

# FIS Business Update



RANDUG 2018

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November 12, 2018

Empowering  
the Financial World



# FIS Retirement Solutions Footprint



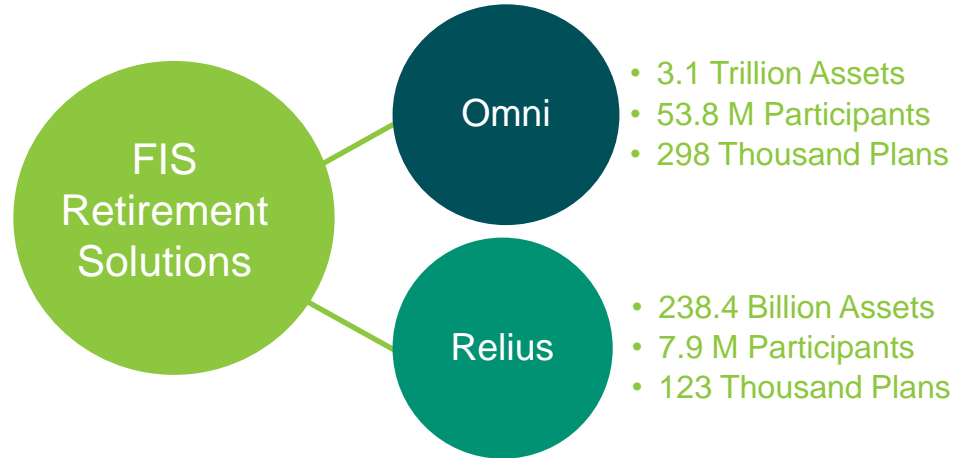
Administers more than \$3.3 trillion in assets



For more than 61 million plan participants

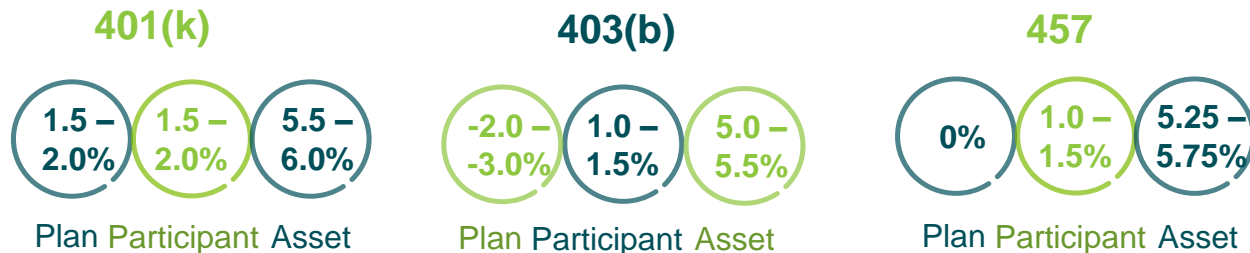


Across more than 400 thousand retirement plans

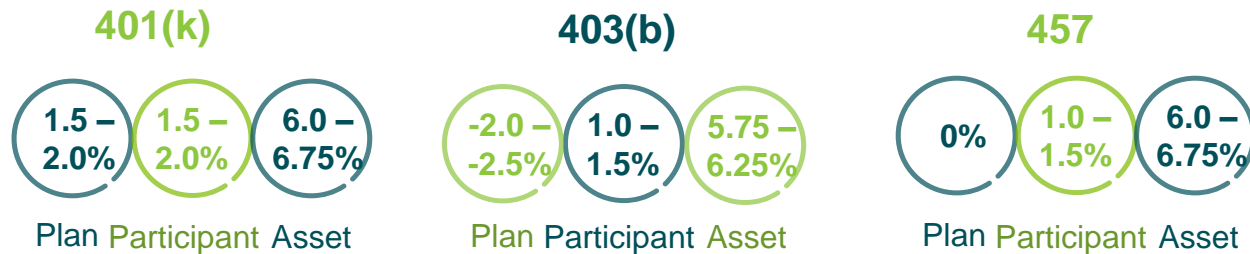


# Retirement Market Dynamics

Industry anticipating continued growth 2017 (next 3–5 year projections)



Industry anticipating continued growth 2018 (next 3–5 year projections)



