## State of Michigan

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December 10, 2020

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#### **Attendees**



**Mary Guy** 

**Vice President**Senior Relationship Manager



**Brendan Curran** 

Managing Director Head of US Investment Strategy



**David Ireland** 

Senior Managing Director Global Head of Defined Contribution

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The information contained in this document is current as of the date presented unless otherwise noted.

# State Street Global Advisors Overview

### **About State Street Corporation**

Responsible for about 10% of the world's assets.

## Asset Servicing

Customized servicing solutions across traditional and alternative investments, with \$36.6T under our care<sup>2</sup>

## Research and Trading

Data-driven insights and technology platforms that improve clients' access to global financial markets

## Data and Analytics

Data management tools, analysis and software that can help clients make better investment decisions

## **Asset Management**

Active and index investment strategies and solutions that help clients reach their financial goals

<sup>&</sup>lt;sup>1</sup>Source: State Street and McKinsey Global Institute, Global Capital Markets, December 31, 2018\*

<sup>\*</sup>Updated in April 2020 per bespoke McKinsey report. This represents State Street's Q4 2018 AUCA (31.6\$T) as a proportion of total global financial assets (\$295T). 

2This represents State Street's 2020 Q3 Assets Under Custody and Administration, AUCA, (USD \$36.6T) as a proportion of September 20, 2020.

### Why State Street Global Advisors?

State Street Global Advisors offers a partnership focused on advancing your employees retirement readiness

### Comprehensive suite of investment solutions

- Over \$557 billion in Global DC AUM
- Managing target date strategies since 1995, across multiple market cycles
- Provider of low-cost index funds, specialty asset classes (e.g. Real Assets), and Independent Fiduciary services

#### **Default Strategies for Today, and Tomorrow**

Target Date (Custom and Commingled)
Retirement Income
Balanced Risk

#### **Core Lineup Suite for Range of Objectives**

Growth
Index, Active
& ESG
Equities

Income Fixed Income

ed Income Real Assets Cash TIPS

Inflation

## A passion for making retirement work

- Nearly 40 years of DC market experience
- Efforts to develop next generation DC strategies, including an integrated Retirement Income solution for DC market
- Active public policy agenda focused on improving retirement outcomes



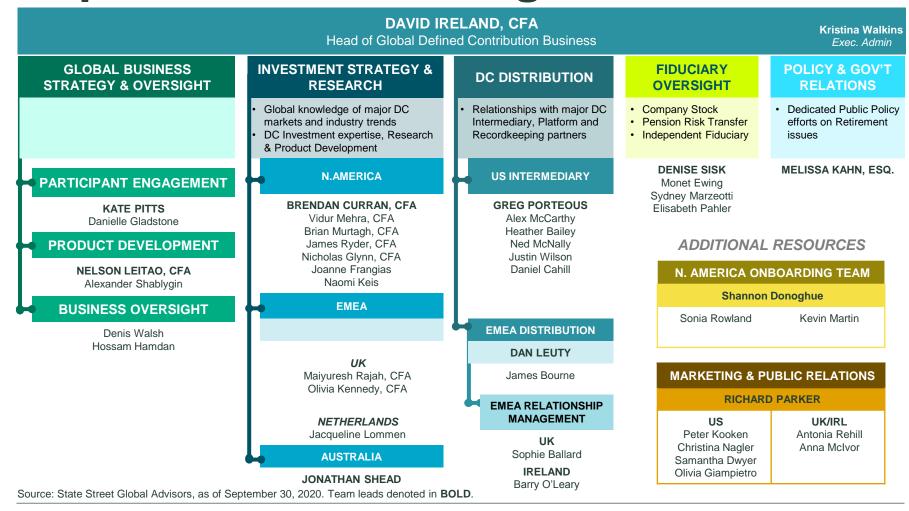
## A commitment to you, and your employees

- Bespoke investment research, specialized communications, and onboarding support
- DCIO Provider with strong relationships with major recordkeeping firms
- 40+ person multidisciplinary team



Source: State Street Global Advisors, as September 30, 2020. Past performance is not a guarantee of future results. For illustrative purposes only

