



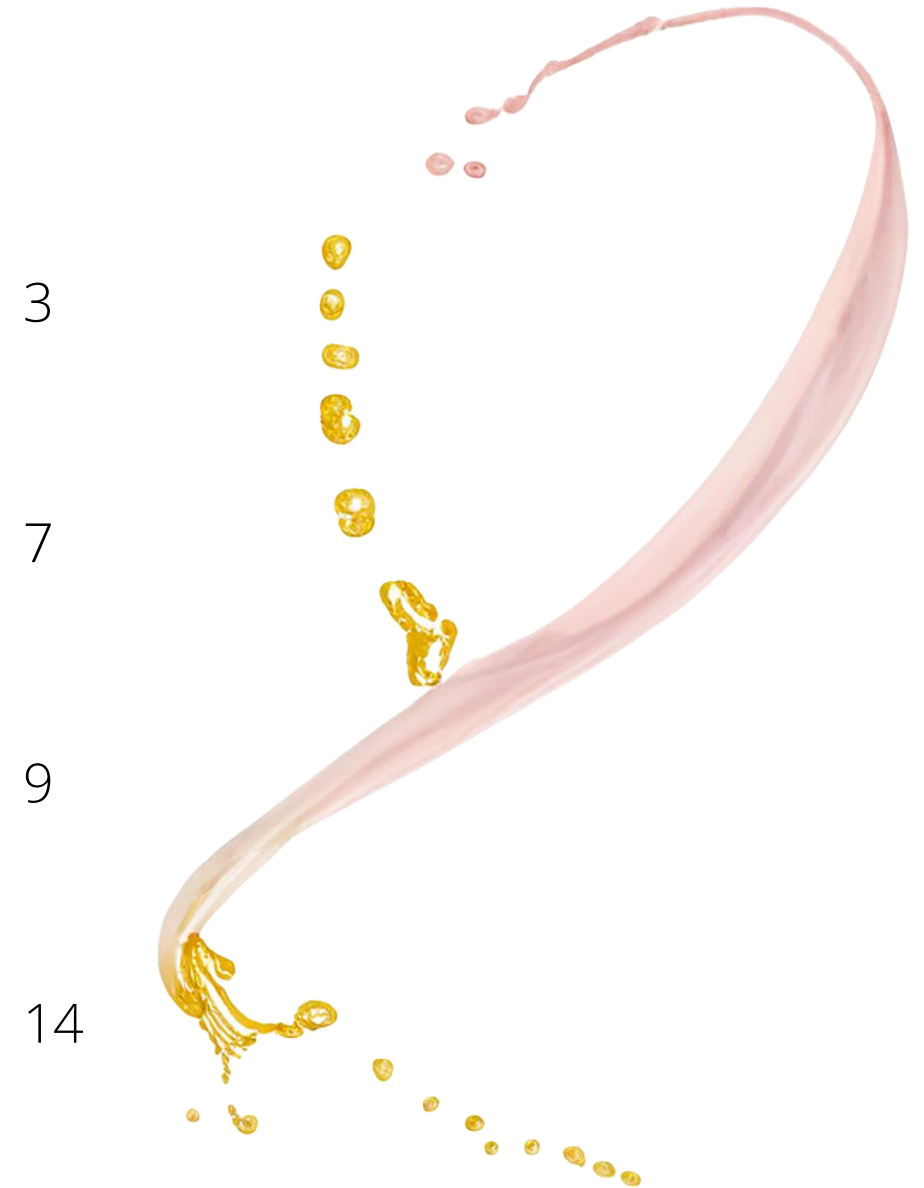
Comparing
Retirement Solutions

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27 November 2024



- 01 Accumulation vs decumulation
- 02 Product vs solution
- 03 Mass-production vs mass-customisation
- 04 Demo

