

A retirement
income you can
rely on for life





Retirement is a time of life to look forward to, especially now you have the freedom to spend your retirement savings as you choose. The priority for most individuals is to use their savings to generate an income. One option you have is to use your pension fund (in full or in part) to purchase an annuity, a product which provides you with a guaranteed income for life.

Here we explain what annuities are and why they might be a good idea. We also explain their disadvantages. It's really important to consider all the pros and cons carefully prior to buying an annuity. Your adviser can help you determine whether it's the right option for you and if so, select the best one for your needs.

In addition, the government offers a free and impartial guidance service to help you understand your options at retirement. This is available via the web, telephone or face-to-face through the Pension Wise service which is now part of MoneyHelper; the easy way to get free help for all your pension and money choices. You can find out more by going to [moneyhelper.org.uk](https://www.moneyhelper.org.uk) or calling Pension Wise on **0800 138 3944**



What is an annuity?

An annuity pays you a guaranteed income for life. The exact amount you receive depends on a number of factors. These include:

- Your age – the older you are, the higher the annuity rate will be
- Your health – if you are in poor health you should receive a higher rate
- The type of annuity you buy (we cover the options in more detail over the next two pages)
- Where you buy the annuity from – some insurance companies offer better rates than others. Therefore it's very important to shop around and your adviser will be able to help you find the best deal

An annuity is purchased with your pension savings, although you don't have to spend all of your savings when you buy one. The income paid to you is taxable.



Important information

The value of investments and the income from them can go down as well as up and you may get back less than you invested. The amount of tax you pay will depend on your personal circumstances and all tax rules may change in the future. This information is not investment advice or a recommendation for any particular product, service or course of action. Once you have bought an annuity and your initial Cancellation Period has expired, you will not normally be able to change your mind or alter your policy in any way. Depending on your health/lifestyle you may be able to get a higher income. Pension and retirement planning can be complex. If you are unsure about your options please speak to your adviser.



Can I take a tax-free lump sum before purchasing an annuity?

Yes, you can normally take up to 25% of your pension as a tax-free cash sum prior to buying an annuity. You can invest or spend this amount as you wish.

Why might an annuity be a good idea?

As they pay a secure income for life, annuities can be a good choice if you are looking for security and peace of mind. We are living longer today – 1 in 10 males aged 65 are expected to live to 96, and 1 in 10 females aged 65 are expected to live to 98¹. Having an annuity ensures your income won't ever run out. Another advantage is you don't have to manage your pension income on an ongoing basis. Annuities are also fully protected by the Financial Services Compensation Scheme. This means that if anything should happen to the company you bought your annuity from, your pension income will not be affected – you will continue to receive 100% of your income.

It's also worth remembering you don't have to use all your savings on just one option. You could, for instance, use some of your savings to buy an annuity which covers your day-to-day living expenses. The remainder of your pension could then be used to fund optional items like holidays, eating out and replacing the car every few years.

¹ Source: ONS, National life tables, September 2020.

What types of annuity are there?

There are a number of different types of annuities (guaranteed income for life) and we've listed the main ones below. Selecting the right one for you and your family is very important. Your pension provider may not offer the option you want or find you the best deal. Before you make a decision we recommend you speak to your adviser who can shop around to find the best deal for you.

- **Flat rate or 'level' annuities** – these provide you with an income that will remain fixed (each payment is the same). However, this does mean your income will be affected by inflation (you'll be able to buy less with the same income as you get older).
- **Increasing annuities** – these provide you with an income that will increase over time to help keep up with the increasing cost of goods and services. Your income will start at a lower level and you can choose whether your income should increase by a fixed amount each year, or directly in relation to the level of inflation.
- **Single life annuities** – these provide an income just for you. No provision is made for your spouse or dependants. Payments usually stop on your death, unless you have chosen to add extra features to your annuity.

- **Joint life annuities** – these provide an ongoing income for a nominated dependant should you die before them (like a spouse or civil partner). They provide a lower income initially but payments will continue to your dependant for the rest of their life.
- **Impaired or enhanced annuities** – these tend to provide a higher amount of income on the basis that you are suffering from a medical condition and your life is expected to be shorter and so the income will not be paying out for as long. They are still guaranteed to pay you an income for the rest of your life and you may qualify even if you have a relatively minor condition. It's surprising how many people miss out on higher rates simply because they think a life-threatening condition is required to qualify. This is not the case and we strongly recommend you complete a medical questionnaire whenever you buy an annuity.
- **Investment-linked annuities** – these provide you with an income linked to the performance of investments managed by the annuity provider (you will typically be able to choose from a range of investment approaches). The starting income will depend on the anticipated returns of the investments. However, your future income may rise if they perform better than expected, although the income may also fall if the investments perform poorly. Reassuringly, the annuity will pay you a guaranteed minimum income, although this is likely to be less than for a level annuity.

