



AN INTRODUCTION TO OUR FIRM



AGENDA

» Who We Are

» What We Do

» Your Client Experience

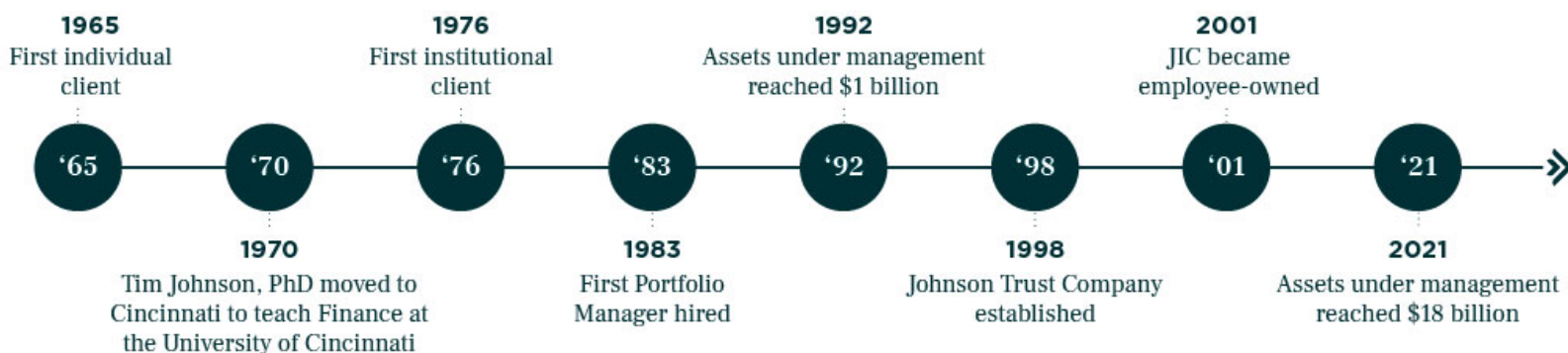
» The Benefits of Partnering With Us

WHO WE ARE



WHO WE ARE: HISTORY & FIRM OVERVIEW

OUR HISTORY



JOHNSON WEALTH MANAGEMENT

Our personalized and integrated approach to wealth management is designed to optimize your resources, so your wealth can grow and endure over time.

JOHNSON FAMILY OFFICE SERVICES

Our dedicated team works with ultra-high net worth families to fine-tune the ways your wealth is invested and preserved for generations.

JOHNSON TRUST COMPANY

Johnson Trust Company helps align your estate plan with your values so the vision you have for your wealth can be achieved.

JOHNSON ASSET MANAGEMENT

Our disciplined approach to investment management strives to deliver superior results and provides solutions to meet the unique needs and requirements of institutional clients.

WHO WE ARE: OUR FIRM BY THE NUMBERS

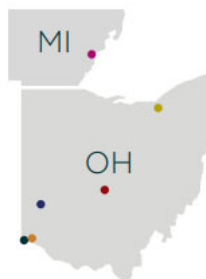


OUR MISSION:

We provide financial peace of mind to our clients through trusted counsel, exemplary service, and a genuine desire to help people.

OFFICES IN SIX LOCATIONS

One of Ohio's largest independent Registered Investment Advisors (RIA)



OHIO
Cincinnati
Cincinnati - Kenwood
Cleveland - Akron
Columbus
Dayton

MICHIGAN
Metro Detroit

over
\$18 billion
under management

- » fee-only RIA
- » client-first culture

CLIENTS IN
49
STATES

150
EMPLOYEES

100%
EMPLOYEE-OWNED
& INDEPENDENT

\$3B
GROWTH IN
2021

1965
ESTABLISHED

#37
Barron's Top 100
"America's Best
RIA Firms"*

37 CFA Charterholders
32 Certified Financial Planners™ (CFP®)
7 Certified Trust and Financial Advisors (CTFA)
6 Licensed Attorneys
2 Certified Public Accountants (CPA)
3 CAIA Charterholders

**EMPLOYEE
COMMUNITY
INVOLVEMENT**

175
ORGANIZATIONS
SERVED

75
BOARD
POSITIONS

72
COMMITTEE
POSITIONS

*Barron's ranking as of June 30th, 2021 is based on assets managed by the firms and the revenue those assets generate, regulatory record, technology spending, staffing levels and diversity, succession planning and other metrics. The ranking may not be representative of any one client's experience as it reflects a sample of client experiences. The award is also not indicative of future performance and there is no guarantee of future investment success.

WHAT WE DO



WHAT WE DO: INTEGRATED WEALTH MANAGEMENT



WHAT WE DO: WEALTH MANAGEMENT SERVICES OFFERED

Investment Management

- Written Investment Policy Statements
- Strategic & Tactical Asset Allocation
- Tax-Efficient Investment Strategies
- Diversification Strategies for Concentrated Positions
- Coordination with Outside Investments
- Performance Analytics and Reporting

Cash Flow Management

- Retirement Cash Flow Planning and Management
- Tax-Efficient Distribution Strategies
- Budget Creation and Planning
- Bill Paying Administration
- Education Savings Planning

Income Tax Planning

- Review and Coordination of Tax Strategies
- Income Tax Projections
- Capital Gain & Loss Harvesting Strategies
- Stock Option Planning
- Organization and Maintenance of Tax Records