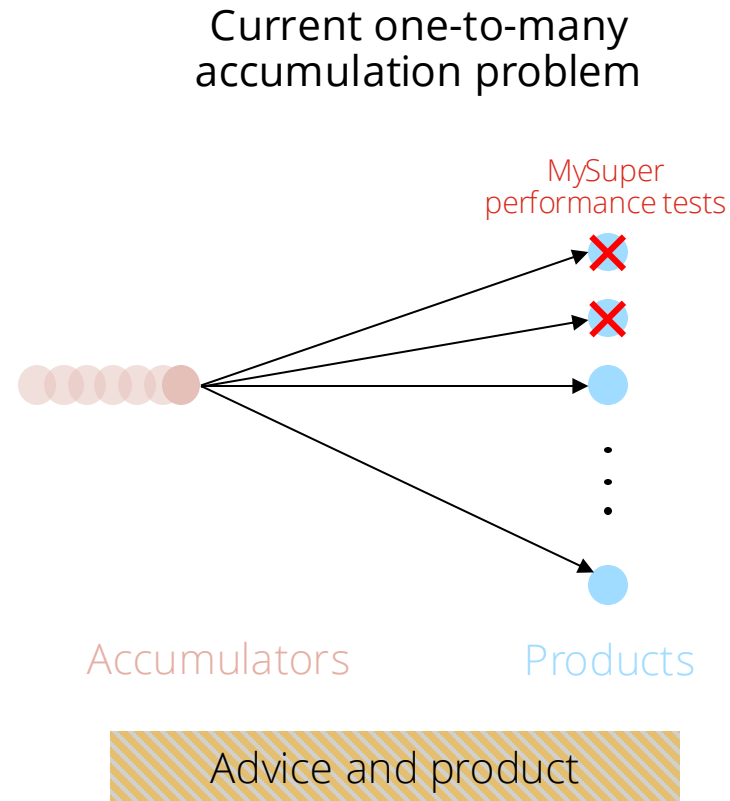


Accumulation vs decumulation

Why exactly is it different?

The accumulation problem

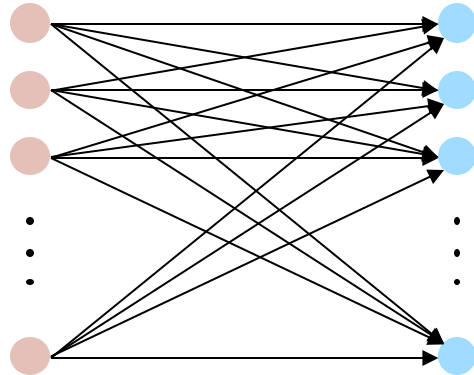
A simple case of the one-to-many problem



