1410 | Lunch                     | <b>Buffet lunch with networking</b>  |   |  |   |   |
| Seligman Theatre    | 1415-1455 | Keynote                   | <b>The Emotional Economics of Retirement: A planner's guide to life's greatest transition.</b> <b>Dan Haylett</b> , financial planner, author, podcast host & retirement thought-leader.                 |   |  |   |   |
| Breakout Rooms      | 1500-1600 | Roundtables/<br>Workshops | <i>Underestimating retirement risk in a new market regime</i>  | <i>Decumulation under tax uncertainty</i>                   | <i>How AI is supporting advisers and paraplanners with clients in retirement</i> | <i>Rethinking income, risk and decumulation</i>                       | <i>When advice becomes protection - planning for capacity, vulnerability and harm</i> |
|                     |           |                           |  |   |  |   |   |
| Seligman Theatre    | 1605-1645 | Keynote                   | <b>Retirement at a Crossroads: What comes next for policy, pensions and planning.</b> With <b>Guy Opperman</b> , Strategic Adviser at Aptia and former Minister for Pensions                             |   |  |   |   |
| Lasdun Hall         | 1645-1730 | Farewell and Fizz         | We thank you for joining us over a glass of bubbly   |   |  |   |   |

# RETIREMENT MATTERS

## RETIREMENT MATTERS CONFERENCE PROGRAMME

Thursday 30 April 2026

Royal College of Physicians, 11 St Andrews Pl, London NW1 4LE

### About Retirement Matters

The retirement landscape is entering a period of profound change. Longer lives, persistent economic uncertainty, shifting public policy and rapid technological innovation are converging to challenge long-held assumptions about how people save, invest and draw income in later life. For advice leaders, the question is no longer simply how to help clients retire securely, but how to design propositions, businesses and strategies that work over increasingly long, complex retirements.

This event will engage strategic, practical and behavioural perspectives on retirement - from macroeconomics and regulation through to client psychology, business design and product innovation.

The below roundtable sessions have been designed to help advice leaders leave with clearer insight into how to shape more confident retirements for clients, and more resilient, future-ready businesses for themselves, by covering the following key themes:

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## GEOPOLITICS & ECONOMICS

### 1. Decumulation under tax uncertainty

Retirement planning is increasingly taking place in a climate of policy ambiguity. Proposed changes to pension taxation, frozen allowances, and shifting political priorities mean advisers are being asked to support major decumulation decisions without legislative certainty.

The challenge is no longer predicting outcomes, but helping clients make confident decisions under uncertainty. This session will discuss:

- How advisers plan effectively when tax policy is signalled but not yet defined
- Decumulation strategies that preserve optionality and minimise regret
- How advisers communicate probability versus possibility without paralysing clients
- Where early action is helpful and where patience is the better course

## REGULATION CHANGE

### 2. From process to outcomes: Demonstrating good retirement advice

Following the FCA's thematic review of retirement income advice, firms were encouraged to strengthen governance, reconsider the role of CRPs alongside investment propositions, and demonstrate clearer links between client objectives, risk and sustainable income.

Yet many advisers are still grappling with what meaningful change looks like in practice - particularly as policy shifts, tax changes and evolving retirement patterns add further complexity.

This session will explore how firms are responding to the FCA review and what good retirement outcomes look like in practice, by discussing:

- What firms have changed since the FCA thematic review - and where gaps may still remain
- How advisers are aligning cashflow modelling, risk profiling and portfolio construction
- The role of guarantees, safety-first strategies and CRPs alongside drawdown
- How firms evidence good retirement outcomes under Consumer Duty

*Expert: Martin Lines, Development and Events Director, Just*

## YOUR CLIENTS

### 3. Behavioural risk as the dominant retirement risk

There is no risk-free route through retirement. In reality, every pathway into and through retirement exposes clients to trade-offs, uncertainty, and emotional friction. This session will examine how advisers can better frame, blend and sequence solutions to build sustainable confidence over time.

This session will explore:

- Why the retirement journey contains unavoidable structural risks - including longevity, day-1 decision risk and income sustainability.
- How different retirement income mechanisms distribute risk differently - including fixed-term annuities, lifetime annuities and drawdown - and the behavioural consequences of each.
- How behavioural misperception amplifies risk and how advisers can identify those tipping points - during retirement reviews, particularly when clients overestimate certainty, underestimate longevity, or assume income stability without understanding trade-offs.

- How framing, sequencing and guided decision-making can prevent regret-driven changes.

*Expert: Karen Fitzpatrick, Pensions Specialist, M&G*

#### **4. WORKSHOP - Behaviours that threaten retirement outcomes**

This interactive workshop will discuss:

- The decisions that matter most for your clients' long-term success and the common decisions that consistently weaken outcomes.
- The behavioural pitfalls advisers and clients must avoid, along with evidence-backed approaches to replace them.
- How to support clients during periods of severe or worrying headlines, helping them stay calm and aligned with their long-term plan.
- What genuinely creates lasting value in retirement planning - and how to keep clients focused on the controllable factors that compound over time.

