



FIDELITY INTERNATIONAL INTRODUCES NEW MEMBER COMMUNICATIONS SOLUTION FOR DEFINED CONTRIBUTION PENSION SCHEMES

- **New approach aimed at increasing scheme participation**
- **As few as 42% of employees voluntarily join their pension scheme**

London, 10 May 2007: Fidelity International Limited, the leading investment management and services group, has introduced a new member communications solution for companies to increase employee participation in defined contribution (DC) pensions. The move follows Fidelity research that shows that as few as 42% of employees voluntarily join their company's DC scheme*.

The new solution is an alternative to the traditional one size fits all approach and comprises a communications pathway, typically implemented over six weeks, that is tailored to each company's needs. It combines all the key member communications tools – from posters to seminars – with appropriately different strategies for companies that have PC enabled workforces and those without.

Member communications is a vital tool in the DC pensions mix. Conducted effectively it is cost-effective, can encourage employees to join the scheme and demonstrate to them that their employer is an active supporter of their retirement planning.

Colin Williams, Executive Director of DC Business at Fidelity International, comments: "There is a paradox in that companies say they offer pensions chiefly to recruit and retain staff but just 29%** automatically enrol employees and those with voluntary arrangements see less than half their workforces signing up.

"Fidelity's tailored approach offers companies a clear pathway of communications to employees, designed to build interest and stimulate response. Our experience in providing large companies with bundled DC services indicates the value of this approach and our specialist team is starting to see positive signs that it is bridging the long-standing DC participation gap."

Fidelity International Limited ("FIL") and its subsidiary companies serve the major markets of the world by providing investment products and services to individuals and institutional investors outside the US. The FIL Organisation manages a total of £143.0 billion of assets***.

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Notes to editors:

* Source: Investit research, October 2006, conducted for 'Corporate Commitment to Pensions Provision', Fidelity, January 2007.

** Source: Investit research, October 2006, and 'Corporate Commitment to Pensions Provision', Fidelity, January 2007.

*** Source: Fidelity as at 31.03.07

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