ROYAL LONDON

A closer look at the Royal London Stocks and Shares ISA

THIS IS FOR FINANCIAL ADVISER USE ONLY AND SHOULDN'T BE RELIED UPON BY ANY OTHER PERSON.

Unlock real value with the Royal London Stocks and Shares ISA

Offer your clients a complete investment solution, underpinned by dedicated support teams and a range of value-added benefits at no extra cost. When you partner with us, you also get the backing of the UK's largest mutual life, pensions and investment company[1].

That's investing, done differently.

The story behind our ISA

Jonathan Letham, Head of Proposition, discusses why we've launched a Stocks and Shares ISA and the benefits for you and your clients.

[1] Based on total 2022 premium income. ICMIF Global 500, 2024.

What's inside

Get to know us

Our people are driven by a passion to help grow your business and deliver value for your clients.

There for you every step of the way

As a mutual, we're customer-owned. This means we're not owned by shareholders or investors. We design products and services to help customers build financial resilience for the long-term.

And, as a champion of impartial financial advice, we design services that support your advice and help you deliver value for your clients.

Grow your business

When you partner with us, you'll have access to a wide range of support, products, tools and technical expertise to help grow your business.

Do business easily and efficiently

We've designed our products, solutions, and services to help save you time, make your processes more efficient and reduce your cost to serve.

Deliver value for your clients

Help your clients build financial resilience with tailored, flexible products and services designed to meet their specific needs.

Clients can access sophisticated investment solutions alongside valuable extras, including ProfitShare eligibility and ongoing investment governance.

Royal London in numbers

8m
Policies in force

Over 4,800
Employees

£199bn
assets under management

Figures quoted are as at 31 December 2025.

Our financial strength

There are several ways to assess and judge financial strength. Here are the ratings we've received from some of the leading ratings companies.

- **Standard and Poor's**[1]
  A (June 2025)
- **AKG Financial Analytics Ltd**
  A (September 2025)
- **Moody's**
  A2 (August 2024)

[1] Counterparty Credit Rating (CCR).

Our Purpose

Protecting today, investing in tomorrow. Together we are mutually responsible.

We believe that we're mutually responsible for protecting the standard of living for this and future generations.

We're committed to playing our part in moving fairly to a sustainable world and helping build financial resilience.

Introducing our Stocks and Shares ISA

Deliver client value with competitive charges, sophisticated investments, and a share of our profits when we do well.

Benefits for you

- **Quick and easy digital service** – apply online, track new business, and check your clients' investments.
- **Complete investment solution** –help clients find the right solution with our wide range of investment options.
- **One combined client view** – a holistic view making it easier for you to manage your clients' pensions and investments in one place.
- **Support from dedicated teams** – end-to-end support from the same dedicated servicing teams who look after your clients' pensions.
- **Comprehensive remuneration options** – take your agreed adviser charge payments, directly from clients' plans.

Benefits for your clients

- **A tiered annual management charge (AMC)** – to provide greater value for money, our AMC is tiered for clients with a personal pension and/or ISA.
- **Workplace specific charging** – scheme members will benefit from the same AMC as their workplace pension.
- **Efficient digital journeys** – clients can easily manage and track their investment performance via our mobile app and online service.
- **Flexible saving and withdrawal options** – clients can pay in what they like, when they like (within the yearly ISA allowance), and take money out in a way that suits them, either regularly or on an ad hoc basis.
- **Quick investment and withdrawals** – we aim to invest clients' money within one business day and process ISA withdrawals within 1–2 business days.
- **Sophisticated investment options** – clients can invest in our flagship Governed Range which has a 16-year track record of delivering value and successful investment outcomes for our pension customers.
- **Sharing our profits** – we'll aim to give your clients' investments an extra boost by adding a share of our profits to their plan each year. We call this ProfitShare.
- **Added value at no extra cost** – no hidden fees plus investment governance and responsible investing, at no extra cost.
- **Peace of mind for loved ones** – if your client passes away, their ISA pays out 101% of its value.

One clear, competitive charge

Simplify client costs with one clear and transparent annual management charge.

Tiered charges

Our management charge is tiered, so the overall charge reduces as the value of investments in all associated products grows. This is applied through a management charge discount, which will change as the value of the investments increases or decreases. The table below shows the different discount rates and the levels they apply at.

