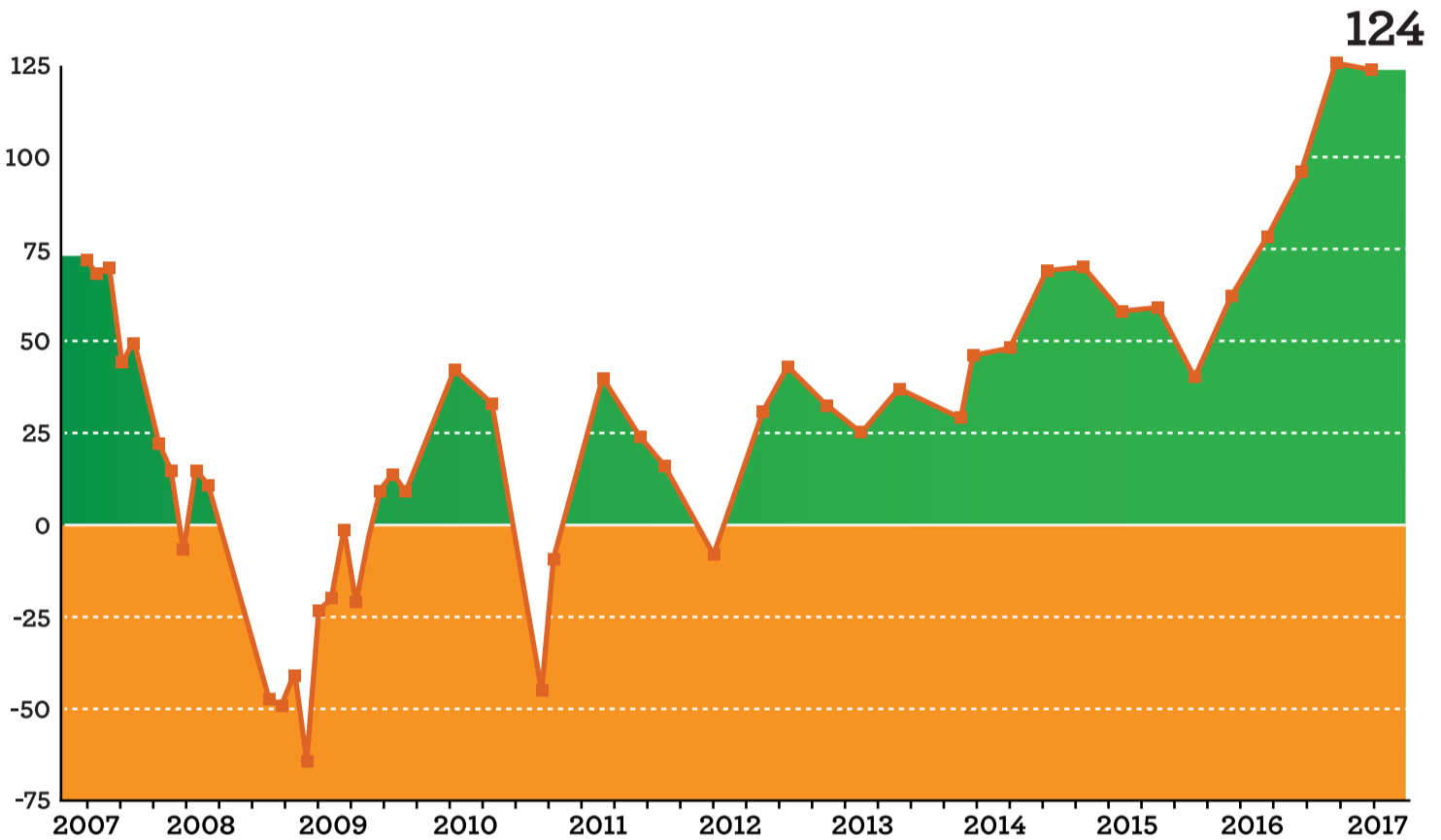


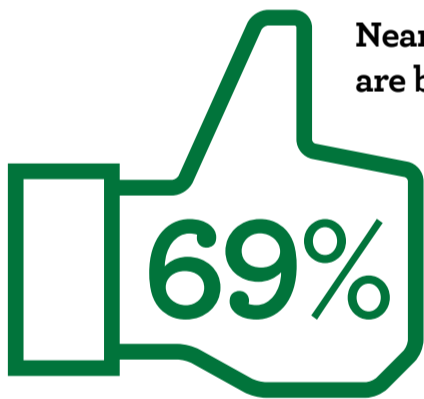
Wells Fargo/Gallup: Investor and Retirement Optimism Index Q2 2017

Index Readings

The Wells Fargo/Gallup Investor and Retirement Optimism Index held steady near its 16-year high recorded last quarter. The latest index, which gauges investor optimism, now registers at **+124**, essentially unchanged from **+126** in February. This represents a leveling off well below the **+178** historical high for investor confidence recorded in January 2000. This marks the first time since the first quarter of 2016 that the index did not improve.



The impact of rising rates



Nearly seven in 10 investors (69%) think low interest rates are better for their financial situation than high rates...

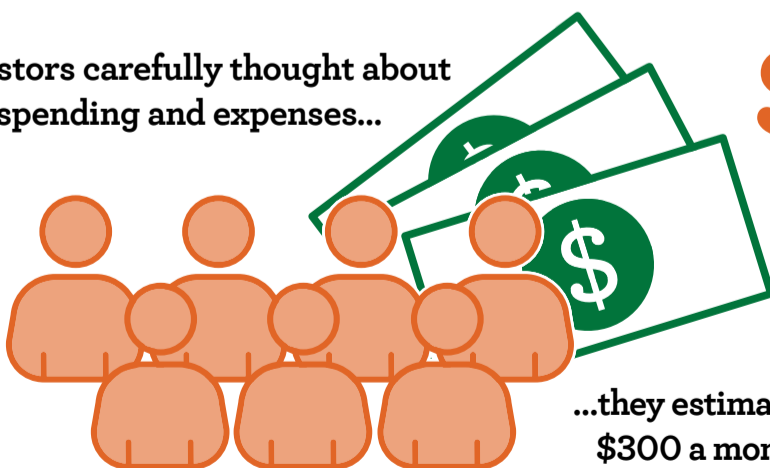
...but two-thirds say they haven't noticed any impact of higher interest rates on their finances.

Read Wells Fargo Investment Institute's [What Risks Can Investors Expect in a Rising Rate Environment?](#)



Saving more for retirement?

When investors carefully thought about all of their spending and expenses...



\$300

...they estimate they could save an additional \$300 a month (median) toward retirement.

About the Wells Fargo/Gallup Investor and Retirement Optimism Index

These findings are part of the Wells Fargo/Gallup Investor and Retirement Optimism Index, which was conducted May 4-7, 2017, by telephone. The index includes 1,005 investors, aged 18 and older, randomly selected from across the U.S. with a margin of sampling error of +/- four percentage points. For this study, the American investor is defined as an adult in a household with total savings and investments of \$10,000 or more. About two in five U.S. households have at least \$10,000 in savings and investments. The sample size consists of 72% non-retirees and 28% retirees. Of total respondents, 41% reported annual incomes of less than \$90,000; 59% reported \$90,000 or more. The Wells Fargo/Gallup Investor and Retirement Index is an enhanced version of Gallup's Index of Investor Optimism, which provides the historical trend data. The median age of the non-retired investor is 46 and the retiree is 69.

The Index of Investor Optimism had a baseline score of 124 when it was established in October 1996. It peaked at +178 in January 2000, at the height of the dot-com boom, and hit a low of -64 in February 2009.