Net Worth Monitoring

- Daily Tracking of Net Worth
- Asset Expansion Strategies
- Debt Reduction Strategies

Estate Planning

- Review of Goals and Objectives
- Document Review & Flow Charting
- Issue-spotting, Idea-Generation and Implementation of Effective Strategies
- Trust, Estate and Probate Administration

Charitable Planning

- Development and Implementation of Philanthropic Mission and Goals
- Review Charitable Alternatives
- Tax Coordination

Asset Protection & Personal Risk

Reduction

- Analyze Insurance Needs
- Policy Review and Recommendations
- Asset Protection Strategies

WHAT WE DO: INVESTMENT MANAGEMENT SERVICES OFFERED



CUSTOMIZED SOLUTIONS

Our Portfolio Managers collaborate with clients to understand their unique needs and establish a fully-customized portfolio.



EQUITY MANAGEMENT

Our strategies emphasize high-quality stocks to provide growth, consistent dividends, and solid long-term results.



INVESTMENT POLICY STATEMENT

We work with clients to craft an investment policy statement, which defines investment objectives, risk tolerance, liquidity needs, time horizon, tax planning, unique issues and overall portfolio strategy.



FIXED INCOME MANAGEMENT

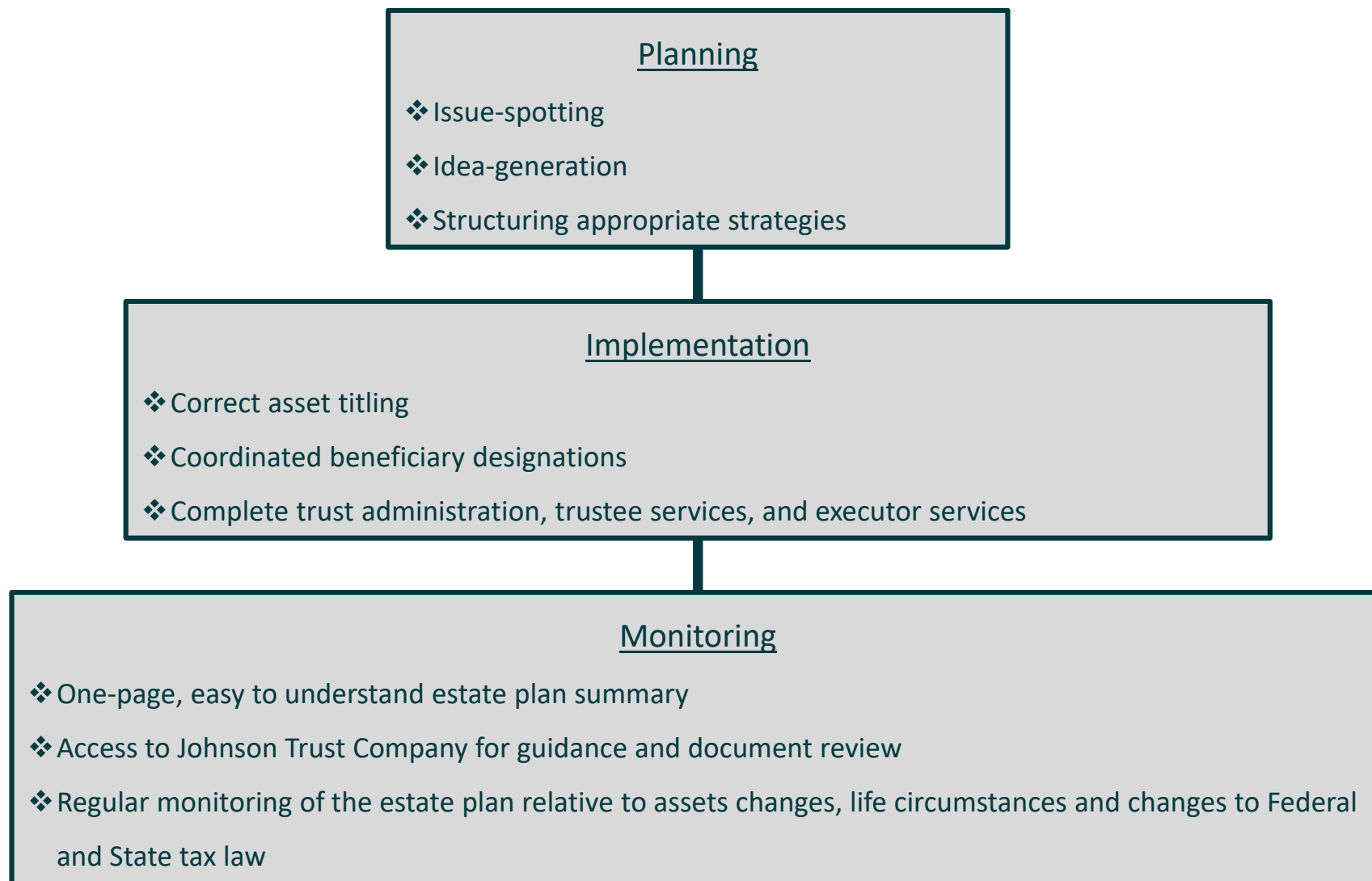
We are a nationally-regarded fixed income manager, focusing on investment-grade bonds designed to deliver steady income and stability.