Value of investments[1]	Fund management charge for Royal London investments[2]	Management charge discount	Annual management charge (including discount)
£0 - £48,300	1%	0.25% a year	0.75%
£48,301 - £96,700	1%	0.50% a year	0.50%
£96,701 - £290,000	1%	0.55% a year	0.45%
£290,001 - £967,000	1%	0.60% a year	0.40%
£967,001+	1%	0.65% a year	0.35%

[1] Discount levels increase every year on 6 April in line with the Retail Prices Index (RPI) and will apply on the first plan anniversary after that date.
[2] Additional charges may apply for investments held in external funds.

Client-level charging

We offer client-level charging when a new Pension Portfolio plan and Stocks and Shares ISA are taken out together. The combined value of your clients' pension and ISA will be used to calculate the management charge discount.

Existing pension plans

If a client's Pension Portfolio plan started on or after 2 December 2024, the management charge discount will be based on the combined value of their pension and ISA.

If a client's Pension Portfolio plan started between 6 April 2009 and 1 December 2024, the combined value will be used to calculate the management charge discount for the ISA, but the Pension Portfolio AMC will be unchanged.

Workplace pensions and Stocks and Shares ISA

If your client has a workplace pension, we'll align the ISA charge to their scheme AMC. If they have multiple Royal London workplace plans from different employers, the lowest available flat rate charge is automatically presented during the online application. You can offer them a tiered management charge discount, if you prefer.

Additional investment charge

Clients can access our full fund range, with over 170 carefully selected options to suit different needs. More details can be found in our fund factsheets or fund guides.

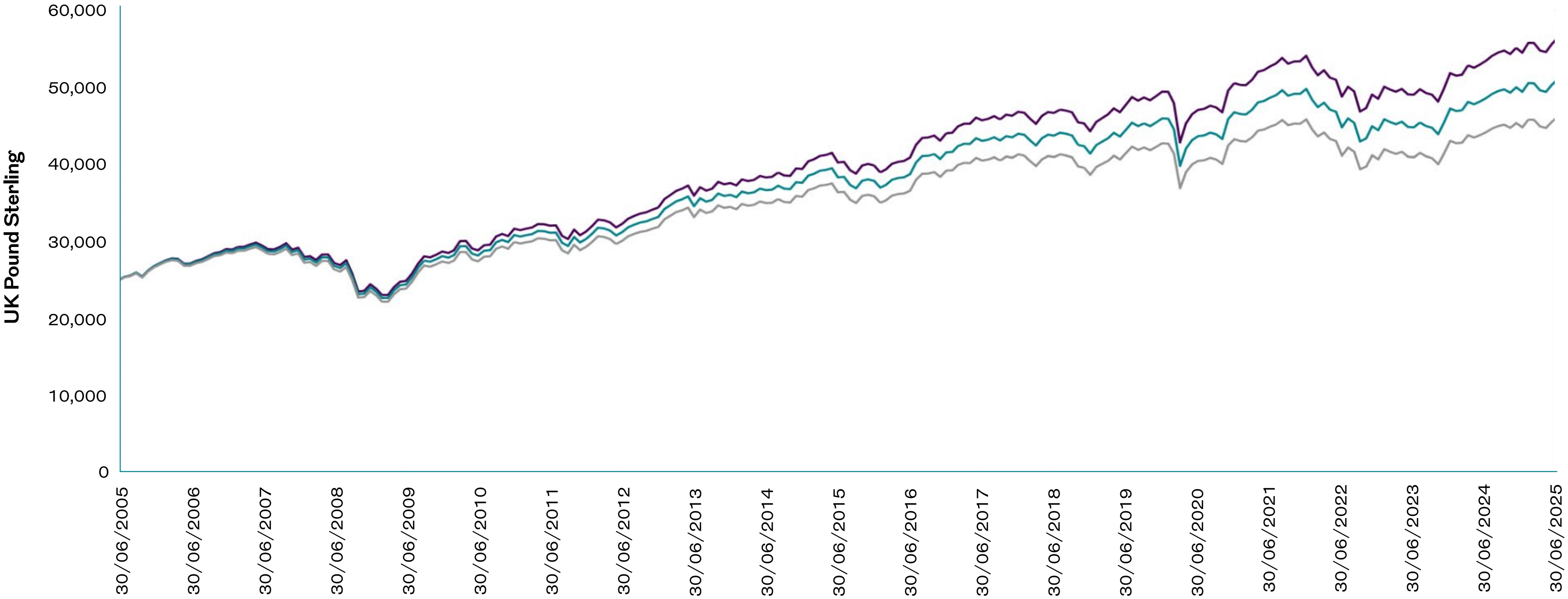
Funds not managed by us will have their own fund management charges. We'll tell you about these charges and include them in your client's total AMC, so you always know exactly what they'll pay.