## Global Team committed to Every Major Aspect of DC Investing

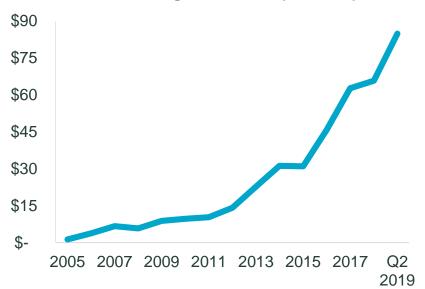


# State Street Target Retirement Strategy

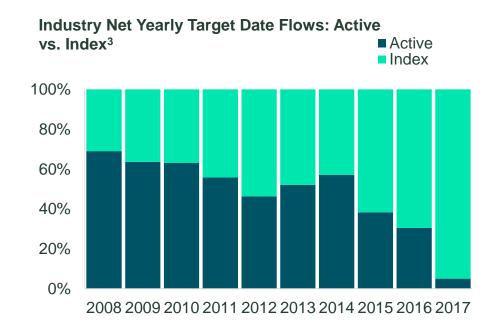
### **Target Date Trends**

54.2% of total DC contributions are directed towards Target Date Funds<sup>1</sup> today and they are expected to capture 85% of new flows into DC plans by 2022<sup>2</sup>

**State Street Target Date AUM (\$Billions)** 



With a focus on cost, the market has continued to shift towards indexed-based solutions



Source: State Street Global Advisors. 1 Vanguard, "How America Saves 2018" 2 Cerulli – US DC Distribution 2017. 3 Morningstar Direct, as of December 31, 2017

### **Key Benefits of Target Date Funds**

**Diversified:** Target Date Funds include a diversified mix of investments and that mix gradually changes as you near retirement.

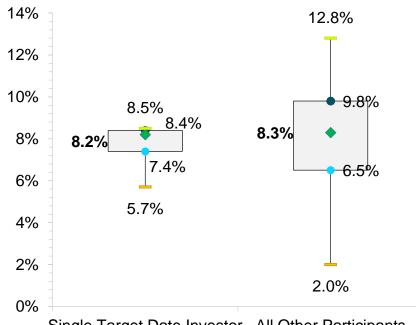
Adjust Automatically: The investments get more conservative and less risky as participants near their retirement date.

#### **Professional Management:**

Investment team regularly review asset allocation to ensure efficient implement and pursue potential strategic enhancements

Target Date Funds reduce risk of extreme outcomes

#### Distribution of 5 Year Total Returns<sup>1</sup>



Single Target Date Investor All Other Participants

## **Key Attributes of the State Street Target Retirement Funds**

#### **Foundational**

- Strategic Asset Allocation
- 100% Index-Based Implementation
- Robust Annual Review

#### Value Add

- Sub-Asset Class Management
- Inflation Management
- Index Aware

#### Result

Simple, yet sophisticated solution — seeking to maximize outcomes and provide value to your participants

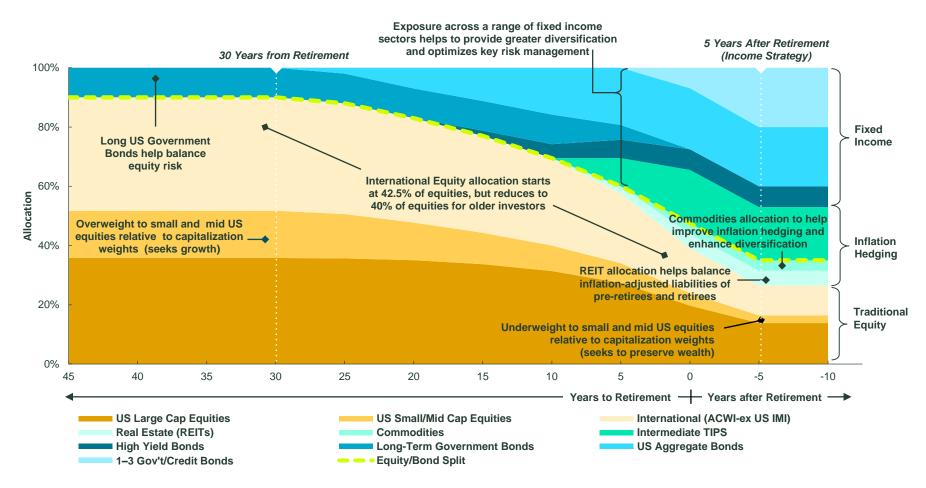
Source: State Street Global Advisors For illustrative purposes only.

