

Principles for successful long-term investing

Using Market Insights to achieve better client outcomes

The key to successful investing isn't predicting the future, it's learning from the past and understanding the present. In "Principles for successful long-term investing", we present seven time-tested strategies for guiding portfolios through today's challenging markets and towards tomorrow's goals.

You will find slides from our *Guide to the Markets*, along with commentary providing additional perspective and action steps.

Principles for successful long-term investing

- 1 Plan on living a long time
- 2 Cash is rarely king
- 3 Start early and reinvest income
- 4 Returns and risks generally go hand in hand
- 5 Volatility is normal
- 6 Timing the market is difficult
- 7 Diversification works

1 Plan on living a long time

We are living longer

Thanks to advances in medicine and healthier lifestyles, people are living longer lives. This chart shows the probability of reaching the age of 80 or 90 for someone who is 65 today. A 65-year-old couple might be surprised to learn that there is around a 50% chance that at least one of them will live another 25 years, reaching the age of 90. Your money may need to last longer than you think.

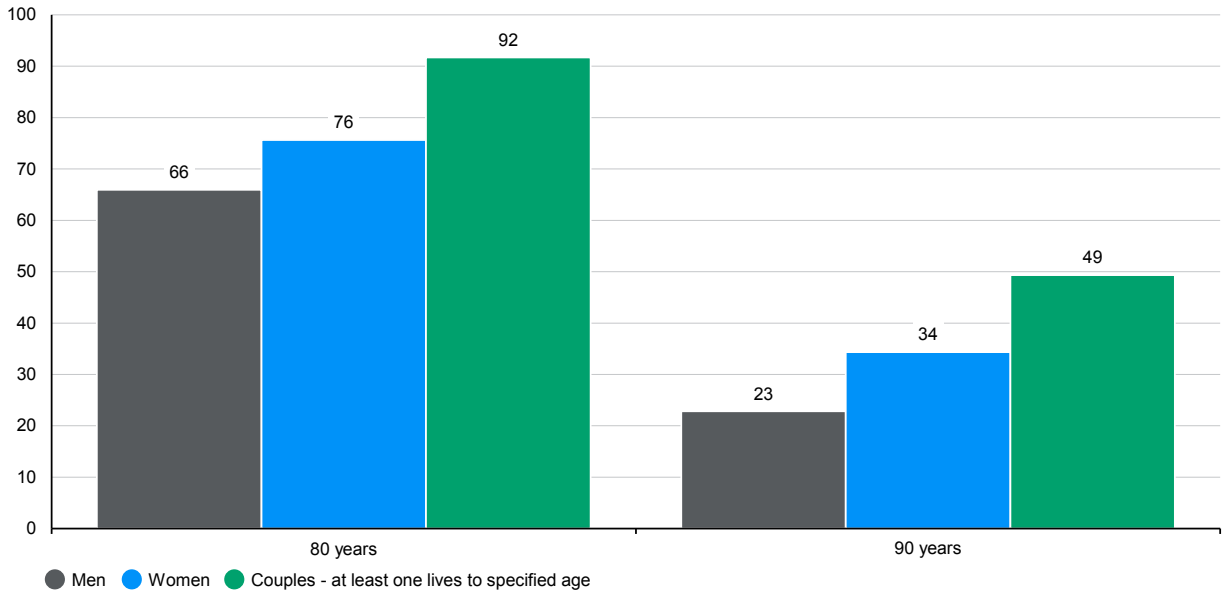


Life expectancy

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Probability of reaching ages 80 and 90

% probability, persons aged 65, by gender and combined couple



Investing principles

Source: ONS Life Tables, J.P. Morgan Asset Management. Couples include both heterosexual and same-sex couples. *Guide to the Markets - EMEA*.
Data as of 31 December 2025.

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2 Cash is rarely king (part 1)

Inflation eats away at your purchasing power

Investors often think of cash as a safe haven in volatile times. Yet a risk-averse saver who decides to hide their cash under the mattress will find that inflation reduces the real value of that cash over time.

If money is not invested, the purchasing power - or amount of goods that money can buy - will decrease by more than half over a 40-year time horizon if inflation is 2% per year. If inflation is 3% per year, the situation will be even tougher.

