

Tax-Efficient Investing

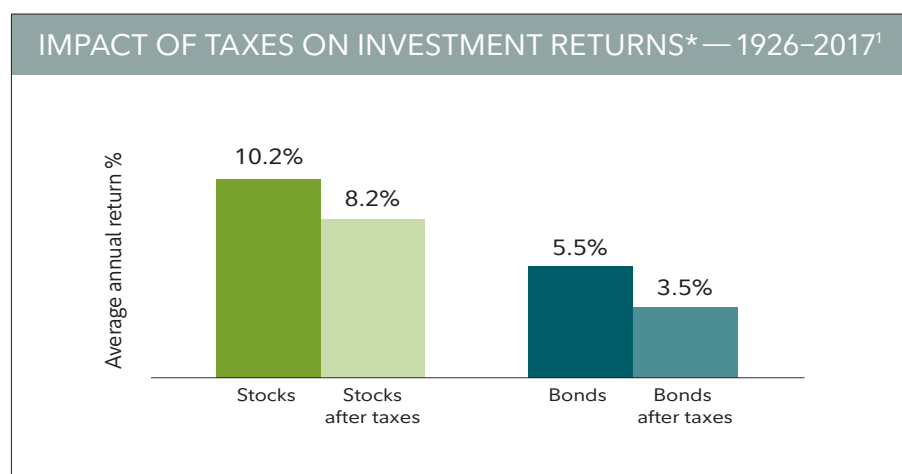
Creating a plan to help manage, defer, and reduce taxes



Taking control: Developing an ongoing tax strategy

As you save and invest for retirement, there are key disciplines that can help you achieve your long-term goals, including research, investment selection, monitoring, rebalancing, and tax management.

It is important to have a plan in place that addresses taxes—particularly if most of your assets are in taxable accounts. The fact is, taxes can have a significant impact on your investment returns at any stage of your investing life. Morningstar cites that, on average, over the 91-year period ending in 2017, investors gave up between one and two percentage points of their annual returns to taxes. We believe overlooking the potential impact of taxes is a common investor mistake.



***Past performance is no guarantee of future results.** This is for illustrative purposes only and not indicative of any investment. An investment cannot be made directly in an index. Stocks are represented by the Ibbotson® Large Company Stock Index. Bonds are represented by the 20-year U.S. government bond. An investment cannot be made directly in an index. The data assumes reinvestment of income and does not account for transaction costs. © 2018 Morningstar, Inc. All rights reserved. 10/1/2018. For additional information regarding this example, see page 11.

At Fidelity, we can help you develop an ongoing strategy—a plan that seeks to manage, defer, and reduce taxes. This includes:

- Education on tax concepts
- Resources to help support tax-efficient investing
- Solutions that may help improve the tax efficiency of your portfolio

This brochure provides an overview of how taxes can affect your investments, and suggests considerations to help you create an efficient investing strategy.

