

Using HSAs for Retirement

Together we'll go far



September 19, 2013

Today's agenda

HSAs as Part of a Retirement Savings Strategy

Cindy Bucher, Senior Benefits and Compensation Analyst

Kaye Wattermann, Senior Benefits and Compensation Analyst

Federated Insurance

HSA Basics

Liz Ryan

Head of Wells Fargo Health Benefit Services

Moderator

Stefani Tygar Barnes

Senior Vice President, Wells Fargo Wealth, Brokerage and Retirement

Q&A

What is an HSA?

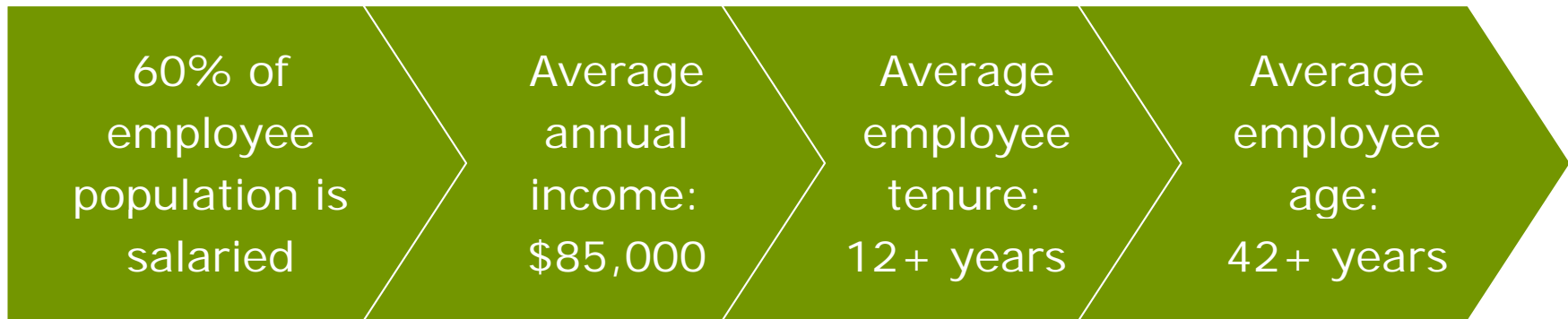
A Health Savings Account (HSA) is a tax-advantaged personal savings account that works with an HSA-compatible health plan



* INVESTMENT PRODUCTS: NOT FDIC INSURED • NO BANK GUARANTEE • MAY LOSE VALUE

About Federated Insurance

Mutual Insurance Company for 100+ years
Headquartered in Owatonna, MN



Retirement Rich

Enabling employer (we'll provide it for you)

