

# The Investment Manager Search Process



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# A Client Focused Fiduciary Responsibility

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# Investment Manager Evaluation (Step 4)

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- Open architecture manager searches
- Leverage dedicated research professionals
- Assessments available to clients for full transparency
- Work with investment committee on manager recommendations
- Fee analysis and negotiation

# Due Diligence Process

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- How many analysts are dedicated to manager analysis?
- Do they have a Patented Process?
- How many new strategies are approved each year?
- Does the research team conduct onsite visits?
- How many strategies are monitored each year?

# Manager Selection Criteria

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**No single blueprint exists, but we do have preferred attributes that we look for in an investment strategy.**

- Investment Process & Characteristics
- Business Stability
- Operations & Compliance Characteristics

# Qualitative Summary

	Manager 1	Manager 2	Manager 3	Manager 4	Russell 1000G
Growth Sub-Style	<i>Conservative</i>	<i>Traditional</i>	<i>Traditional</i>	<i>Aggressive</i>	<i>Index</i>
Forecasted P/E (1 Yr) vs. Index	24.8 Lower	35.3 Higher	22.6 Lower	35.8 Higher	30.7
Market Cap (\$Billions) vs. Index	\$965 Lower	\$869 Lower	\$363 Lower	\$1,273 Lower	\$1,512
Decision Making	Bottom-Up	Bottom-Up	Bottom-Up	Bottom-Up	
# of Securities	47	34	55	49	440
Foreign Secs. Permitted	No	Yes	No	Yes	
Maximum Cash	5%	5%	2%	5%	
Year Firm Established	1998	1993	1978	1863	
Who Est. Performance	Team	Team	PM	Team	
Commitment	Owners	Owners	Well Paid	Owners	
Total Firm Assets	\$2.3 Billion	\$71.1 Billion	\$3.3 Billion	\$3.2 Trillion	
Total PM's & Analysts	6	39	4	6	

*Information as of June 30, 2024*

Sources: Morgan Stanley Global Investment Manager Analysis team, Informa PSN, and Zephyr StyleADVISOR

This summary contains select data for each investment manager and index listed and should not be considered inclusive of all material information available for each investment. Please refer to additional information provided in the complete manager search analysis for each manager.

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# Trailing Returns

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As of June 30, 2024

	1 year	3 years	5 years	7 years	10 years	15 years
Manager 1 (Conservative Growth)	21.93%	10.76%	15.29%	15.72%	13.67%	15.44%
Manager 2 (Traditional Growth)	28.22%	8.43%	17.08%	18.52%	17.09%	N/A
Manager 3 (Traditional Growth)	21.99%	10.41%	16.47%	15.61%	14.02%	15.42%
Manager 4 (Aggressive Growth)	36.58%	11.44%	20.92%	21.22%	18.49%	19.29%
Russell 1000 Growth	33.48%	11.28%	19.34%	18.64%	16.33%	17.29%

# Calendar-Year Returns

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## 2019 To Year-to-Date 2024 (as of 6/30/2024)

	YTD 2024	2023	2022	2021	2020	2019
Manager 1 (Conservative Growth)	10.12%	30.77%	-17.57%	27.59%	21.71%	30.63%
Manager 2 (Traditional Growth)	14.52%	39.80%	-30.63%	30.86%	40.21%	36.19%
Manager 3 (Traditional Growth)	11.18%	25.96%	-16.33%	31.27%	24.87%	36.82%
Manager 4 (Aggressive Growth)	24.65%	35.58%	-24.90%	19.30%	57.09%	39.97%
Russell 1000 Growth	20.70%	42.68%	-29.14%	27.60%	38.49%	36.39%