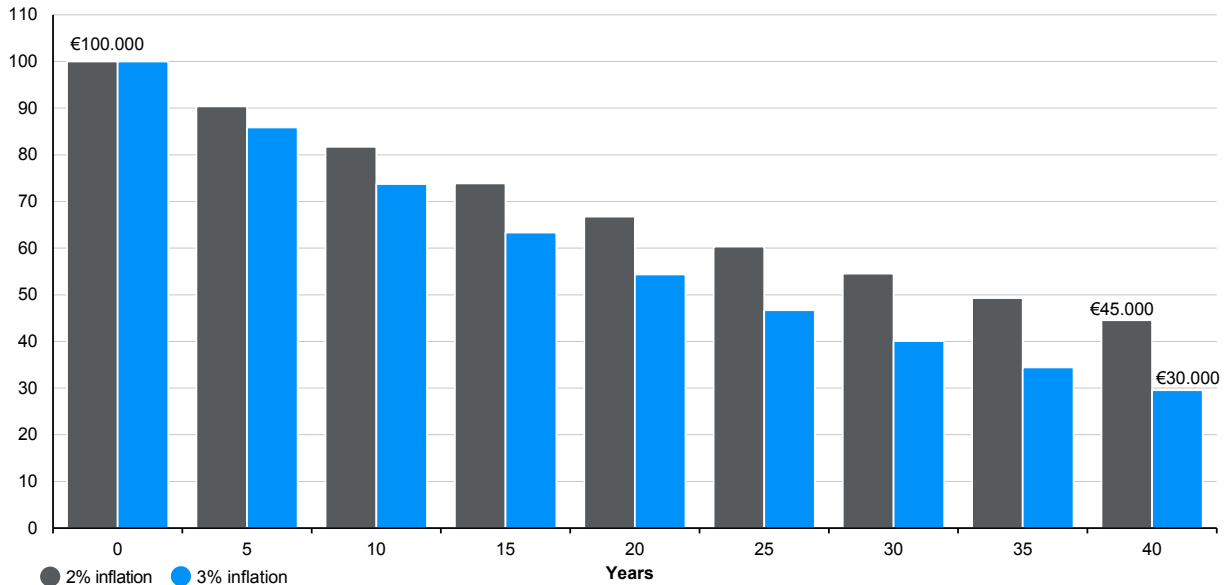


Cash investments

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Effect of inflation on purchasing power of €100.000

EUR thousands



Investing principles

Source: J.P. Morgan Asset Management. For illustrative purposes only, assumes no return on cash. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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2 Cash is rarely king (part 2)

Cash underperforms over the long term

Cash left on the sidelines earns very little over the long run. Savers who have parked their cash in the bank have missed out on the impressive performance that would have come with investing over the long term. If you decide to invest, bear in mind that equities have typically outperformed bonds over a long time horizon, although there can be bumps along the road.

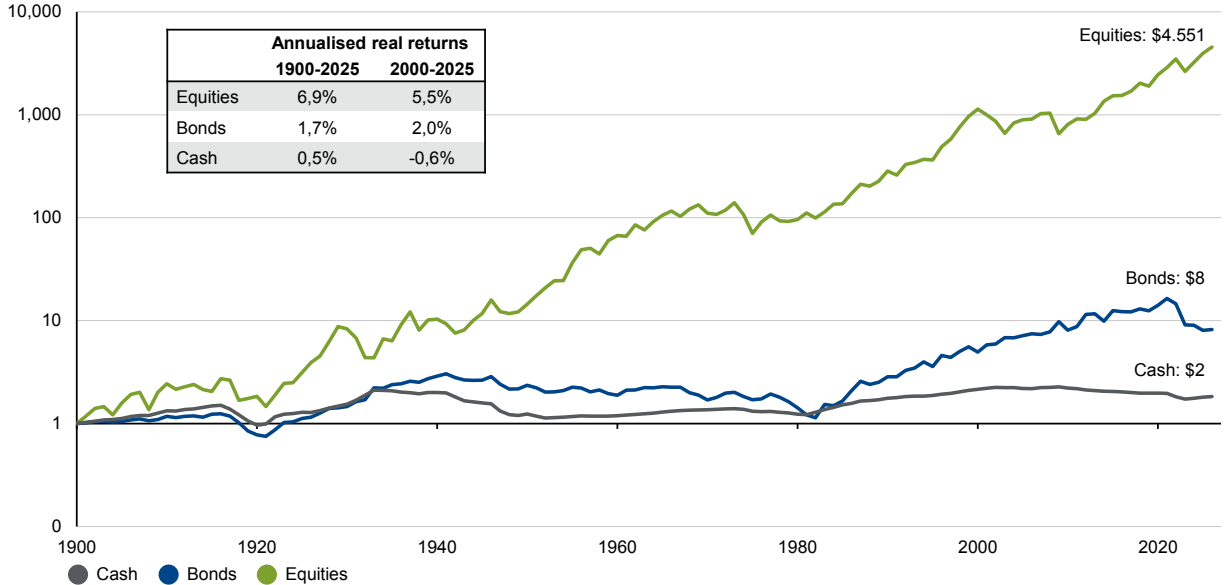


Long-term asset returns

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Total return of \$1 in real terms