Taxes: Types and historical rates

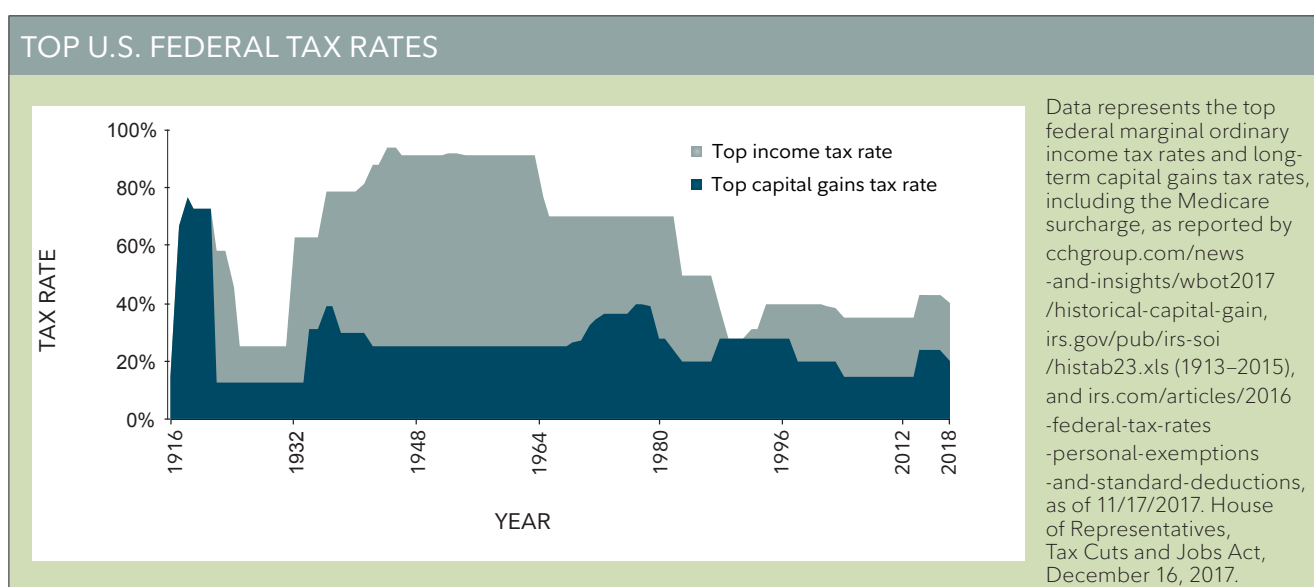
There are many types of taxes that can affect your investments, as shown in the table below. And because these taxes impact your portfolio in different ways, it's important to understand what you pay in taxes now on your investments, and consider how taxes will impact your investments in the future.

TAX TYPES	IMPACT†
Long-Term Capital Gains	<ul style="list-style-type: none"> • Up to 23.8%‡ (plus state and local taxes)
Qualified Dividends	
Short-Term Capital Gains	<ul style="list-style-type: none"> • Ordinary income tax rates are potentially subject to the Medicare surtax — up to a total of 40.8%‡ (plus state and local taxes)
Interest and Non-Qualified Dividends	
Alternative Minimum Tax (AMT)	<ul style="list-style-type: none"> • Potential to increase your effective marginal tax rate on long-term capital gains and qualified dividends

†Tax rates as of January 2018.

‡Includes 3.8% Medicare surtax, which applies to single filers with Modified Adjusted Gross Income (MAGI) above \$200,000 and joint filers with MAGI above \$250,000.

Planning for taxes can be challenging, especially considering the dynamic nature of tax rates. Future tax rates, like market performance, are difficult to predict. One way to address this uncertainty is to diversify your investment strategy, taking into consideration a range of possible future tax scenarios.



Do you know how much you pay in taxes on your investments?
Where do you think your tax rate is headed in the future?

Manage the taxes on your investments

Taxes can have a significant impact on your investment returns over the long term, yet many investors don't think about how taxes may affect their investments until the end of the year. It's important to remember that tax management isn't about using one technique once a year; it's about building a plan that uses multiple tax-sensitive strategies on a frequent, even daily, basis to help to reduce your overall tax liability.

Are you making the most of tax-sensitive investment management techniques?

Many investors believe they have the time and resources needed to consistently monitor a taxable portfolio for tax-savings opportunities. In reality, this is an incredibly time-consuming task and one that demands research, analysis, and attention to detail throughout the year—not just at year's end.