For more information about our charges, visit **adviser.royallondon.com/isa/stocks-shares-isa/charges**

Impact of charges – accumulation

The chart below is designed to show what impact charges can have on your client's Stocks and Shares ISA as it grows.

It's based on a client investing £25,000 in the ABI 20-60% Sector for 20 years and compares no charge, a 0.50% charge and a 1% charge on the impact of performance.



No charge	**£56,405**
+0.50%	**£51,034**
+1%	**£46,174**

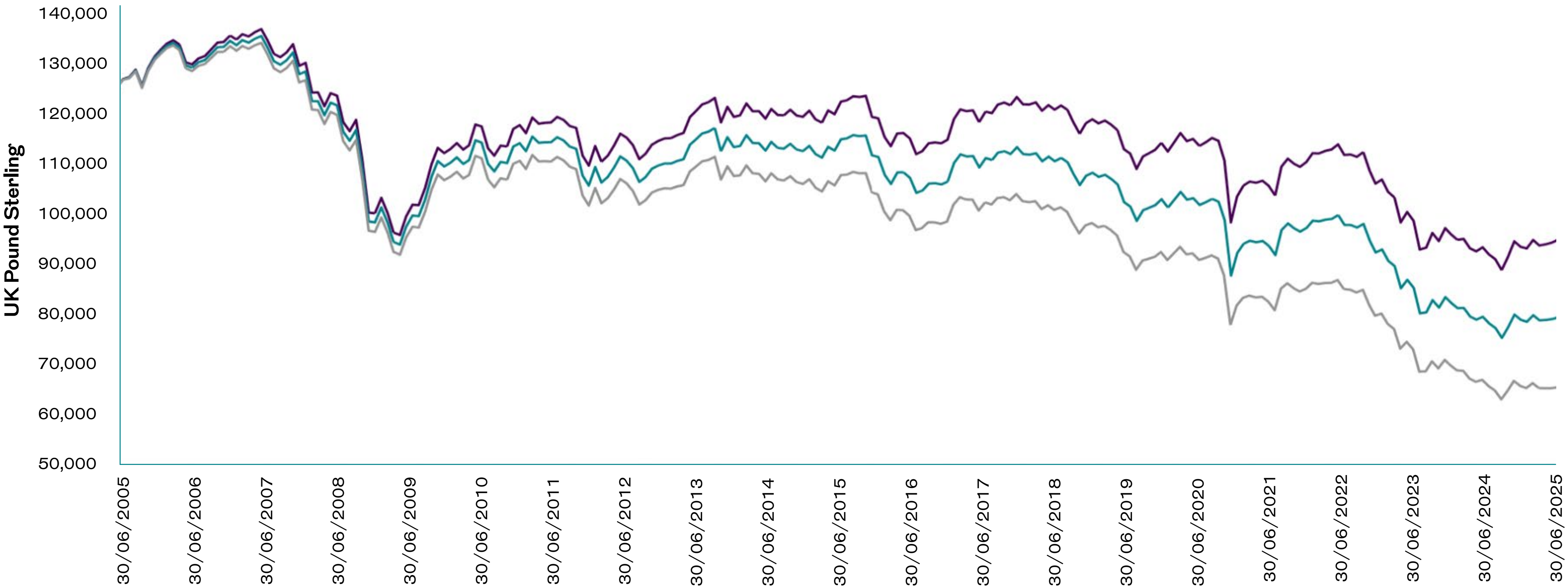
ABI UK- Mixed Investment 20%-60% Shares-Pen: 56,405
ABI UK - Mixed Investment 20%-60% Shares-Pen (+0.50%) : 51,034
ABI UK - Mixed Investment 20%-60% Shares-Pen (+1%) : 46,174

Source: Lipper, bid to bid, as at August 2025.
Past performance isn't a guide to the future. Investment returns may fluctuate and are not guaranteed. This means your client could get back less than they paid in.

Impact of charges – decumulation

The chart below illustrates the potential impact of charges on your client's pension and investments if they use their Stocks and Shares ISA and pension to fund their retirement.

It's based on a client investing £125,000 in the ABI 20-60% Sector for 20 years, who takes a yearly income of £6,250 and compares no charge, a 0.50% charge and a 1% charge on the impact of performance.