USD, log scale for total returns



Investing principles

Source: Bloomberg, FactSet, Shiller, Siegel, S&P Global, J.P. Morgan Asset Management. Pre-2010 returns: Shiller, Siegel; from 2010: Equities: S&P 500; Bonds: Bloomberg US Treasury 20+ year Total Return Index; Cash: Bloomberg US Treasury Bills Total Return Index. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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3 Start early and reinvest income

LEFT: **Compounding works miracles**

Compounding is what happens when you earn returns not only on your initial investment, but also on any accumulated gains from prior years. Its power is so great that even missing out on a few years of saving and growth can make an enormous difference to your eventual returns. Starting to save at the age of 25 and investing €5.000 per year in an investment that grows at 5% a year would leave you with nearly €300.000 more by the age of 65 than if you started at 35, even though overall you would only have invested an extra €50.000.

RIGHT: **Reinvest income from investments if you don't need it**

You can make even better use of the magic of compounding if you reinvest the income from your investments to boost your portfolio value further. The difference between reinvesting - and not reinvesting - the income from your investments over the long term can be enormous.

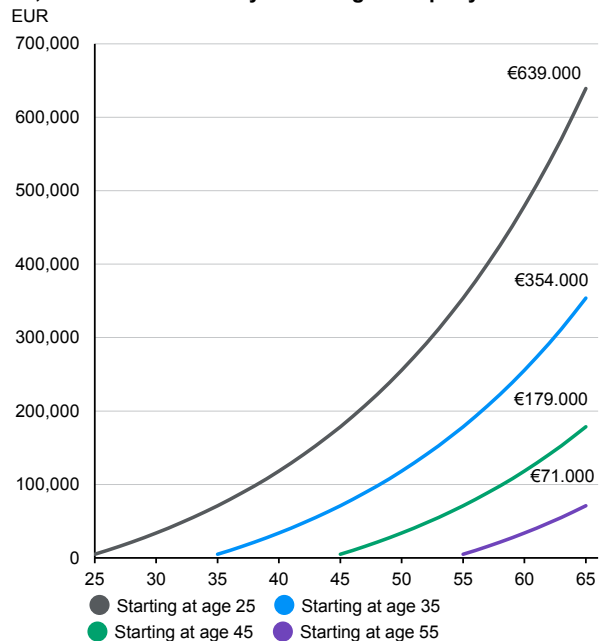


The effect of compounding

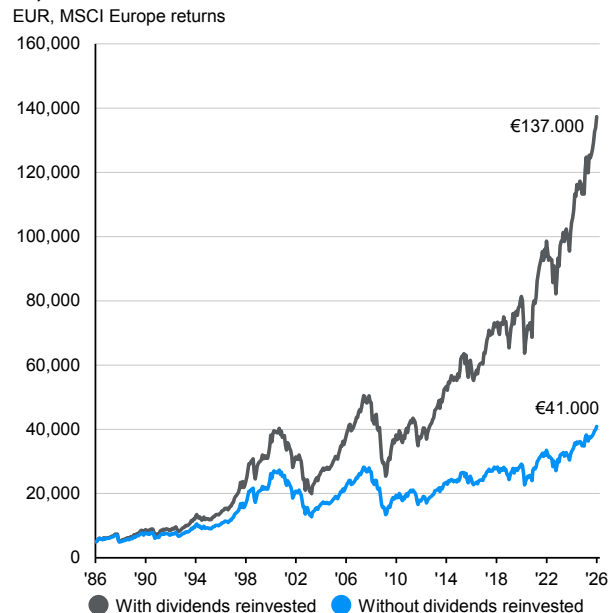
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Investing principles

€5,000 invested annually with 5% growth per year



€5,000 investment with/without income reinvested



Source: (Left) J.P. Morgan Asset Management. For illustrative purposes only. Assumes all income reinvested. Actual investments may incur higher or lower growth rates and charges. (Right) Bloomberg, MSCI, J.P. Morgan Asset Management. Based on MSCI Europe Index and assumes no charges. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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4 Returns and risks generally go hand in hand

Investing involves trade-offs

The strongest-performing assets since the early 2000s have also been the assets whose prices have been most volatile. If you want to target a higher level of return, you have to be willing, and able, to tolerate larger swings in asset prices along the way. The opposite is also true. As the chart shows, lower-risk assets also tend to generate lower returns over the long term. If you are not willing to take on more risk, or your circumstances won't allow it, you'll need to be realistic about the returns you are likely to achieve.