## Risk Aware through a Well-Diversified Underlying Lineup

Asset Classes		State Street Global Advisors	Manager A	Manager B	
	US Large Cap	S&P 500® Index		D II 4000	
	US Mid Cap	Russell Small Cap	CRSP US Total Market Index	Russell 1000	
	US Small Cap	Completeness® Index		Russell 2000	
Equity	International Developed				
	Emerging Markets	MSCI® ACWI® ex-US IMI IndexSM	FTSE Global All-Cap ex-US Index	MSCI® ACWI® ex-US IMI Index <sup>SM</sup>	
	International Small Cap				
Inflation Sensitive	REITS	FTSE EPRA/NAREIT Developed Index		FTSE EPRA/NAREIT Developed Index	
	Commodities	Bloomberg Roll Select Commodity Index <sup>SM</sup>		Bloomberg Commodity Index <sup>SM</sup>	
	TIPS	Bloomberg Barclays 1–10 Yr Gov't Inflation-linked Bond Index	Bloomberg Barclays 0–5 Yr US TIPS Index	Bloomberg Barclays US TIPS Index	
Fixed Income	US High Yield	Bloomberg Barclays US HY Very Liquid Bond Index			
	Long Government	Bloomberg Barclays US Long Gov't Bond Index			
	Core Aggregate	Bloomberg Barclays US Agg Bond Index	Bloomberg Barclays US Agg Float-Adj. Index	Bloomberg Barclays US Agg Bond Index	
	Cash or ST Gov't/Credit	Bloomberg Barclays US 1–3 Gov't/Credit Bond Index			
	Foreign		Bloomberg Barclays Global Agg ex-USD Float-Adj. RIC Capped Index		

Source: State Street Global Advisors Defined Contribution Asset allocation as of September 30, 2020. Please see Appendix for current and future asset allocation. Competitor info sourced from fact sheets. The information contained above is for illustrative purposes only. Diversification does not ensure a profit or guarantee against loss. Please refer to the disclosure slide for additional risk disclosures. Managers A and B chosen as sample index based target date competitors due to highest AUM among comparable investment strategies. (Morningstar Target Date Fund Survey, 2018).

### Efficient Risk Management



Source: State Street Target Retirement Strategies strategic asset allocation roll-down schedule effective close of business September 30, 2020. The information contained above is for illustrative purposes only. Diversification does not ensure a profit or guarantee against loss. Assumptions and forecasts used by State Street Global Advisors in developing the target date funds asset allocation glidepath may not be in line with future capital market returns and participant savings activities, which could result in losses near, at or after the target date year or could result in the target date fund not providing adequate income at and through retirement. Please see disclosures for important risk disclosures.

## **Collective Trust Strategy Allocations**

#### **Target Strategic Allocations**

Effective close of business September 30, 2020

Asset Class and Underlying Index	Target Retirement Fund	2065	2060	2055	2050	2045	2040	2035	2030	2025	2020	Income
	Years to Retirement	44.25	39.25	34.25	29.25	24.25	19.25	14.25	9.25	4.25	-0.75	-5.00
US Large Cap Stocks S&P 500® Index		35.80	35.80	35.80	35.80	35.59	34.93	33.36	30.93	26.29	18.84	13.80
US Small/Mid Cap Stocks Russell Small Cap Completeness® Index		15.95	15.95	15.95	15.95	14.58	12.36	10.27	8.32	6.22	3.93	2.60
International stocks MSCI ACWI ex-USA IMI Index		38.25	38.25	38.25	38.25	37.08	34.96	32.25	28.74	22.22	14.35	10.10
	Equities	90.00	90.00	90.00	90.00	87.25	82.25	75.88	68.00	54.73	37.13	26.50
US Aggregate Bonds BBG Barclays Capital US Aggregate Bond Index		-	-	-	-	2.75	7.75	11.77	15.90	19.66	21.01	20.00
Long Term Gov't Bonds BBG Barclays Capital US Long Gov't Bond Index		10.00	10.00	10.00	10.00	10.00	10.00	10.00	9.25	4.25	-	-
Short Term Gov't Credit Bonds BBG Barclays Capital US 1–3 Year Government/0	Credit Bond Index	-	-	-	-	-	-	-	-	0.78	8.37	20.00
High Yield Bonds BBG Barclays Capital US High Yield Very Liquid B	Bond Index	-	-	-	-	-	-	2.35	4.98	6.36	7.00	7.00
Intermediate TIPS BBG Barclays Capital 1–10 Year Gov't Inflation—	Linked Bond Index	-	-	-	-	-	-	-	1.49	10.83	18.00	18.00
	Fixed Income	10.00	10.00	10.00	10.00	12.75	17.75	24.13	31.63	41.88	54.38	65.00
Real Estate (REITs) FTSE EPRA/NAREIT Developed Index		-	-	-	-	-	-	-	0.38	2.88	5.00	5.00
Commodities Bloomberg Roll Select Commodity Index <sup>SM</sup>		-	-	-	-	-	-	-	-	0.53	3.50	3.50
	Alternatives	-	-	-	-	-	-	-	0.38	3.40	8.50	8.50

Source: State Street Target Retirement Strategies strategic asset allocation roll-down schedule as of close of business September 30, 2020.