No charge	£93,168
+0.50%	£76,675
+1%	£62,031

ABI UK - Mixed Investment 20%-60% Shares-Pen: 93,168
ABI UK - Mixed Investment 20%-60% Shares-Pen (+0.50%) : 76,675
ABI UK - Mixed Investment 20%-60% Shares-Pen (+1%) : 62,031

Source: Lipper, bid to bid, as at August 2025.
Past performance isn't a guide to the future. Investment returns may fluctuate and are not guaranteed. This means your client could get back less than they paid in.

Our multi asset investment solution: the Governed Range

Multi asset portfolios that include broad diversification, active management, independently led governance and a responsible investment approach at no extra cost.

To support the needs of our ISA customers, we've launched new ISA-specific Governed Range portfolios. These offer the same broad diversification, active management and trusted oversight that have delivered resilient long-term returns for our pension customers. They also benefit from the same strategic and tactical asset allocations.

Each portfolio is actively managed by Royal London Asset Management's Multi Asset team which includes highly experienced fund managers and analysts, as well as an economist and an asset allocation specialist.

Combined with ongoing oversight and governance from our Investment Advisory Committee (IAC), this active management includes regular rebalancing and tactical asset allocation changes to make sure the portfolios can take advantage of short-term market movements.

What's more, the Governed Range incorporates our responsible investment approach, including the integration of environmental, social and governance (ESG) factors in the investment decision-making process.

Governed Portfolios

There are seven risk-graded Governed Portfolios, so you can choose the one which most closely matches each client's attitude to risk. With input from Moody's, we set asset allocations designed to optimise returns in line with each portfolio's level of risk.

One of the benefits of the portfolios is their flexibility. You can change the equity fund – the Global Managed Fund - for any other equity fund in our wider fund range.

If you don't plan to change the equity fund, you might want to choose one of the fund versions of the Governed Portfolios.

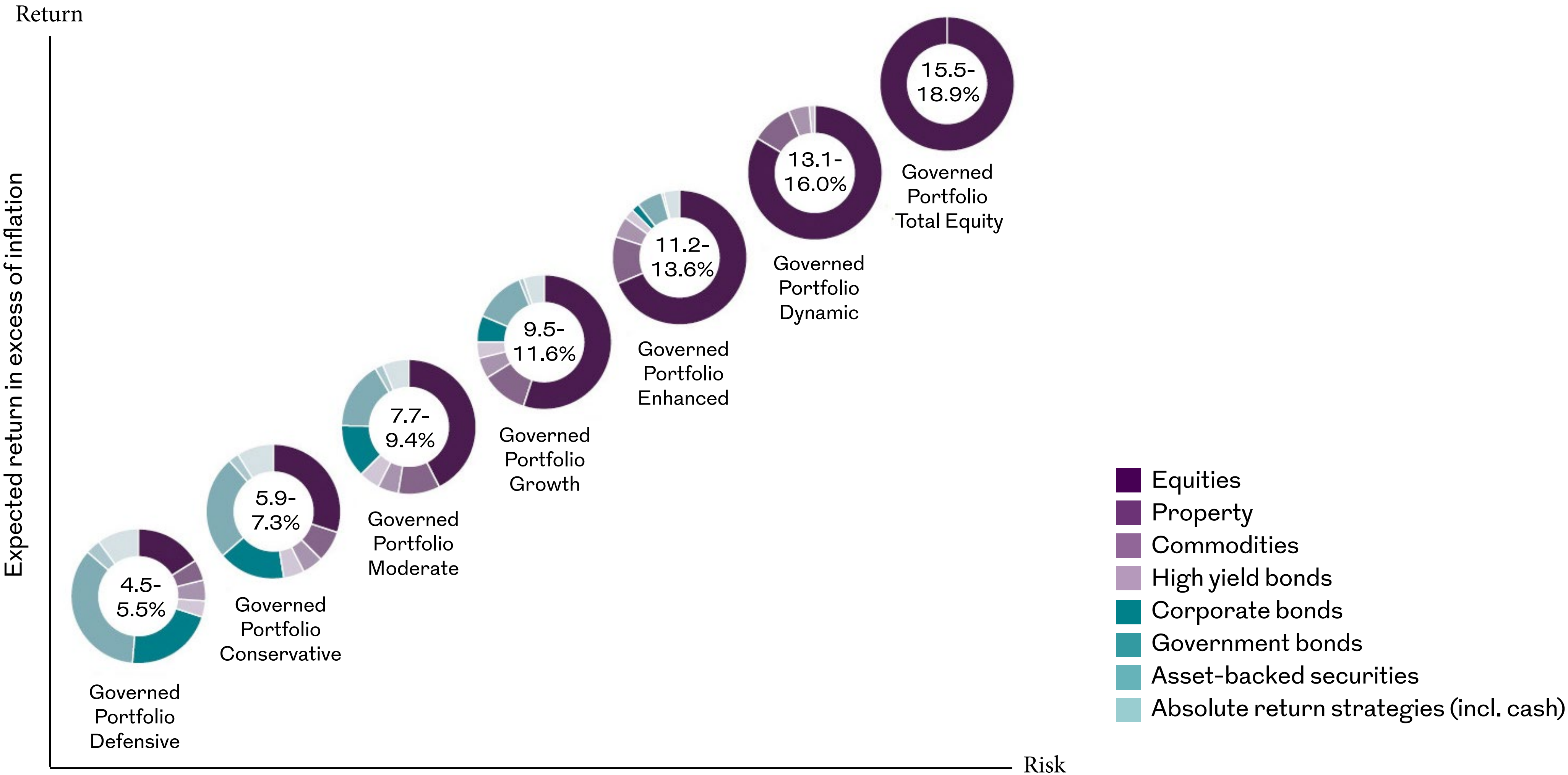
Clients investing for the long term
Our Governed Portfolios (GPs) take account of your clients' attitude to risk.

