

## Fees v Returns: 30/ English

| VISUAL  | AUDIO  |
|---|--|
| Open on various people                              | How does it go?  |
| SUPER: How does it go?                              |  |
| Cut to investors on their devices                   | You get what you pay for?  |
| SUPER: You get what you pay for                     | Well, investing's no different.  |
| Cut to Fidelity office scenes                       | Paying lower fees can come at a cost.  |
| Cut to couple in kitchen discussing investment plan | At Fidelity Investments we know that missing out on  |
| <b>SUPER:</b> 2.3x more wealth*                     | financial advice can also be costly. Independent research  |
| Cut to frustrated DIY investor                      | has shown that over time, working with a financial advisor can create 2.3x more wealth than those who go it alone. |
| Cut to couple with their advisor                    |  |
| <b>SUPER:</b> That's right. Up to 2.3x more.        | That's right up to 2.3x more.  |
| Advice + Fidelity                                   |  |
| Logo/Stay Ahead                                     | So ask your advisor for Fidelity. It's how you can get ahead and stay ahead.                                       |
|   |  |

<sup>\*</sup>Source: More on the Value of Financial Advisors, by Claude Montmarquette and Alexandre Prud'Homme, CIRANO, 2020. The average household with a financial advisor for 15 years or more had asset values 2.3x higher than an average "comparable" household without a financial advisor.