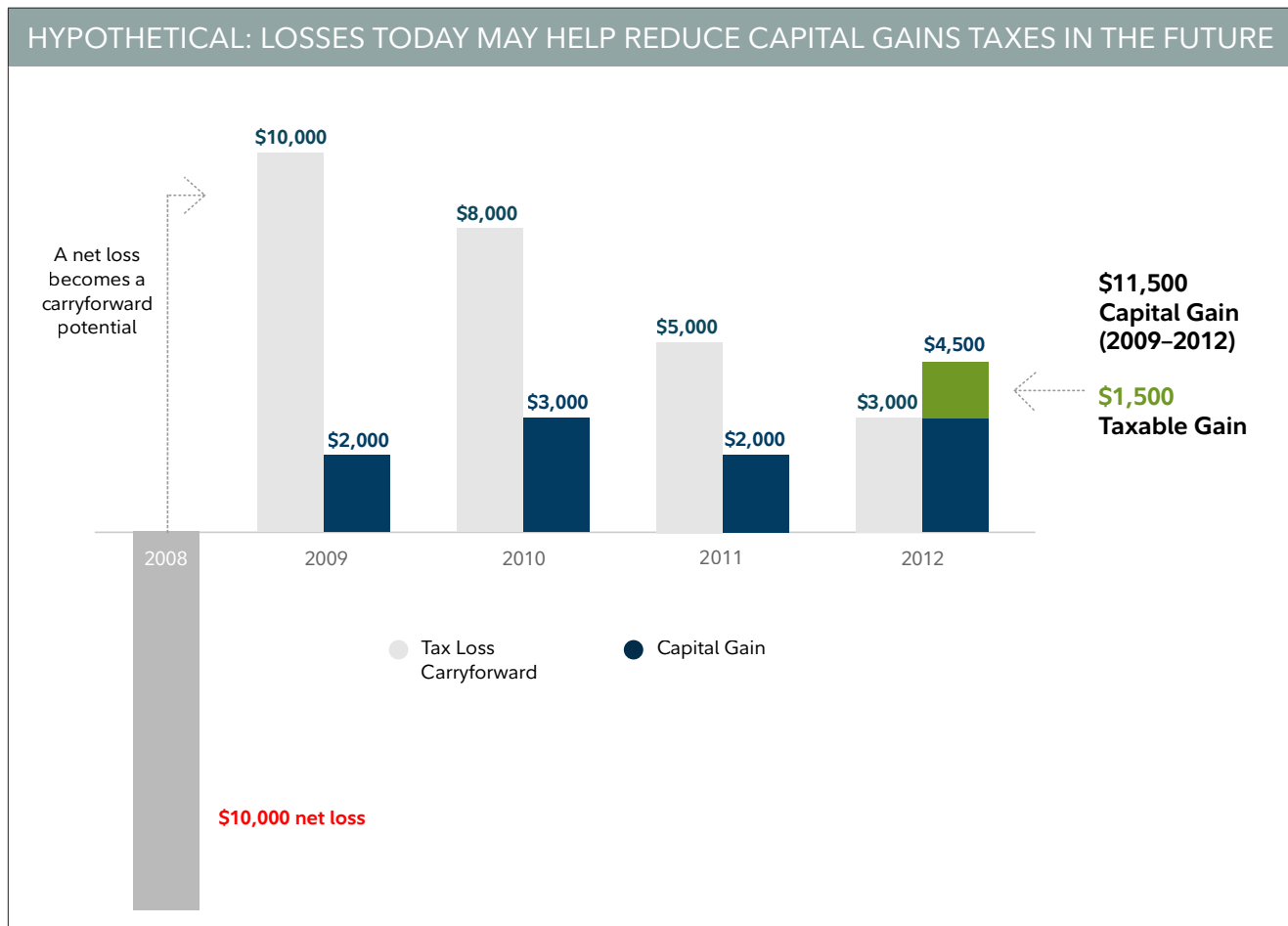
If you are not managing your portfolio, you may be paying more than you need to in taxes. Use the chart below to help keep track of the strategies you might consider taking to minimize the impact of taxes.

STRATEGY	DESCRIPTION
<input type="checkbox"/> Harvest Tax Losses	<ul style="list-style-type: none">• Selling securities at a loss can help offset taxes on both gains and income, reducing their impact on returns• Tax-loss harvesting may help reduce taxes while maintaining an expected level of risk
<input type="checkbox"/> Use Loss Carryforward to Reduce Future Taxes	<ul style="list-style-type: none">• Investment losses can offset capital gains for the tax year in which they're realized, or be carried forward to offset capital gains in subsequent years• Carryforwards are most effective when markets are volatile
<input type="checkbox"/> Manage Capital Gains	<ul style="list-style-type: none">• Capital gains from investments held less than a year are taxed at a higher rate• Taking advantage of the differences between short- and long-term rates is a simple way to help reduce the amount of taxes owed
<input type="checkbox"/> Manage Exposure to Fund Distributions	<ul style="list-style-type: none">• Mutual funds distribute earnings from interest, dividends, and capital gains every year; shareholders are likely to incur a tax liability when that happens• Making a charitable contribution prior to a fund's ex-dividend date can offset some of the taxes owed
<input type="checkbox"/> Invest in Tax-Exempt Securities	<ul style="list-style-type: none">• Municipal bonds are generally exempt from federal taxes and, in some cases, state taxes• Depending on your tax bracket, your after-tax total return may be greater if you invest in exempt securities, rather than taxable bonds

Use loss carryforward to reduce future taxes

Tax-loss harvesting may help reduce taxes while maintaining an expected level of risk. Selling investments at a loss may allow an investor to offset realized capital gains, reducing their total tax obligation. Following a year with large portfolio losses, an investor may be able to offset capital gains in subsequent years.