- **Fixed term annuities** – These are different from other annuities because they do not guarantee to pay you an income for the rest of your life. Instead, they provide you with a fixed income for a set period (this could be for as little as three or as long as 25 years). A lump sum may be returned to you at the end of the period depending on the income amount and number of years selected. The advantage of a fixed term annuity is that you can reassess your options at a later stage. At that point you will be older or may have health problems, for instance, which could mean you'll be able to secure a higher income from the sum that is returned to you (although this isn't guaranteed). They can also be useful if you wish to fill a specific income gap you may have over a set period of time. For instance, if you need a certain level of income before your State Pension becomes available.

Your other options when buying an annuity

- **Guarantee Periods** – These allow you to specify a minimum period that your income will be paid for, even if you die within this time.
- **Income Payment Payment Options** – You can normally specify how often you want to receive your income (eg monthly or annually) and whether you would like to receive your income at the beginning of this period (in advance), or at the end of it (in arrears).



What level of income will I receive?

This will depend on many different factors, most of which we have described on the previous page. However, to give you an idea of how the various options can affect your income, we've shown some examples on the next page. This is based on a healthy 60-year old Londoner with a pension pot of £100,000 (after the tax-free cash has been taken). The annuity that pays the highest initial income is a single life policy where no increases are made each year and payments are made annually in arrears.

Option	Yearly income
Single life annuity with no increases or guaranteed period, paid annually in arrears	£4,293
Single life annuity with no increases or guaranteed period, paid monthly in arrears	£4,197
Single life annuity with no increases, paid monthly in arrears, including a 30-year guaranteed period	£3,783
Single life annuity increasing by 3% each year, with no guaranteed period, paid monthly in arrears	£2,568
Single life annuity with annual increases in line with inflation, with no guarantee period, paid monthly in arrears	£2,142
Annuity paid monthly in arrears with a 100% spouse's pension for a healthy 57-year old spouse, no increases or guaranteed period	£3,542

This table has been provided by iPipeline Ltd. It is an example only and actual rates will vary (produced 7 June 2021).

What are the potential drawbacks?

An annuity isn't right for everyone. There are a number of issues to consider and so please give us a call if you need to talk these through:

- If you die relatively early, the income paid to you may be less than the cost of the annuity.
- Annuities are not flexible – you can't usually switch to a different contract or provider once you've bought one.
- Unless you buy an increasing annuity, your income will remain the same each year and so it will be worth less in real terms as the years go by due to inflation.
- Whilst your income is guaranteed, you won't benefit from improved economic conditions or future stock market growth (unless you buy an investment-linked annuity).
- Unless you buy a joint life annuity or include a guarantee period, all income from an annuity will normally stop when you die, and nothing further will be payable.

Some things you should keep in mind

Before you buy an annuity, it's worth remembering some key points:

- Make sure you get the best deal – never simply accept the annuity offered to you by your pension provider without shopping around for a higher rate. Talk to your adviser about what deals are available in the market.
- Some older pension policies come with some valuable benefits. So, while shopping around is a good idea, taking a higher rate elsewhere may not necessarily be the best option. You should always check your existing policy first before making any decision.
- If you have any health problems or, for example, are taking regular medication, make sure you declare this to your insurer or adviser before you make your purchase. You may be entitled to an enhanced annuity which could provide a higher income.
- Think about the features you want built into your contract – do you want it to pay a spouse's pension, for instance or offer some protection against inflation?
- Once you have purchased an annuity and your initial cancellation period has expired, you will not normally be allowed to change your mind or change your policy in any way
- When you need some help, make sure you talk to your adviser. Some advisers only recommend annuities from a restricted range. Some will look across the whole market and offer you a range of quotes to choose from. It's worth remembering that annuity providers change their rates and conditions all the time. The top provider today may not pay the best rate tomorrow.

What to do if you need help?

If you want to discuss your retirement options please speak to your financial adviser.