The decumulation problem

What worked in accumulation won't necessarily work in retirement

Current many-to-many retirement problem



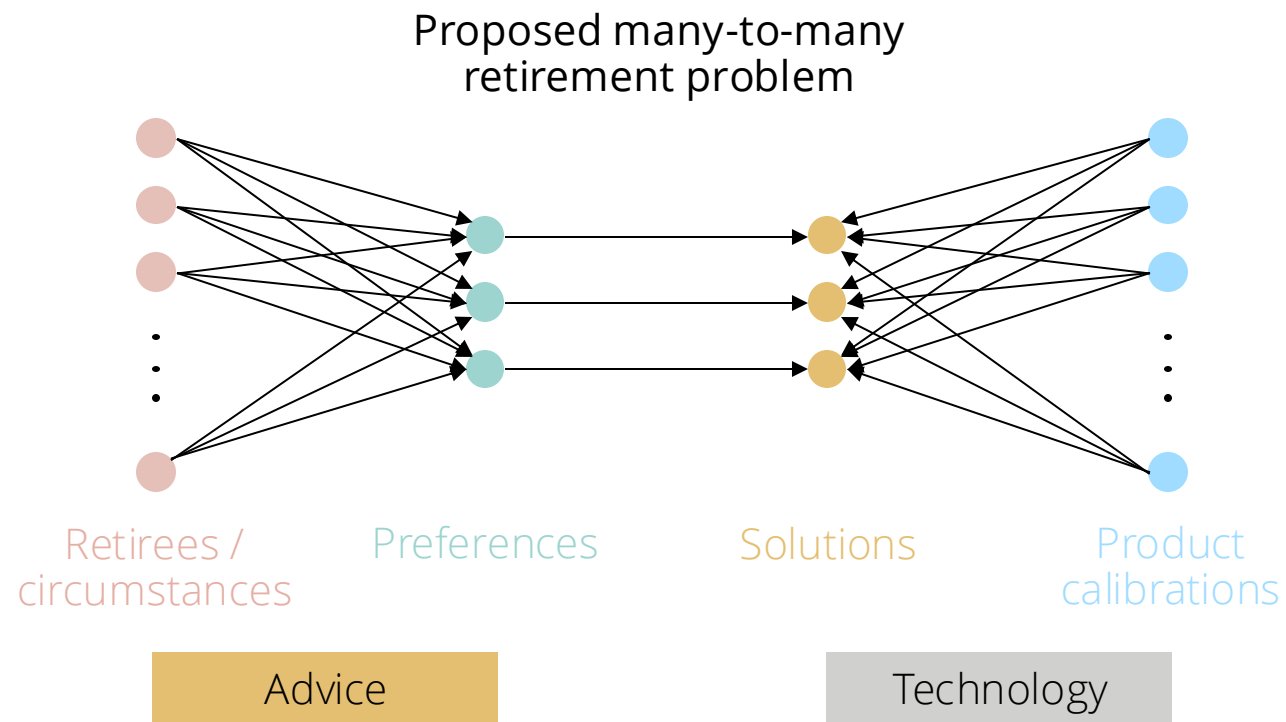
Retirees

Products