The information contained above is for illustrative purposes only. Allocations are as of the date indicated, are subject to change, and should not be relied upon as current thereafter. This information should not be used or construed as an offer to sell, a solicitation of an offer to buy, or a recommendation for any security listed.

Please refer to the disclosure slide for additional risk disclosures.

## Peer Universe Performance Summary: Collective Trust Strategy

#### Percentile Rankings over various time-periods

Period ending Return Ranking September 30, 2020 (1 = Strongest Returns)							Risk Ranking (100 = Lowest Risk)		
Morningstar US Peer Universe Percentile Rank(%)	MRQ Ranking	1 Year Ranking	3 Year Ranking	5 Year Ranking	10 Year Ranking	Since Inception Percentile Ranking	Since Inception Percentile Risk Ranking		
State Street 2060 (Net 12 bps)	40	9	13	18	-	34	85		
State Street 2050 (Net 12 bps)	36	9	12	15	19	17	67		
State Street 2040 (Net 12 bps)	47	8	9	15	15	3	92		
State Street 2030 (Net 12 bps)	22	1	3	10	8	1	75		
State Street 2020 (Net 12 bps)	26	46	33	35	12	3	72		
State Street Income (Net 12 bps)	30	34	37	35	29	18	66		
Average Rank (%)*	34	18	18	21	17	8	74		



Since inception the average State Street Global Advisors Target Date Fund has outperformed 92% of peers with volatility lower than 74% of peers

Source: FactSet Research Systems-Morningstar, SSGA Investment Solutions Group (ISG). As of September 30, 2020.

Number of funds in Morningstar 2060+ US Universe by time period: 3 Quarter is 213; 1 Year is 212; 3 Year 191; 5 Year 166; 10 Year 45; and Since Inception is 159.

Number of funds in Morningstar 2046–2050 US Universe by time period: 3 Quarter is 224; 1 Year is 223; 3 Year 202; 5 Year 183; 10 Year 129; and Since Inception is 67.

Number of funds in Morningstar 2036–2040 US Universe by time period: 3 Quarter is 224; 1 Year is 223; 3 Year 202; 5 Year 183; 10 Year 129; and Since Inception is 48.

Number of funds in Morningstar 2026–2030 US Universe by time period: 3 Quarter is 203; 1 Year is 229; 3 Year 202; 5 Year 183; 10 Year 129; and Since Inception is 48.

Number of funds in Morningstar 2016–2020 US Universe by time period: 3 Quarter is 202; 1 Year is 201; 3 Year 180; 5 Year 160; 10 Year 127; and Since Inception is 43.

Number of funds in Morningstar Retirement Income US Universe by time period: 3 Quarter is 178; 1 Year is 177; 3 Year 162; 5 Year 150; 10 Year 121; and Since Inception is 48.

Gross Returns have been reduced by 9.4 basis points (.7833 basis points monthly) to reflect a hypothetical investment management fee in line with industry standards and reflects a higher investment management fee than any existing State Street Institutional Commingled share class. Returns are net administrative costs (2.6 bps). Inception Dates: 2040, 2030 Strategies (2/05); 2020, Income Strategies (4/05); 2015, 2025, 2035, 2045 Strategies (8/06); 2050 Strategy (10/07). © 2020 Morningstar, Inc. All Rights Reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; (3) does not constitute investment advice offered by Morningstar; and (4) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performanc

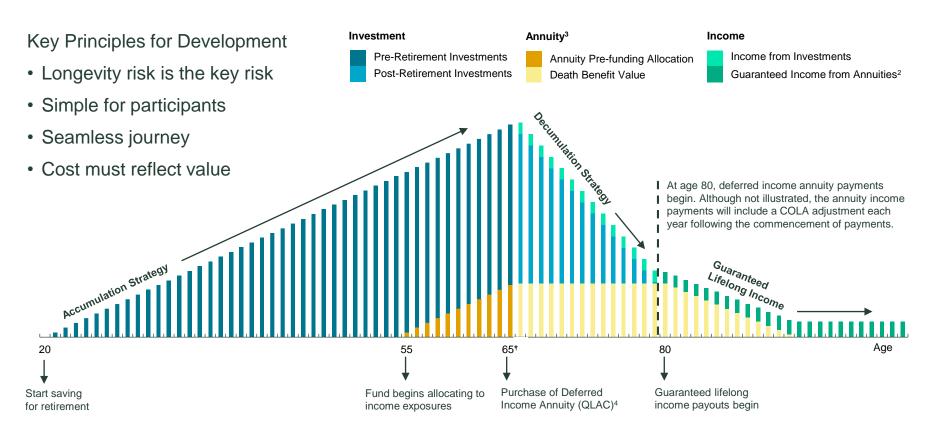
## Still Isn't Enough?



