CAPITAL

## Results matter: Even a small increase in returns can dramatically improve outcomes

Demographic assumptions

| Starting balance |  |  | \$0 |
| :---: | :---: | :---: | :---: |
| Starting age |  |  | 25 |
| Starting salary |  |  | \$45,000 |
| Annual salary growth rate |  |  | 3\% |
| Annual contribution rate |  |  | 10\% |
| Retirement age |  |  | 65 |
| Ending salary at 65 |  |  | \$146,792 |
| Scenario assumptions |  |  |  |
|  | Market baseline | +50 bps | +100 bps |
| Returns before 65 | 5.5\% | 6.0\% | 6.5\% |
| Returns after 65 | 3.5\% | 4.0\% | 4.5\% |
| Account balance at 65 | \$997,216 | \$1,116,765 | \$1,253,449 |
| Annual retirement income* | \$67,792 | \$67,792 | \$67,792 |
| Years of retirement spending | 20 years | 25 years | 36 years |

Impact of 50 bps and 100 bps increases in return in a hypothetical savings and withdrawal scenario

*Withdrawal that produces 20 years of income in the baseline scenario, which equates to a $46 \%$ income replacement.

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

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