Advice and product

The decumulation problem

A more tractable alternative - preview



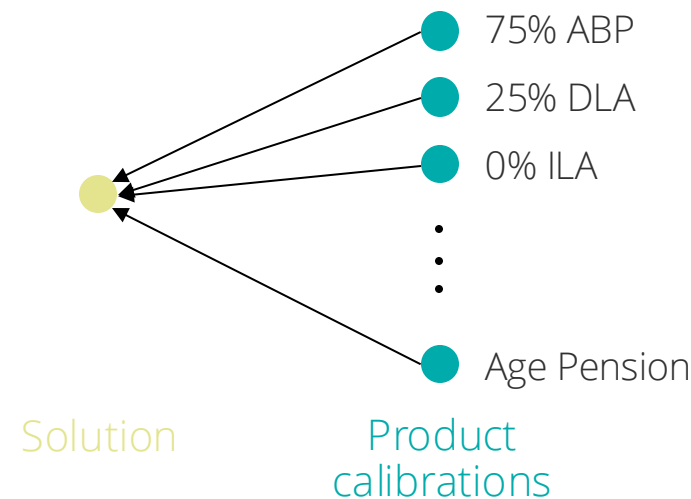
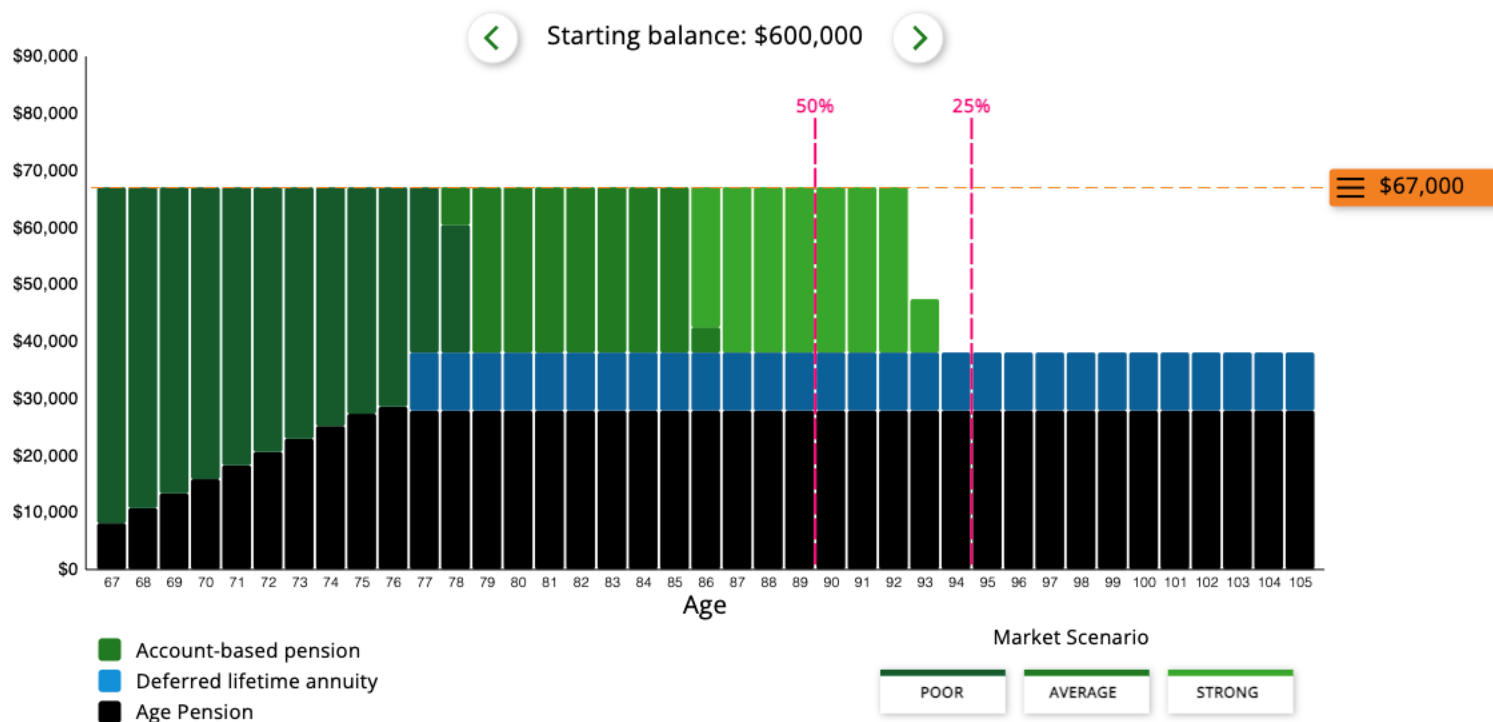
Product vs solution

