

NEWSLTRQ1

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From the Editor

It's been an eventful few months at Micruity, and we're excited to bring you up to speed on the latest happenings.

In this quarterly update, we'll highlight the expansion of our talented team and introduce some of the new Micruitians who are contributing to our mission of simplifying retirement income.

We'll also share our insights from our recent participation at various industry events where the conversation around retirement income has been evolving beyond the why, and focusing on the how.

Matthew Streeter, CFA Senior Partnerships Lead

DCIIA Innovation Forum

We wanted to highlight the accomplishments of Micruity's Ellery Fuliere, Head of Front-End Solutions, for her outstanding commitment to inclusive design within retirement income solutions. As the front-end product lead, she champions accessibility in every step of the UX she designs.



Ellery was recognized as one of the leaders and rising stars at this year's *DCIIA Innovation Forum*, in Newport Beach, CA.

Read More →



In addition to celebrating Ellery's achievement, we enjoyed spending time with our partners at the DCIIA Innovation Forum.

Industry Updates & Thought Leadership

TDFs With Annuity Options Set to Proliferate: 2025 will likely see new entrants offering hybrid annuity TDFs. Read More →

Income Target-Funds Reach \$22B in Assets in 2024: A majority of workers participating in employersponsored plans said they want their employers to offer in-plan retirement income options. Read More →

MetLife: Celebrating 50 Years of Leadership in Institutional Income Annuities. Read More → Nestimate's Inaugural Retirement Income Summit

Micruity's Trevor Gary presented at Nestimate's *Inaugural Retirement Income Summit*, highlighting the importance of industry openness and transparency in driving retirement income evolution and adoption



FinTech Breakthrough Awards

Micruity was recognized as a *Fintech Breakthrough Award Winner in the Best Insurtech Startup category for 2025.*

Congratulations to all this year's winners for their accomplishments and commitment to innovation in the fintech space!

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Retirees spend lifetime income, not savings: The shift to defined contribution savings plans means that more retirees must fund spending from savings. Read More →

Cannex published research paper on in-plan guaranteed income. Read More →

Brant Wong joins Principal Asset ManagementsM as head of retirement solutions. Read More →

The Micruitian Corner - The New Recruits!

With the rapid expansion of the retirement income ecosystem, Micruity is embarking on an exciting new phase of growth. Here are some of the new faces who have recently joined Micruity. This new cohort will be supporting our product, technology, and QA teams.

SEPEHR PARIROKH

Tell us about your background.

My rich history in the startup world spans multiple industries, from quantum computing to AR/



VR and VFX. During my time at Autodesk, my team won an Academy Award for Scientific and Technical Achievement!

What interested you in Micruity?

Micruity is tackling one of the most critical challenges—retirement security. Building a product that helps people navigate retirement is both meaningful and rewarding.

What is most challenging/interesting in your role?

Turning abstract business ideas into structured logic that can be translated into code and a tangible product is both the most challenging and fulfilling aspect of the role.

What are some of your hobbies/interests outside of work?

Outside of work, I spend my time training in Brazilian Jiu-Jitsu, reading through the Harvard Classics, and exploring quantitative development as a hobbyist.



Micruity named to the 2024 CB Insights Fintech 100

Micruity is honored to be named to the seventh annual CB Insights Fintech 100, showcasing the 100 most promising private fintech companies in the world. **Read more →**

NATALIA SOMOVA

Tell us about your background. With over a decade of experience working as a software developer, I've developed and refined complex



accounting systems, onboarded users, and ensured high-quality software solutions. This background has given me a strong ability to anticipate challenges, deeply understand user needs, and drive product improvements.

After moving to Canada, I quickly expanded my skill set to include web and mobile development, as well as software testing. My work as a QA professional is driven by a strong attention to detail and a deep appreciation for software quality standards. In my role as a QA developer, I leverage my development experience—from gathering requirements to implementation and user support—which helps me better understand product needs and adapt quickly to new technologies.

What interested you in Micruity?

Micruity has a complex and innovative product, making it an exciting challenge for a tester. I enjoy working on systems that require a deep understanding and offer room for growth and improvement.

Beyond that, I bring leadership skills, initiative, and hands-on experience to the team. I'm excited about contributing to Micruity by driving improvements and ensuring the highest quality standards.

What is most challenging/interesting in your role? The most interesting aspect of my role is ensuring software quality in a constantly evolving environment. Every product presents unique challenges, whether it's understanding complex business logic, optimizing testing strategies, or improving automation. I enjoy diving deep into requirements, identifying edge cases, and collaborating with different teams to make sure we're delivering the best possible product. What excites me the most is that there's always to refine and improve QA processes. Finding ways to enhance efficiency and implement better testing strategies keeps the work engaging and rewarding.