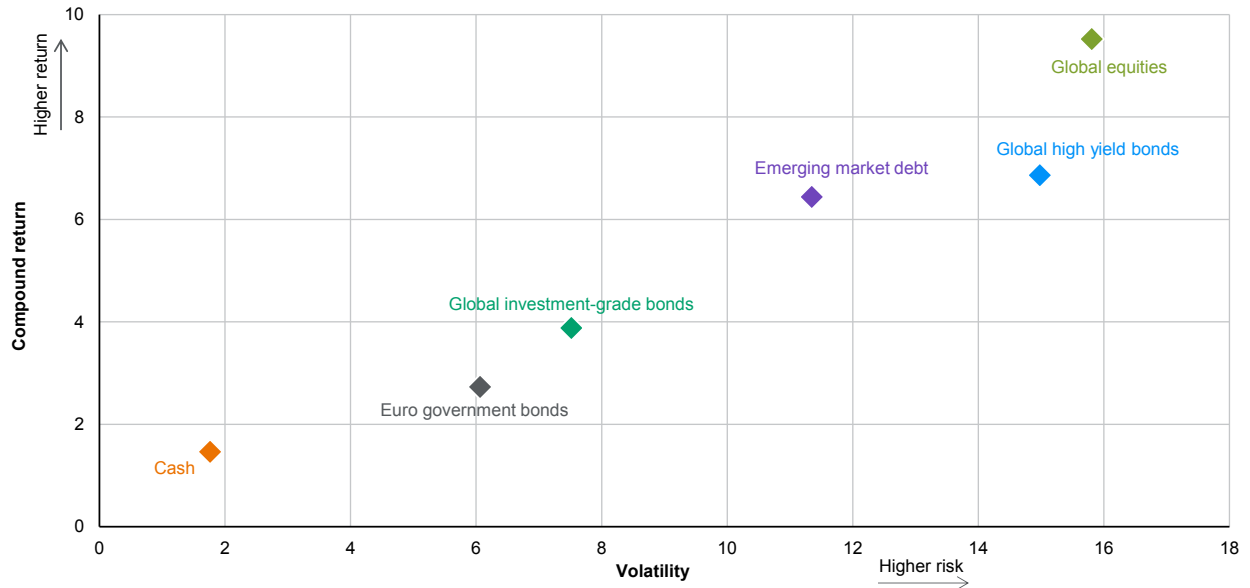


Asset class risk-return trade-off

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Historic risk vs. return for selected asset classes

% , annualised return 2004-2025 in EUR



Source: Bloomberg, LSEG Datastream, MSCI, J.P. Morgan Asset Management. Volatility is the standard deviation of annual returns since 2004. Cash: J.P. Morgan Cash EUR (3M); Euro government bonds: Bloomberg Euro Aggregate – Treasury; Global investment-grade bonds: Bloomberg Global Aggregate – Corporate; Emerging market debt: J.P. Morgan EMBI Global Diversified; Global high yield bonds: ICE BofA Global High Yield; Global equities: MSCI All-Country World Index (includes developed and emerging markets). Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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Investing principles

5 Volatility is normal (part 1)

There may be bumps along the road

Every year has its rough patches, and last year was certainly no different. The red dots on this chart represent the maximum intra-year equity decline in every calendar year, or the difference between the highest and lowest point reached by the market in those 12 months. It is hard to predict these pullbacks, but double-digit declines in markets are a fact of life in most years; investors should expect them.

Volatility in financial markets is normal and investors should be prepared upfront for the ups and downs of investing, rather than reacting emotionally when the going gets tough. The grey bars represent the calendar-year market price returns. They show that, despite the pullbacks every year, the equity market has recovered to deliver positive returns in most calendar years.

The lesson is, don't panic: more often than not a stock market pullback is an opportunity, not a reason to sell.