A highly-underestimated comparison

Retirement solution

Time to think holistically...unapologetically

- Can include multiple products
- Includes the Age Pension
- Packaged together as a single solution via the member experience
- Must illustrate market risk and longevity risk

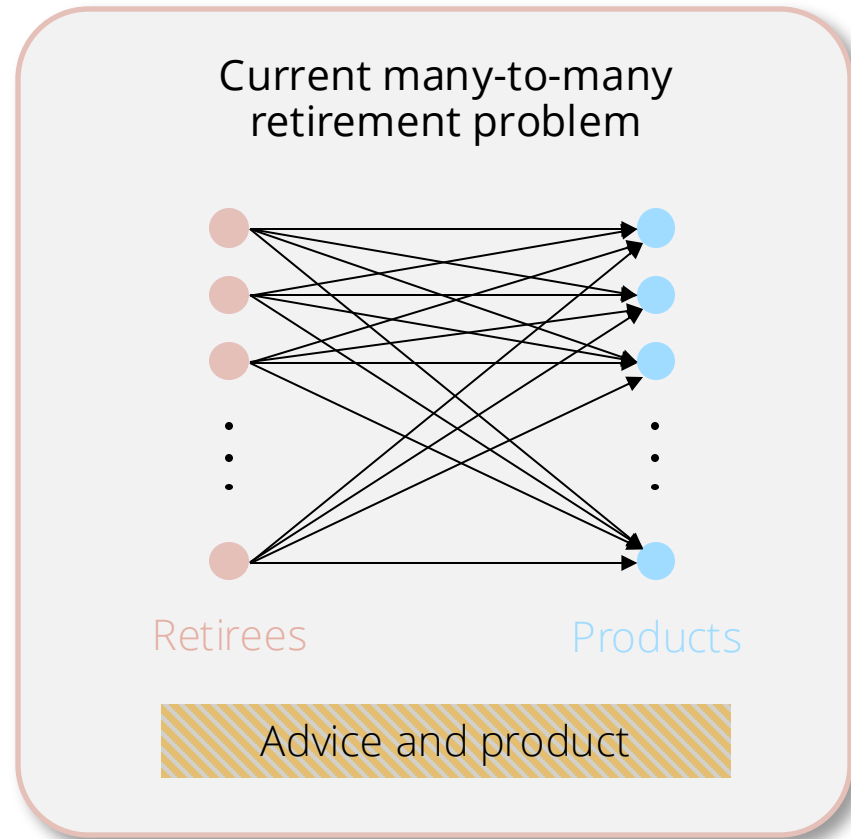


Mass-production vs mass-customisation

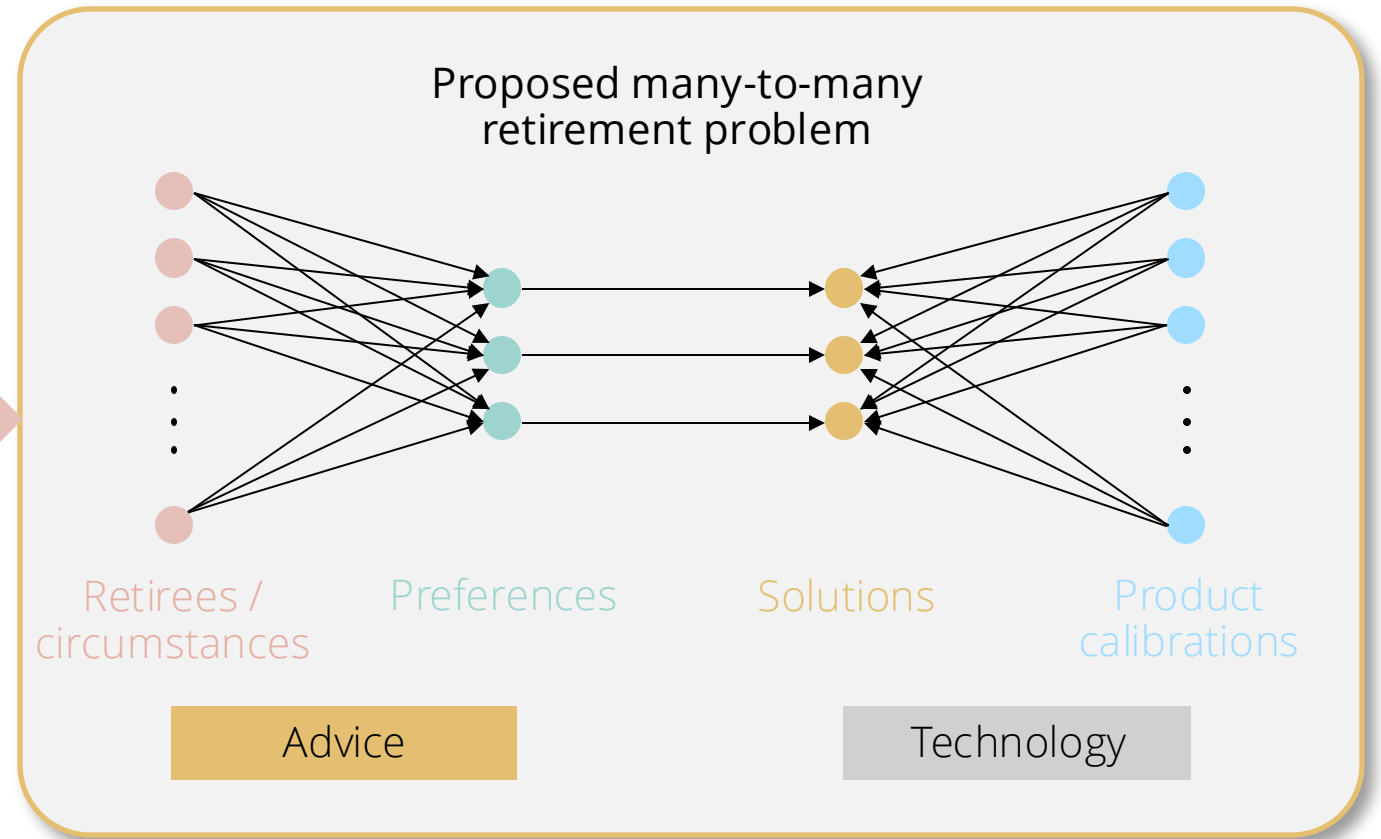
How to truly achieve hyper-personalisation

