Institutional Retirement Strategic Growth

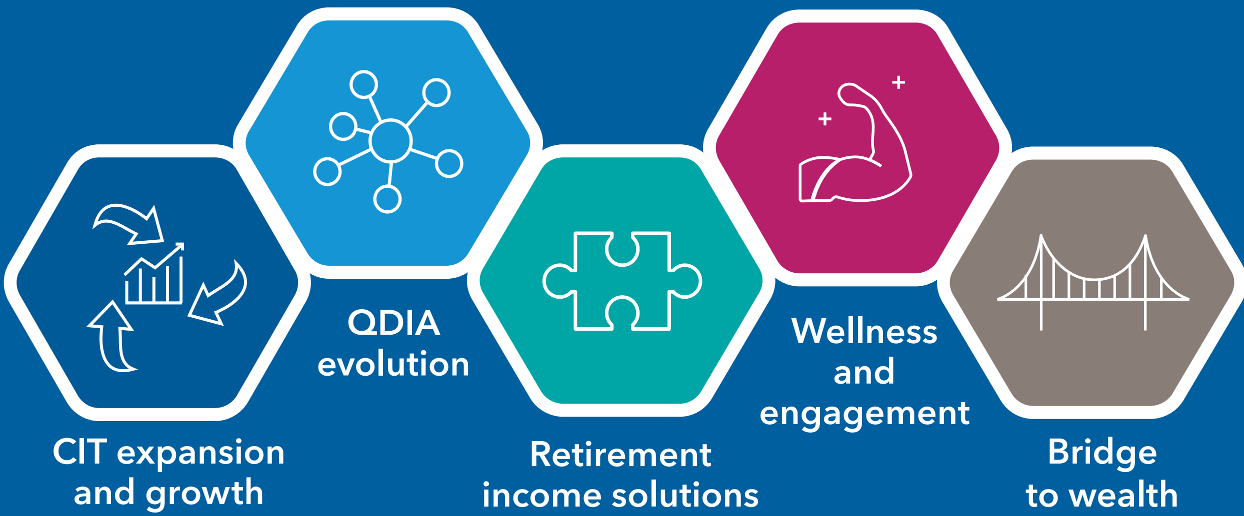
CAPITAL GROUP® | AMERICAN FUNDS®

From goals to growth, building the bridge together

Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value.

Strategic growth

In the rapidly evolving landscape of financial and retirement planning, clients and investors are often seeking to maximize their available solutions. Developing new and innovative solutions for investment and non-investment services alike can be important in reaching optimal impact and value.



CIT expansion and growth

While **mutual funds** are the most widely used investment solutions in 401(k) plans, **collective investment trusts (CITs)** can pool assets to reduce costs.

Use of CITs in defined contribution plans grew from

44% of plans in 2011 to **78%** in 2021

Sources: Callan Institute 2012 Defined Contribution Trends Survey; Callan Institute 2022 Defined Contribution Trends Survey

QDIA evolution

Qualified default investment alternatives (QDIAs) are increasingly important to retirement plan success. And their impact can be even greater when plans and providers work together to provide **customized co-manufactured options.** We're ready to team up with you to build a **QDIA** designed to pursue specific participant outcomes.

Customized target date strategies saw a

13%

growth in usage from 2021 to 2022

Source: Callan Institute 2022 Defined Contribution Trends Survey

Retirement income solutions

To help fulfill participants' retirement income streams, it's vital to optimize their **retirement income options.** We support **in-** and **out-of-plan** solutions for more sophisticated needs.

71%

of surveyed participants expressed interest in receiving guaranteed income for a portion of their assets

Source: Allianz Life online survey, conducted August 2020

Wellness and engagement

Many employers and participants are asking for a more **comprehensive wellness program** targeting financial, mental and physical well-being. We can help create a custom **wellness and engagement program** to satisfy each plan's specific design and unique workforce. With the proper support and education, we can help to empower a healthier and wealthier workforce nationwide.

76%

of employees who reported being stressed about their finances said they would be attracted to another company that cares more about their financial well-being

Source: 2022 PwC Employee Financial Wellness Survey

Bridge to wealth

Institutional retirement and wealth management practices have become closely linked. Creating a bridge from **a retirement plan** participant to **a wealth management** client can represent a vast opportunity for growth. Via education, referrals, services and guidance, you can help create an efficient and scalable process critical to the evolution of your organization.

Of affluent responders,

74%

said that their investment provider can meet their needs with a variety of products and services

Source: The Cerulli Report: U.S. Retail Investor Products and Platforms 2022. The survey defined affluent responders as those in households able to maintain a minimum of $250,000 in investable assets, as well as those with more than $125,000 in household income aged 45 years old and younger.

The Capital Advantage®

Since 1931, Capital Group, home of American Funds, has helped investors pursue long-term investment success. Our consistent approach – in combination with The Capital System™ – is designed with the goal of improving people's lives through successful investing.

Dedicated to investors

More than **2 million** plan participants count on us to pursue their retirement goals.*

A trusted recordkeeper

More than **63,000** businesses and their employees rely on our retirement plan recordkeeping services.*

A top asset manager

With nearly **$2 trillion** in assets under management, we're one of the world's largest investment management organizations.*

*As of 09/30/2022

> **"American Funds is a powerhouse in the 401(k) world ..."**

Source: Kiplinger, "The Best American Funds for 401(k) Retirement Savers," November 2021

> **"This is a stalwart target-date series."**

Source: Tom Nations, Morningstar, "American Funds Target Date Retirement Series," March 14, 2022

> **"Capital Group … bolstered its less renowned fixed-income and multi-asset strategies with new tools and personnel over the past decade."**

Source: Dan Culloton, Morningstar, March 21, 2023

Investors should carefully consider investment objectives, risks, charges and expenses. This and other important information is contained in the mutual fund prospectuses/summary prospectuses, which can be obtained from a financial professional, and should be read carefully before investing.

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