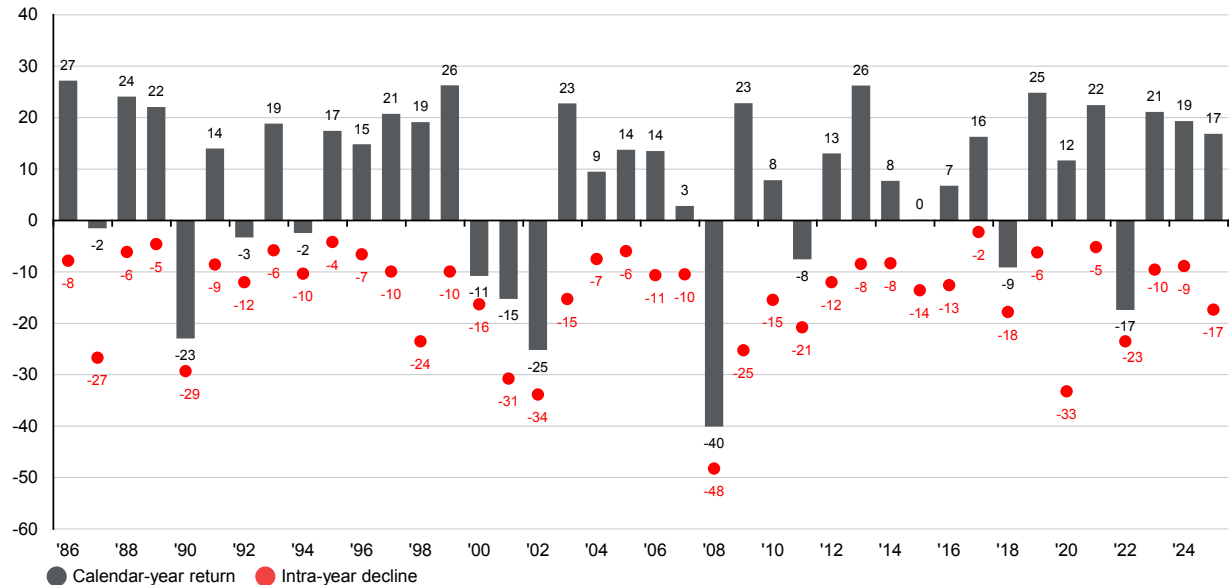


Annual returns and intra-year declines

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MSCI World intra-year declines vs. calendar-year returns

%; despite average intra-year drops of 14.6% (median 10.5%), annual returns are positive in 29 of 40 years



Investing principles

Source: LSEG Datastream, MSCI, J.P Morgan Asset Management. Returns shown are price returns in local currency. Intra-year decline refers to the largest market fall from peak to trough within the calendar year. YTD is year-to-date. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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5 Volatility is normal (part 2)

Good things come to those who wait

While markets can always have a bad day, week, month or even a bad year, history suggests investors are much less likely to suffer losses over longer periods. It's important to keep a long-term perspective.

This chart illustrates this concept. Investors should not necessarily expect the same rates of return in the future as we have seen in the past. But a diversified blend of stocks and bonds has not suffered a negative return over any 10-year rolling period, historically, despite the great swings in annual returns we have seen since 1950.