# Calendar-Year Returns

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## 2013 To 2018

	2018	2017	2016	2015	2014	2013
Manager 1 (Conservative Growth)	3.46%	23.05%	6.54%	2.27%	13.92%	35.51%
Manager 2 (Traditional Growth)	5.33%	29.06%	6.55%	13.70%	7.10%	34.47%
Manager 3 (Traditional Growth)	-6.13%	23.06%	9.31%	0.47%	21.11%	36.29%
Manager 4 (Aggressive Growth)	0.98%	38.95%	-1.11%	8.55%	11.87%	33.97%
Russell 1000 Growth	-1.51%	30.21%	7.08%	5.67%	13.05%	33.48%

# 3-Year Rolling Returns

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**July 2016 - June 2024 (36-Month Moving Windows, Computed Monthly)**

	Jun-24	Jun-23	Jun-22	Jun-21	Jun-20	Jun-19
Manager 1 (Conservative Growth)	10.76%	13.33%	11.64%	20.56%	16.13%	15.32%
Manager 2 (Traditional Growth)	8.43%	11.78%	11.98%	27.42%	22.40%	21.34%
Manager 3 (Traditional Growth)	10.41%	15.51%	12.71%	22.27%	13.65%	16.35%
Manager 4 (Aggressive Growth)	11.44%	12.98%	14.35%	28.93%	24.98%	24.15%
Russell 1000 Growth	11.28%	13.73%	12.58%	25.14%	18.99%	18.07%

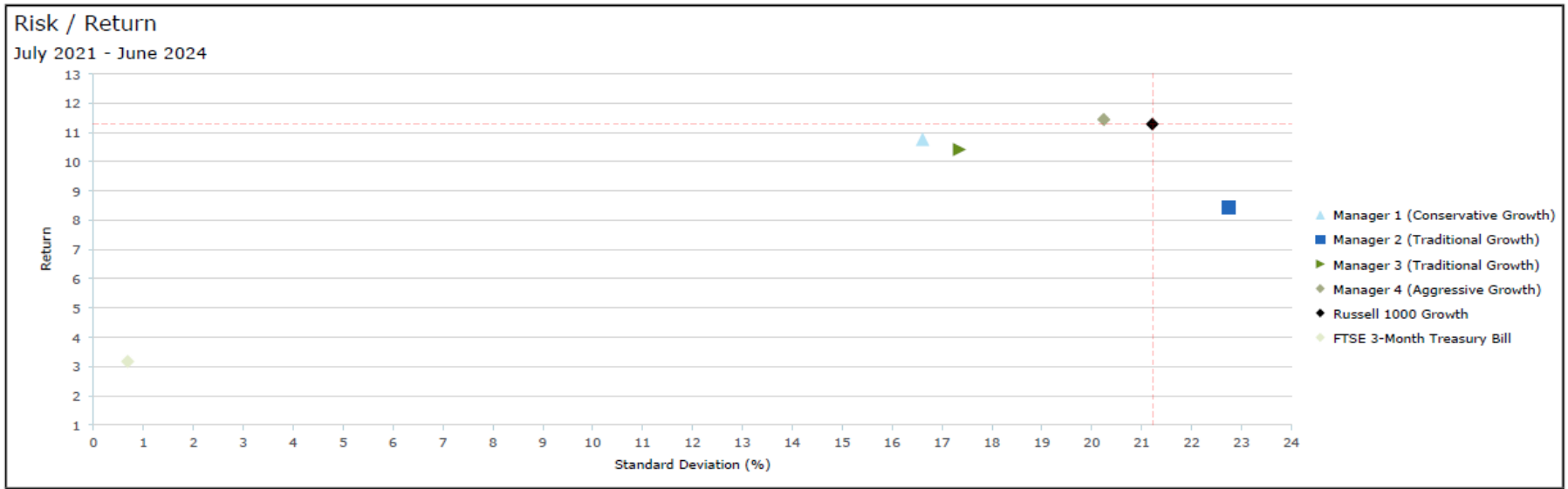
# 3-Year Rolling Alphas

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**July 2016 - June 2024 (36-Month Moving Windows, Computed Monthly)**