Clients taking an income
Our Governed Retirement Income Portfolios (GRIPs) factor in what risk your clients need to take in order to achieve their desired level of income.

Clients with a specific retirement goal
Our lifestyle strategies are designed for clients who have a specific retirement goal in mind – like taking cash, buying an annuity or enjoying a regular income.

Managing volatility

Each quarter, we ask Moody's to use its stochastic modelling expertise to estimate the yearly volatility of each Governed Portfolio in current market conditions. If a portfolio's volatility is outside its target range, the IAC will review the strategic asset allocation to bring it back within that range.



Source: Royal London. For illustrative purposes only. Investment returns may fluctuate and aren't guaranteed.
It shows a broad trend and isn't an accurate representation of the risks and expected returns of the Governed Portfolios.

Strategic asset allocation

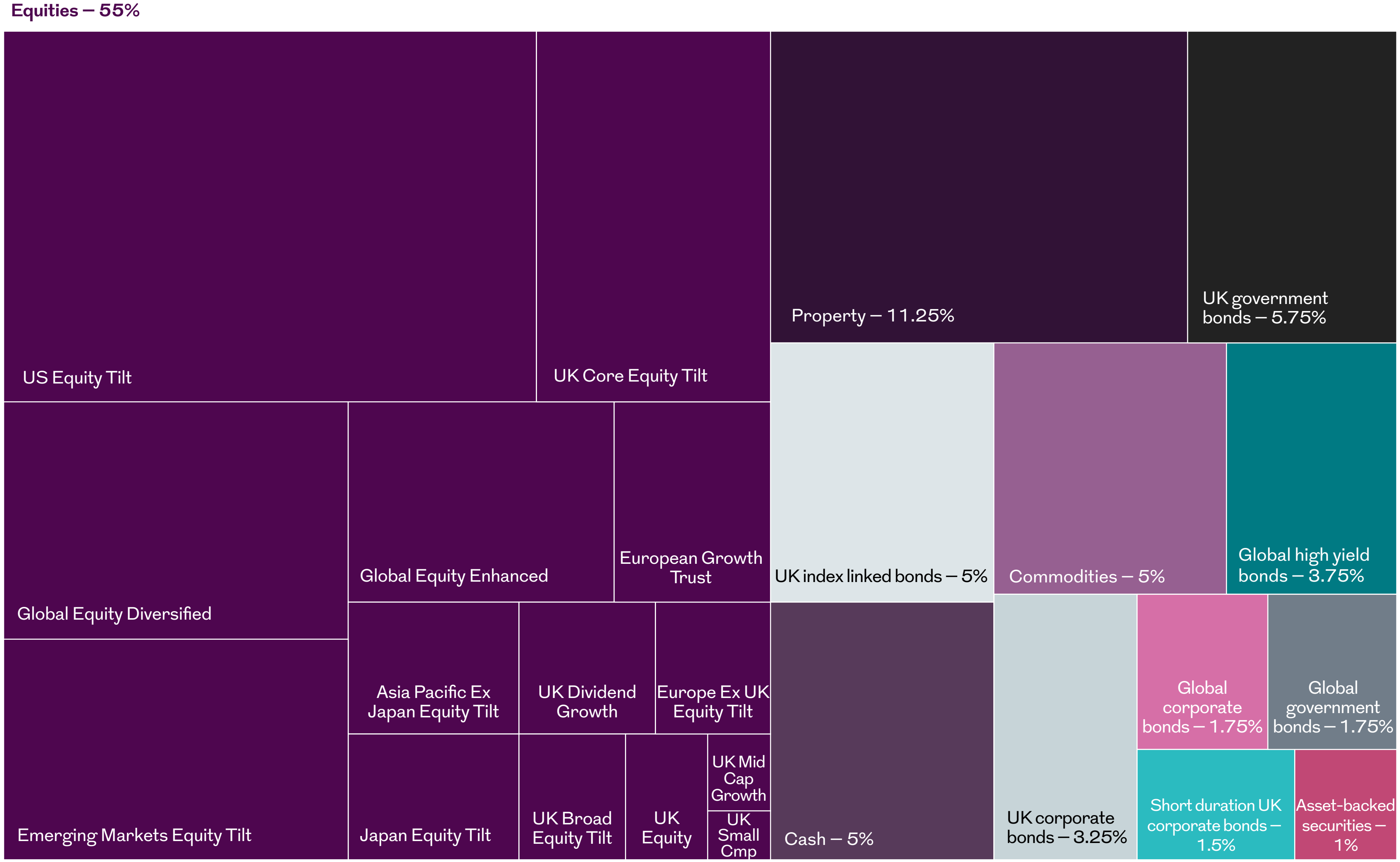
The table below shows the current strategic asset allocation for each of our Governed Portfolios (GPs).