In this example, the investor used a \$10,000 net loss in 2008 by utilizing the carryforward tax-loss strategy and avoided paying capital gains for the next four years. It wasn't until 2012 that gains resulted in a tax liability. This is important because compounding is key to wealth generation, so it's typically a good strategy to defer paying taxes as long as possible.



This is a hypothetical example for illustrative purposes only and is not intended to represent the performance of any investment. Tax savings will depend on an individual's actual capital gains, loss carryforwards, and tax rate, and may be more or less than this example.



What is your approach to harvesting losses?

Defer paying taxes with tax-advantaged accounts

Among the biggest tax benefits available to most investors are the deferral benefits offered by retirement savings accounts such as 401(k)s, 403(b)s, IRAs, and tax-deferred annuities.

1. These accounts can offer a double dose of tax advantages — contributions you make may reduce your current taxable income, and any investment growth is federally tax deferred.
2. Most tax-advantaged accounts have strict annual contribution limits and required minimum distribution rules. If you are looking for additional tax-deferred savings, you may want to consider tax-deferred annuities, which have no IRS contribution limits and are not subject to required minimum distributions for nonqualified assets.

Keep in mind that withdrawals of taxable amounts are subject to ordinary income tax and, if taken before age 59½, may be subject to a 10% IRS penalty. Use the chart below to keep track of the accounts you could use to help minimize the impact of taxes.

	2019 ANNUAL CONTRIBUTION LIMITS	REQUIRED MINIMUM DISTRIBUTION RULES	CONTRIBUTION TREATMENT
<input type="checkbox"/> Employer-Sponsored Plans [401(k)s, 403(b)s]	<ul style="list-style-type: none"> • \$19,000 per year per employee • If age 50 or above, \$25,000 per year 	Mandatory withdrawals starting in the year you turn 70½	Pretax or After-tax
<input type="checkbox"/> IRAs (Traditional ² and Roth ³)	<ul style="list-style-type: none"> • \$6,000 per year • If age 50 or above, \$7,000 per year 	Mandatory withdrawals starting in the year you turn 70½ (except for Roth)	Pretax or After-tax
<input type="checkbox"/> Tax-Deferred Annuities	<ul style="list-style-type: none"> • No contribution limit⁵ 	Not subject to required minimum distribution rules for nonqualified assets	After-tax

⁵Issuing insurance companies reserve the right to limit contributions.

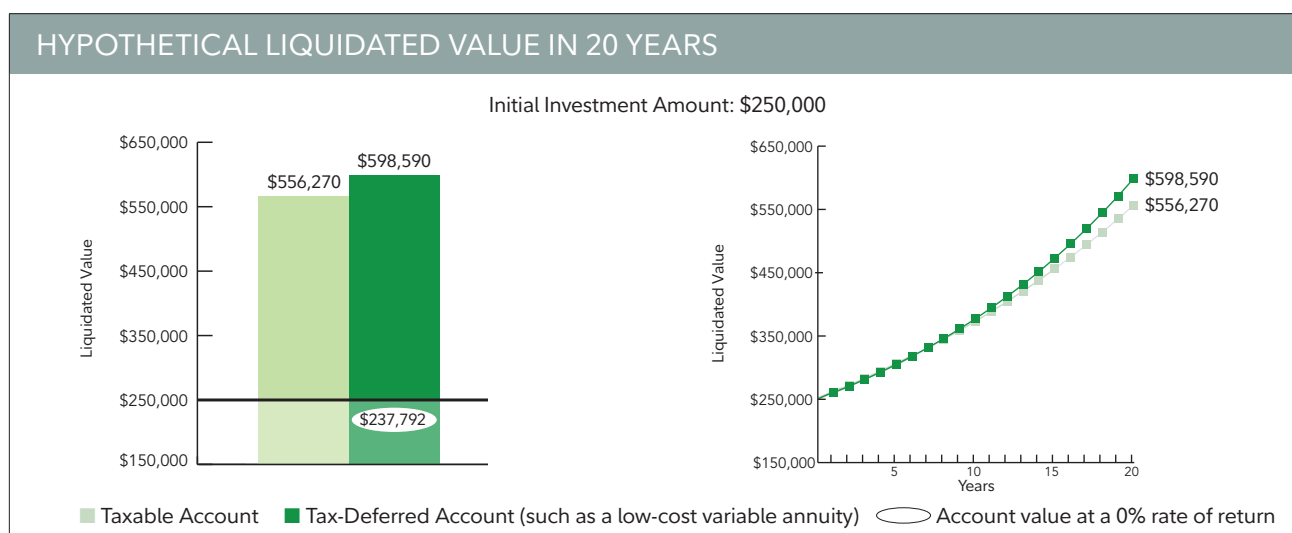
See page 11 for endnotes 2 and 3: 2019 Traditional and Roth IRA Contribution Income Limits.