"I fondly remember the time before the money ran out."

Cartoon purchased from Fotolia.com. Authorized for 500,000 uses.

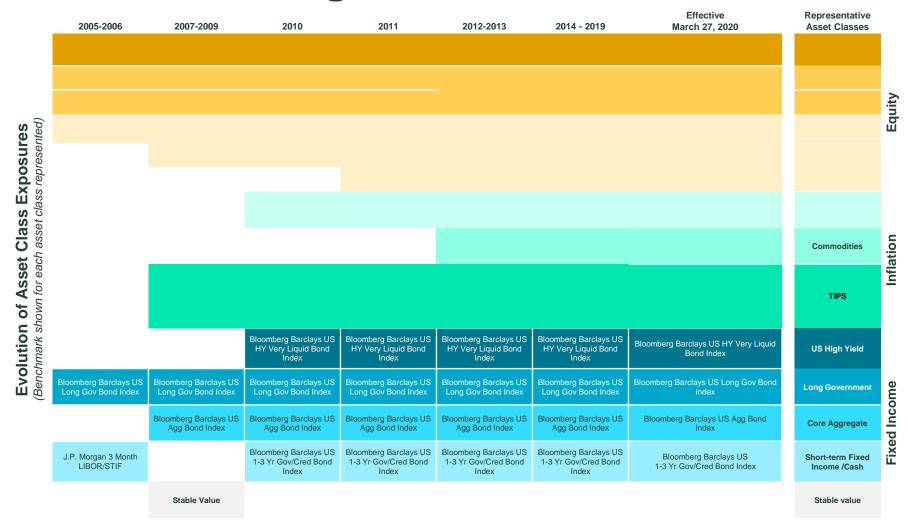
## IncomeWise<sup>™</sup> Design Framework



<sup>1</sup>Assumed age at retirement. Ages and expected dates of retirement are approximate and may not accurately reflect the age or retirement date of each participant at each stage of the product. Participants are responsible for selecting their own target retirement date. <sup>2</sup>Annuity payments are subject to the claims-paying ability of the issuing insurance company; it is possible that the issuing company may not be able to honor the annuity payments. The annuity is not provided by or guaranteed by State Street or any of its affiliates, including State Street Global Advisors. <sup>3</sup>Participants who redeem from the fund prior to the annuity purchase will not be eligible for the annuity income benefits described in this document. Participants who are not in a fund vintage that aligns with a retirement age of 65 may not obtain the annuity income benefits. <sup>4</sup>QLAC: a form of a deferred income annuity that allows participants to defer a portion of their guaranteed income payments to a later age, and reduce their DC plan balance subject to required minimum distribution (RMD) rules. QLAC purchases are subject to regulatory limitations. Source: State Street Global Advisors Defined Contribution. For illustrative purposes only.

## **Additional Information**

#### State Street Target Retirement Evolution



Source: State Street Global Advisors Defined Contribution. Asset allocation as of September 30, 2020. Please see Appendix for current and future asset allocation. The information contained above is for illustrative purposes only. Diversification does not ensure a profit or guarantee against loss. Please refer to the disclosure slide for additional risk disclosures.