	GP Defensive	GP Conservative	GP Moderate	GP Growth	GP Enhanced	GP Dynamic	GP Total Equity
Equity	16.25%	30.00%	42.50%	55.00%	68.75%	83.75%	100.00%
Property	5.00%	7.50%	10.00%	11.25%	11.25%	10.00%	0.00%
Commodities	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.00%
High yield bonds	3.75%	5.00%	5.00%	3.75%	2.50%	1.25%	0.00%
Corporate bonds	21.50%	16.25%	13.00%	6.50%	2.00%	0.00%	0.00%
Index linked government bonds	10.00%	8.75%	5.00%	5.00%	2.50%	0.00%	0.00%
Government bonds	25.00%	16.25%	11.25%	7.50%	3.75%	0.00%	0.00%
Asset-backed securities	3.50%	2.50%	2.00%	1.00%	0.50%	0.00%	0.00%
Absolute return strategies (including cash)	10.00%	8.75%	6.25%	5.00%	3.75%	0.00%	0.00%

Strategic asset allocation effective from 11 August 2025.

Asset classes within our Governed Portfolios

To give an example of the asset classes within our Governed Portfolios, the diagram below shows the split of assets in Governed Portfolio Growth.



Source: Royal London, strategic asset allocation breakdown as at 11 August 2025 and equity split breakdown as at 30 June 2025.
Please note that figures may not add up to 100% due to rounding.

Equity breakdown - tactical asset allocation

We believe that investing in a wide range of asset classes will result in more consistent performance across a wide range of economic conditions, and help deliver better outcomes for your clients.

The Governed Range portfolios includes a broad mix of asset classes – equities, bricks-and-mortar property, government bonds, corporate bonds, asset-backed securities, commodities and cash.
That spread is deliberate to help the portfolios withstand sudden market shocks – so when one particular asset class is performing poorly, the portfolios shouldn't be as badly affected. This also adds additional resilience and protection from inflation risk. We also integrate ESG factors across all the main asset classes within our Governed Range.

Governed Retirement Income Portfolios

Our Governed Retirement Income Portfolios, or GRIPs, are designed to deliver a sustainable income for clients looking to use their ISA to fund their retirement.

There are five multi asset portfolios, each aligned to a different level of risk. So, you can choose the one which most closely matches each client's attitude to risk.

Each GRIP has its own strategic asset allocation, which we look at every quarter against a range of typical client profiles and income withdrawal levels. For each portfolio, we aim to maximise the likelihood of it achieving the income objective within its long-term risk target.

To do this, we look at income sustainability alongside various risk metrics. The main one is maximum one-year loss based on taking a 5% income, adjusted for inflation.

Strategic asset allocation

Each GRIP is spread across different types of assets to help make the portfolios more resilient to unexpected market shocks or inflation spikes. Current strategic asset allocations are shown below.

