

Table 1: Hypothetical Distribution of Firm AUM by Clients with Chronic Illness

Median age of client age-weighted assets	% of revenues controlled by clients with at least 1 chronic illness	% of revenues controlled by clients with 2 or more chronic illnesses
65	77.8%	52.6%
70	83.1%	60.7%
75	87.2%	67.6%

Based on hypothetical wealth management firms where revenue is normally distributed by age from age 35 to 95, with half of revenue derived from clients below the median age, and half from clients above the median age.