ASSET ALLOCATION

We utilize a disciplined, team-based asset allocation approach rooted in time-tested, academic principles.

WHAT WE DO: HOW JOHNSON TRUST COMPANY HELPS OUR CLIENTS



YOUR CLIENT EXPERIENCE



CLIENT EXPERIENCE: NET WORTH STATEMENT

Assets	Michael	Kimberly	Joint	Total
<i>Taxable Assets</i>				
MICHAEL - TOD (JIC)	\$1,025,000			\$1,025,000
JOINT - JTWROS			\$225,000	\$225,000
JOINT - CHECKING/SAVINGS			\$15,000	\$15,000
Total Taxable Assets	\$1,025,000	\$0	\$240,000	\$1,265,000
<i>Tax Deferred Assets</i>				
MICHAEL - INHERITED IRA (JIC)	\$615,000			\$615,000
MICHAEL - PROFIT SHARING PLAN	\$1,200,000			\$1,200,000
KIMBERLY - 401(k)		\$750,000		\$750,000
Total Tax Deferred Assets	\$1,815,000	\$750,000	\$0	\$2,565,000
<i>Tax Exempt Assets</i>				
MICHAEL - ROTH IRA (JIC)	\$80,000			\$80,000
Total Tax Exempt Assets	\$80,000	\$0	\$0	\$80,000
Total Investment Assets	\$2,920,000	\$750,000	\$240,000	\$3,910,000
Assets	Michael	Kimberly	Joint	Total
<i>Property</i>				
RESIDENCE (ZILLOW VALUATION)			\$550,000	\$550,000
LAKE PROPERTY			\$700,000	\$700,000
Total Property Assets	\$0	\$0	\$1,250,000	\$1,250,000
Total Assets	\$2,920,000	\$750,000	\$1,490,000	\$5,160,000
Liabilities	Michael	Kimberly	Joint	Total
MORTGAGE - LAKE PROPERTY (3.5% FIXED RATE, 13 YEARS REMAINING)			\$260,000	\$260,000
Total Liabilities	\$0	\$0	\$260,000	\$260,000
ESTIMATED NET WORTH	\$2,920,000	\$750,000	\$1,230,000	\$4,900,000

CLIENT EXPERIENCE: NET WORTH STATEMENT

Other Assets

Life Insurance Policies	Michael	Kimberly	Joint	Total
MICHAEL - 15 YEAR TERM	\$1,500,000			\$1,500,000
KIMBERLY - 10 YEAR TERM		\$1,000,000		\$1,000,000
Total	\$1,500,000	\$1,000,000	\$0	\$2,500,000

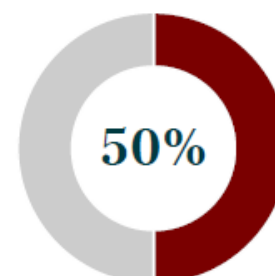
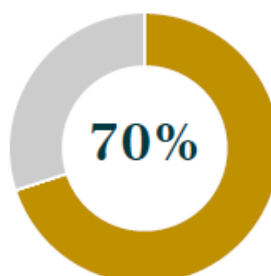
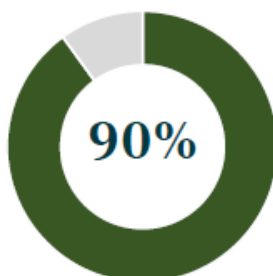
Charitable	Michael	Kimberly	Joint	Total
CHARITABLE CHECKING ACCOUNT			\$20,000	\$20,000
Total	\$0	\$0	\$20,000	\$20,000

Children's Accounts	Michael	Kimberly	Joint	Total
OHIO 529 PLAN - BOBBY			\$25,000	\$25,000
OHIO 529 PLAN - CAROLINE			\$25,000	\$25,000
Total	\$0	\$0	\$50,000	\$50,000

CLIENT EXPERIENCE: CASH FLOW PLANNING

Assumptions		
	Michael	Kimberly
Age	60	59
Retirement Age	65	64
Projection Until	90	90
Total Investment Assets	\$3,910,000	
Annual Savings	\$40,000	
Inflation	2.6%	

Probability of Success



90%	
Annual Spending:	\$140,000
Monthly Spending	\$11,667
Value at 95 (Today's \$)	\$4,160,000
Value at 95 (Future \$)	\$7,125,000

70%	
Annual Spending:	\$180,000
Monthly Spending	\$15,000
Value at 95 (Today's \$)	\$1,825,000
Value at 95 (Future \$)	\$2,300,000

50%	
Annual Spending:	\$210,000
Monthly Spending	\$17,500
Value at 95 (Today's \$)	\$0
Value at 95 (Future \$)	\$0