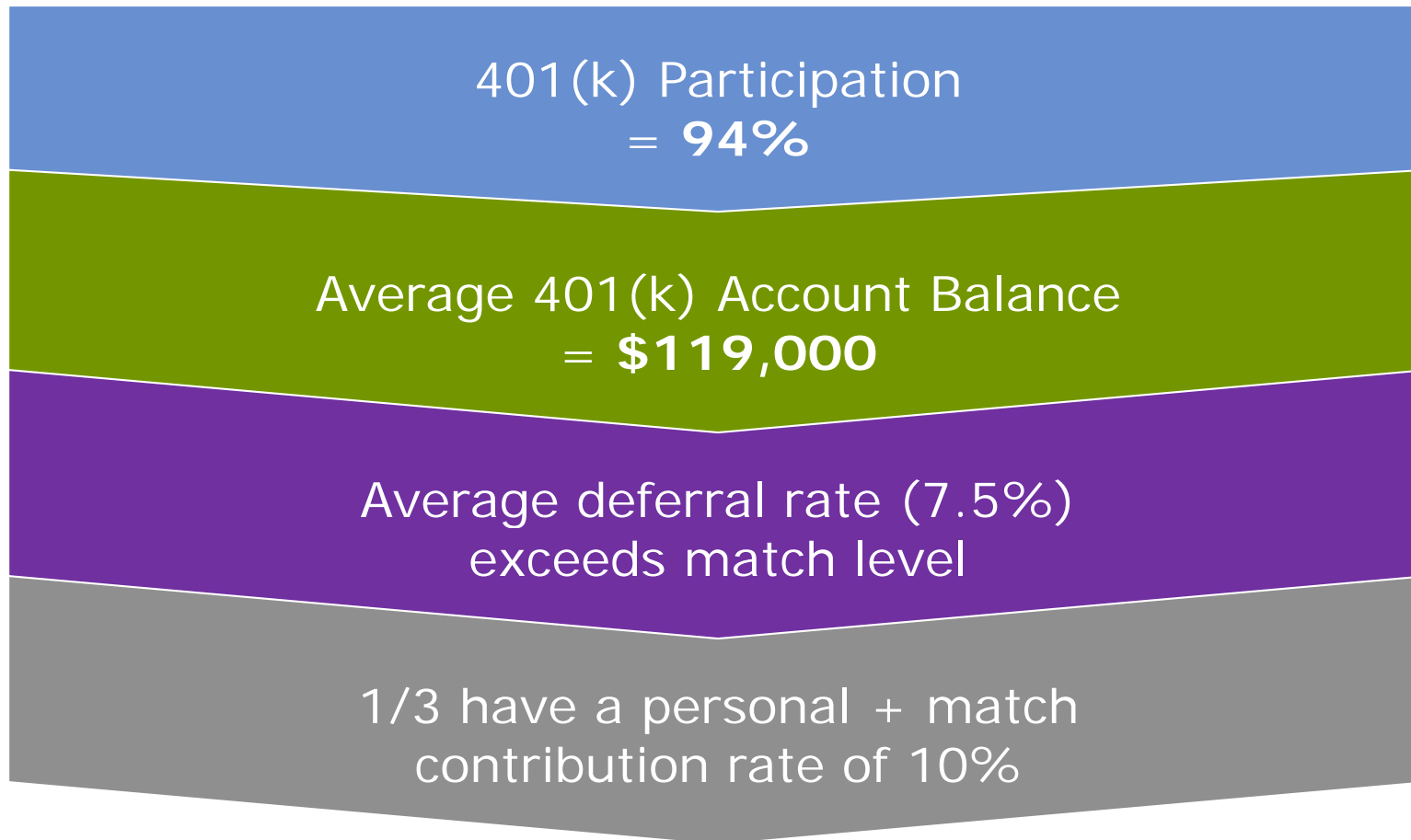


Retirement Ready

Equipping employer (we'll help you prepare)



Are they ready?



Educate and motivate!

- Increased emphasis on retirement expense education
- Income replacement projection on pension estimates
- Enhanced data/reporting on income replacement results
- Promotion of calculators/tools/Wells Fargo site
- Future design (match) enhancement - especially for newer EEs?

Retirement Ready

Equipping employer (another tool - HSA)