Where we are heading

Either through legislation or simple market forces



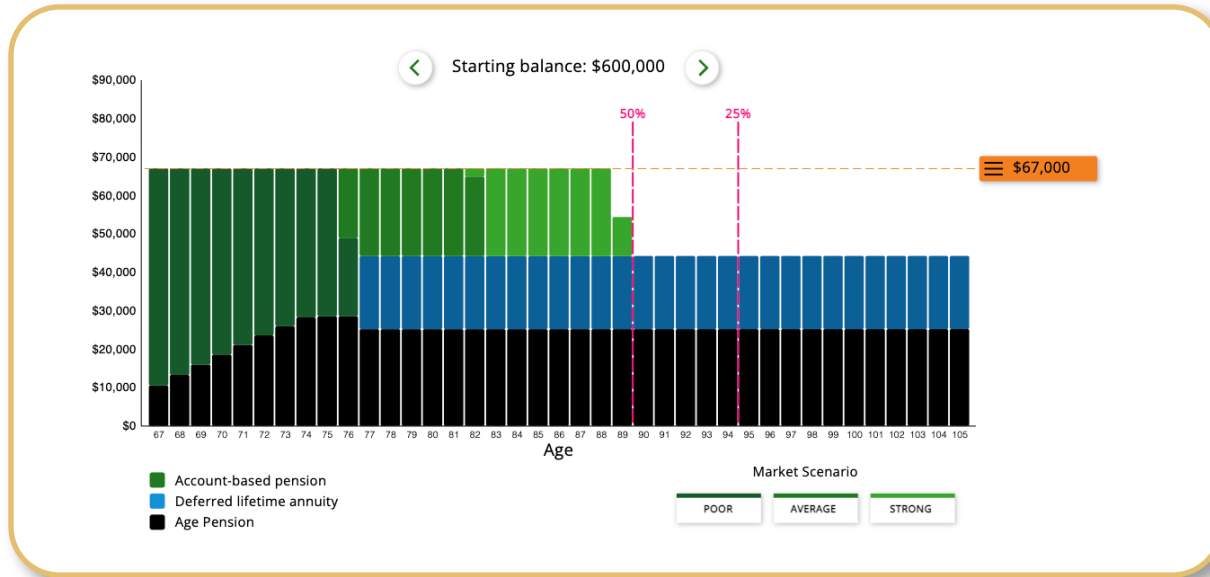
Mass-production ❌



Mass-customisation ✅

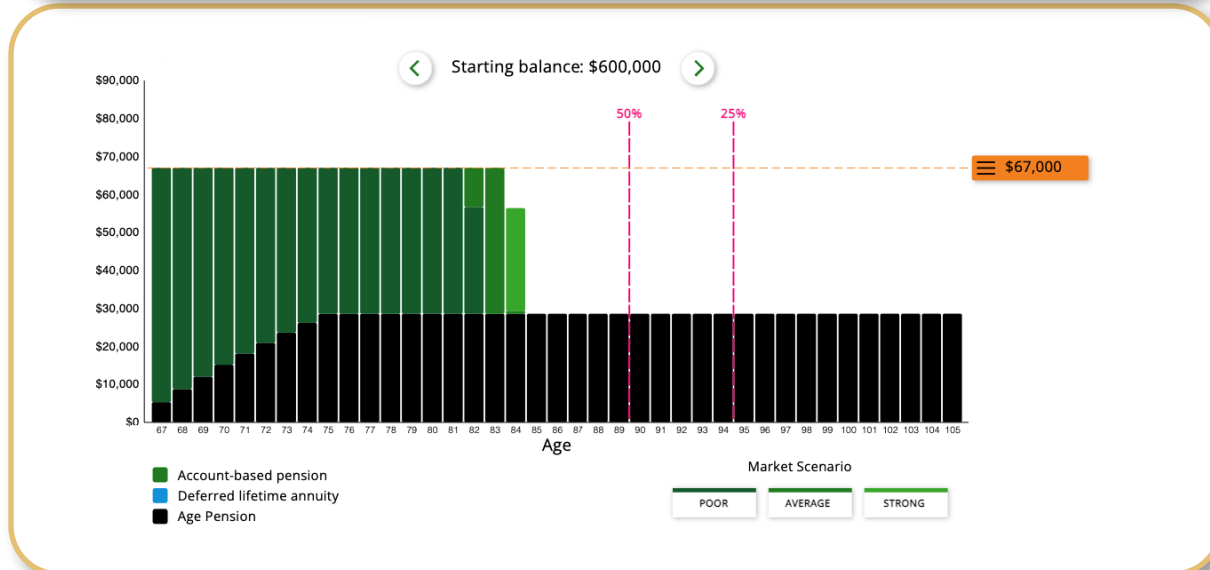
Comparing solutions

Can we say one solution is unequivocally better than another?