What are some of your hobbies/interests outside of work?

In my free time, I love spending time with my family, reading, and painting with watercolours.

KEIGHLEY KODRIC

Tell us about your background.

Keighley Kodric is a Product Designer at Micruity, bringing his design expertise from Victoria, B.C.

What interested you in Micruity?

I was interested in helping to solve complex industry problems, and I

was excited to work with such a strong team where I could leverage my skill set.

What is most challenging/interesting in your role?

I enjoy the challenge that goes into crafting userfriendly experiences. Putting the client's experience first, helps pave the way for optimizing product design.

What are some of your hobbies/interests, outside of work?

When I'm not working you'll find me enjoying some family time, playing golf, or watching a hockey game.

ALEX KANG

Tell us about your background.

I worked in the fashion industry before transitioning into QA testing a few years ago to pursue my passion for problem-



solving and technology. I started my QA career at a startup, which helped me refine my testing skills and deepen my understanding of the QA process in a fastpaced environment. This experience also inspired me to explore web development, pushing me to take on new challenges and expand my technical abilities.

What interested you in Micruity?

What draws me to Micruity is how it brings together key players in the industry on a single platform to enhance lifetime income products in retirement plans. This collaboration not only helps people better prepare for a secure retirement, but also empowers them through education. I believe my experience brings a unique perspective to the team, allowing me to contribute to the platform's continuous improvement. As a QA tester, I'm excited to ensure the platform runs smoothly, securely, and accurately, supporting users in making confident, well-informed decisions for their future.

What is most challenging/interesting in your role?

The most challenging and interesting aspect of my role is gaining a deep understanding of retirement income products and their complexities, especially as the platform evolves with constant product development. It's a dynamic environment where new features need to integrate seamlessly while ensuring accuracy and security. Additionally, the role offers continuous learning, which keeps me engaged and helps me stay ahead of emerging challenges.

What are some of your hobbies/interests, outside of work?

I enjoy hiking in nature, occasionally fostering rescue dogs, and trying new spots for the best almond croissants.

To learn more about the Micruity team, you can check out further info on **The Micruitian Corner Blog**.

Here are some events where you'll find us in Q2. If your organization will be attending, please reach out to set up some time to meet!

IRIC Conference Charlotte, NC May 22nd, 2025 Register → DCIIA/SPARK Forum Washington, D.C June 3 - 4th, 2025 Register → DCIIA Chicago / Milwaukee Ambassador Event Lake Villa, IL June 21st, 2025 Register → DCIIA / Kohler Advisor Institute Forum Kohler, Wisconsin June 22 - 24th, 2025 Register →

Micruity on the Road - Key Themes in Retirement Income

There has been a lot of focus and discussion at recent industry events on the topic of retirement income. The conversation around retirement income has been evolving beyond the why, and now moving to the how, and how best to deliver at scale. We've had the chance to attend several key industry events, and we thought it would be useful to share some of the key themes we have seen and heard on the road.

- Retirement Income: Interest, Adoption, and Evolution - Interest is growing substantially in income solutions; not only as a financial necessity but as an employee engagement and retention strategy. Employers can differentiate themselves by providing tools and benefits that align with participant values.
- 2. Evolving Product Design There is growing recognition that there won't be one income solution to rule them all, rather there will be a lot of variation in types of offerings and what will be the best fit for the plan and its participants. Product manufacturers are optimizing product design to maximize portability and the ability for a product to travel.
- 3. Personalization of the Participant Experience -There is a big emphasis on the need to make income solutions intuitive, flexible, and tailored to participants' financial lives. Tools that can help participants better understand and engage, which may include elements specific to their personal scenario, are on the rise.

- 4. Advice and Education Participants may not know how to translate savings into income, especially with complex products, so pairing human and digital advice is essential, particularly at critical decision points around age 50+. Plan sponsors are developing education campaigns, webinars, and planning tools to support participant decisions.
- 5. Data Security The importance of participant data and considerations around PII are a key focus for participant security and widespread market adoption. Strong technology infrastructure and well-defined roles and responsibilities ensure that data security is a top priority.
- 6. **Technology Innovation** Al and other technology advances are receiving a lot of attention for the role they could play in supporting retirement income solutions, across all phases of the participant lifecycle.
- Regulation and Fiduciary Comfort Are Foundational - Fiduciary concerns may exist from some plans concerning the adoption of income solutions, though there is a growing interest and expected growth in years to come, as fiduciaries and plans become more familiar and exposed to a greater and evolving range of solutions.

LET'S CONNECT

Ready to transform how Americans retire? Whether you're exploring new solutions or enhancing existing offerings, is here to partner with you. Contact me at **mstreeter@micruity.com** to discuss how our scalable platform can help you deliver the retirement income solutions of tomorrow.