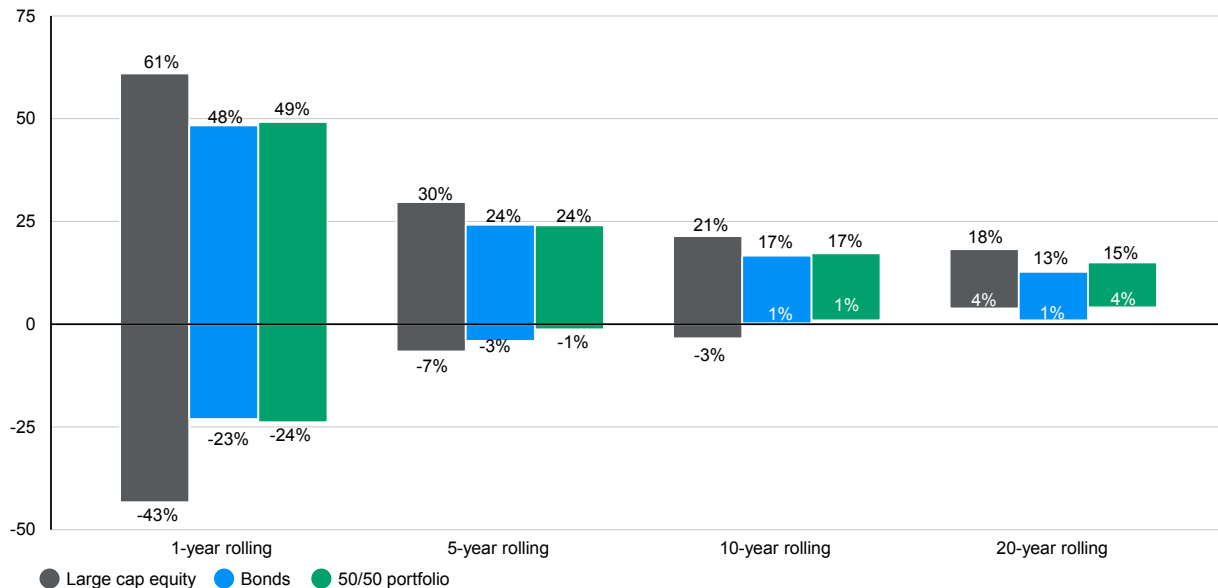


US asset returns by holding period

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Range of equity and bond total returns

% , annualised total returns, 1950-present



Investing principles

Source: Bloomberg, LSEG Datastream, S&P Global, Strategas/Ibbotson, J.P. Morgan Asset Management. Large cap equity represents the S&P 500 Composite and Bonds represents the Strategas/Ibbotson US Government Bond Index, the US Long-term Corporate Bond Index until 2000 and the Bloomberg US Agg. Corporate – Investment Grade Index from 2000 onwards. Returns shown are per annum and are calculated based on monthly returns from 1950 to latest available and include dividends. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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6 Timing the market is difficult (part 1)

Patience is a virtue

Selling after the market has experienced a large fall is normally the wrong strategy. However, resisting the urge to panic following a market decline can be difficult. People tend to sell after equities have already fallen. As the chart shows, large outflows often occur when stock prices are already close to a trough, meaning investors who sell lock in their losses and miss out on the potential recovery.

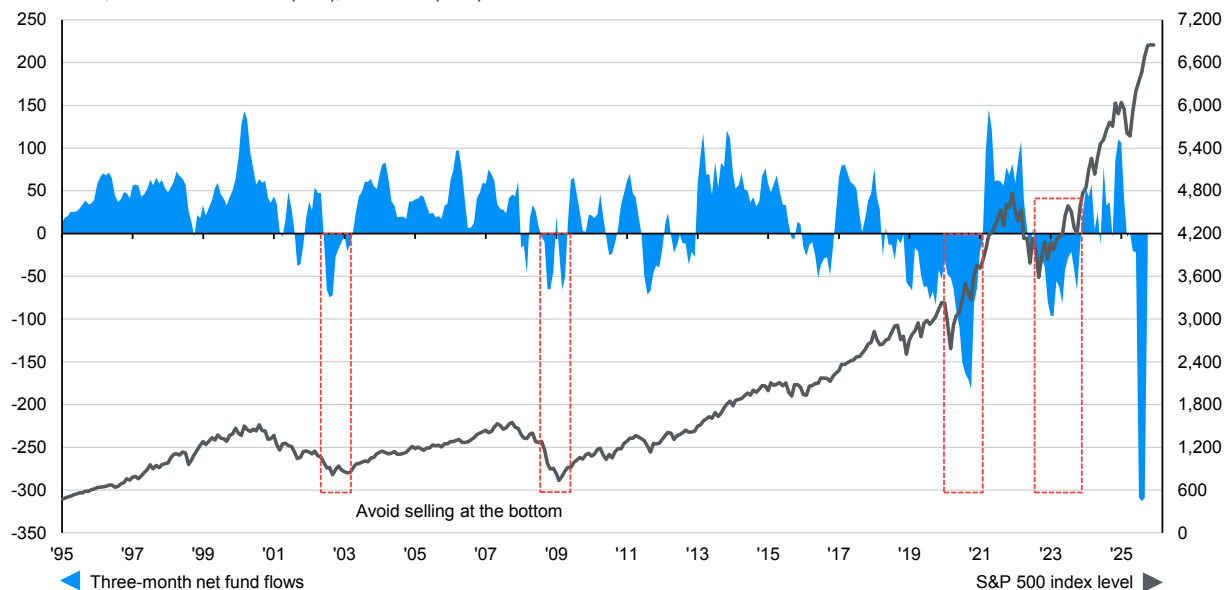


S&P 500 and fund flows

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US mutual fund and ETF flows and S&P 500

