

# The-Pensions-Net-Work

*"Leading Thought in Long Term Savings"*

26<sup>th</sup> & 27<sup>th</sup> April 2018

Norton House, Ingliston, Edinburgh EH28 8LX

Tea/Coffee 17:00

Thursday

Meeting Starts 17:30



**John Moret**  
Chairman  
The-Pensions-Net-Work

Hi all and a warm welcome to the updated programme for our first ever event in Scotland which was postponed from October 2017. The speaker line up remains very strong with a wide range of topics which should be of interest whatever your specialism.

We are very fortunate too to have an excellent after dinner speaker in Paul Masterton M.P. who will no doubt have plenty to say on a host of topical issues. Current members will know that aside from the speakers a lot of the value from our meetings comes through discussion and debate both within the meeting room and outside over dinner or at the bar. All discussions are under the Chatham House rule which allows speakers and delegates to speak freely. Do try and come along – we really would like this to be successful and become a regular event. I hope to meet you in Edinburgh in April.

17.35 - 19.00



**Ian Naismith**  
Pensions Consultant

***"Bonanza or bluff - three years of freedom and choice"***

Our opening speaker needs no introduction. Ian retired from Scottish Widows last summer after many years working in the pensions and retirement options market. An actuary he is without doubt one of the most accomplished and knowledgeable speakers on the various products, options and strategies that can be adopted in the run up to and at retirement. Now able to speak independently Ian is going to reflect on the impact of pension freedoms – very relevant in the light of recent FCA work in this area – and I can't think of anyone better placed to do this. It should make for a great start to our meeting.

after dinner



**Paul Masterton M.P.**

***"The funding challenge"***

Paul Masterton has been the Scottish Conservative MP for East Renfrewshire since the 2017 General Election. In addition to his constituency duties, Paul is a member of the Scottish Affairs Select Committee, and is vice-chair of the all-party groups on areas as diverse as surgical mesh implants, pensions, and surrogacy law reform. Prior to entering Parliament, Paul was a lawyer specialising in pensions with Pinsent Masons so he is very well qualified to talk to us. He shot to fame as an MP in November 2017 as he was one of 15 Tory rebels pictured on a Daily Telegraph front page under the headline "The Brexit Mutineers". Paul will talk about how his experience as a practising pensions solicitor shapes his view of Government policy on DB Schemes. He will discuss his views on affordability in light of the Government Green Paper (or, if it is published in time, the White Paper!), as well as broader issues around pension provision and member outcomes. A talk not to miss and should make for some great after dinner discussion.

Tea/Coffee 08:15

Friday

Meeting Starts 08:30

08.35 – 09.40



**Duncan Howorth**  
Executive Chairman  
Independent Transition Management Ltd  
(ITM)

***"Pensions Dashboard - running on the rails or shunted to the sidings?"***

Our first speaker on Friday morning needs no introduction to TPNW members. Duncan spoke at a TPNW meeting back in 2010 when he was CEO of JLT Benefit Solutions. On that occasion he spoke about what was in store for the employee benefit market. Following a stint with JLT in the Far East Duncan joined ITM as executive chairman. ITM are a leading provider of specialist data management, systems and administrator support services for the UK financial services industry and it perhaps comes as no surprise that Duncan has chosen to talk about the Pensions Dashboard –which if – or perhaps it should be when implemented could be a massive disrupter to the pensions industry. If pensions is your specialist subject then you simply can't ignore the pensions dashboard. Definitely a session not to be missed.



**Calum Cooper**  
Partner & Head of Trustee Consulting  
Hymans Robertson

***“Forging a better future for DB – is consolidation the answer”***

Consolidation of the UKs DB schemes’ £2.3trn liabilities is a hot topic. But should it be a top priority? Calum, who is an actuary at Hymans Robertson advising companies and trustees on pensions strategy and risk management, will show how, for the majority of DB schemes, whether or not you take action to consolidate is not life threatening. But given that cash funding needs could increase by £400bn in just 12 months, all that could change. Calum will share his views on what the priorities should be for DB schemes to deliver members’ pensions with more certainty and stability. He will consider those schemes that will cross the finish line and those that will not. This will help show where emerging PLSA-like superfund consolidators that exchange covenant for cash may become the top priority. Both topical and likely to provoke discussion.



**Malcolm Kerr**  
Independent Consultant

***“Life companies, platforms, mutual funds and financial advisers - alive or dead?”***

Malcolm has spoken a number of times at our events around London. With decades of experience of the world of financial services and the long term savings industry his views are always interesting. He has worked in the financial services industry for 45 years, and has held senior roles at firms including Canada Life, MetLife and Albany International. Now on the glide path to retirement Malcom has been as a senior adviser to EY and recently became a non-executive director of consolidator Fairstone. Malcolm also continues to write a regular column for Money Marketing. Given recent developments at all the major Scottish Life companies and in the platform market Malcolm’s talk will certainly be topical and I’m sure will be just as thought provoking as his previous talks at TPNW.



**David Ferguson**  
Founder & CEO, Nucleus and  
Government Fintech envoy

***“The Fintech revolution and how everything needs to change”***

Finally, to round the meeting off we’re delighted to welcome David Ferguson the CEO of Nucleus and one of two recently appointed Government Fintech envoys for Scotland. David’s success story at Nucleus is well known but perhaps less well known is his activities as the Fintech envoy. In this talk he’s going to talk about some of the components of the potential Fintech revolution and share his thoughts on how things need to change –not just in the investment platform space but more widely. A great way to end the meeting looking into the future and definitely a topic that is ignored at your peril

**Meeting Ends      Lunch 13:35      Depart**

So there you have it – a super line up of speakers and some great topics. All that we need is an audience willing to participate actively in the discussion and debate. Just go the TPNW website to see what delegates have said about previous meetings. If you do attend I am sure you won’t be disappointed –and will feel that it was time and money well spent. Places are going quickly so please book as soon as possible via [enquiries@the-net-work-meetings.com](mailto:enquiries@the-net-work-meetings.com)

We look forward to seeing you at the Norton House.

John Moret  
Chair  
The-Pensions-Net-Work

Patricia McSherry  
Director  
The-Pensions-Net-Work

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