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2018 cross strait pension forum

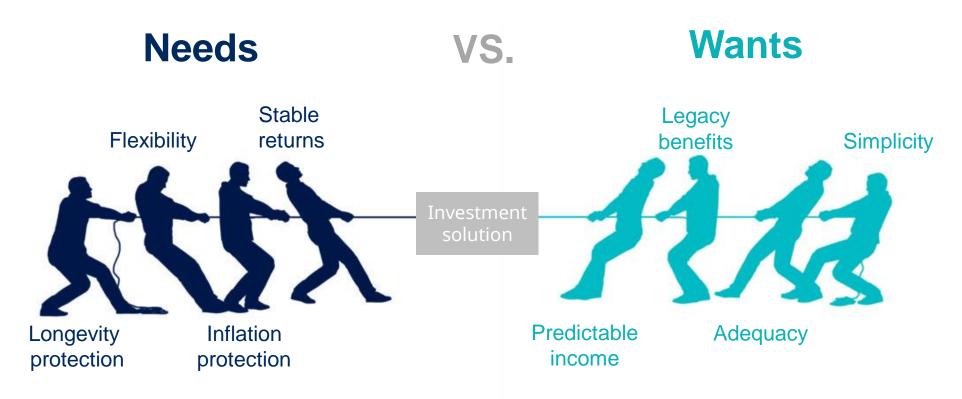
Taiwan experience

Francine Wu, Taiwan CEO

Oct. 2018

Retirement investment solution is always challenging

The 'needs' and the 'wants' pull in opposite directions



Combining cash, drawdown accounts and later-in-life longevity protection is the only way to meet all criteria

Source: Global Lessons in Developing Post-Retirement Solutions. Schroders, May 2015

Retirement 3 pillars - Taiwan vs. Global

Take Taiwan new labor pension plan as example

Pillar III

Individual supplement, ex. Personal saving, investment, personal insurance Individual investment accounts

Individual saving accounts

Current TW

- Manage the retirement investment via deposit and/or endowment insurance*
- There is no tax benefit for individual pension saving
- Product trend: GMxB products / Target date products/ Target return/ Target risk

Global Trend

- Provide tax benefit for individual pension saving account.
- Product trend: lifecycle products/Target date products

Pillar II

Maintenance the current standard of living ex. Australian Super Pension, USA 401K, HK MPF Supplementary retirement plans (SRP)

Occupational pensions

- DB→DC
- New labor pension scheme: employer-at least 6% but can lift up to 15%; employee-up to 6%
- There is no member choice/Auto-enrollment / Auto escalation mechanism
- Only less than 7% of employees in Taiwan have opted in for voluntary contributions

- DB→DC
- Auto-enrollment / Auto escalation / Member choice platform
- Default options: Target date funds / Life cycle funds/target risk
- Mandatory contribution increase

Pillar I

Securing a minimum standard of living

Social securities

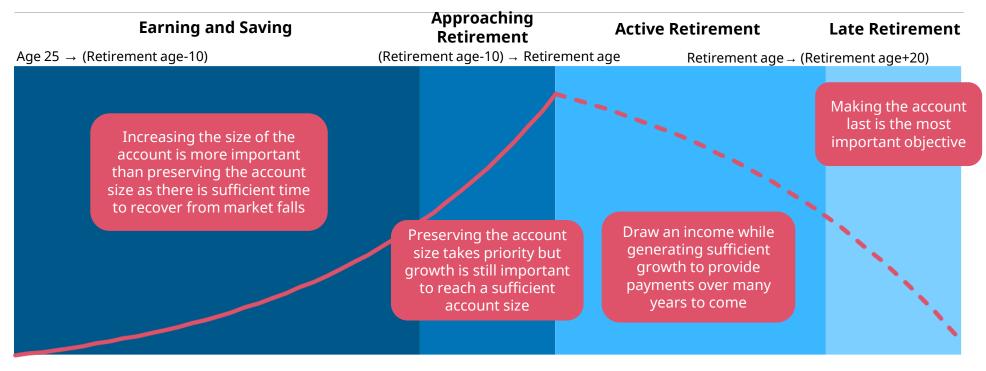
- DB scheme
- Salary tier: NTD21,009-45,800
- Contribution example: Gov-70%; employer-20%; employee-10%
- DB scheme
- decreasing benefits; higher contribution; late retirement

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^{*} In 2017, total insurance premium was NTD3.4 trillion in TW, insurance participation rate was 20.51% where the average insurance expanse was NTD145,000 per pension.

The retirement journey

Simple to understand, multi-country, research-supported



	Earning and Saving	Approaching Retirement	Active Retirement	Late Retirement
Primary Objective	Returns in excess of inflation	Protect accumulated capital	Provide a predictable and sustainable income	Maintain income for life
Secondary Objective	Reduce impact of capital losses	Stable real returns with low capital risk	Stable real returns with low capital risk	Provide a bequest

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