

PensionBee Group plc  
Incorporated in England and Wales  
Registration Number: 13172844  
LEI: 2138008663P5FHPGZV74  
ISIN: GB00BNDRLN84



**1 October 2024**

**PensionBee Group plc**  
**Capital Markets Day 2024**

**Creating a Global Leader in the Consumer Retirement Market**

PensionBee Group plc ('PensionBee', together with its subsidiaries the 'Group'), a leading online pension provider, will hold a Capital Markets Day today, Tuesday 1 October 2024.

Management will host a presentation for existing and potential investors, analysts and press in London (commencing at 2pm UK (BST)), New York (9am US (EDT)) and online.

**Presentation Highlights**

Highlights of the presentation include:

- Showcasing the capabilities and advantages PensionBee has built over the last 10 years to succeed in the global mass market of consumers, through a deep dive on the marketing strategy, product offering and technology platform.
- Consideration of the period post Initial Public Offering and the Company's transformation from a scale and profitability perspective.
- Discussion of the next steps to grow market share in the home market of the United Kingdom.
- Focus on the Group's recent US launch.
- Financial considerations and the Guidance Framework.

**Guidance Framework**

As part of the Capital Markets Day presentation, the Company will present its guidance framework, providing further detail on its long term trajectory on a group basis, including:

Revenue Objectives:

- PensionBee expects Group Revenue to exceed £30m for the full year 2024.
- It has an ambition to reach approximately £100m of Group Revenue in the short to medium term (by year 5), with a longer term (5 to 10 years) ambition to exceed £250m.

Profitability Objectives:

- PensionBee expects to reach Adjusted Group EBITDA breakeven for the full year 2024.
- It has an ambition to reach an Adjusted Group EBITDA Margin of approximately 20% in the short to medium term (by year 5), with a longer term (5 to 10 years) ambition to reach c.50%.

**Presentation Access**

The live webcast presentation will be hosted via Investor Meet Company ('IMC'). Investors who already follow the Company on the IMC platform will automatically be invited. Investors can sign up for free and add to meet PensionBee via: [investormeetcompany.com/pensionbee-group-plc/register-investor](https://investormeetcompany.com/pensionbee-group-plc/register-investor).

A copy of the presentation will be made available on the Company's website as soon as practicable following the meeting at: [pensionbee.com/investor-relations/results-and-reports](https://pensionbee.com/investor-relations/results-and-reports).

All interested parties wishing to attend in person need to register in advance. Please contact Gemma Filippone ([gemma.filippone@stifel.com](mailto:gemma.filippone@stifel.com)) to register in London, or Jean Jorge ([jjorge@kbw.com](mailto:jjorge@kbw.com)) to register in New York.

**Enquiries:**

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**About PensionBee**

PensionBee is creating a global leader in the consumer retirement market with £5.2 billion in assets on behalf of 252,000 customers.

Founded in 2014, we aspire to make as many people as possible pension confident so that everyone can enjoy a happy retirement.

We help our customers to combine their retirement savings into a new online account, which they can manage from the palm of their hand.

PensionBee accounts are invested by the world's largest investment managers, collectively looking after more than 10 trillion in savings between them. Each PensionBee customer has a personal account manager ("BeeKeeper") to guide them through their savings and retirement journey. PensionBee has an "Excellent" Trustpilot rating based on over 10,000 reviews.

As a public company, we aspire to the highest standards in everything we do because our customers deserve peace of mind. Our team of over 200 pension professionals, based in London and New York, has one focus: you, our customer.

PensionBee is listed on the London Stock Exchange (LON:PBEE).

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