*Expert: Rory Maguire, Chief Investment Officer and Founder, Fundhouse*

#### **5. Rethinking income, risk and decumulation**

Retirement planning has entered a new phase, with longer retirements, increased market uncertainty and significant tax changes challenging traditional approaches to income and risk. This session will explore how advisers can adapt decumulation strategies to remain robust, flexible and aligned to evolving client needs, including:

- How sequencing risk, longevity risk and income sustainability are reshaping decumulation planning
- Whether traditional approaches such as the 4% rule and natural income remain fit for purpose
- How income needs evolve across different stages of retirement and how strategies should adapt accordingly
- How tax changes, including pensions and inheritance tax, are influencing decumulation decisions in practice
- How advisers can better balance certainty, flexibility and growth within retirement propositions

*Expert: Aviva*

#### **6. WORKSHOP - Planning beyond retirement: Protecting family wealth and building strong legacies in a changing tax landscape**

Retirement planning increasingly sits within a broader estate context shaped by rising inheritance tax exposure, evolving tax policy and more complex intergenerational wealth transfer. Advisers must look beyond income sustainability and consider how retirement capital, family dynamics and legislative change interact to influence long-term client outcomes.

This interactive workshop will explore estate planning in a multi-generational family scenario, including:

- How to analyse inheritance tax exposure within a multi-generational client case and identify structural planning risks
- Evaluate how recent tax and budget changes may alter estate planning, gifting and business relief strategies
- Assess the suitability and limitations of different estate planning approaches when balancing

control, access and tax efficiency

*Expert: Olly Jacobs, Key Partnerships Manager, Octopus Investments*

## **7. When advice becomes protection: Planning for capacity, vulnerability and harm**

Retirement advice increasingly extends beyond financial outcomes into safeguarding client wellbeing, particularly as cognitive decline, vulnerability and complex family dynamics become more prevalent. This session will explore how advisers can recognise, plan for and respond to the point at which advice shifts from optimisation to protection, including:

- How and when advisers should identify early signs of cognitive decline, vulnerability or reduced financial capacity
- How to structure advice relationships, documentation and client engagement to protect clients over time
- The role of powers of attorney, trusted contacts and family involvement in safeguarding long-term outcomes
- How firms can balance regulatory obligations, ethical responsibility and client autonomy
- What “good” looks like in designing propositions and processes that protect clients without undermining trust

## **TECHNOLOGY & INNOVATION**

### **8. Personalising retirement decisions with behavioural technology**

Retirement is where good financial plans often fail in practice, not because the maths is wrong, but because the decisions keep coming and the emotional stakes keep rising. The opportunity is to use behavioural and AI-enabled technology to turn retirement planning into an ongoing, personalised decision system that clients can engage with, and stick with.

This roundtable will explore:

- How personalised behavioural engagement can help retirees get engaged in the first place, and then make better spending decisions, using Financial Personality scales such as Spending Reluctance and Desire for Legacy.
- How a Guaranteed Income tool can help clients and advisers judge the right level of annuitisation, balancing security with flexibility.
- How behavioural product-fit scores can match retirees to solutions such as guaranteed income, natural income, and smoothing, and give advisers clearer client narratives.

*Expert: Dr Greg Davies, Head of Behavioural Finance, Oxford Risk*

### **9. How AI is supporting advisers and paraplanners with clients in retirement**

Forthcoming changes to IHT rules on pensions, FCA requirements for client vulnerability assessment and the backdrop of continued volatility in stock and bond markets are just some of the areas keeping financial planners very busy.

This roundtable will explore how AI can reduce report drafting time and strengthen suitability evidence, as well as :

- How to use AI to more effectively gather and summarise information about client’s existing policies

- How AI report builders can cope with the complexity of retirement advice
- How to deliver bespoke retirement advice using AI, whilst scaling your business
- What to be mindful of when using AI for retirement cases

*Expert: Ammonite AI*

## PRODUCTS & PROPOSITION

### 10. Retirement income architecture: Designing systems, not choosing products

The retirement landscape now demands system design rather than product selection. Longevity risk, behavioural bias, regulatory scrutiny, and evolving client needs mean income must be structured as an adaptive architecture that works over decades.

This session will explore how firms design retirement income architectures rather than isolated solutions, including:

- Income layering, ladders, floors, and transition points
- How Central Retirement Propositions support long-term adaptability
- Where product design enables - or constrains - good outcomes

### 11. WORKSHOP - Underestimating retirement risk in a new market regime

Retirement income frameworks were largely built in an era of falling rates, dependable bond diversification and relatively swift market recoveries. That backdrop has shifted and elevated volatility, unstable correlations and structural fragilities are now testing assumptions embedded in many retirement income strategies.

This interactive workshop, structured in two parts - each followed by Q&A - will explore how advisers can reassess market risks and rethink what true resilience looks like in practice:

#### Part 1: How structural market shifts are exposing hidden vulnerabilities

- Why traditional diversification and recovery assumptions may no longer hold
- How sequencing risk and sustained volatility erode long-term income sustainability
- Where common approaches (drawdown, multi-pot, annuity and smoothed) leave some key risks still to be managed - and what that means for adviser exposure

#### Part 2: Building more resilient retirement architectures

- What “resilience” means in today’s retirement income context
- Practical ways to mitigate volatility and sequencing risk more deliberately
- How stronger portfolio design can protect both client outcomes and adviser businesses

*Expert: Neil Dissanayake, Principal and Director of European Trading, Milliman*