	Jun-24	Jun-23	Jun-22	Jun-21	Jun-20	Jun-19
Manager 1 (Conservative Growth)	1.94%	2.66%	1.50%	0.73%	0.49%	1.45%
Manager 2 (Traditional Growth)	-2.80%	-1.05%	0.23%	4.76%	3.85%	4.15%
Manager 3 (Traditional Growth)	1.48%	4.29%	1.47%	-1.05%	-4.43%	-0.51%
Manager 4 (Aggressive Growth)	0.73%	0.25%	1.52%	1.88%	3.55%	4.05%
Russell 1000 Growth	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

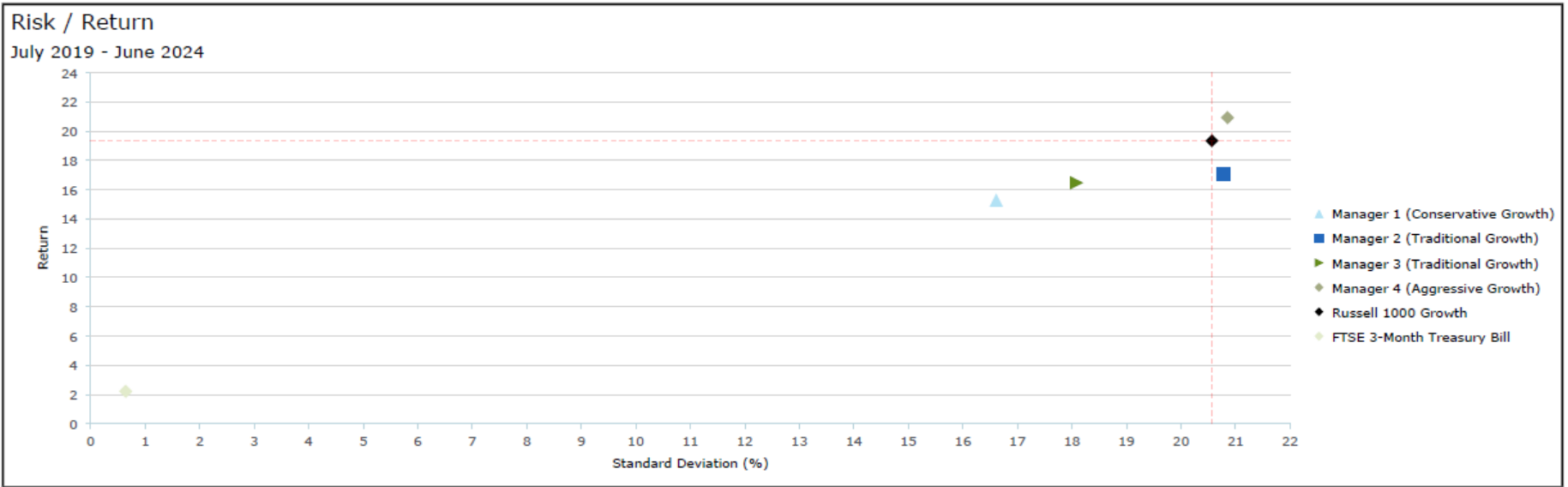
# Risk/Return – 3 Years



## July 2021 - June 2024: Summary Statistics

	Return	Standard Deviation	Beta	Up Capture	Down Capture	Alpha	Sharpe Ratio	R-Squared
Manager 1 (Conservative Growth)	10.76%	16.61%	0.75	78.11%	82.97%	1.94%	0.46	91.42%
Manager 2 (Traditional Growth)	8.43%	22.75%	1.04	96.88%	104.48%	-2.80%	0.23	94.63%
Manager 3 (Traditional Growth)	10.41%	17.35%	0.77	79.15%	84.93%	1.48%	0.42	88.19%
Manager 4 (Aggressive Growth)	11.44%	20.24%	0.94	95.24%	96.01%	0.73%	0.41	96.81%
Russell 1000 Growth	11.28%	21.21%	1.00	100.00%	100.00%	0.00%	0.38	100.00%