Assumed Income / Capital Gains Tax Rates: 25% / 15%

CLIENT EXPERIENCE: CASH FLOW PLANNING

PLAN
Base Facts
Manage

Please select a plan to enable techniques

WHAT-IF
Alternative Scenarios
Manage

Retire Early at 63

Shift to More Aggressive Asset Allocation

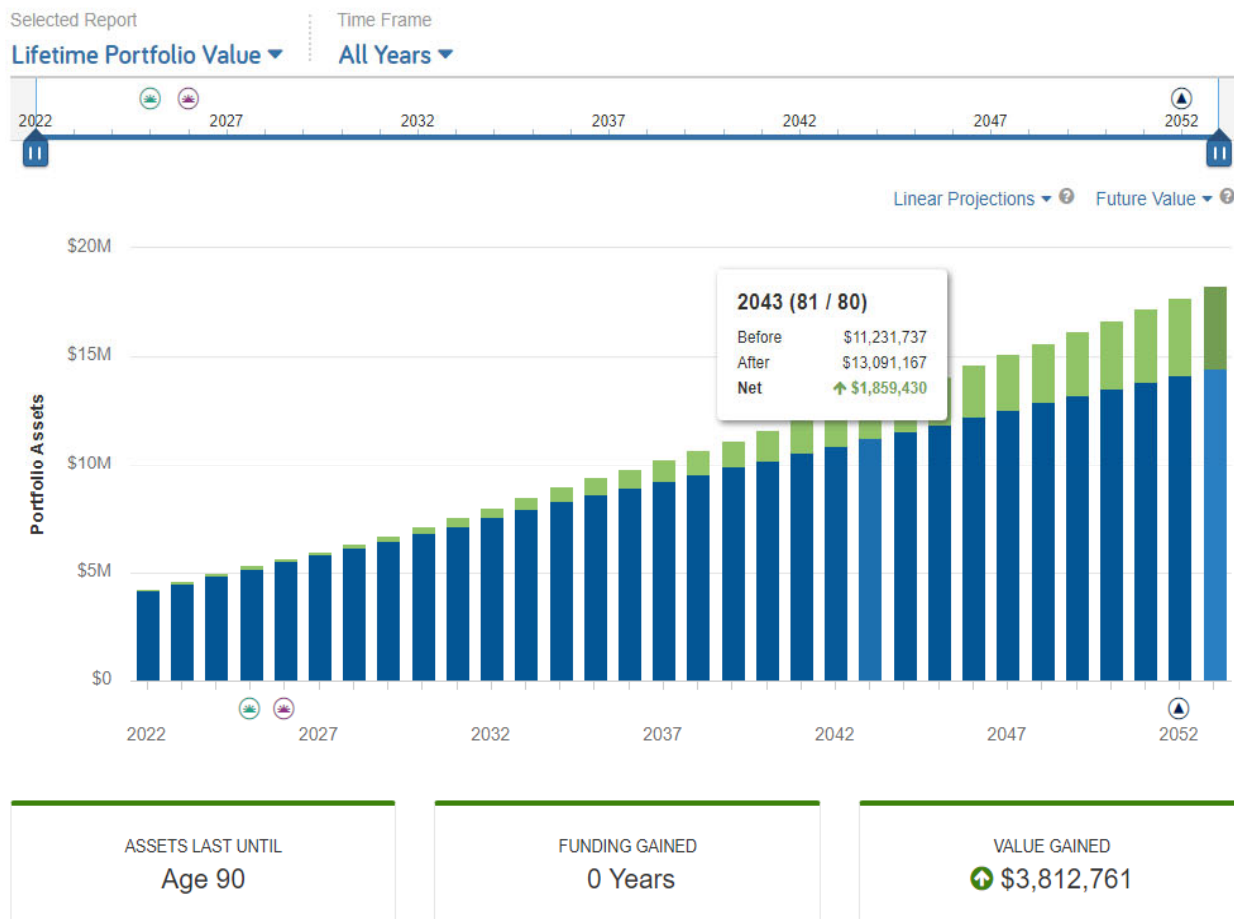
20% Market Correction at Michael's Retirement