Encouraging HSA participation

Plan design



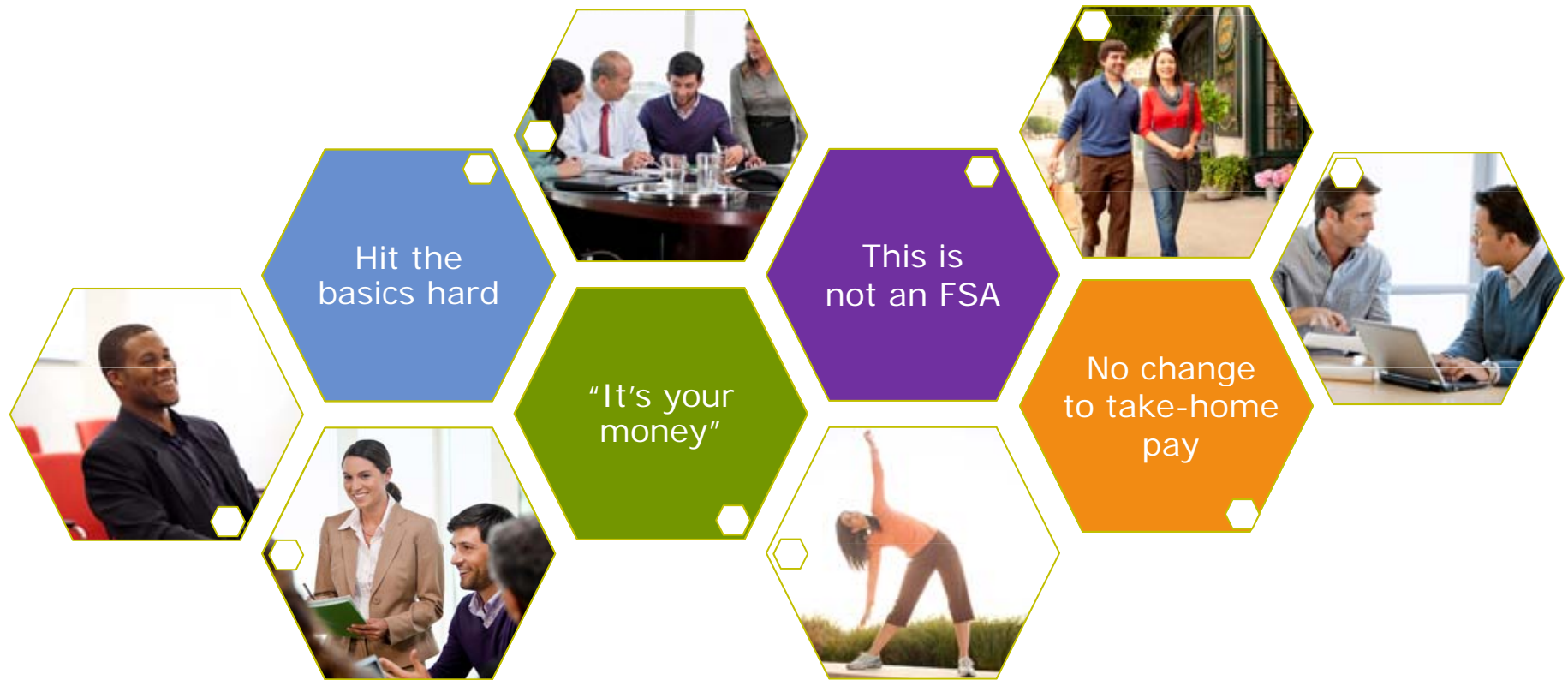
Encouraging HSA participation

Communication and education methods



Encouraging HSA participation

Key messages

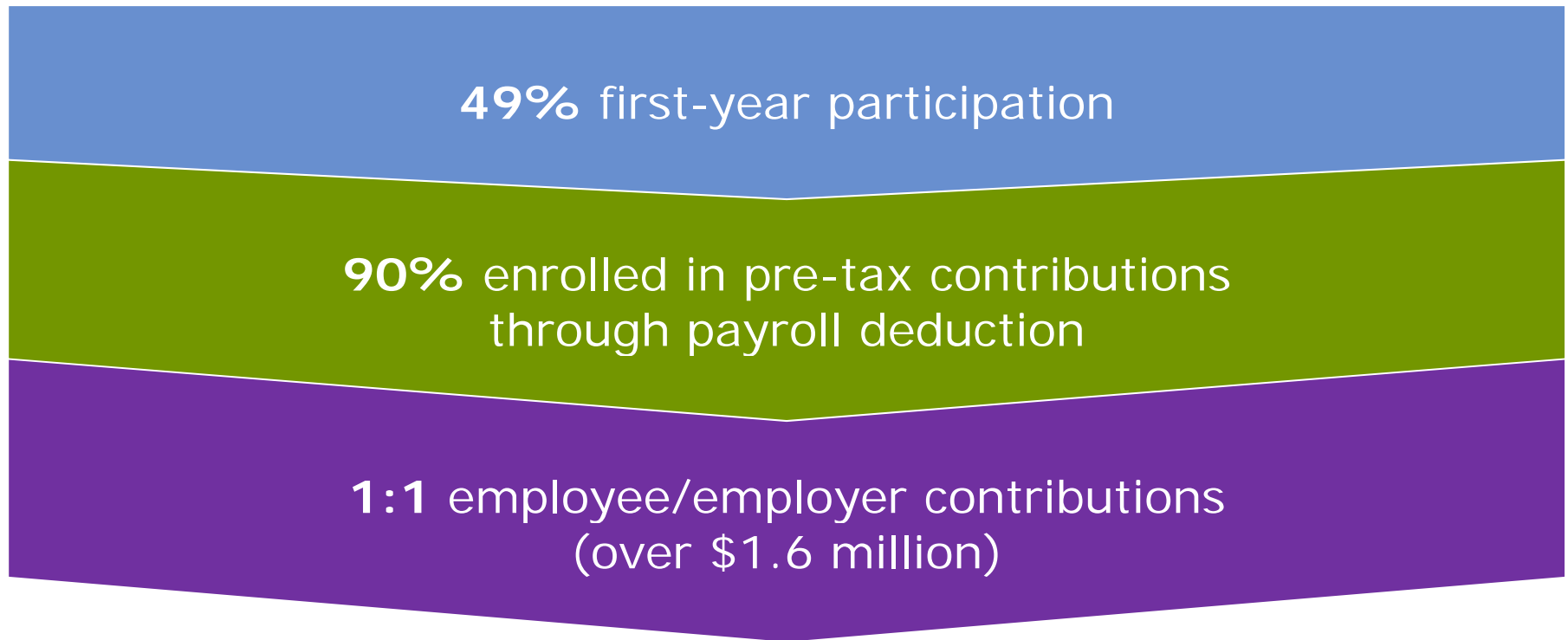


Encouraging HSA participation

Key messages



Our results



Long term we will want to measure...

- ✓ Average account balances rolled over from year to year
- ✓ Number of employees using the investment options

HSAs continue to grow at a rapid pace

**9.1
Million**

Total accounts,
as of July 2013

**\$18.1
Billion**

Assets under
management

Employers of all
sizes are
offering HSA-
qualified plans¹

- 22% small
- 36% large
- 59% jumbo

Getting to know Wells Fargo HSA

HSA dedicated

Our 150 employees are dedicated solely to HSAs – nothing is outsourced

9 years

We've been in the business of helping you with your HSA programs

\$1 billion

HSA assets in nearly 400,000 accounts – with balances 30% higher than industry average¹

10,000+

Employer groups trust us with their HSA programs

1. Devenir HSA Survey July 2013. Excludes accounts with balances less than \$0.



Questions?