A-

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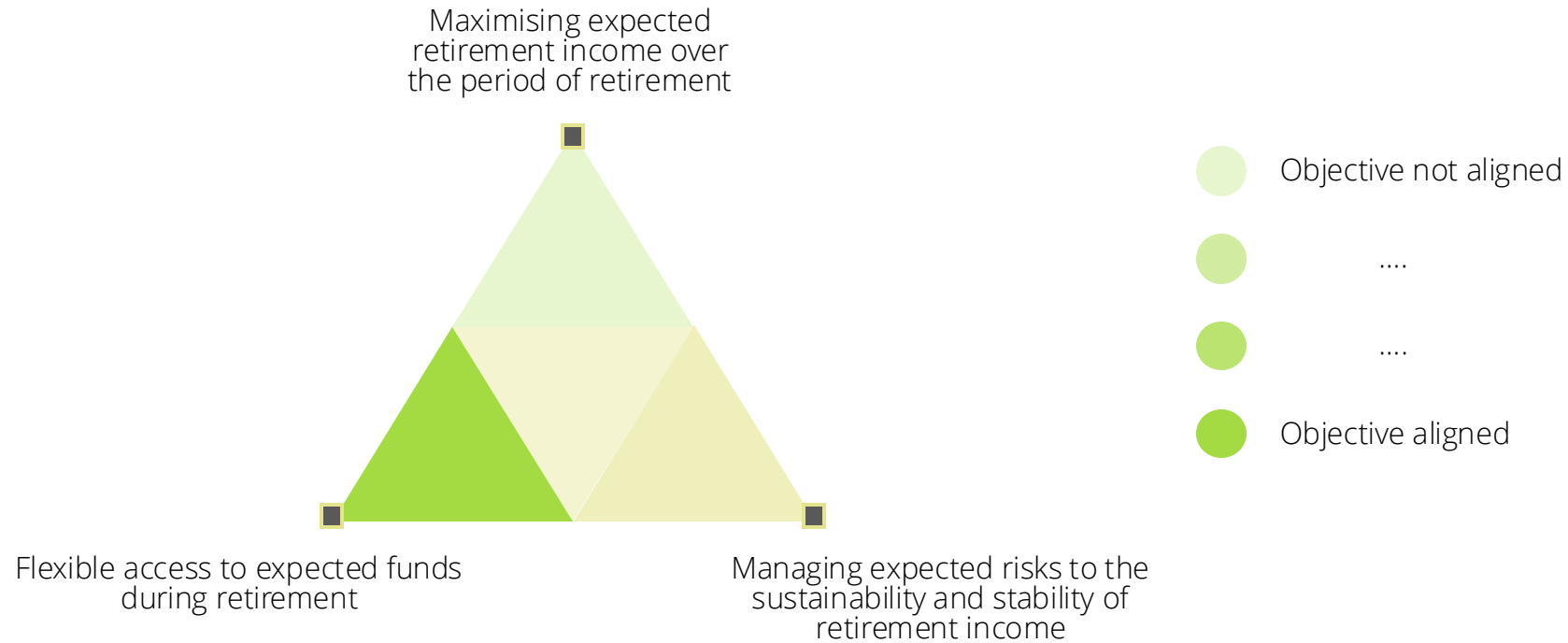