# Risk/Return – 5 Years

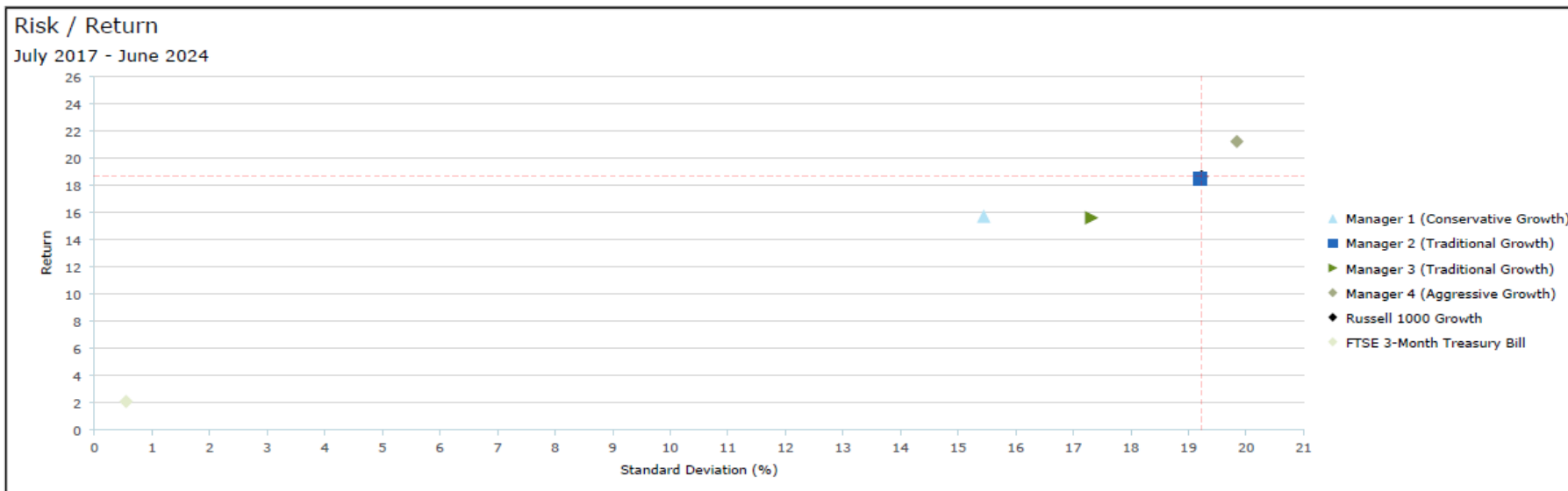


## July 2019 - June 2024: Summary Statistics

	Return	Standard Deviation	Beta	Up Capture	Down Capture	Alpha	Sharpe Ratio	R-Squared
Manager 1 (Conservative Growth)	15.29%	16.61%	0.77	76.75%	86.60%	0.30%	0.79	91.51%
Manager 2 (Traditional Growth)	17.08%	20.79%	0.97	90.21%	96.49%	-1.34%	0.71	92.65%
Manager 3 (Traditional Growth)	16.47%	18.09%	0.83	81.87%	88.95%	0.46%	0.79	89.03%
Manager 4 (Aggressive Growth)	20.92%	20.85%	0.99	97.70%	93.03%	1.63%	0.90	94.80%
Russell 1000 Growth	19.34%	20.57%	1.00	100.00%	100.00%	0.00%	0.83	100.00%