# Retirement Market Dynamics

Plan sales opportunities are in the micro and small plan market

2017 PLAN TURNOVER (by number of plans)



2018 PLAN TURNOVER (by number of plans)



# Retirement Market Dynamics

Plan sales opportunities are in the micro and small plan market

2017 ASSET TURNOVER (\$Billions)



< \$10M



\$10 – 50M



\$50 – 250M



> \$250M

2018 ASSET TURNOVER (\$Billions)



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> \$250M

# Market Drivers

- **Healthy growth in our industry but competition for plans and assets is high**
- **Consolidation is demanding more efficiencies**
- **Cost effective servicing of plans is essential for client retention and financial growth**
- **How to differentiate in 2018**
  - Participant experience is key
  - Customers want solutions, not products
  - More emphasis on advice and guidance
  - Education and engagement

# The Pursuit of Growth

The **Readiness Leaders** are modernizing their **operating model** – **2X** as fast.

**Acquiring new customers has become the top priority – and digital innovation is key**



Now offer mobile services – up from 24% in 2017.



Will differentiate themselves by tailoring service offerings for individual customers.



Say investing in data management has improved the customer experience.

# Enhancing Our Products

## Relius Product Strategies

TO **STRATEGICALLY PARTNER** WITH OUR CUSTOMERS TO HELP THEM:



**Enhance security**



**Focus on solutions that drive new efficiencies**



**Target new audiences and delivery channels**



**Expand integration opportunities**



**Extend the value of the retirement systems and data**





**Join us for FIS Connect 2019!**

May 6-9, 2019

The Swan and Dolphin Resort in Orlando, FL

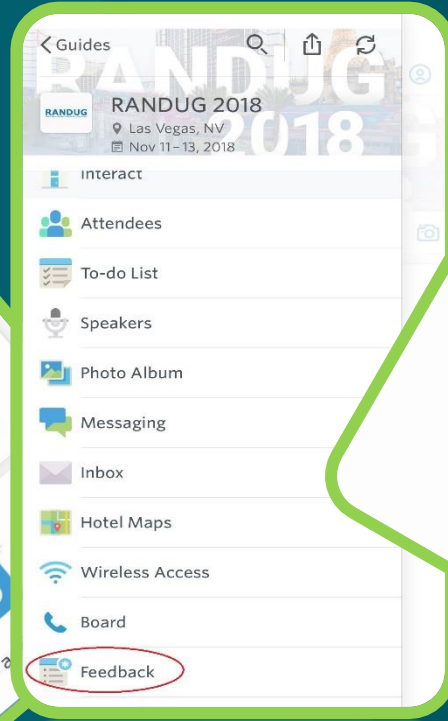
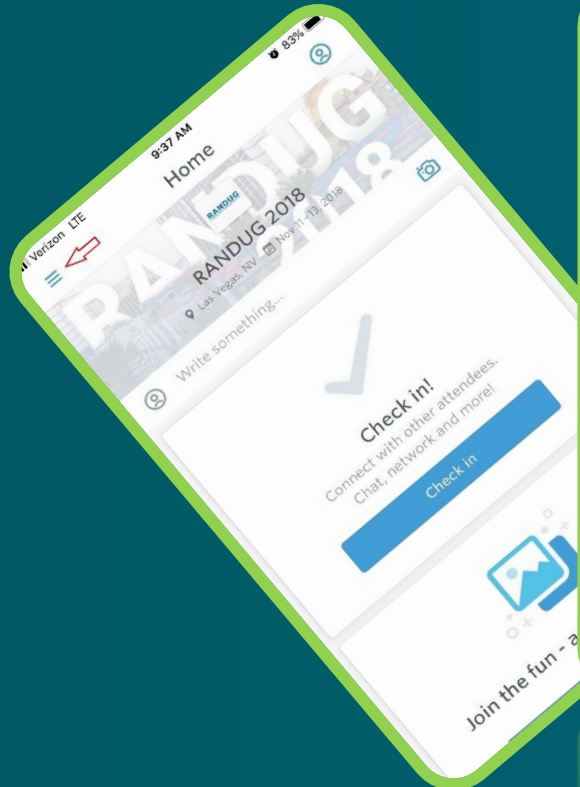
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# Questions?



# Survey on Guidebook



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