

Morgan Stanley

THE KELLIHER CORBETT GROUP
AT MORGAN STANLEY

Designing Your Retirement Program to Leverage Growth and Foster Retirement Financial Security

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Agenda

Introduction

Trending Topic

Legislation

Plan Design

Plan Objectives and Success Measurement

Investment Structure for Savings and Retirement

In-retirement Tier

The Case for Financial Wellness

Introduction



Who We Are – At a Glance

The Kelliher Corbett Group

Investment
Excellence

Client
Advocate

Custom
Approach

Conservative
Investment
Philosophy

1992

Founded by Stephen Kelliher

\$5 Billion+

In Assets Under Management¹

40,000+

Retirement Plan Participants²
Actively Enrolled

14

Member Team
of Investment Professionals

25 Years

Average investment advisory and
consulting experience

A TRUSTED ADVISOR TO:

- Municipalities
- Nonprofit Organizations
- Individuals & Families
- Public & Private Corporations
- Foundations & Endowments
- Unions

Morgan Stanley

Putting
Clients
First

Exceptional
Ideas

Doing the
Right Thing

Giving
Back

Diversity &
Inclusion

130 Years

of Wealth Management Experience

\$6.5 Trillion+

in Total Client Assets (MS)³

A GLOBAL LEADER:

- **#1 in Investment Advisory AUM⁶**
- #1 Number of Nonprofit Clients⁴
- #1 Number of Public / Government clients⁴
- #1 Managed Account Programs by Assets⁴
- #2 Number of Foundation & Endowment Clients⁴
- #2 Number of Defined Benefit Plan Clients⁴
- #3 Top DC Advisor Multi-Office Firms⁵

1. Unaudited as of 6/30/2023; 2. Unaudited as of 6/30/2023; 3. As of 12/31/2022; 4. Cerulli Associates, 3Q19 Summary Report; 5. NAPA 2020; 6. Cerulli Associated 4Q 2022, Managed Account Research Report



2x Top 100 Institutional Consulting Teams in The U.S.

2022, 2023

Teams ranking awarded in 2022, 2023. This ranking was determined based on an evaluation process conducted by Barron's during the period from Dec 2020 - Dec 2021 and Dec 2021 - Dec 2022. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to Barron's to obtain or use the ranking. This ranking is based on in-person and telephone due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes client retention, industry experience, review of compliance records, firm nominations, and quantitative criteria, including assets under management and revenue generated for their firms. Investment performance is not a criterion. Rankings are based on the opinions of Barron's and this ranking may not be representative of any one client's experience. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with Barron's. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved. ©2023 Morgan Stanley Smith Barney LLC. Member SIPC.



9x America's Top 1,200 Financial Advisors in The U.S.

2014-2019, 2021, 2022, 2023

Formerly referred to as Barron's Top 1,000 Financial Advisors: State-by-State). Source: Barrons.com (2014 - 2019, 2021, 2022). Barron's Top 1,200 Financial Advisors: State-by-State ranking awarded in 2014 - 2019, 2021, 2022. Each ranking was determined based on an evaluation process conducted by Barron's which concluded in September of the previous year the award was issued having commenced in September of the year before that. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors paid a fee to Barron's to obtain or use the ranking. This ranking is based on in-person and telephone due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes client retention, industry experience, review of compliance records, firm nominations, and quantitative criteria, including assets under management and revenue generated for their firms. Investment performance is not a criterion. Rankings are based on the opinions of Barron's and this ranking may not be representative of any one client's experience. This ranking is not indicative of the Financial Advisor's future performance. Morgan Stanley Smith Barney LLC is not affiliated with Barron's. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved. ©2022 Morgan Stanley Smith Barney LLC. Member SIPC



6x Top DC Advisor Teams in The U.S.

2017-2022

Source: NAPA Net The Magazine: NAPA's, "Top DC Advisors Teams," (March 2022) unlike other lists, recognizes firms, or what may, in a wirehouse environment, be referred to as a team, or office, for their defined contribution (DC) practice specifically. The list is created and conducted by the National Association of Plan Advisors, an affiliate organization of the American Retirement Association, a non-profit association, and based on the team's defined contributions assets under advisement as of December 31, 2021. This award does not evaluate the quality of services provided to clients and is not indicative of the team's future performance. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors or Private Wealth Advisors pay a fee to NAPA in exchange for the rating.



14x Top 100 Retirement Plan Advisory Teams in The U.S.