Tax-advantaged accounts can help your money grow.

Saving in a tax-deferred account has the potential for a balance to grow faster and can provide additional benefits compared with a taxable account, particularly when you factor in trading and rebalancing over the course of the year.

Annually, when you review the tax impact of your investments, consider locating and holding investments that generate certain types of taxable distributions within a tax-deferred account rather than a taxable account. Tax-deferred accounts can help manage the tax exposure of your portfolio.

The example below compares the projected values following liquidation, in 20 years, of a \$250,000 investment in a taxable bonds under two scenarios: one in which it is held in a taxable account and one in which it is held in a tax-deferred account, such as a variable annuity with a 0.25% annual annuity charge.



This hypothetical example is not intended to predict or project investment results. Your actual results may be higher or lower than those shown here.

Assumptions include: \$250,000 investment, 20-year time horizon, 0.25% annual annuity charge for the tax-deferred variable annuity (VA), marginal federal income tax rate of 32% for the entire period, and a 6% annual rate of return (equivalent to a 5.74% net annual rate of return for the VA) with the gain assumed to derive entirely from income (characterized for tax purposes as ordinary income). Investments that have the potential for a 6% annual rate of return also come with the risk of loss. This rate of return is not guaranteed.

The year-by-year liquidated value after federal income taxes have been deducted for the VA at the 5.74% and -0.25% (0% less 0.25% annual annuity charge) net annual rates of return shown above are: \$259,750/\$249,375 for year 1, \$270,058/\$248,752 for year 2, \$280,958/\$248,130 for year 3, \$292,483/\$247,509 for year 4, \$304,669/\$246,891 for year 5, \$317,554/\$246,273 for year 6, \$331,177/\$245,658 for year 7, \$345,582/\$245,044 for year 8, \$360,813/\$244,431 for year 9, \$376,918/\$243,820 for year 10, \$393,946/\$243,210 for year 11, \$411,951/\$242,602 for year 12, \$430,989/\$241,996 for year 13, \$451,118/\$241,391 for year 14, \$472,401/\$240,787 for year 15, \$494,906/\$240,185 for year 16, \$518,700/\$239,585 for year 17, \$543,860/\$238,986 for year 18, \$570,462/\$238,388 for year 19, and \$598,590/\$237,792 for year 20.

The year-by-year liquidated value for the taxable account at the 6% rate of return shown above is: \$260,200 for year 1, \$270,816 for year 2, \$281,865 for year 3, \$293,366 for year 4, \$305,335 for year 5, \$317,793 for year 6, \$330,758 for year 7, \$344,253 for year 8, \$358,299 for year 9, \$372,918 for year 10, \$388,133 for year 11, \$403,968 for year 12, \$420,450 for year 13, \$437,605 for year 14, \$455,459 for year 15, \$474,042 for year 16, \$493,383 for year 17, \$513,513 for year 18, \$534,464 for year 19, and \$556,270 for year 20.

For additional information regarding this example, see page 11.



What type of retirement planning have you done?

Have you matched your investments and your accounts effectively?