USD billions, three-month net flows (LHS); index level (RHS)



Investing principles

Source: FactSet, Investment Company Institute, LSEG Datastream, S&P Global, J.P. Morgan Asset Management. Fund flows are US long-term equity fund flows with ETF flows included from 2006 onwards. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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6 Timing the market is difficult (part 2)

Keep your head when all about you are losing theirs

Sheltering in cash can be tempting after economic and geopolitical shocks but history suggests this is rarely a good idea. When looking at a select number of shocks since 1990, a 60/40 portfolio of stocks and bonds has outperformed cash more than 70% of the time over a one-year horizon, and always over a three-year timeframe.

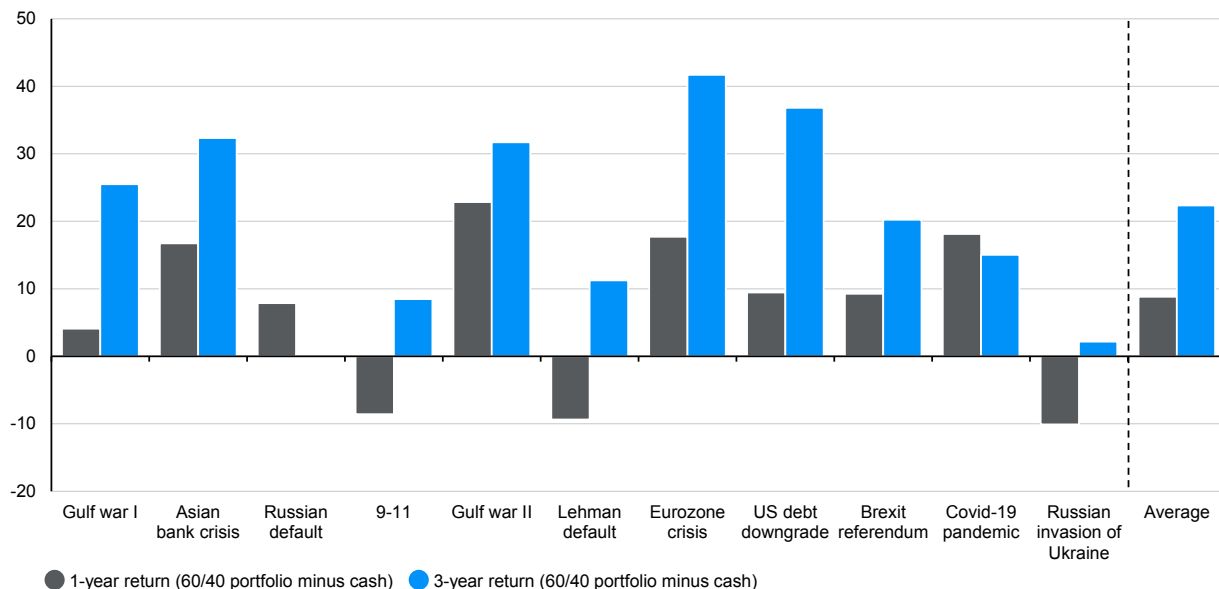


Returns after economic and geopolitical shocks

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Subsequent 1-year and 3-year returns over cash after shocks

% total return



Investing principles

Source: Bloomberg, S&P Global, J.P. Morgan Asset Management. 60/40 portfolio is constructed using S&P 500 Index and S&P 10-year US Treasury Note Futures Index. Cash: ICE USD LIBOR (3M). Return calculation begins at the end of the month prior to the shock. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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7 Diversification works

Don't put all your eggs in one basket

The past 10 years have been a volatile and tumultuous ride for investors, with natural disasters, geopolitical conflicts and a global pandemic.

Yet despite these difficulties, cash has been one of the worst-performing asset classes of those shown here. Meanwhile, a well-diversified portfolio, including stocks, bonds and some other asset classes, has returned around 6% per year over this time period. While the risk of loss is still an unavoidable part of investing, the diversified portfolio has also provided a much smoother ride for investors than investing in equities alone, as shown by its position in the chart's volatility column.