#### Long-Term Target Asset Class Forecasts

#### For Common Asset Classes Over Multiple Time Horizons Annualized Nominal Returns as of September 30, 2020

			•	·
Asset Class	Short Term (1 Yr.) (%)	Interm. Term (3–5 Yrs.) (%)	Long Term (10+ Yrs.) (%)	Long-Term Risk (Std. Dev.) (%)
US Equity				
US Large-Cap	6.6	5.6	5.7	15.2
US Mid-Cap	6.3	5.8	6.0	18.0
US Small-Cap	6.0	6.1	6.2	19.5
International Equity				
Global (ACWI)	6.3	5.8	6.1	14.7
Global (ACWI) ex-US	5.9	6.3	6.6	15.5
Global Developed (World)	6.0	5.5	5.8	14.7
Global Developed (World) ex-US	4.9	5.3	5.8	15.4
Euro	5.4	5.9	6.2	19.8
Europe	5.5	6.0	6.4	16.0
Asia-Pacific	6.1	6.2	6.6	17.7
Canada	7.5	7.6	7.4	15.4
Global Equity Small Cap	7.1	6.6	6.9	16.8
Emerging Markets (EM)	8.3	8.6	8.6	21.1
EM Asia	8.8	8.9	8.7	22.1
EM Latin America	7.4	7.6	8.1	28.8
EM Europe, Middle East, Africa	6.7	8.1	9.2	19.7
Advanced Beta				
Global Minimum Variance	6.5	6.0	6.2	10.9
Global Quality Tilted	6.2	5.7	6.0	13.9
Global Momentum Tilted	7.2	6.6	6.9	15.5
Global Value Tilted	5.8	5.3	5.5	15.1
Alternatives				
US Real Estate (REITs)	3.5	3.8	4.3	20.3
Global Real Estate (REITs)	2.9	3.3	3.7	18.3
Hedge Funds	4.0	4.3	4.9	5.9
Private Equity	7.0	6.6	6.7	25.3
Commodities	1.3	2.7	3.8	15.2

Asset Class	Short Term	Interm.		Long-Term Risk	
	(1 Yr.) (%)	Term (3–5 Yrs.) (%)	(10+ Yrs.) (%)	(Std. Dev.) (%)	
US Government Bonds		113.) (70)	(70)		
US Government	0.3	-0.8	0.1	5.0	
US Long Government	1.9	-2.0	-1.5	11.9	
US TIPS	0.7	-0.9	0.2	6.5	
US Credit Bonds	0.7	-0.9	0.2	0.5	
US Govt/credit Investment Grade	1.0	-0.3	0.5	4.3	
US Long Credit	5.1	0.0	-0.2	10.2	
US High Yield	2.0	2.5	3.5	8.9	
International Govt. Bonds					
Global Government	-0.1	-1.0	-0.4	3.7	
Global Government ex-US	-0.2	-1.0	-0.5	3.7	
Eurozone Government	-0.4	-1.3	-0.6	4.6	
UK Government	0.1	-1.6	-1.0	7.2	
Japanese Government	-0.2	-0.7	-0.5	4.0	
Canada Government	0.2	-0.7	0.0	4.7	
Emerging Markets Bonds	2.3	3.2	4.4	13.4	
International Credit Bonds					
Global Investment Grade	1.5	-0.3	0.5	7.4	
Global Investment Grade ex-US	0.4	-0.4	0.3	11.2	
Eurozone Corporate	0.0	-0.8	-0.1	4.2	
UK Corporate	1.0	-0.1	0.6	7.2	
Japanese Corporate	0.2	0.1	0.2	2.0	
Canadian Corporate	1.1	0.2	0.9	4.5	
Euro High Yield	2.3	1.6	2.3	12.5	
Cash					
US	0.3	0.6	1.3	1.0	
Europe (EMU)	-0.3	-0.1	0.6	1.2	
UK	0.1	0.3	1.0	1.2	

The forecasted returns are based on SSGA's Investment Solutions Group forecasted returns and long-term standard deviations. The forecasted performance data is reported on a gross of fees basis. Additional fees, such as the advisory fee, would reduce the return. The performance includes the reinvestment of dividends and other corporate earnings and is calculated in the local (or regional) currency presented. It does not take into consideration currency effects. The forecasted returns are based upon estimates and reflect subjective judgments and assumptions. The results were achieved by means of a mathematical formula and do not reflect the effect of unforeseen economic and market factors on decision-making. The forecasted performance is not necessarily indicative of future performance, which could differ substantially.

# Appendix A: Important Disclosures

#### **Important Disclosures**

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Assumptions and forecasts used by State Street Global Advisors in developing the target date funds asset allocation glide path may not be in line with future capital market returns and participant savings activities, which could result in losses near, at or after the target date year or could result in the target date fund not providing adequate income at and through retirement.

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State Street Global Advisors Target Date Fund are designed for investors expecting to retire around the year indicated in each fund's name. When choosing a Fund, investors should consider whether they anticipate retiring significantly earlier or later than age 65 even if such investors retire on or near a fund's approximate target date. There may be other considerations relevant to fund selection and investors should select the fund that best meets their individual circumstances and investment goals. The funds' asset allocation strategy becomes increasingly conservative as it approaches the target date and beyond. The investment risks of each Fund change over time as its asset allocation changes.