	GRIP1	GRIP2	GRIP3	GRIP4	GRIP5
Equity	12.50%	22.75%	32.00%	41.25%	50.00%
Property	5.00%	6.25%	7.50%	8.75%	10.00%
Commodities	5.00%	5.00%	5.00%	5.00%	5.00%
High yield bonds	8.00%	9.50%	9.50%	10.75%	10.75%
Corporate bonds	20.50%	19.00%	14.75%	10.25%	6.50%
Index linked government bonds	12.50%	10.00%	10.00%	5.25%	5.00%
Government bonds	27.50%	19.00%	14.75%	12.50%	6.75%
Asset-backed securities	2.00%	1.75%	1.50%	1.25%	1.00%
Absolute return strategies (incl. cash)	7.00%	6.75%	5.00%	5.00%	5.00%

Strategic asset allocation effective from 11 August 2025.

Contributions and withdrawals

Your clients can pay in what they like, when they like, within the yearly ISA allowance. We also offer a range of options for clients to conveniently withdraw their money.

Money in

Your clients can contribute to their Stocks and Shares ISA in a way that suits them, whether that's regular monthly or yearly contributions, or a single contribution.

They can choose to increase regular contributions each year, either by a fixed percentage (from 0.1% to 10%) or in line with RPI.

The increase is automatically applied to the contribution in the new tax year and is capped at the yearly ISA allowance.

If your client withdraws money from their ISA during the tax year, any contributions they make back into the ISA in the same tax year will count towards their yearly ISA allowance and won't replace the amount withdrawn.

Regular contributions

Clients can start, stop or change their regular contributions at any time. These are set up by Direct Debit, with a minimum monthly contribution of £50.

Single contributions

Clients can make a single contribution whenever it suits them, as long as it's within their remaining ISA allowance. Contributions can be made online, and we'll usually invest the money the same working day, (or the next working day if received outside business hours).

Transfers in

We make it easy for clients to transfer an existing ISA into their Royal London Stocks and Shares ISA. Transfers can be requested online, and we accept both full and partial transfers from a range of different ISAs. Please note we don't currently support transfers of Child Trust Funds or Junior ISAs. For more information visit **adviser.royallondon.com/isa/transfers**

Clients must transfer the full amount of the current tax year's yearly ISA allowance.

Money out

Clients can quickly withdraw money online. We aim to pay withdrawals within 1-2 working days.

Regular withdrawals

Regular withdrawals can be started, stopped or changed at any time without penalty and can be increased by a fixed percentage (0.1% to 10%) or RPI.

Single withdrawal

A single withdrawal can be made at any time. Clients can take some or all of their money, subject to our minimum withdrawal limit.

Contribution and withdrawal limits

Contribution/withdrawal type	Minimum amount (T&Cs)	Client payment method
Regular contribution	£50 a month	Direct Debit
Single contribution	£500 (at initial plan set up) £25 (top-ups)	Bank transfer
Transfer	None	Transferred between ISA managers
Regular withdrawal	£25 a month	BACS
One-off withdrawal (partial)	£25	Faster payment
Fund holding	£500	N/A

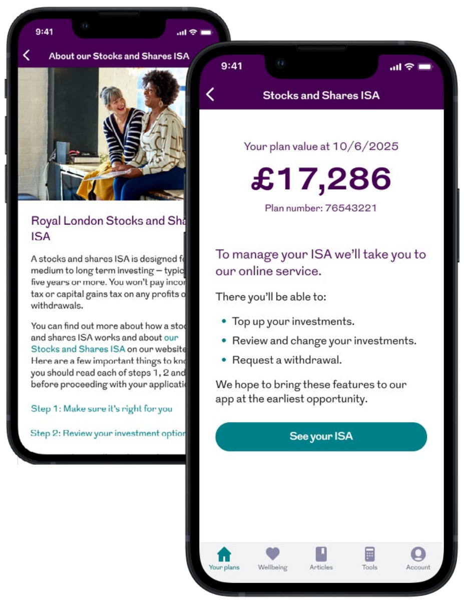
Digital experience

Your online experience is designed to help you do business easily and efficiently – and to help protect your clients' money through a secure online service.

Mobile app

We know that more engaged clients can lead to better conversations. That's why our mobile app makes it easy for your clients to check in on their ISA.

They'll see their plan number, value and growth within the app when they log in.



Online service

The online service can help you build more efficiencies into your processes and gives your clients more freedom to manage their ISA digitally. If they also hold a pension with us, you can manage them both online.

You can:

- Create instant quotes and online applications.
- Get real-time updates to keep you updated on the progress of applications.
- Monitor and track new business with proactive task and email alerts.
- View client, plan and product details all in one place.
- Look at plan performance and growth, access a full fund breakdown and explore fund information.
- Access communications sent to your client in the online document library.
- Instantly make changes to:
  - Investment choice
  - Withdrawals, contributions and personal information.