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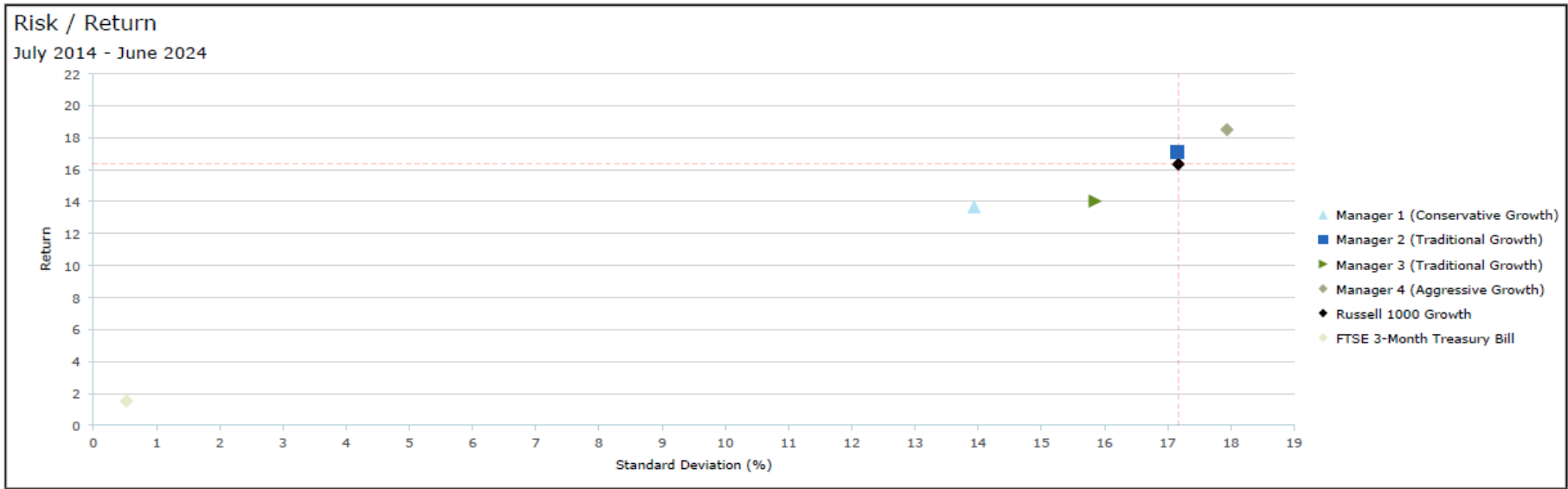
# Risk/Return – 7 Years



## July 2017 - June 2024: Summary Statistics

	Return	Standard Deviation	Beta	Up Capture	Down Capture	Alpha	Sharpe Ratio	R-Squared
Manager 1 (Conservative Growth)	15.72%	15.44%	0.77	79.41%	85.89%	1.24%	0.88	91.62%
Manager 2 (Traditional Growth)	18.52%	19.21%	0.96	94.18%	94.10%	0.58%	0.85	93.05%
Manager 3 (Traditional Growth)	15.61%	17.32%	0.85	83.34%	91.18%	-0.15%	0.78	89.44%
Manager 4 (Aggressive Growth)	21.22%	19.84%	1.00	101.58%	93.58%	2.23%	0.96	94.66%
Russell 1000 Growth	18.64%	19.23%	1.00	100.00%	100.00%	0.00%	0.85	100.00%