Asset class returns (EUR)

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2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	10-year ann. return	Vol.
HY bonds 18.2%	EM equities 21.0%	Govt bonds 4.6%	DM equities 30.8%	EM equities 8.9%	REITs 50.5%	Cmtdy 23.7%	DM equities 20.2%	DM equities 27.2%	EM equities 18.5%	DM equities 11.9%	REITs 20.3%
Cmtdy 15.1%	DM equities 8.1%	HY bonds 1.5%	REITs 30.4%	DM equities 6.9%	Cmtdy 36.8%	Hedge funds 1.9%	HY bonds 9.6%	EM equities 15.3%	DM equities 7.2%	EM equities 8.0%	Cmtdy 15.6%
EM equities 14.9%	Portfolio 1.7%	IG bonds 1.3%	EM equities 21.1%	Portfolio 1.6%	DM equities 31.6%	Cash 0.0%	Portfolio 8.7%	Portfolio 15.0%	Cash 2.5%	Portfolio 6.1%	DM equities 13.9%
EMD 13.4%	Cash -0.3%	REITs 0.7%	Portfolio 18.9%	IG bonds 1.3%	Portfolio 16.6%	HY bonds -7.6%	REITs 7.7%	HY bonds 14.7%	Portfolio 2.2%	HY bonds 5.1%	EM equities 11.8%
REITs 12.6%	EMD -3.2%	EMD 0.6%	EMD 17.2%	Govt bonds 0.5%	Hedge funds 11.5%	Portfolio -9.3%	EMD 7.3%	EMD 13.7%	Cmtdy 2.1%	Cmtdy 4.9%	EMD 8.8%
DM equities 11.4%	HY bonds -3.2%	Cash -0.3%	HY bonds 15.8%	Cash -0.3%	HY bonds 9.1%	IG bonds -11.3%	EM equities 6.5%	Cmtdy 12.4%	EMD 0.8%	REITs 4.7%	HY bonds 8.6%
Portfolio 10.3%	REITs -4.0%	Portfolio -1.6%	IG bonds 13.6%	HY bonds -0.9%	EMD 5.7%	Govt bonds -12.1%	IG bonds 5.9%	Hedge funds 12.3%	HY bonds -2.3%	EMD 3.6%	Portfolio 8.5%
IG bonds 7.4%	IG bonds -4.2%	Hedge funds -2.0%	Hedge funds 10.6%	Hedge funds -2.0%	EM equities 5.2%	DM equities -12.3%	Cash 3.3%	REITs 11.3%	IG bonds -2.8%	Hedge funds 2.3%	Hedge funds 6.7%
Hedge funds 5.6%	Govt bonds -5.8%	DM equities -3.6%	Cmtdy 9.7%	EMD -3.4%	IG bonds 4.5%	EMD -12.4%	Govt bonds 0.7%	IG bonds 7.9%	Hedge funds -5.5%	IG bonds 2.1%	IG bonds 6.7%
Govt bonds 4.7%	Hedge funds -6.9%	Cmtdy -6.8%	Govt bonds 7.5%	Cmtdy -11.1%	Govt bonds 0.5%	EM equities -14.5%	Hedge funds -0.4%	Cash 4.0%	Govt bonds -5.8%	Cash 0.8%	Govt bonds 5.7%
Cash -0.2%	Cmtdy -10.7%	EM equities -9.9%	Cash -0.3%	REITs -13.6%	Cash -0.5%	REITs -20.2%	Cmtdy -11.0%	Govt bonds 2.9%	REITs -10.4%	Govt bonds -0.4%	Cash 1.7%

Investing principles

Source: Bloomberg, FTSE, J.P. Morgan Economic Research, LSEG Datastream, MSCI, J.P. Morgan Asset Management. Vol. is the standard deviation of annual returns. Govt bonds: Bloomberg Global Aggregate Government Treasuries; HY bonds: ICE BofA Global High Yield; EMD: J.P. Morgan EMBI Global Diversified; IG bonds: Bloomberg Global Aggregate – Corporate; Cmtdy: Bloomberg Commodity; REITs: FTSE NAREIT All REITs; DM equities: MSCI World; EM equities: MSCI EM; Hedge funds: HFRI Global Hedge Fund Index; Cash: J.P. Morgan Cash Index EUR (3M). Hypothetical portfolio (for illustrative purposes only and should not be taken as a recommendation): 30% DM equities; 10% EM equities; 15% IG bonds; 12.5% government bonds; 7.5% HY bonds; 5% EMD; 5% commodities; 5% cash; 5% REITs and 5% hedge funds. All returns are total return, in EUR, and are unhedged. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - EMEA*. Data as of 31 December 2025.

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Next Steps

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