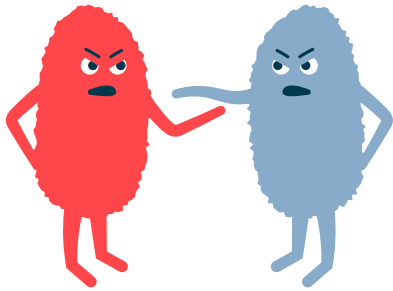


# The nine nemesis: *meet Risk & Return*



*“Taking income from invested funds at times of volatility is a minefield. Sequence risk isn’t just volatility – it’s volatility at the wrong time.”*

Sarah Lyons, Chief Customer Officer

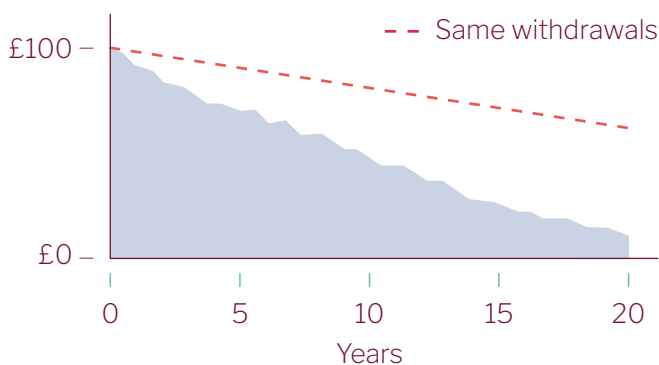
Retirement investment strategy was built in an era where correlations behaved more predictably, diversification worked more consistently, and portfolios could be managed around long-term averages.

**That world has gone.** Today, when it comes to clients withdrawing income, the timing of market falls matters just as much as the return achieved. Two portfolios can deliver the same average returns and take the same withdrawals – yet create very different retirement outcomes, depending on when the withdrawals start.

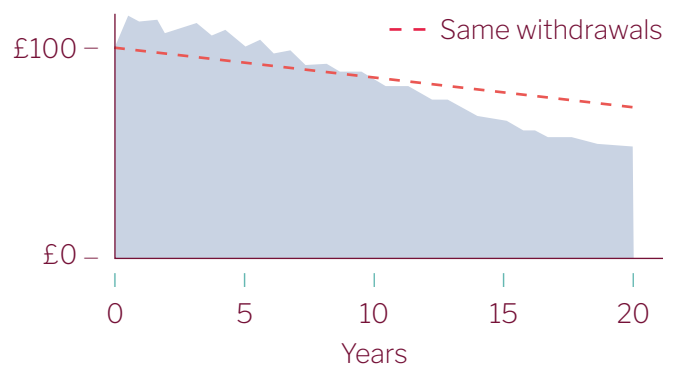
## Sequence risk

Retirement investing isn’t just about how markets perform. It’s about **when** they perform too.

**Person A** – starts withdrawals on a down market



**Person B** – starts withdrawals on an up market



Same pension. Same average return. **Different timing.**

## Make volatility your friend

- Diversification matters, but it cannot fully protect against the impact of withdrawals during falling markets.
- Staying invested remains essential, but retirement strategy now requires more than simply riding out volatility.
- Lower risk portfolios aren't the answer, they're more likely to run out of money, simply because they don't have enough growth potential.
- Revolutionary retirement portfolios should be judged by the income they can sustain, not just the returns they generate.

## We've gone from portfolio selection to income design:



## Join the retirement revolution with Parmenion

It's a fact – lower risk portfolios are more likely to run out of money, simply because they haven't got enough growth potential. But what if you had access to a portfolio, specifically designed for decumulation, that featured an asset class that gives you a bounce when markets drop?

**Let's Talk:** for more retirement expertise reach out to **the Parmenion team**.

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