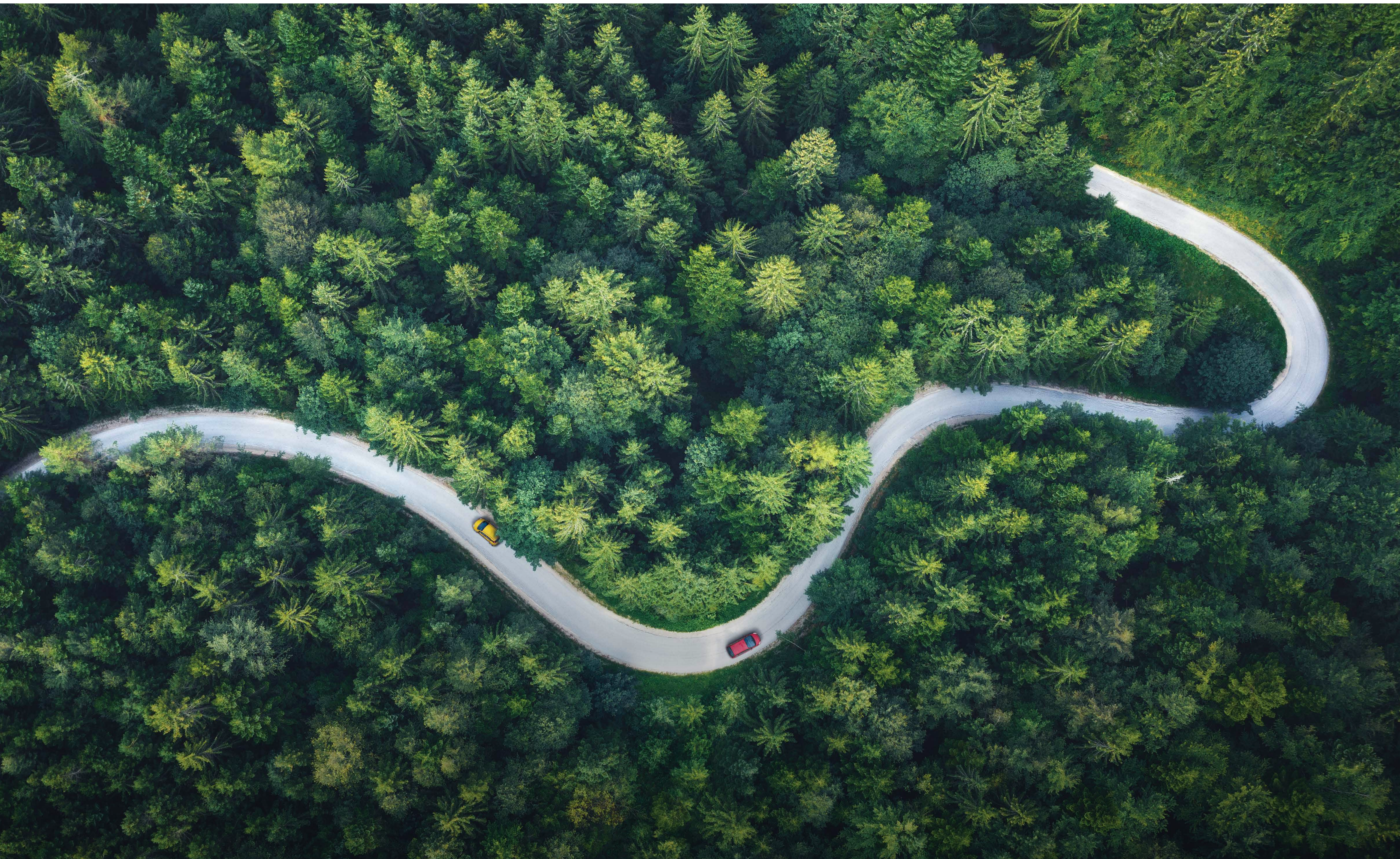
A SURVEY BY CAGR SQUARE LLC

Redefining The Retirement Experience

Reliable Income for Financial Longevity & Well-Being

RETIREMENT INCOME SURVEY & INSIGHTS REPORT 2023



In April 2023, we surveyed 2,300 individuals over the age of 50 who work with a financial advisor and have at least $250,000 of investable assets.

