



SUNGARD ANALYSTS' DAY

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WHAT'S YOUR POSITION?

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TEN IN PRACTICE

The Rise of Alternatives in Wealth Management Retirement Investments

Michael Vogel

SVP, Wealth Management

SunGard



Discussion Topics

- Introduction
- Retirement Investment Industry
 - Statistics and Trends
 - Alternative Investments
- SunGard Wealth Management
- Questions

Retirement Industry Overview

- U.S Retirement assets were \$15.7 Trillion as June 30, 2010 representing 36% of total U.S. household assets ²
- Defined contribution market represented \$4.0 trillion ¹
 - \$2.7 Trillion was held in 401k plans
 - \$2.0 Trillion or 51% in mutual funds
- The Defined Contribution (DC) market is expected to grow to \$5.5 Trillion by 2015 ¹
- Increased industry and legislative focus on fee disclosure and retirement income solutions including annuities and guaranteed income/withdrawal provisions

¹ McKinsey & Co., Sept. 2010

² Investment Company Institute , Oct. 2010

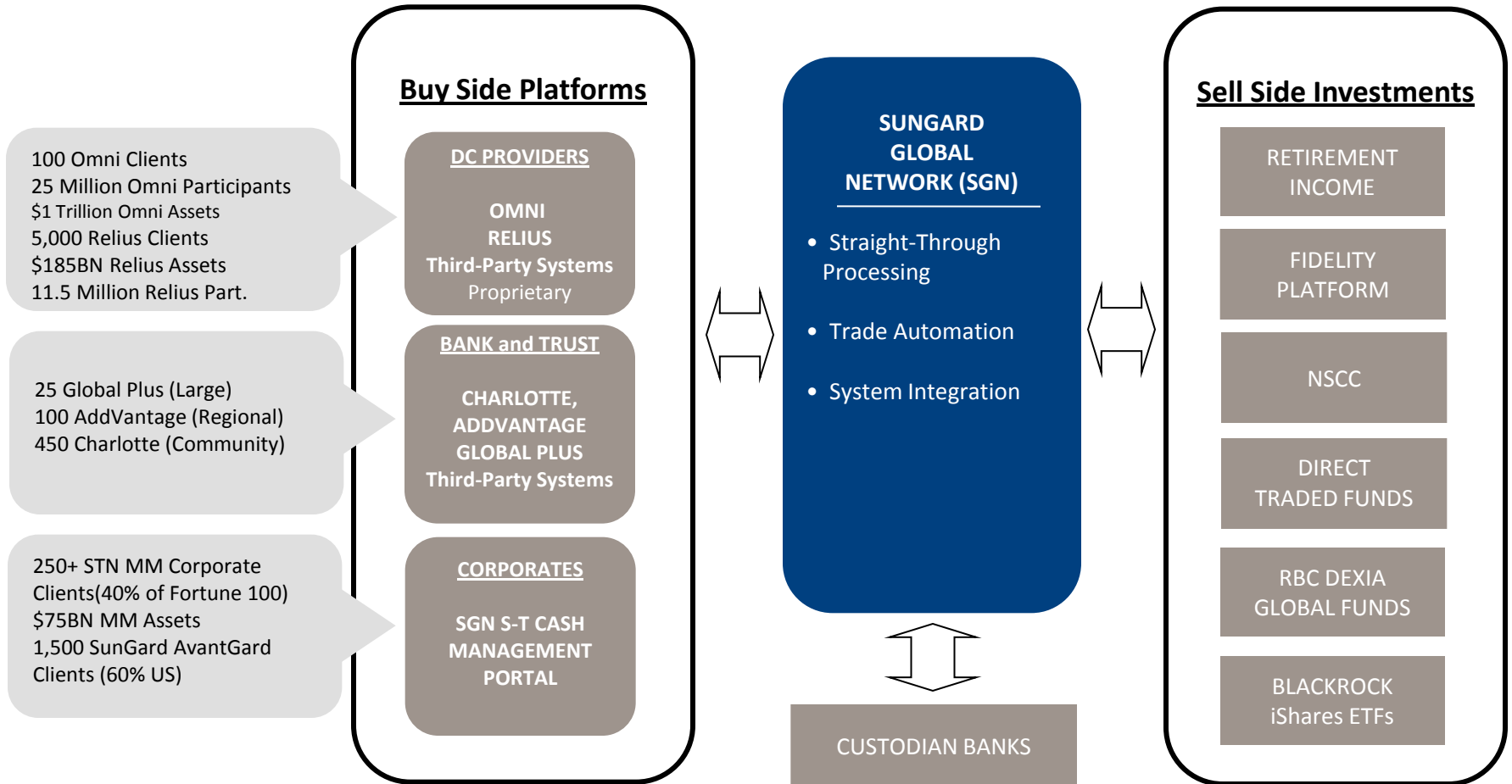
Retirement Industry Trends – Next 5 years ¹

- \$1.9T in total new DC contributions
- \$3.3T moving to new investment vehicles/strategies as plans change providers and participants rebalance allocations
- Target driven funds date are expected to capture \$1.7T of flows and account for 60% of all assets
- Nearly 70 percent of assets will be held by individuals at or within five years of their “target date” for retirement
- Passive solutions expected to double to 25%
- Increased fee disclosure

¹ McKinsey & Co., Sept. 2010

SunGard Wealth Management

Automating, Integrating and Connecting the Trade Lifecycle



Panelists

- Mike Vogel, senior vice president
 - SunGard Wealth Management
- Fredrik Axsater, CFA, managing director
 - BlackRock Global Client Group
- Greg Porteous, director, sales
 - BlackRock iShares 401(k)
- Scott Speaker, enterprise architect
 - Prudential Retirement
- Susan Unvarsky, senior vice president
 - Prudential Retirement

Thank You

- Questions

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