Reduce taxes now or in the future

While it may take a little planning and effort, implementing these strategies can help you reduce your taxes now or in the future.

Charitable giving

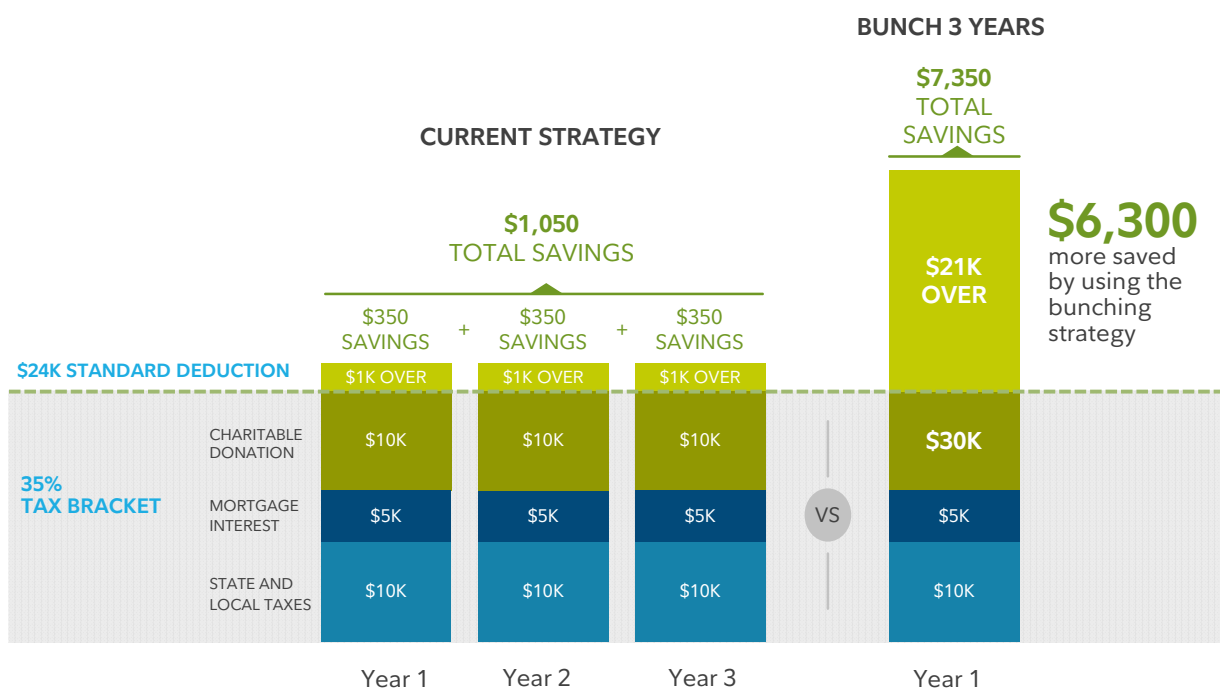
Bunch several years' worth of charitable deductions into a single year with a donor-advised fund:

Bunching is when you stack multiple years of charitable contributions into a single year, in order to itemize, while using the standard deduction in the interim years. With the reduction of many federal tax deductions, charitable giving is one of the only options available to surpass the standard deduction. This strategy can help you gain tax efficiency and allow you to continue supporting charities of your choice with the same amount each year. *(See the example below.)*

Contribute appreciated stock instead of cash: By donating long-term appreciated stocks or mutual funds to a public charity, you are generally entitled to a fair market value (FMV) deduction, and you may be able to eliminate capital gains taxes enabling you to give up to 23.8% more.**

Contribute real estate or privately held business interests (e.g., C-corp and S-corp shares; LLC and LP interests): Donating a non-publicly traded asset with unrealized long-term capital gains also gives you the opportunity to take an income tax charitable deduction and minimize capital gains taxes.

The example below highlights the potential tax savings from bunching three years' worth of charitable deductions into a single year vs. making a charitable contribution each year.††




**This assumes all realized gains are subject to the maximum federal long-term capital gains tax rate of 23.8% (includes the 3.8% Medicare surtax).

††This is a hypothetical example for illustrative purposes only. The chart assumes a married couple filing jointly who contribute a cash gift. The tax savings referenced here are specific to the charitable donation made above the new \$24,000 standard deduction for 2018. There is a \$10,000 cap for deductions of state and local property, income, and sales taxes. Information herein is not considered legal or tax advice.