Your clients can:

- Produce illustrations for single and regular contributions.
- Apply online.
- View a summary of their plan.
- Produce personal illustrations.
- Review and amend plan details:
  - Update their personal details (address, contact number and email address)
  - Update their investment choice
  - Update their marketing preferences
  - View any communications we've sent
  - Process online withdrawals (single and regular payments).

Comprehensive remuneration options

Once you've agreed a charge with your client, we'll automatically pay you directly from their ISA.

Remuneration options

From initial charges to ongoing payments, we've layered your charging options, so you can tailor the right structure for each client.

Charges can be a monetary amount, a percentage of contributions or a percentage of their ISA value. You can also tell us exactly how it should be paid and for how long.

Our adviser charges (AC) are also aligned with our Pension Portfolio product, meaning you can apply the same instructions across both products for added simplicity.

The different types of charges are summarised in the table opposite.

Initial charge

Agreed between you and your client in return for the advice and services you provide when the plan first starts or when a new contribution is applied.

Ongoing charge

Agreed between you and your client for the ongoing advice and services you provide during the lifetime of the plan.

Ad hoc charge

Agreed between you and your client for one-off events that take place on the plan or for ad hoc services that aren't already covered by initial and/or ongoing charges.

	Initial AC		Ongoing AC			Ad hoc AC	
Contribution type	% of contribution	Monetary amount	% of contribution	% of fund	Monetary amount	% of fund	Monetary amount
Regular contributions	✓	✓	✓	✓	✓	✓	✓
Single contributions	✓	✓	✓	✓	✓	✓	✓
Transfer payments	✓	✓	✓	✓	✓	✓	✓

Sharing our profits

As a mutual, qualifying plans share in our success – so when we do well, we'll aim to give your clients' Stocks and Shares ISA a boost. We call it ProfitShare.

How do your clients become members of Royal London?

If your clients take out an ISA with us, they'll automatically qualify for membership under the terms of our Articles of Association.

We'll apply ProfitShare awards on the plan value as at 1 April each year. To qualify, your client's plan must be in force on 31 December of the previous year and on the date the award is given.

It's important to remember that ProfitShare isn't guaranteed and the amount can vary.

Our 2026 ProfitShare award

We shared **£199 million** of our profits with qualifying customers. This includes awards made to With Profits customers, who received a 1.2% enhancement in 2026.

To find out more about ProfitShare, visit **adviser.royallondon.com/profitshare**

Ten years of ProfitShare

Since 2017, we've shared over **£1.5 billion** of our profits with qualifying customers (see the table below).

- **2.4 million** customers received a ProfitShare award.
- We boosted qualifying customers' savings by **0.15%.**

	2026	2025	2024	2023	2022	2021	2020	2019	2018	2017
ProfitShare award	£199m	£181m	£163m	£155m	£169m	£146m	£140m	£150m	£142m	£114m
ProfitShare rate	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.18%	0.18%	0.18%

The ProfitShare amounts shown include awards made to With Profits customers.

Your support network

We think your business deserves a direct line to reach a named contact.

Hands-on support

When you work with us, you'll get your own Royal London consultant.

Whether it's boots on the ground or an ear to the phone, they're here to manage our relationship with you and make sure your business is getting the support it needs - whenever it needs it.

Count on our experience

We make sure all our consultants are given regular, high-quality training so they're always up to date with the market and our business.

So, when you need to understand exactly how we can deliver the right solution for your client, we'll never ask you to dial a call centre or trawl our website.

All you need to do is pick up the phone and they'll be there.

Expect a clear line of sight

All our consultants work closely with their own new business servicing contact.

So, if you need an update on your client's application or want to find out when you'll be paid, you can be sure the chain that leads from your office to our systems will be direct and unbroken.

Deliver more online

Everything we do is underpinned by our online service, which has a wide range of useful features.

In a few simple steps, you can create instant online quotes, submit applications and manage investments.

And, if you ever feel you need more support— we have a dedicated Relationship Support team ready to give you all the help you need.

Experts at your fingertips

We all know how quickly the world can change around us. And keeping up to speed with exactly what those changes mean for your business and your clients can eat up your time.

When the government announces something new or tinkers with something old, you can count on us to decipher it for you.

You can speak to our technical experts directly on the phone — or find all their regulatory and legislative updates neatly packaged on our adviser website and regular newsletters.

Royal London
royallondon.com

We're happy to provide your documents in a different format, such as braille, large print or audio, just ask us when you get in touch.

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