

Pensions&Investments West Coast

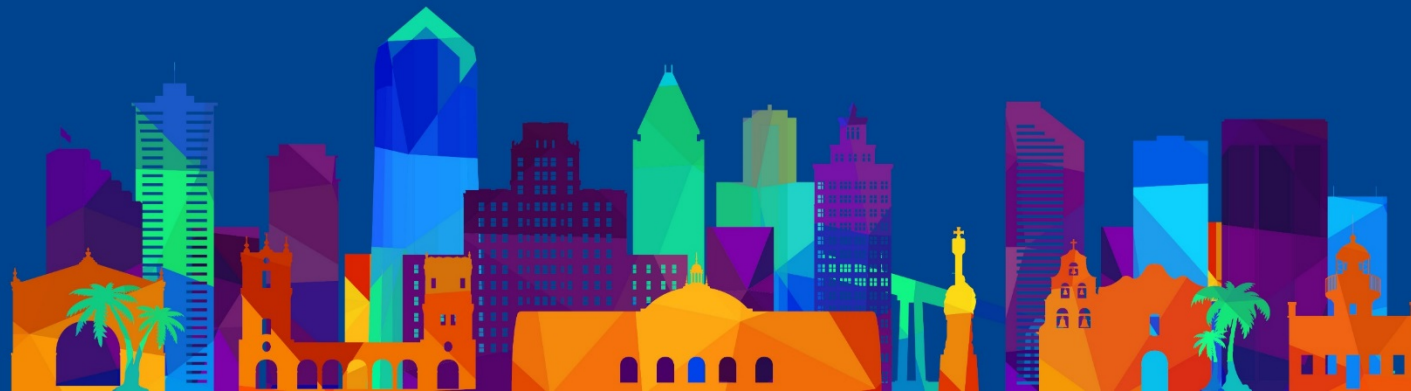
Defined Contribution Conference

NOVEMBER 3-5, 2019 | HILTON BAYFRONT | SAN DIEGO



Retirement Investing in a Volatile Market

How Can Participants Recession-Proof Their Portfolio?



Julie Tatge

Executive Editor
Pensions & Investments



John R. Higdon

Manager, Retirement Plans
BJC HealthCare



BJC HealthCare retirement plan overview

- Non-profit health services organization of 32,000 employees based in St. Louis, MO
- DC assets total \$1.7 billion
- Ongoing DB plan with assets of \$2.5 billion
- DC plan features include Roth contributions, advice through Managed Accounts and Brokerage option



Susan Ramirez

Senior Director, Total Rewards, Americas
Hitachi Vantara



Hitachi Vantara's DC Plan Information

- DC participants with a balance = 4,232
- Plan Assets = \$781 million
- Also offer Deferred Comp Plan with 457 participants = \$83 million in assets
- Established HSA plan in 2010 with \$11 million in assets (\$3m invested)
- DC Contribution Types –
 - Pre-Tax
 - ROTH Post-Tax
 - Pre-tax / ROTH Post-Tax Catch-up
 - Brokerage Option
 - After-Tax
- Special Plan Features –
 - ROTH In-Plan Conversions
 - Terminated participants are not required to take distributions
 - Partial Withdrawals – Terminated and 59 ½ participants only
 - 50% maximum contributions per paycheck on all comp (base and bonus)



Jonathan Rose

Staff Benefits Analyst
QUALCOMM Incorporated



QUALCOMM Incorporated Employee Savings and Retirement Plan

Current Plan Assets: \$5,013,321,901 / As of 9/30/2019

Current Participants: 20,465 with an account balance

Contribution Types:
Pre-Tax
ROTH Post-Tax
Traditional After-Tax
Pre-tax / ROTH Post-Tax Catch-up

Special Plan Features:
ROTH In-Plan Conversions
Terminated participants are not required to take distributions
Partial Withdrawals – Terminated participants only
85% maximum contributions per paycheck
Annual Bonus Deferrals available – Limit applies



Joseph Szalay, CFA, CAIA

Director, Investment Strategist
BlackRock



BlackRock's platform is built to put clients first

BlackRock Defined Contribution focuses on one thing – improving retirement outcomes

Partner with the world's most respected companies

54%

Of Fortune 100 companies entrust their participants' savings with us¹

DC Provider for over **15 million** participants in the US and Canada¹

Provide more value to investors

BlackRock has cut annual client fund fees by over

\$200 million

since 2016²

Advocate for shareholders

Working with CEOs to take a longer term view of **value creation for shareholders**

2,000+ engagements³ with companies annually

Invest solely on our clients' behalf

\$6.8 T

in client assets, more than any other firm⁴

#1

Defined Contribution Investment Only provider⁴

1. Source: BlackRock.

2. Source: Barron's and BlackRock. As of October 2017.

3. Source: BlackRock Investment Stewardship.

4. Source: BlackRock as of 30 June 2019.



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