Purchase Boat

Purchase Car

Sell Vacation Home

Opens In Advanced Planning
All On · All Off

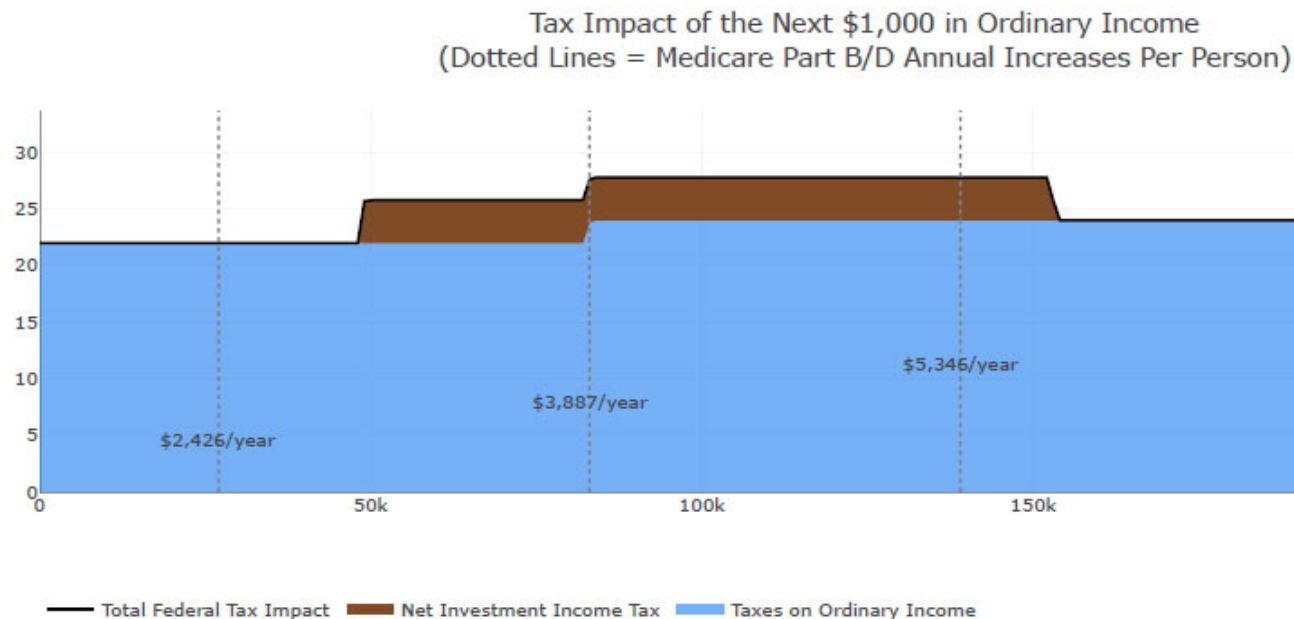


CLIENT EXPERIENCE: INCOME TAX PLANNING & COORDINATION

ORDINARY INCOME LAST STEP BEFORE NEXT JUMP IN MARGINAL TAX RATE: \$48,000.00

Baseline Taxable Income \$173,031.00

Baseline Ordinary Income \$96,031.00



CLIENT EXPERIENCE: ESTATE PLANNING REVIEW

SUMMARY ITEMS

Attorney(s): Tim Long
 Original Document Location: Smith & Owens, LPA
 Trustee: Johnson Trust Company
 Successor Trustee(s): Johnson Trust Company
 Executor: Sarah Bean
 Successor Executor(s): Lisa Bess
 Financial Power of Attorney: Sarah Bean
 Healthcare Power of Attorney: Sarah Bean
 Estate Exclusion Amount: \$12,060,000
 Annual Gift Exclusion: \$16,000

KEY DOCUMENTS

	Executed	Last Updated	Copy In JIC Files
Last Will and Testament	✓		✓
Trust Documents	✓		✓
Financial Power of Attorney	✓		✓
Healthcare Power of Attorney	✓		✓
Living Will	✓		✓
Beneficiary Designations	✓		✓

BENEFICIARY DESIGNATIONS

Michael - TOD (JIC)

Primary

Kimberly Bess - 100%

Contingent

Bobby Bess - 50%

Caroline Bess - 50%

Michael - Inherited IRA (JIC)

Primary

Kimberly Bess - 100%

Contingent

Bobby Bess - 50%

Caroline Bess - 50%

CLIENT EXPERIENCE: PERSONALIZED INVESTMENT POLICY STATEMENT (IPS)

Portfolio Objective:

Provide sustainable cash flow support in retirement. Balance at death according to estate plan documents.

YOUR INVESTMENT STRATEGY

Higher Risk Assets: 70%

Lower Risk Assets: 30%

Approach:

Balanced portfolio with exposure to equities, fixed income, and real assets. The focus of the portfolio will be on capital appreciation.

Comments:

The portfolio is invested primarily for long-term growth with current income (yield) being a secondary concern. This investment policy statement is dynamic and subject to change as the client's goals and objectives change.

RISK TOLERANCE

Ability to Take Risk:	Above average
Willingness to Take Risk:	Average
Overall:	Average

Comments:

The client has an average tolerance for risk and is comfortable with our investment style. Therefore, no special accommodations or deviations from our style are necessary.

LIQUIDITY

Monte Carlo Projection:	\$140,000 - \$180,000/yr.
Portfolio Withdrawals:	\$6,000/mo.
Portfolio Contributions:	N/A
Minimum Cash:	\$5,000
One Time Expenses:	To be discussed
Family/Charitable Gifts:	To be discussed
Estimated Taxes:	N/A

TIME HORIZON

Investment Horizon:	Long term
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TAXES

Effective Tax Rate:	To be discussed
Marginal Tax Rate:	To be discussed
Required Min Distribution:	N/A
Capital Gains Target:	To be discussed

