

The State of the Target-Date Market: 2022

Examining Asset Trends Across Providers, Products, Vehicles, Management Styles, and Glide Path Structures

Overview

This annual study is based on a proprietary database of mutual fund and collective trust Target-Date series, which includes 184 Target-Date series spread across 7,500 mutual fund and CIT share classes. Sway harnesses this data to provide insights into shifts within the \$3.3 trillion Target-Date market, including across Target-Date series and providers, investment vehicles, underlying investments, management styles, glide path structures (i.e., To vs. Through, Tactical vs. Pre-determined), and so on. Leading Target-Date providers harness Sway's Target-Date research to measure performance, identify opportunities, and plot strategy.



Study Sections:

- I: Market Overview
- II: Market Share Leaders
- III: Underlying Investments and Proprietary vs. Multi-Manager
- IV: Active, Hybrid and Passive Management
- V: Fees and Returns
- VI: Glide Path and Increments Data Tables
- Leading Provider Profiles

Report Contents:

162 Pages, 85 Exhibits, 31 Data Tables and 17 Provider Profiles

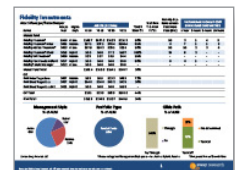
Key Findings

- Assets in non-custom T-Ds reached \$3.3T in 2021 on YOY asset growth of 19%. CIT-based solutions gained 27% in 2021, while MF-based series rose 14%.
- CIT-based T-Ds held 45% of T-D AUM at the end of 2021, up from just 35% at the end of 2016.
- Vanguard's T-D AUM nearly breached \$1.2T by year-end 2021, but the firm saw its market share slip slightly to 36.6%, while competitors in positions 2 through 6 gained share.
- Providers are increasingly adding ETFs to Fund of Funds portfolios to lower expenses. At the end of 2020, 81% of MF T-D series utilized a FoF format, but this fell to 72% in 2021.
- flexPATH Strategies is the fastest growing provider over three years, with 58% average annual growth in AUM.

Key Benchmarks/Analysis

Tables and exhibits reveal the market share and assets of mutual fund and CIT-based Target-Date solutions by:

- Provider, T-D Series and Provider Type
- Fund of Funds/ETF Format
- Proprietary, Non-Proprietary and Multi-Manager Format
- Active, Hybrid and Passive Management
- Asset-weighted Expense Ratio and Returns
- Fee and Returns of Lowest-cost Shares
- Multi-Glide Path (i.e., Cons, Mod, Agg) Products
- Third-Party Trust Companies
- Tactical Glide Path Deviation
- "To" vs. "Through" Status
- Equity Landing Point
- Target-Date Increment



Sample pages.

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