#### **Important Disclosures**

This document may contain certain statements deemed to be forward-looking statements. All statements, other than historical facts, contained within this document that address activities, events or developments that State Street Global Advisors expects, believes or anticipates will or may occur in the future are forward-looking statements. These statements are based on certain assumptions and analyses made by State Street Global Advisors in light of its experience and perception of historical trends, current conditions, expected future developments and other factors it believes are appropriate in the circumstances, many of which are detailed herein. Such statements are subject to a number of assumptions, risks, uncertainties, many of which are beyond SSGA's control. Please note that any such statements are not guarantees of any future performance and that actual results or developments may differ materially from those projected in the forward-looking statements.

Asset Allocation is a method of diversification which positions assets among major investment categories. Asset Allocation may be used in an effort to manage risk and enhance returns. It does not, however, guarantee a profit or protect against loss.

Derivative investments may involve risks such as potential illiquidity of the markets and additional risk of loss of principal.

Equity securities may fluctuate in value in response to the activities of individual companies and general market and economic conditions.

Bonds generally present less short-term risk and volatility than stocks, but contain interest rate risk (as interest rates rise bond prices usually fall); issuer default risk; issuer credit risk; liquidity risk; and inflation risk. These effects are usually pronounced for longer-term securities. Any fixed income security sold or redeemed prior to maturity may be subject to a substantial gain or loss.

Investing in commodities entail significant risk and is not appropriate for all investors. Commodities investing entail significant risk as commodity prices can be extremely volatile due to wide range of factors. A few such factors include overall market movements, real or perceived inflationary trends, commodity index volatility, international, economic and political changes, change in interest and currency exchange rates.

Increase in real interest rates can cause the price of inflation-protected debt securities to decrease. Interest payments on inflation-protected debt securities can be unpredictable.

Investing in REITs involves certain distinct risks in addition to those risks associated with investing in the real estate industry in general. Equity REITs may be affected by changes in the value of the underlying property owned by the REITs, while mortgage REITs may be affected by the quality of credit extended. REITs are subject to heavy cash flow dependency, default by borrowers and self-liquidation. REITs, especially mortgage REITs, are also subject to interest rate risk (i.e., as interest rates rise, the value of the REIT may decline).

Generally, among asset classes, stocks are more volatile than bonds or short-term instruments. Government bonds and corporate bonds generally have more moderate short-term price fluctuations than stocks, but provide lower potential long-term returns. US Treasury Bills maintain a stable value if held to maturity, but returns are generally only slightly above the inflation rate.

Investing in foreign domiciled securities may involve risk of capital loss from unfavorable fluctuation in currency values, withholding taxes, from differences in generally accepted accounting principles or from economic or political instability in other nations.

Investments in emerging or developing markets may be more volatile and less liquid than investing in developed markets and may involve exposure to economic structures that are generally less diverse and mature and to political systems which have less stability than those of more developed countries.

Companies with large market capitalizations go in and out of favor based on market and economic conditions. Larger companies tend to be less volatile than companies with smaller market capitalizations. In exchange for this potentially lower risk, the value of the security may not rise as much as companies with smaller market capitalizations.

#### **Important Disclosures**

Investments in small/mid-sized companies may involve greater risks than in those of larger, better known companies.

Investing in high yield fixed income securities, otherwise known as junk bonds is considered speculative and involves greater risk of loss of principal and interest than investing in investment grade fixed income securities. These Lower-quality debt securities involve greater risk of default or price changes due to potential changes in the credit quality of the issuer.

Investing in futures is highly risky. Futures positions are considered highly leveraged because the initial margins are significantly smaller than the cash value of the contracts. The smaller the value of the margin in comparison to the cash value of the futures contract, the higher the leverage. There are a number of risks associated with futures investing including but not limited to counterparty credit risk, currency risk, derivatives risk, foreign issuer exposure risk, sector concentration risk, leveraging and liquidity risks.

Passively managed funds invest by sampling the index, holding a range of securities that, in the aggregate, approximates the full Index in terms of key risk factors and other characteristics. This may cause the fund to experience tracking errors relative to performance of the index.

There are risks associated with investing in Real Assets and the Real Assets sector, including real estate, precious metals and natural resources. Investments can be significantly affected by events relating to these industries.

Diversification does not ensure a profit or guarantee against loss.