LEGAL

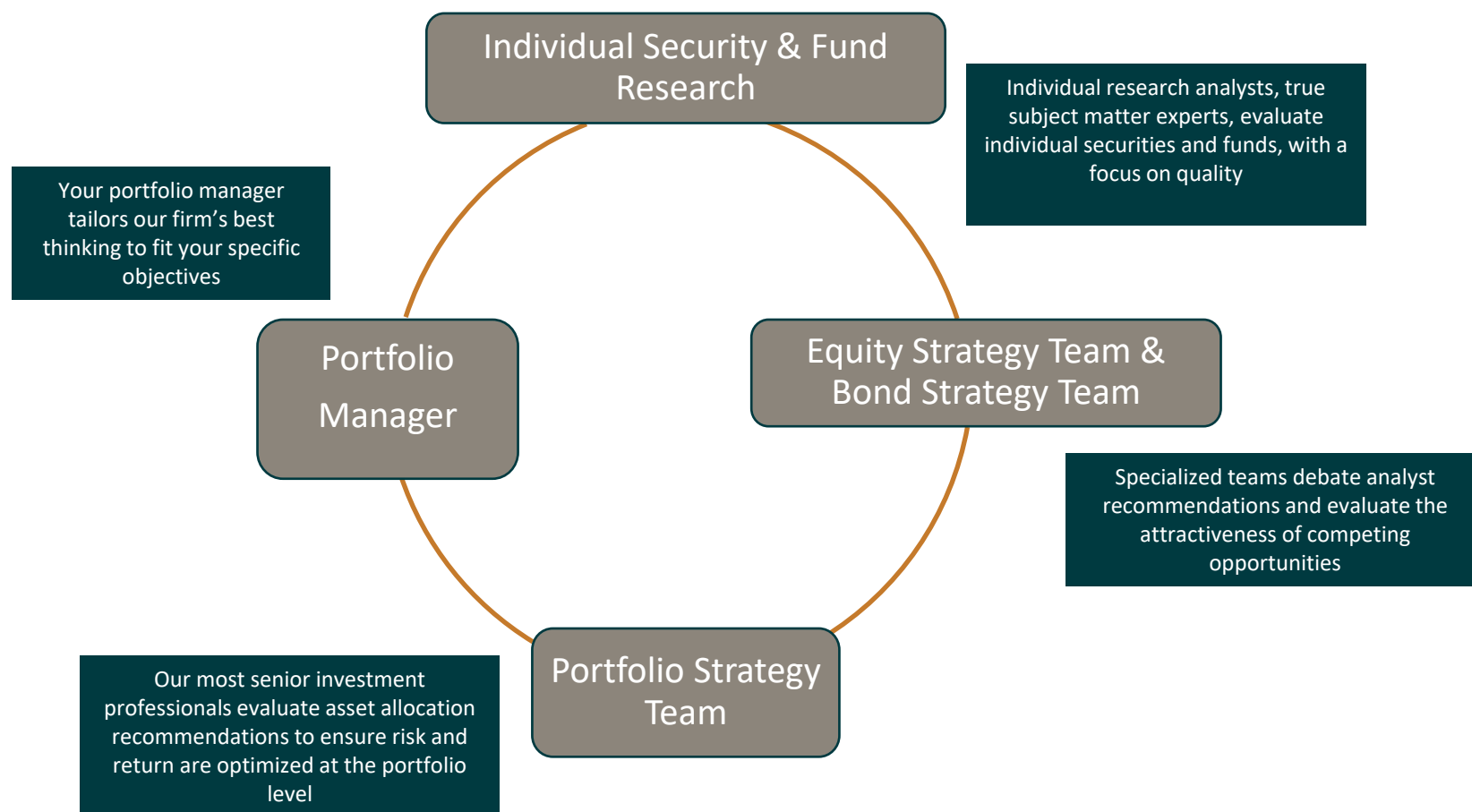
Fiduciary standard in effect.

UNIQUE ISSUES

None.

CLIENT EXPERIENCE: PORTFOLIO CONSTRUCTION PROCESS

- » Before any investment is made, it moves through a multi-step process guided by our investment discipline.
- » Our team-based approach enables our Portfolio Managers to tailor our institutional investment research to accomplish your personalized goals.



CLIENT EXPERIENCE: JOHNSON INVESTMENT RESEARCH

Portfolio Strategy Team

- **Charles Rinehart, CFA, CAIA, Director of Equities, Portfolio Manager**
- Jason Jackman, CFA, President & Chief Investment Officer
- Bret Parrish, CFA, CIO of Equities/Managing Director, Private Client Group
- Fred Brink, CFA, CFP®, Managing Director, Johnson Asset Management
- Brian Kute, CFA, Director of Research
- Michael Leisring, CFA, Director of Fixed Income
- Michael Jordan, CFA, CFP®, Managing Director
- Chad Maggard, CFA, Managing Director

Individual Stock Selection

Brian Kute, CFA
Charles Rinehart, CFA, CAIA
 Bryan Andress, CFA
 Joe Edelstein, CFA
 Chris Godby, CFA
 Bill Jung, CFA
 Bret Parrish, CFA
 Joe Abbott, CFA
 Eric Bachus, CFA
 Previn Pandey
 Treven Mitchell

Research Strategy Teams

Equity

Charles Rinehart, CFA, CAIA
 Brandon Zureick, CFA - Economics
 Max Monk, CFA - Infrastructure
 Emilia Connor-Brady - Private Assets
 Michael Timm, CFA - Private Assets
 Eric Bachus, CFA - Portfolio Construction
 Landon Peterson - Communications

Bill Jung, CFA - Large Cap
 Brad Morrissey, CFA - REITs
 Joe Abbott, CFA - International
 Joe Edelstein, CFA - Small & Mid Cap
 David Christian CFA, CFP® - Portfolio Construction
 Alex Wertz - Communications
 Jack Martinsen - Communications