B+

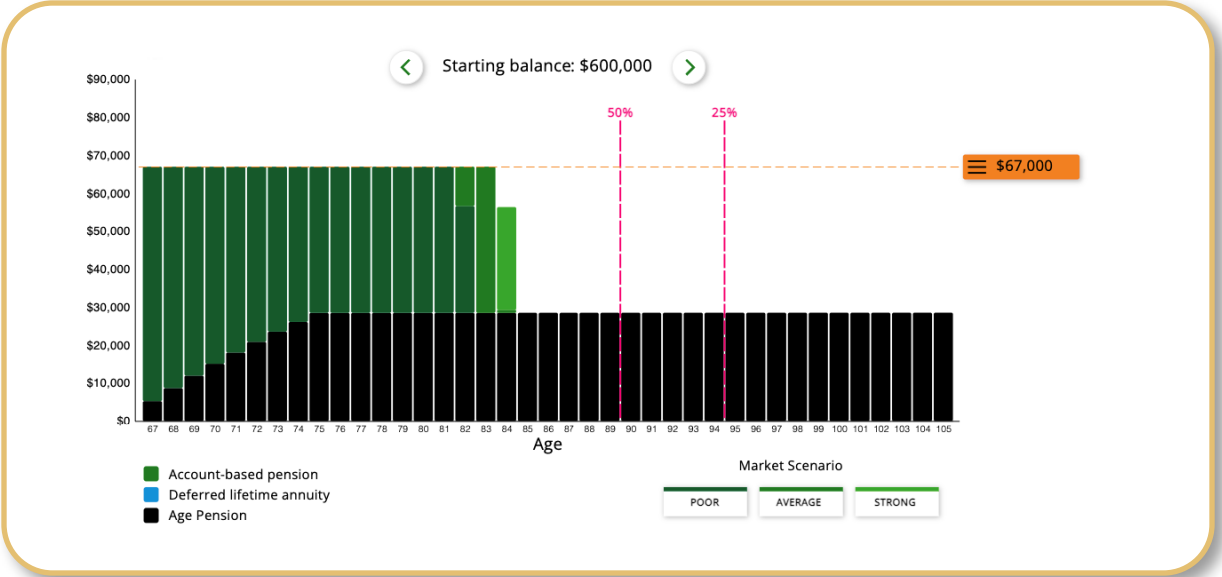
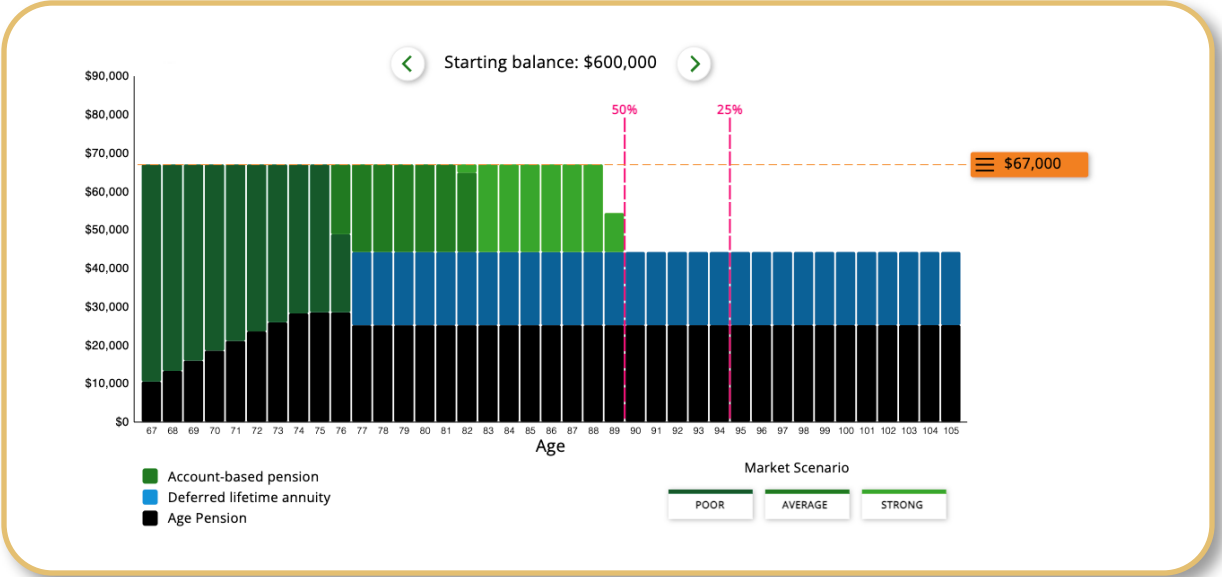
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Comparison framework

A multi-dimensional model consistent with the Retirement Income Covenant



Comparing solutions



Demo

Let's now see this in action!

Questions?





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