

A look back and a look ahead

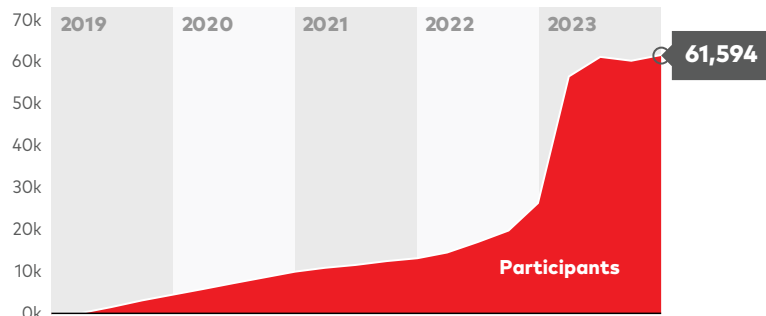
Enrollment more than doubles in 2023

Advice from Vanguard's participant enrollment more than doubled, year-over-year, last year—from 26,359 at the end of 2022 to 61,594 at the end of 2023.

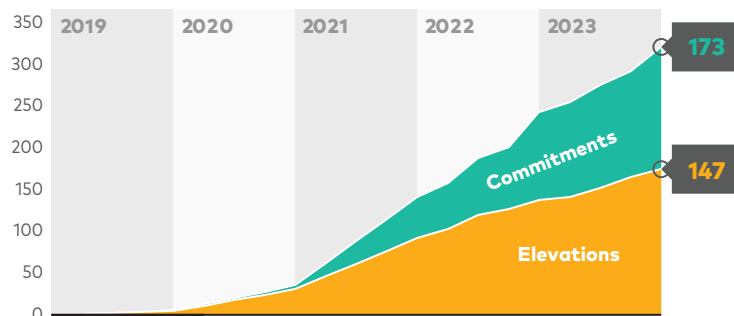
Plan adoption drove growth in participants enrolled in our advice. As of December 31, 2023, 147 plans, representing more than 1.1 million participants, elevated our advice services. That's a nearly 40% increase since the end of 2022. Thirty-four additional plans, representing approximately 370,000 participants, are committed to elevating Advice from Vanguard in early 2024.

Note: All data is from Vanguard, as of December 31, 2023, based on preliminary quarterly reports. A commitment is the date when a plan sponsor agrees to adopt Advice from Vanguard. An elevation is when the service becomes accessible to participants.

Enrolled participants

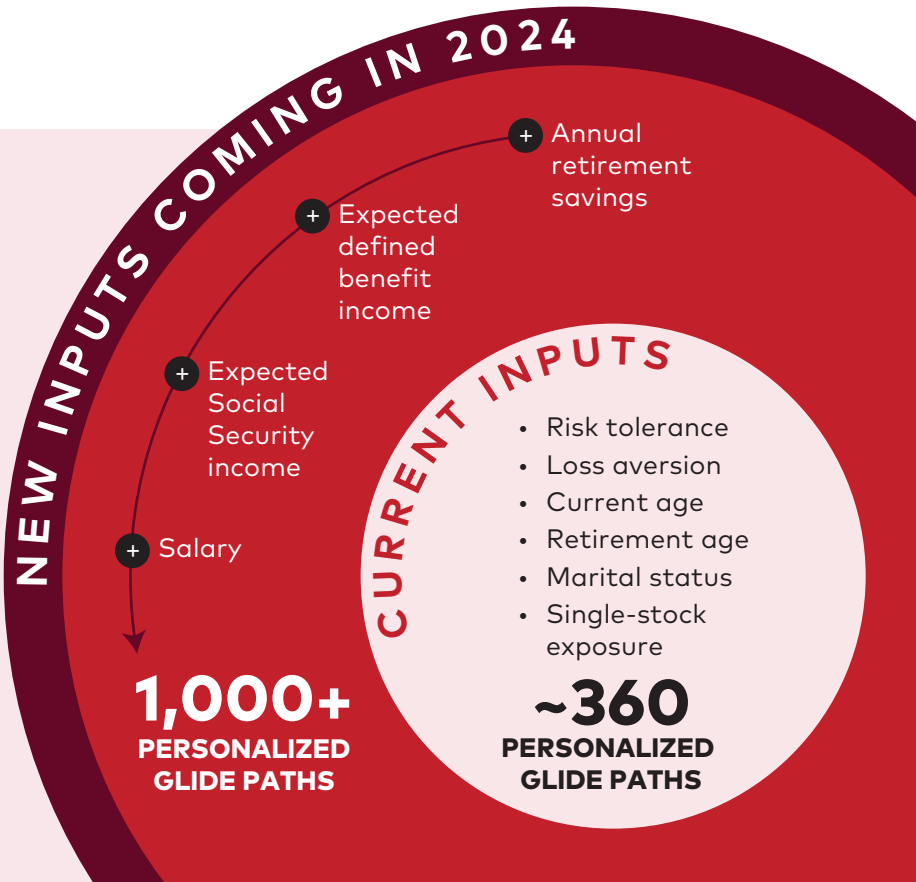


Advice adoption (plans)



Increased glide-path personalization

In 2024, Vanguard is adding four new glide-path inputs to Advice from Vanguard's asset allocation process: annual retirement savings, salary, expected Social Security income, and expected defined benefit income. This will take our number of possible glide paths from 360 to more than 1,000, significantly increasing our capabilities for portfolio customization.



2023 Advice from Vanguard highlights

Advancements

Tax-sensitive asset location: Where plan rules permit source-level elections, our investment methodology implements asset location, which may reduce taxes on withdrawals and extend portfolio longevity. For example, Roth sources are invested in higher long-term growth assets (stocks) first so that the highest returns compound tax-free.