Health savings accounts (HSAs)

Health savings accounts allow you to save for health expenses now and in retirement. If your employer offers an HSA-eligible health plan, you may have access to an HSA option—or if you have purchased a high-deductible health plan on your own, consider an HSA. These accounts provide a triple-tax benefit: your contributions are tax deductible so you reduce your current taxable income, your savings can grow tax deferred, and you may be able to withdraw your savings tax free, if you use the money for qualified medical expenses.⁵ And after age 65, the assets in an HSA can be used for any non-medical expenses, such as COBRA, certain Medicare premiums, and long-term-care insurance, without penalty. However, assets withdrawn for non-medical expenses will be subject to ordinary income tax.

	2019 ANNUAL CONTRIBUTION LIMITS	REQUIRED MINIMUM DISTRIBUTION RULES	CONTRIBUTION TREATMENT
 Health Savings Accounts	<ul style="list-style-type: none">• Individual Coverage: \$3,500 per year• Family Coverage: \$7,000 per year• If age 55 or older, able to make annual \$1,000 catch-up contributions	Not subject to required minimum distribution rules	Pretax or After-tax

Roth accounts or Roth IRA conversion

Instead of deferring taxes, you may want to accelerate them by using a Roth account, if eligible.³ A Roth IRA contribution won't reduce your taxable income the year you make it, but there are no taxes on your future earnings and no penalties when you take a distribution, provided you hold the account for five years and meet one of the following conditions: you are age 59½ or older, are disabled, make a qualified first-time home purchase (lifetime limit \$10,000), or have died. This may make a difference if you think your tax rate will be the same or higher than your current rate when you withdraw your money. Also, be aware that while your earnings may be subject to taxes and penalties if withdrawn before those conditions are met, your contributions can be withdrawn at any time without tax or penalty.

College savings plans

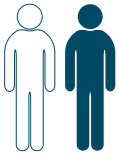
The cost of higher education for a child may be one of your biggest expenses. Like retirement, there are no shortcuts when it comes to saving, but there are some options that can help your money grow tax efficiently. For instance, 529 college saving accounts and Coverdell accounts will allow you to save after-tax money, but get tax-deferred growth potential and federal income tax-free withdrawals when used for qualified expenses.



How are you currently giving to charities?

Have you considered donating appreciated non-cash assets?

⁵The information provided herein is general in nature. It is not intended, nor should it be construed, as legal or tax advice. Because the administration of an HSA is a taxpayer responsibility, you are strongly encouraged to consult your tax advisor before opening an HSA. You are also encouraged to review information available from the Internal Revenue Service (IRS) for taxpayers, which can be found on the IRS website at IRS.gov. You can find IRS Publication 969, *Health Savings Accounts and Other Tax-Favored Health Plans*, and IRS Publication 502, *Medical and Dental Expenses*, online, or you can call the IRS to request a copy of each at 800.829.3676. With respect to federal taxation only. Contributions, investment earnings, and distributions may or may not be subject to state taxation.



Create your plan—your next steps

There are many ways to make your investments more tax efficient. You can get started by understanding the tax treatment of certain accounts and identifying how you may or may not be utilizing them. Then consider what combination of strategies makes sense for your situation.

A Fidelity investment professional can help you build your plan. Here are the steps we can take together:

- 1 Research how taxes impact your investments. Completed
- 2 Create a plan that incorporates the appropriate strategies for your situation. Completed
- 3 Choose the appropriate combination of investment accounts and strategies to help meet your goals. Completed

MANAGE:

- Tax-loss harvesting and loss carryforward
- Capital gains management
- Managing mutual fund distributions
- Municipal bonds

DEFER:

- Workplace plans
- Traditional IRAs
- Tax-deferred annuities
- Asset location

REDUCE:

- Charitable giving
- Health savings accounts
- Roth IRAs and Roth workplace plans
- 529 college savings accounts

- 4 Set up regular check-ins with your tax advisor and Fidelity investment professional to review your investment portfolio. Completed

Additional Information from page 2: Impact of Taxes on Investment Returns—1926–2017

