

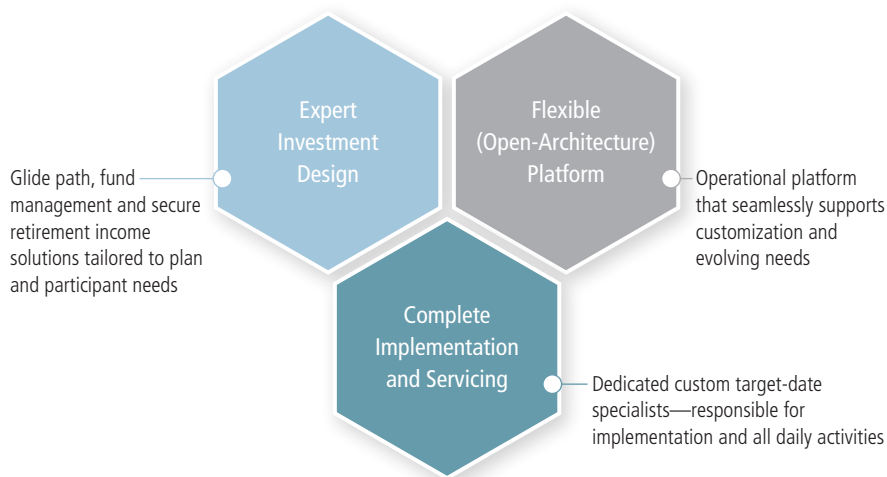
ALLIANCEBERNSTEIN

# Customized Retirement Strategies

Your company is unique. Your Defined Contribution (DC) plan should be, too. Strengthen your DC plan by bringing suitability and adaptability to your target-date portfolios with Customized Retirement Strategies (CRS).

Your plan's demographics, needs and objectives are unique and evolving, and your investment program should be, too. CRS allows you to have a glide path that's right for your company, and its open-architecture platform gives plan sponsors the flexibility to mix and switch out investment managers, strategies and asset classes—including active and passive investments—over time, without inconveniencing participants. The potential results? Improved transparency and cost control, and enhanced fiduciary strength. Plan sponsors can choose to use any or all the CRS components: expert investment design, flexible open-architecture platform, and implementation and servicing.

## Customized Retirement Strategies: Default Options Built to Last



## Proven Experience\*

- 24 custom target-date implementations
- \$16 billion in custom target-date assets with DC plans totaling \$104 billion in assets
- Three of the 15 largest US DC plans<sup>†</sup>
- 30% market share of all custom target-date assets

\*As of 12/31/2012

<sup>†</sup>Measured by assets under management; according to Pensions & Investments

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Investment Products Offered • Are Not FDIC Insured • May Lose Value • Are Not Bank Guaranteed

## Expert Investment Design

AllianceBernstein can design a glide path customized for your plan that aligns the asset allocation with your plan's objectives, demographics and needs, based on several key considerations. With CRS, AllianceBernstein acts as an ERISA 3(38) investment manager, taking on the fiduciary responsibility for designing the asset allocation portfolio.

## Complete Implementation and Servicing

A single point of contact at AllianceBernstein serves as the DC client liaison throughout the life of the relationship, making implementation and ongoing day-to-day activities easy for you. Through this client liaison, plan sponsors also have access to a variety of DC resources and expertise in areas such as DC trends and research, participant communications, and regulatory and legal perspectives.

Client service responsibilities include:

- Implementation management
- Day-to-day operational oversight
- Participant communications assistance and expertise
- Client reporting

### *Income Is the New Outcome*

*With CRS, your plan can have a next-generation qualified default investment that answers the top retirement savings priority among workers: having a steady stream of income throughout their retirement.*

*Our lifetime income approach features a simple age-based solution that automatically secures income for life\*, thus reducing the anxiety often associated with funding retirement.*

*\*Income is secured through allocations to variable annuities which are backed by the claims-paying ability of the issuing insurance company.*

## Flexible Open-Architecture Platform

CRS's flexible platform allows plan sponsors to use a wide range of investment managers and asset classes in their target-date portfolios, offering you the ability to use best-in-class providers, existing DC or defined benefit plan options, any mix of active and passive strategies, and lower-cost vehicles. In addition, CRS easily adapts to your plan's needs, allowing you to modify the underlying components without having to replace your target-date portfolios as you do with a prepackaged target-date fund.

## Key Customization Considerations

Goals, risk tolerance or other objectives

Typical retirement age and postretirement behavior

Company stock holdings and defined benefits

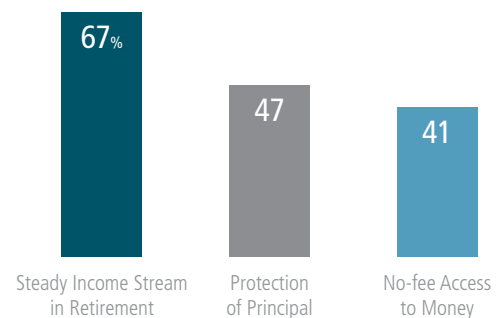
Wage level, growth and deferrals

Employment risk or frequency of job changing

Sponsor perspective

### A Call for Lifetime Income

What features and benefits are important to you when thinking about retirement investment options?



Top three responses from over 1,000 full-time DC-eligible workers surveyed in 2012.  
Source: AllianceBernstein

"Target-date" in a fund's name refers to the approximate year when a plan participant expects to retire and begin withdrawing from his or her account. Target-date funds gradually adjust their asset allocation, lowering risk as a participant nears retirement. Investments in target-date funds are not guaranteed against loss of principal at any time, and account values can be more or less than the original amount invested—including at the time of the fund's target date. Also, investing in target-date funds does not guarantee sufficient income in retirement.

To learn more about CRS and AllianceBernstein Defined Contribution Investments, visit [abdc.com](http://abdc.com).

**There is no guarantee that any forecasts or opinions in this material will be realized. Information should not be construed as investment advice.**

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Investing involves risks including loss of principal.

Diversification does not eliminate risk of loss.

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