The ability to add a spouse or partner to the plan: Participants enrolling in Vanguard Digital Advisor® or Vanguard Personal Advisor® gained the ability to include their spouse or partner in their investment plan at the time of enrollment. By including the spouse's or partner's information, the participant can create a financial plan that will address the near-term and retirement needs of the entire household.

The ability to set custom education savings goals: Participants also gained the ability to add saving for education as one of their custom financial goals. Within Digital Advisor and Personal Advisor, they are now able to link an education account to a specific education goal. Participants can use our scenario-modeling tools to optimize their education goal success rates and understand the implications within their broader financial plan. Our advice will also recommend contribution amounts for their education goal.

Expedited enrollment and personalization: Employees and retirees signing up for Vanguard Digital Advisor and Vanguard Personal Advisor now have the option to use a faster enrollment and personalization process that can be completed in about five minutes, down from 20 minutes previously. The expedited process gathers all the essential information needed to align their managed portfolio with their retirement goal

New online advice education center

Employees and retirees can now use our publicly accessible [online advice education center](#) to explore each of our financial advice offerings at their own pace. They can view side-by-side comparisons to identify which service, if any, is right for them and use our interactive cost calculators to estimate their possible advisory fee.

and risk tolerance. Participants who converted from another managed account program to Digital Advisor automatically use this expedited enrollment and personalization process.

Renewed accolades

In 2023, Morningstar, for the second year in a row, gave us the highest robo-advisor score in its 2023 Robo-Advisor Landscape report, and NerdWallet again voted Digital Advisor its "Best Robo-Advisor for Low-Cost Investing."

Highest-scoring robo-advisor in Morningstar's 2023 Robo-Advisor Landscape report. Second consecutive year.

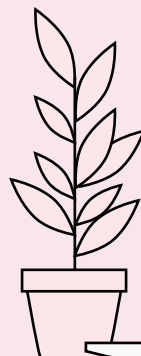


First overall robo-advisor in Morningstar's 2023 Robo-Advisor Landscape report. Awarded June 2023 based on data as of December 2022.¹ Compensation provided for use of the rating in marketing materials.

Voted NerdWallet's best robo-advisor for low-cost investing. Three times.



Awarded January 2023 based on data as of October 2022.²



The screenshot displays the Vanguard website's advice selection page. At the top, there are navigation links for 'Advice overview', 'Digital Advisor', 'Personal Advisor', 'Situational Advisor', and 'Why Vanguard?'. A 'Let's get started' button is in the top right. The main heading is 'ADVICE FROM VANGUARD Live your best financial life'. Below this, a sub-heading reads 'Advice that fits'. Three columns are presented, each with a circular icon and a title: 'Vanguard Digital Advisor®', 'Vanguard Personal Advisor®', and 'Vanguard Situational Advisor™'. Each column lists benefits and costs. A 'Show me an in-depth comparison' link is at the bottom.

Service	Cost	Key Features	Minimum Balance
Vanguard Digital Advisor®	Costs about \$15 for every \$10,000 we manage each year ¹	Unlimited digital access. For life's important financial goals. Expert advice and ongoing money management.	Requires a minimum \$5 account balance ²
Vanguard Personal Advisor®	Costs about \$30 for every \$10,000 we manage each year ¹	Unlimited digital access and support from a human advisor. For all your goals—even the most complex ones. Expert advice and ongoing money management.	Requires a minimum \$250,000 account balance ³
Vanguard Situational Advisor™	Cost varies by plan (Up to \$250 per consultation) ⁴	Access to a human advisor when you need it. For a specific goal or question. Advice only. You still manage your money.	Requires a minimum \$500 account balance ⁵

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¹Vanguard received the first overall ranking in Morningstar's 2023 Robo-Advisor Landscape report among 17 other robo-advisors selected by Morningstar based on data as of December 2022. Morningstar also ranked Vanguard first among 15 other robo-advisors for its 2022 award based on data as of December 2021. For 2021 and again for 2022, Morningstar evaluated each provider across the following weighted criteria to determine their rankings: total price (30%); the process used to select investments, construct portfolios, and match portfolios with investors (30%); the parent organization behind the digital platform (20%); and breadth of services (20%). Additional details about Morningstar's methodology are available in Morningstar's article, "[The Best Robo-Advisors of 2023](#)." Current fees may vary for Digital Advisor and the other robo-advisors considered. Although Vanguard compensates Morningstar for marketing services, Morningstar's opinions and evaluations are independent and unrelated to the selection of Vanguard for this ranking. Following the independent announcement of this ranking, Vanguard purchased a license from Morningstar for the right to include this rating in Vanguard marketing. Source: "2023 Robo-Advisor Landscape" by Amy C. Arnott, et al. © 2024 Morningstar, Inc. All rights reserved.

²Vanguard Digital Advisor received the top rating for "Best Robo-Advisor for Low-Cost Investing" for 2023 from among 16 other robo-advisors selected by NerdWallet. NerdWallet evaluated each provider across the following weighted criteria as of October 1, 2022, to determine the winner for low costs: management fees (50%), expense ratios on investments (40%), and account fees (10%). NerdWallet also selected Vanguard Digital Advisor for the 2021 award based on November 16, 2020, data and the 2022 award based on October 1, 2021, data. Additional details about NerdWallet's methodology are available on [its website](#). Current fees may vary for Digital Advisor and the other robo-advisors considered. Although Vanguard compensates NerdWallet for marketing services, NerdWallet's opinions and evaluations are independent and unrelated to the selection of Digital Advisor for this award. ©2017-2024 and TM, NerdWallet, Inc. All rights reserved.

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All investing is subject to risk, including the possible loss of the money you invest.

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