¹Taxes Can Significantly Reduce Returns data, Morningstar, Inc., 10/1/2018. Federal income tax is calculated using the historical marginal and capital gains tax rates for a single taxpayer earning \$120,000 in 2015 dollars every year. This annual income is adjusted using the Consumer Price Index in order to obtain the corresponding income level for each year. Income is taxed at the appropriate federal income tax rate as it occurs. When realized, capital gains are calculated assuming the appropriate capital gains rates. The holding period for capital gains tax calculation is assumed to be five years for stocks, while government bonds are held until replaced in the index. No state income taxes are included. Stock values fluctuate in response to the activities of individual companies and general market and economic conditions. Generally, among asset classes, stocks are more volatile than bonds or short-term instruments. Government bonds and corporate bonds have more moderate short-term price fluctuations than stocks, but provide lower potential long-term returns. U.S. Treasury bills maintain a stable value if held to maturity, but returns are generally only slightly above the inflation rate. Although bonds generally present less short-term risk and volatility than stocks, bonds do entail interest rate risk (as interest rates rise, bond prices usually fall, and vice versa), issuer credit risk, and the risk of default, or the risk that an issuer will be unable to make income or principal payments. The effect of interest rate changes is usually more pronounced for longer-term securities. Additionally, bonds and short-term investments entail greater inflation risk, or the risk that the return of an investment will not keep up with increases in the prices of goods and services, than stocks.

Additional Information from page 6: 2019 Traditional and Roth IRA Contribution Income Limits

²For a Traditional IRA, full deductibility of a contribution is available to active participants whose 2019 Modified Adjusted Gross Income (MAGI) is \$103,000 or less (joint) and \$64,000 or less (single); partial deductibility for MAGI up to \$123,000 (joint) and \$74,000 (single). In addition, full deductibility of a contribution is available for working or nonworking spouses who are not covered by an employer-sponsored plan and whose spouse is covered by an employer-sponsored plan and whose MAGI is less than \$193,000 for 2019; partial deductibility for MAGI up to \$203,000.

³Roth IRA income requirements: For single filers: For 2019, single filers with Modified Adjusted Gross Income (MAGI) up to \$122,000 are eligible to make a full contribution; a partial contribution can be made for MAGI of \$122,000–\$137,000. For 2019, married filing jointly with MAGI up to \$193,000 for a full contribution; partial contribution for MAGI of \$193,000–\$203,000.

Additional Information from example on page 7: Hypothetical Liquidated Value in 20 Years

In the taxable account, it is assumed taxes incurred on the income are paid annually from the income itself, with the remainder reinvested. For the variable annuity (VA), it is assumed that all income — less the 0.25% annual annuity charge — is reinvested and it is assumed the investor liquidates the VA at the end of the time period, and pays taxes on the gain out of the proceeds. If the assets in the VA were liquidated entirely in one year, its proceeds may increase the tax bracket to the marginal federal income tax rate of 40.8% (37.0% ordinary income tax plus 3.8% Medicare surtax), which would minimize and potentially eliminate any savings of the VA. To avoid this, the VA would need to be liquidated over the course of several years or annuitized, which would lengthen the deferral period.

State and local taxes, the 3.8% Medicare surtax, inflation, and fund and transaction fees were not taken into account in this example; if they were, performance for both the taxable account and the VA would be lower. This example also does not take into account capital loss carryforwards or other tax strategies that could be used to reduce taxes that could be incurred in a taxable account; to the extent they apply to your situation, the comparative advantage of a VA would be diminished. Lower tax rates on capital gains, dividends, and interest income would make the taxable investment more favorable. Changes in tax rates and tax treatment of investment earnings may impact the comparative results. Consider your current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors.

VAs are generally not suitable for investors with time horizons of less than 10 years, as, in most cases, there is little to no advantage over a taxable account for the first 10 years of the investment.



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Before investing, consider the investment objectives, risks, charges, and expenses of the fund or annuity and its investment options. Contact Fidelity for a prospectus or, if available, a summary prospectus containing this information. Read it carefully.

This information is intended to be educational and is not tailored to the investment needs of any specific investor.

Keep in mind that investing, including variable annuities, involves risk. The value of your investment will fluctuate over time, and you may gain or lose money.

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