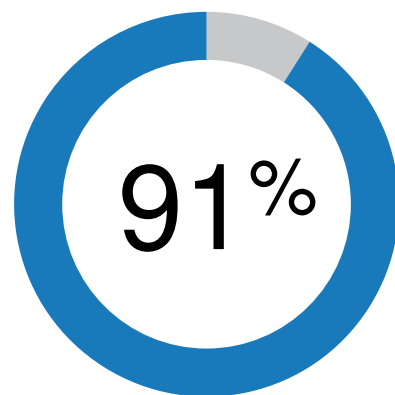
2004-2014, 2016, 2018, 2022, 2023

Source: PLANADVISER.com, July 2021 – The "PLANADVISER'S 2021 Top 100 Retirement Plan Advisers" list is compiled from responses to the PLANADVISER Retirement Plan Adviser Survey. The list is drawn solely from a set of quantitative variables and information in the survey supplied by the advisers themselves. A sub-segment of the questions was used to determine eligibility for the Top 100. The rating is not indicative of the Financial Advisor's future performance. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors paid a fee to Plan Advisor in exchange for the rating.

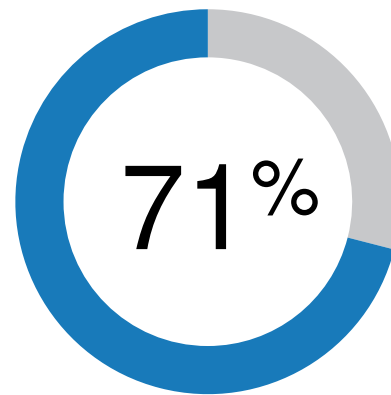
The Case for Financial Wellness



Financial stress amongst employees is at an all-time high...



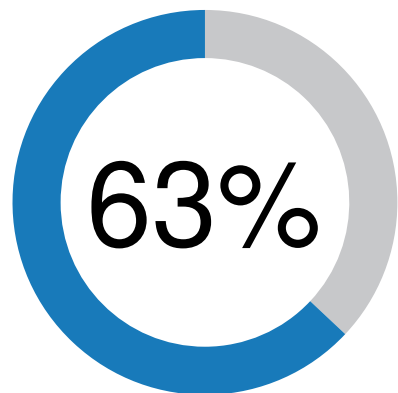
91% of employees report having faced personal financial issues. ⁽¹⁾



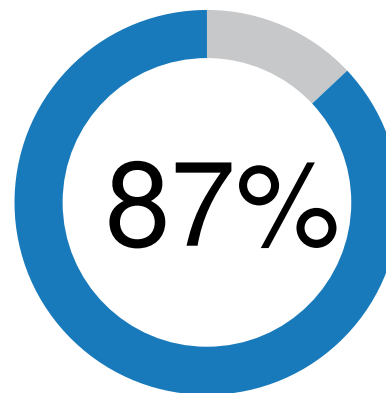
Nearly 3 in 4 employees (71%) report financial stress is negatively affecting their work and personal life. ⁽²⁾

Source:
2021 Morgan Stanley at Work State of the Workplace Financial Benefits Study
2022 Morgan Stanley at Work State of the Workplace Financial Benefits Study

...and it can have a significant impact on the business



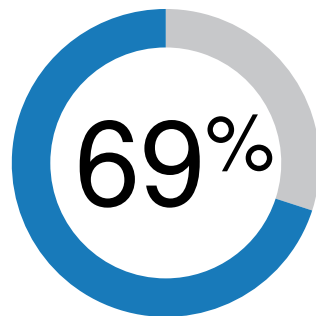
of HR executives say employees regularly (all the time or often) mentioned experiences where they were facing financial issues.⁽¹⁾



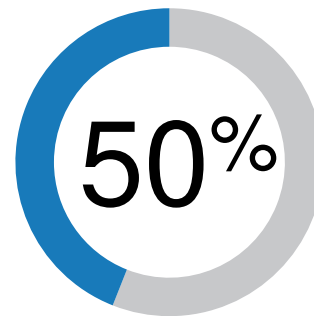
of HR executives say employees will leave for another job if their company does not offer financial benefits that meets the needs of their workforce.⁽²⁾

Source 1-2: 2022 Morgan Stanley at Work State of the Workplace Financial Benefits Study

Employees are looking to their employers for holistic solutions



believe their employer has a responsibility to make sure their employees are financially secure and well⁽¹⁾



rely on their employer as a source of financial planning information ⁽²⁾

1. Source: Employee Benefit Research Institute (EBRI) Workplace Wellness Survey
2. Source: Employee Benefit Research Institute (EBRI) Workplace Wellness Survey
3. Source: Morgan Stanley at Work/Society for Human Resource Management (SHRM) Financial Wellness Survey

Employees want their employers to offer⁽³⁾:

Personalized financial planning (60%)

Personalized financial coaching (54%)

Personalized financial education (51%)

Empowering employees to take charge of their financial well-being may offer long-lasting benefits



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Thank You!

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