The guaranteed lifetime income benefit is a type of deferred income annuity, called a qualified longevity annuity contract (QLAC), which is an insurance product that guarantees money at a future date, typically for the rest of an individual's life. Participants who redeem from the fund prior to the QLAC purchase will not be eligible for the QLAC benefits. The QLAC is subject to regulatory limitations. The QLAC purchase is subject to market availability and cannot be guaranteed in any given year. The QLAC is not provided by or guaranteed by SSGA or any affiliate of SSGA. Neither IncomeWise nor the QLAC are insured by the FDIC or by another governmental agency; they are not obligations of the FDIC or deposits or obligations quaranteed by SSGA. You cannot reverse the purchase of the QLAC.

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## Survey Approach & Methodology

#### **Client Listening Campaign**

- 30–45 minute conversations
- 37 total meetings with plan sponsors and consultants
  - 31 plan sponsors
  - 6 consultants
- 29 questions about Retirement Income
- Senior decision makers with some of the largest plans and most influential consultants in the industry
- Structured conversations, with the flexibility of open-ended segments
- 5 record-keepers also surveyed separately

#### **Biannual DC Investor Survey**

- Partnered with TRC Market Research, an independent marketing research firm located in suburban Philadelphia
- 20-minute online survey
- Panel of 1,498 verified 401(k), 403(b), 457 and profit-sharing plan participants and retirees, age 40 to 70, who were actively engaged with their plans

Source: State Street Global Advisors Client Listening Campaign (2013), State Street Global Advisors Biannual DC Investor Survey (July 2013).

# Appendix B: Biographies

### **Biographies**



#### **Mary Guy**

Mary is a Vice President of State Street Global Advisors and a Senior Relationship Manager. She is responsible for managing institutional client relationships located in the Midwestern United States. Mary has 24 years of experience in the investment management industry.

Prior to joining SSGA, Mary was at David L. Babson & Company for seven years, most recently as Client Service Officer and previously as manager of the Request for Proposal and consultant questionnaire processes. She has also worked at Concert Capital Management Inc. and Keystone Investment Management Corporation in institutional marketing roles.

Mary received her BA from the University of Wisconsin, Eau Claire and her MBA from Boston College. Mary also holds the FINRA 7 and 63 registrations. Mary also holds the NFA Series 3 and is an Associated Person of SSGA Funds Management, Inc. ('SSGA FM'). SSGA FM is a Commodity Trading Advisor registered with the Commodity Futures Trading Commission.



#### Brendan Curran, CFA

Brendan is a Managing Director of State Street Global Advisors and Head of U.S. Investment Strategy within the Defined Contribution team. In this role, Brendan is responsible for leading a team of DC Investment Strategists who focus on expanding State Street's sales efforts across DC clients and prospects, supporting the existing client base, and contributing to the on-going development of a best-in-class Defined Contribution product offering across the U.S. The team also serves as an internal and external expert on State Street DC strategies, plan design architecture, and key regulatory and legislative topics affecting the retirement industry for Plan Sponsors, Consultants and Regulators. Brendan is a voting member of the Defined Contribution Investment Group (DCIG) which helps oversee State Street's Defined Contribution multi-asset class solutions funds including Target Date Funds and Real Assets.

Brendan earned a B.A. in Economics from Connecticut College. He earned the Chartered Financial Analyst designation and is a member of the Boston Security Analysts Society and CFA Institute.

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#### **Biographies**



David Ireland, CFA

David is a Senior Managing Director of State Street Global Advisors and the Head of Global Defined Contribution. In this role, he is responsible for advancing SSGA's global defined contribution business, including product development, distribution, pricing, client service, operations and marketing infrastructure. He works closely with our global teams to build out competitive defined contribution offerings tailored to meet regional and country-specific requirements. Additionally, David is a member of SSGA's Senior Leadership Team.

Prior to joining SSGA, David was Director of DC Distribution for Wellington Management where he focused on business development and investment strategy. Prior to Wellington, David spent 12 years at SSGA in a variety of roles, including Head of US Consultant Relations and Director of the North American Defined Contribution Sales and Strategy. David began his career at the firm in 2004 as a Senior Investment Strategist and Portfolio Manager for the Global Asset Allocation team where he was involved in designing and managing the SSGA Target Date Funds. Prior to joining SSGA, David spent five years as a strategic consultant with FactSet Research Systems.

David earned a B.S. in Business Administration from Skidmore College. He earned the Chartered Financial Analyst designation and is a member of the Boston Security Analysts Society and CFA Institute. He holds series 7 and 63 registrations with FINRA, and also holds the NFA Series 3 registration.

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