Peace of Mind

Investors want to feel secure from market volatility and a shortfall in Social Security. Reliable income gives them the financial security and peace of mind to live their life free from the daily stress of an uncertain tomorrow.

Investors lack confidence in **2 largest sources of retirement income:**

SOCIAL SECURITY

78%

Concerned **Social Security payments will be reduced** in the future

> On average, Social Security contributes 31% to retirement income

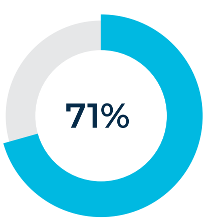
STOCKS & BONDS

83%

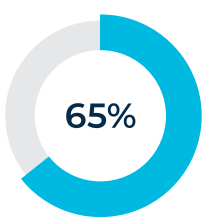
Concerned the performance of their **investments will impact the amount they can safely spend**

> On average, investments comprised of stocks & bonds contributes 28% to retirement income

AS A RESULT, **STABILITY AND SECURITY ARE THE TOP FOCUS AREAS OF RETIREMENT PLANNING**



Say **generating stable income to cover basic expenses** is a top focus



Say **not having to worry on a daily/weekly basis about investments** is a top focus

Self-Insuring Retirement

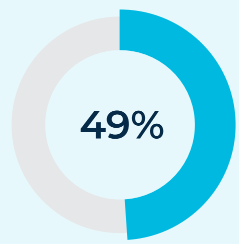
In the absence of reliable income, retirees resort to their own solution – self-insuring their retirement. Lifelong dreams and unforgettable moments are deferred today in the pursuit of financially securing tomorrow. This introduces a new risk – regret.

The 50/50 chance that many will live well beyond the age of financial security makes longevity a risk, not a reward.

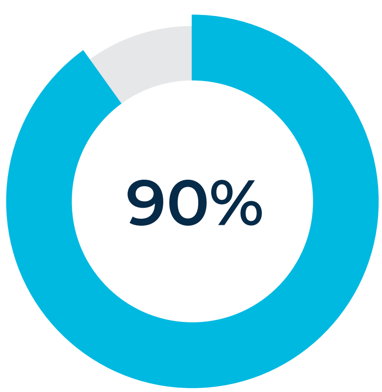
86 Years Old

Average age at which respondents would be **worried about not having enough money**

AND YET



Chance a healthy individual **lives past 90 years old**[1]



Of retirees are limiting their spending to protect against future unknowns

61%

Concerned they will **outlive their savings**

86%

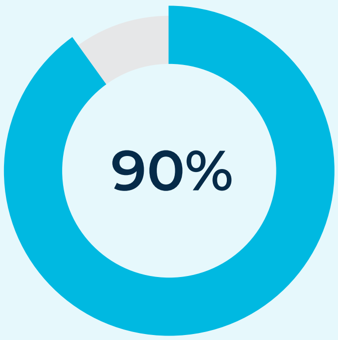
Concerned inflation will **erode their spending power**

74%

Of retirees say **expenses are higher than they expected** when they first retired

Significant Opportunity for Advisors

Tremendous opportunity to engage with clients on innovative retirement income solutions that differentiate you as a financial planner and capture a greater percentage of assets as a result.



of respondents are **interested in a product that delivers monthly income until the age of 100**

With the right solution, there's room to grow and capture assets held away:

9%

of retirement income is from a product that **delivers monthly income** for a set period (e.g., annuities) on average

40%

have 40% or more of their assets held away from their financial advisor

You can set yourself apart and attract new clients:

25%

would **choose to work with a different financial advisor** due to **lack of retirement income solutions**

31%

have had **minimal or no discussions with their financial advisor** on income solutions

Conclusions

Armed with a broadly accessible solution that delivers high, reliable income, **financial advisors will be able to transform the entire experience of retirement** for their clients. By offering a product that alleviates concerns about overspending, **advisors can help clients with the confidence and peace of mind to enjoy more moments today, and experience more tomorrow.**