# Risk/Return – 10 Years



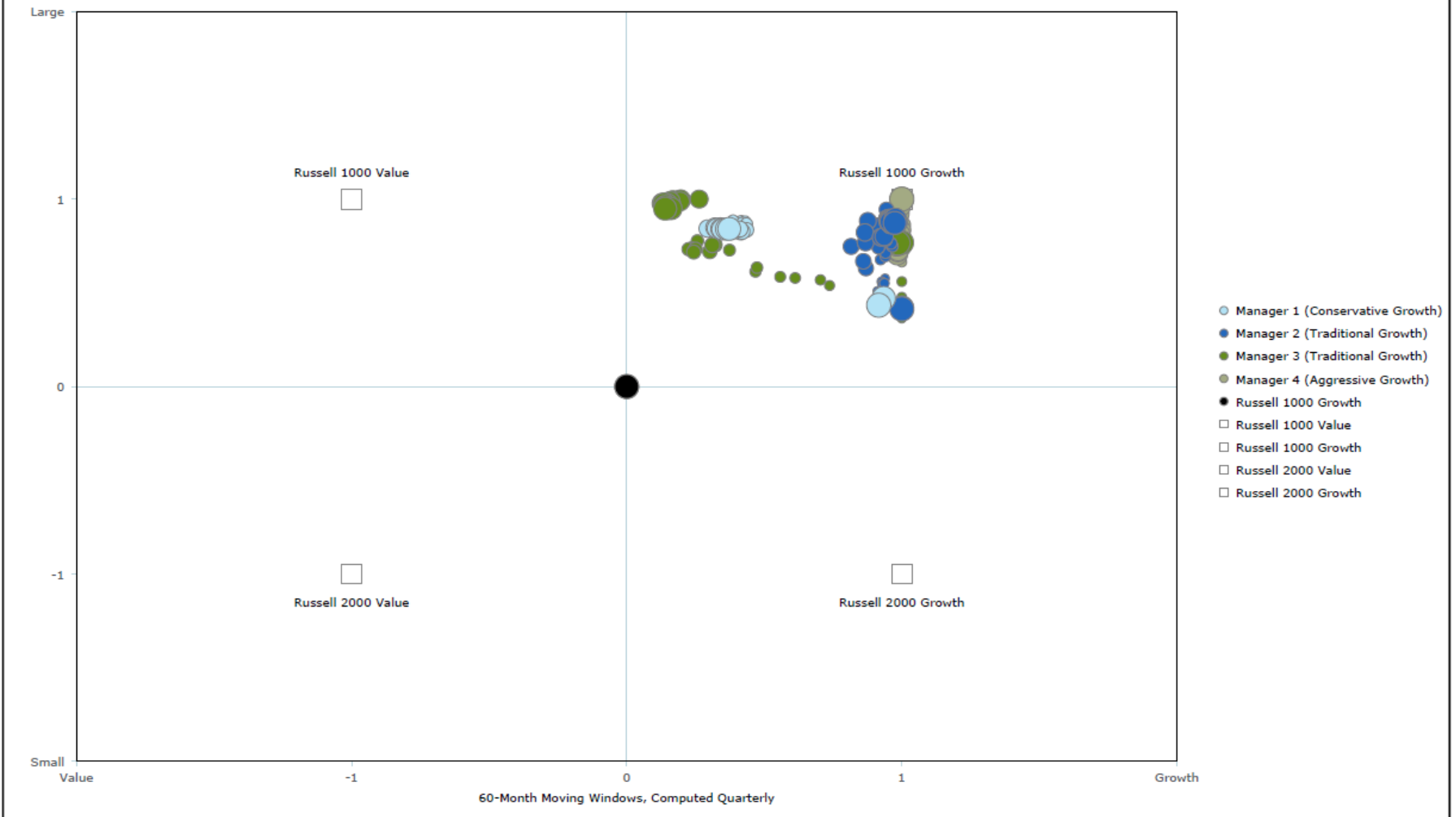
## July 2014 - June 2024: Summary Statistics

	Return	Standard Deviation	Beta	Up Capture	Down Capture	Alpha	Sharpe Ratio	R-Squared
Manager 1 (Conservative Growth)	13.67%	13.94%	0.78	79.70%	85.32%	0.90%	0.87	91.44%
Manager 2 (Traditional Growth)	17.09%	17.14%	0.96	95.95%	91.92%	1.34%	0.91	92.29%
Manager 3 (Traditional Growth)	14.02%	15.85%	0.87	86.10%	92.39%	-0.05%	0.79	88.52%
Manager 4 (Aggressive Growth)	18.49%	17.94%	1.01	104.52%	96.57%	1.85%	0.95	93.41%
Russell 1000 Growth	16.33%	17.17%	1.00	100.00%	100.00%	0.00%	0.86	100.00%

# Style Analysis

## Manager Style

60-Month Moving Windows, Computed Quarterly, July 2009 - June 2024



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