

Table 2: Hypothetical Distribution of Firm AUM by Clients with Dementia/MCI

Median age of client age-weighted assets	% of all revenue controlled by clients with dementia/MCI	% of revenue controlled by clients over age 65 with dementia/MCI
65	14.1%	22.8%
70	21.9%	28.6%
75	32.2%	36.7%

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.