

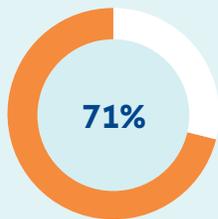
2024 ANNUAL RETIREMENT STUDY

Driving improved financial security for Black Americans

Helping financial professionals promote economic inclusion with risk management solutions built to last.

Everyone has financial goals, but for Black Americans, reaching those milestones often comes with unique challenges rooted in deep-seated historical and systemic factors. At Allianz, we are committed to providing financial professionals like you with the risk management and retirement planning solutions to help your clients navigate these challenges and build a foundation for lasting financial security.

Fewer Black Americans feel confident about being able to financially support all the things they want to do in life.



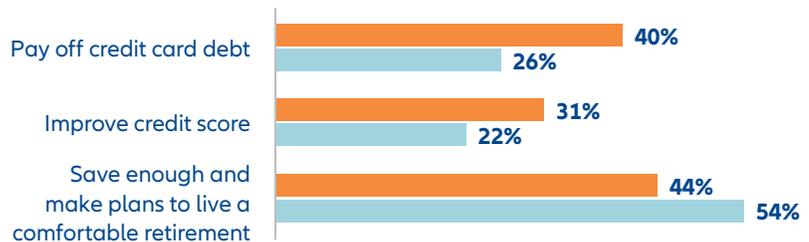
Across the board, people strive to balance current financial responsibilities with their future goals. But for many Black Americans, feeling financially prepared can be particularly challenging. **Only 71% feel confident about financially supporting all the things they want to do in life**, compared to **76%** of the broader population.

Paying off credit card debt and improving their credit score are among the top financial goals for Black Americans.

Many Black Americans cite paying down debt as a great risk to their retirement, with student loan debt presenting a particular challenge.

What are your top three financial goals to focus on in the next five years?

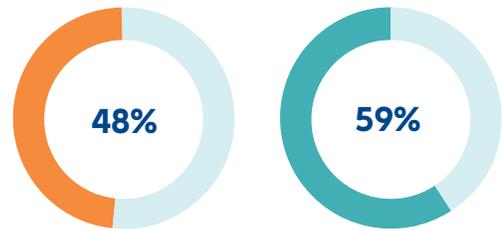
- Black/African American
- All



Allianz Life conducted the **2024 Annual Retirement Study online survey** in February and March 2024 with a nationally representative sample of 1,000 individuals age 25+ in the contiguous U.S. with an annual household income of \$50K+ (single)/\$75K+ (married/partnered) OR investable assets of \$150K+. The study included an oversample of respondents who identified as **Black/African American (416 responses)**, **Hispanic (398 responses)**, or **Asian/Asian American (366 responses)**.

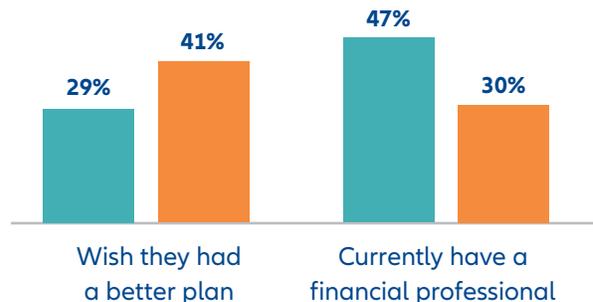
Fewer Black and African Americans feel good about their balance of savings and spending.

Building savings while managing day-to-day spending is essential for financial health. **Yet only 48% of Black respondents feel confident in their savings and spending balance, compared to 59% of all respondents.** This gap presents opportunities for customized strategies aimed at strengthening this balance.



There's a need for trusted financial guidance.

While fewer Black Americans indicated that they currently have a financial professional, it's not for lack of want. **41%** of Black respondents wish they had developed a better plan to finance all the things they want to do in life, compared to **29%** of all Americans.



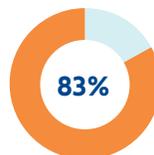
■ All ■ Black/African American

How a financial professional can help

Many Black/African American respondents expressed concerns about running out of money during their lifetime. A financial professional can play a key role in addressing these worries by developing a personalized financial strategy that helps clients plan for the future and tackle debt.



93% want help creating a plan to map out what they want to do and how they'll pay for it.



83% want help developing a plan to pay down debt.

BEYOND THE NUMBERS

Allianz is committed to helping you grow your business in multicultural markets

For many Americans, debt poses a barrier to achieving their retirement goals. Your guidance as a financial professional can help clients reduce their debt while staying focused on their long-term financial future.



→ **TAKE ACTION TODAY.** Visit www.allianzlife.com for resources to help you address these client concerns and take a proactive step toward bridging financial gaps and building wealth that lasts.

Allianz Life Insurance Company of North America does not provide financial planning services.

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