Fixed Income

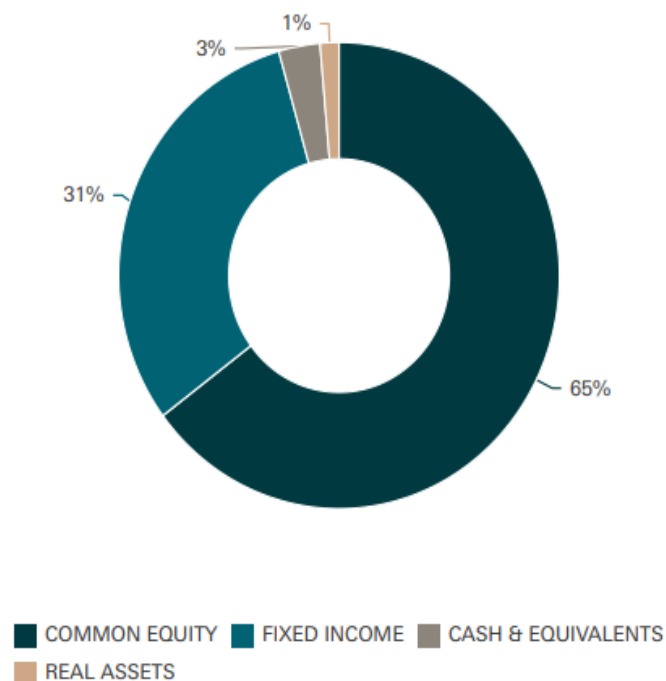
Michael Leisring, CFA
 Jason Jackman, CFA
 Ryan Martin, CFA
 David Theobald, CFA
 Brandon Zureick, CFA
 Brad Morrissey, CFA
 Emilia Connor-Brady
 Kristen Curtiss

CLIENT EXPERIENCE: OUR ASSET ALLOCATION FRAMEWORK

	Conservative		Moderate-Conservative		Moderate		Moderate-Aggressive		Aggressive	
Asset Class	Goal %	Strategic Range %	Goal %	Strategic Range %	Goal %	Strategic Range %	Goal %	Strategic Range %	Goal %	Strategic Range %
Equities	22%	0-30%	41%	20-50%	60%	40-70%	74%	55-85%	89%	70-100%
U.S. Equities - Large Cap	15%		29%		42%		52%		62%	
U.S. Equities - Mid Cap	1%		2%		4%		4%		5%	
U.S. Equities - Small Cap	1%		3%		4%		5%		6%	
International Equities	4%		7%		11%		13%		16%	
Fixed Income	76%	40-90%	56%	30-70%	36%	20-50%	21%	10-30%	6%	0-10%
Investment Grade	76%		56%		36%		21%		6%	
Real Assets	1%	0-30%	2%	0-25%	3%	0-20%	3%	0-20%	4%	0-20%
Infrastructure	1%		1%		2%		2%		3%	
Real Estate	0%		1%		1%		1%		1%	
Cash	1%	0-10%	1%	0-10%	1%	0-10%	1%	0-10%	1%	0-10%
Expected Return	5.6%				7.0%				8.3%	
Expected Volatility	5.2%				9.8%				14.7%	

CLIENT EXPERIENCE: YOUR ASSET ALLOCATION

	Value	%
COMMON EQUITY	\$2,385,803	64.74%
LARGE CAP	\$1,700,534	46.15%
MID CAP	\$167,617	4.55%
SMALL CAP	\$156,990	4.26%
INTERNATIONAL	\$360,663	9.79%
REAL ASSETS	\$50,859	1.38%
REAL ESTATE	\$9,255	0.25%
INFRASTRUCTURE	\$41,604	1.13%
FIXED INCOME	\$1,136,649	30.85%
BONDS	\$1,131,334	30.70%
PREFERRED STOCKS	\$5,315	0.14%
CASH & EQUIVALENTS	\$111,723	3.03%
CASH & EQUIVALENTS	\$111,723	3.03%
Total	\$3,685,034	100.00%



Higher Risk Assets

\$2,436,662 (66%)

Lower Risk Assets

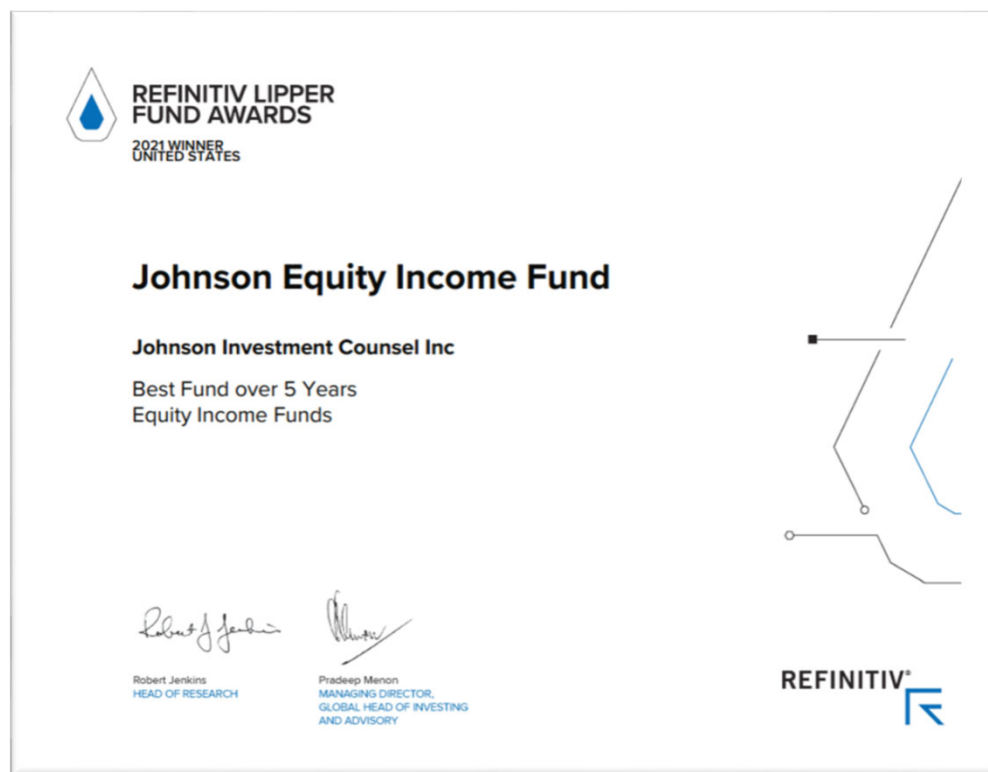
\$1,248,372 (34%)

CLIENT EXPERIENCE: JOHNSON AWARD WINNING FUNDS

» Johnson has had multiple funds win Lipper awards for strong performance in their respective peer groups.