Contact us to learn more

contact@cagrsquare.com

307-200-2803

Respondents

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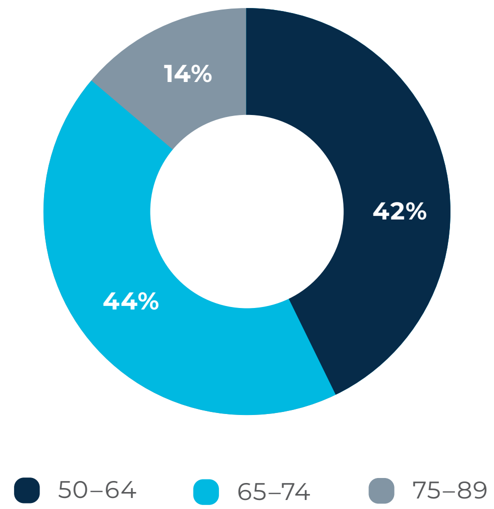
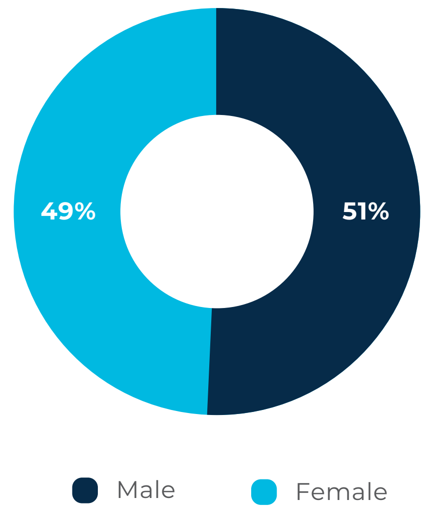
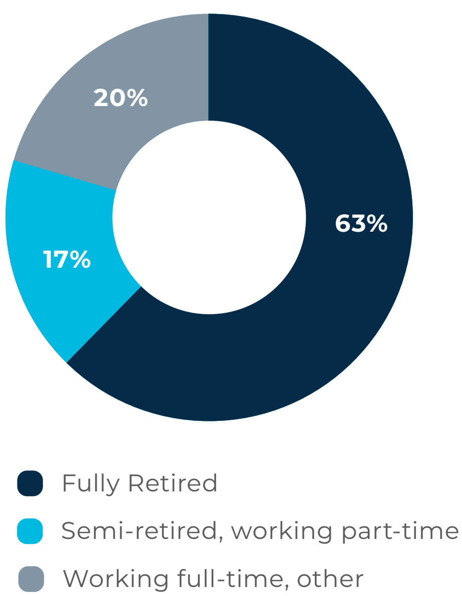
AGE



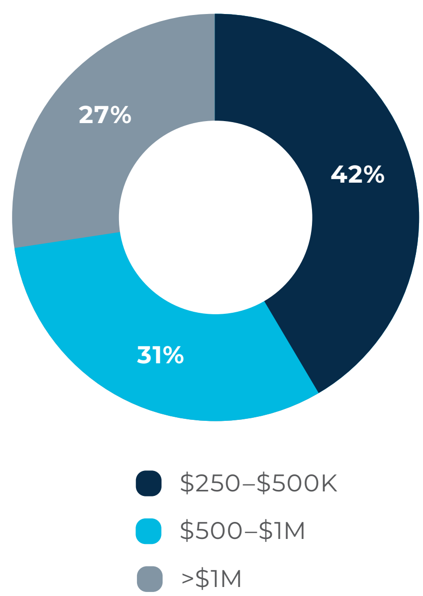
GENDER



EMPLOYMENT



INVESTABLE ASSETS



About CAGR SQUARE LLC

CAGR SQUARE LLC has a simple mission: financial security for all. Powered by expertise in sourcing, structuring, and risk management, we seek to democratize access to financial services.

ENDNOTES

1. Based on the life expectancy for a 65-year-old man using Society of Actuaries 2012 mortality tables improved to 2022.

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