- The Johnson Equity Income Fund is a 2021 winner of the Refinitiv Lipper Fund Award for “Best Fund over 5 Years” for Equity Income Funds.
- The Johnson Institutional Intermediate Bond Fund is a 2021 winner of the Refinitiv Lipper Fund Award for “Best fund over 3 years” AND “Best fund over 5 years” for Institutional Mutual Funds.

These honors are given to individual mutual funds that have outperformed peers based on risk-adjusted, consistent returns over three-, five-, and ten-years relative to their peers. Refinitiv Lipper designates award-winning funds in most individual classifications for the three-, five-, and ten-year periods.



NOTE: THE REFINITIV LIPPER FUND AWARDS, GRANTED ANNUALLY, HIGHLIGHT FUNDS AND FUND COMPANIES THAT HAVE EXCELLED IN DELIVERING CONSISTENTLY STRONG RISK-ADJUSTED PERFORMANCE RELATIVE TO THEIR PEERS. THE REFINITIV LIPPER FUND AWARDS ARE BASED ON THE LIPPER LEADER FOR CONSISTENT RETURN RATING, WHICH IS A RISK-ADJUSTED PERFORMANCE MEASURE CALCULATED OVER 36, 60 AND 120 MONTHS. THE FUND WITH THE HIGHEST LIPPER LEADER FOR CONSISTENT RETURN (EFFECTIVE RETURN) VALUE IN EACH ELIGIBLE CLASSIFICATION WINS THE REFINITIV LIPPER FUND AWARD. FOR MORE INFORMATION, SEE LIPPERFUNDWARDS.COM. ALTHOUGH REFINITIV LIPPER MAKES REASONABLE EFFORTS TO ENSURE THE ACCURACY AND RELIABILITY OF THE DATA CONTAINED HEREIN, THE ACCURACY IS NOT GUARANTEED BY REFINITIV LIPPER. THE AWARD MAY NOT BE REPRESENTATIVE OF EVERY CLIENT'S EXPERIENCE. THE AWARD IS NOT INDICATIVE OF FUTURE PERFORMANCE AND THERE IS NO GUARANTEE OF FUTURE INVESTMENT SUCCESS.

BENEFITS OF PARTNERING WITH US





BENEFITS OF PARTNERING WITH US

- **Fiduciary** with a **service culture** that puts clients first
 - 100% Employee Owned
 - 100% Independent
 - 100% Fee Only
- **Disciplined, team-based** investment and truly integrated wealth management process
- **Sophisticated expertise and experience** amongst our professionals
 - 37 CFA Charterholders, 32 CFP® Professionals, 7 CTFAs, 3 CAIAs, 2 CIMAs®
- **Size** that provides **scale and resources** to help our clients make good financial and life decisions
- **Locally-based** team
- Full service **trust company** to assist and integrate with your estate plan



CLEAR AND SIMPLE FEE STRUCTURE

Wealth Advisory Fee Schedule:

- 1% on the first \$1 million under management
- .8% on the next \$2 million under management
- .6% on the next \$2 million under management
- .5% on any additional assets under management

Note: All marginal dollars under management beyond \$5 million are at the .5% advisory fee. Fees are levied semiannually in January and July using average daily balance method of portfolio appraisal calculated as of June 30th and December 31st. Available non-profit discount of 10% of the above fee schedule.

Transaction Fees (Paid to the custodian):

- \$0 per trade for stocks and exchange traded funds
- \$14 per trade for mutual funds (Many mutual funds have no transaction fees)

Note: If a Johnson Mutual Fund is utilized, the fee is then at the fund level and no advisory fee is charged on this asset. Transaction fees depicted above reflect those of primary custodian. Transaction fees do not include the Section 41 Transaction Fee on the sale of equity.



QUESTIONS? PLEASE CONTACT

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- » CINCINNATI
- » CINCINNATI | KENWOOD
- » CLEVELAND | AKRON
- » COLUMBUS
- » DAYTON
- » DETROIT

One of our most important responsibilities to client and prospective clients is to communicate in an open and direct manner. Some of our comments in this presentation are based on current management expectations and are considered "forward-looking statements". Actual future results, however may prove to be different from our expectations. We cannot promise future results. Any performance expectations presented here should not be taken as any guarantee or other assurance as to future results. Our opinions are a reflection of our best judgment at the time this presentation was created, and we disclaim any obligation to update or alter forward-looking statements as a result of new information, future events or otherwise. The material contained herein is based upon proprietary information and is provided purely for reference and as such is confidential and intended solely for those to whom it was provided by JIC.

