



retirement  
leadership  
forum

# XYZ Co. DC Advisory Board

October 22, 2020

SAMPLE - NOT FOR DISTRIBUTION

# 30,000 Foot View



## Recordkeepers

- Stagnant Sales Pipeline
- Posturing for Power
  - Participant Ownership
  - Data Sharing
  - Narrowing Partnerships

## Asset Managers

- Achieving a new bar for “value-add”
- Data-driven sales model
- Renewed Focus on Product Innovation
  - TDF Disruption
  - Collective Investment Trusts
  - Retirement Income

## Distributors

- Cautious Expansion Continues
- Advice: Gateway to Participants
- Narrowing Partnerships
  - Relationship Pricing
  - Beyond the Economic Update

## External Factors

- On-going Pandemic
- Legislation
  - SECURE
  - CARES
  - ESG
- Retiring the Word Retirement

Source: Retirement Leadership Forum

# Outline of the Presentation



## The Distribution Landscape

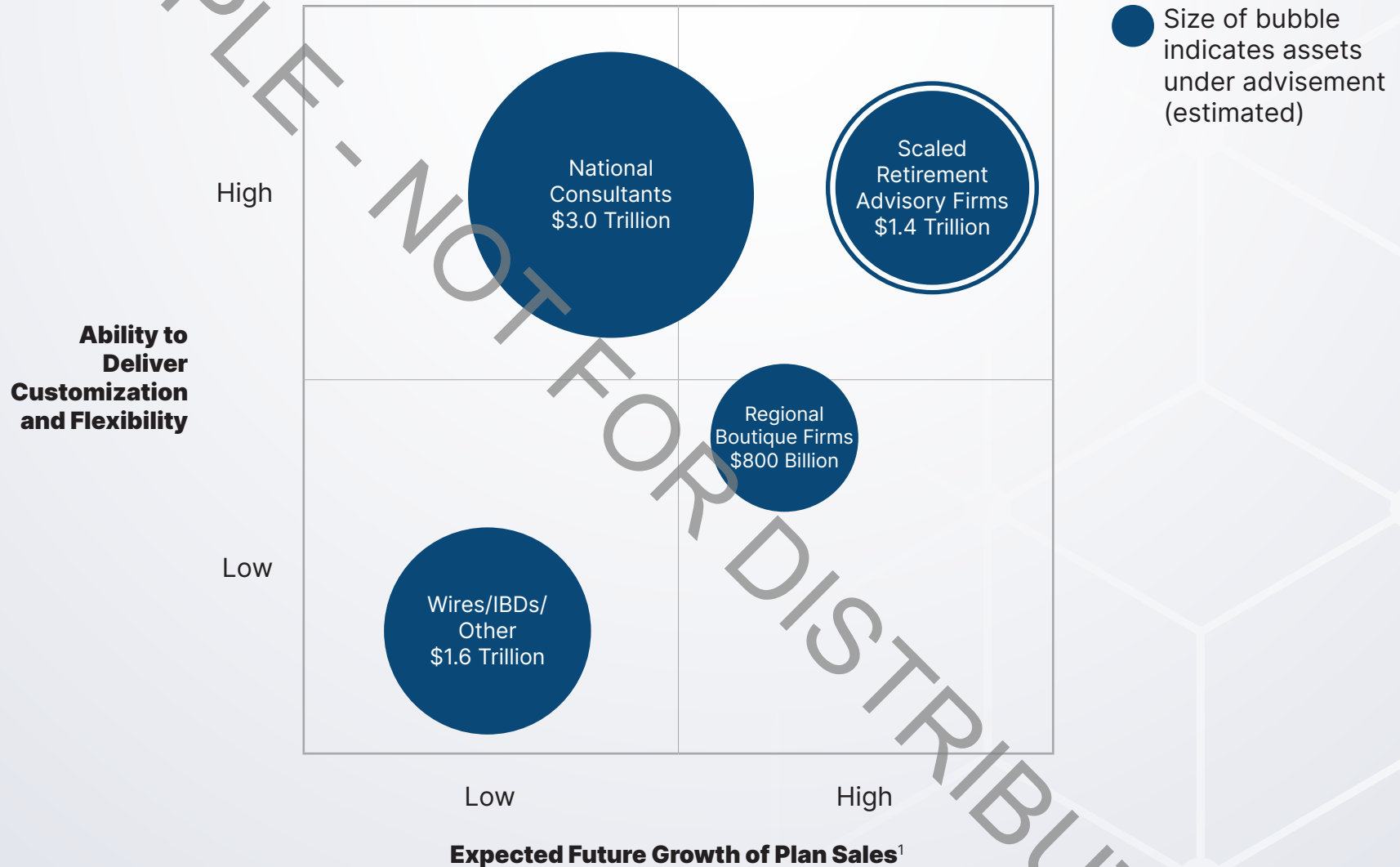
Battle for the Participant

Profiting from Convergence

Serving Post Retirement Needs

# High Potential

Retirement Opportunity by Firm Type, 2019



Source: Wise Rhino Group, RLF 2019 Recordkeeper Sales and Retention Survey

<sup>1</sup> Future growth positioning determined by survey of RLF Recordkeeper and DCIO members

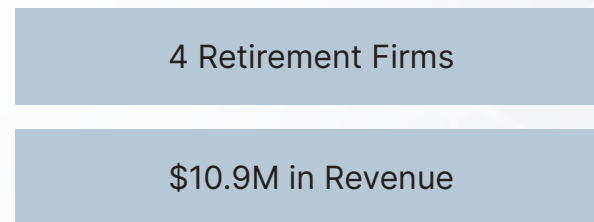
# Getting Bigger

Respondents' Average Overall 2020 Wealth Acquisition Goals



n = 11  
Source: RLF/WRG 2020 SRAF Survey

Respondents' Average Overall 2020 Retirement Acquisition Goals



n = 11  
Source: RLF/WRG 2020 SRAF Survey

## The Effect of Covid-19 on Aggregators 2020 Acquisition Goals

**100%** Of SRAF Firms Expect the Multiple Paid for Retirement and Wealth Advisory Firms to Decrease in the Remainder of 2020

↑ Increased Caution = ↓ Multiples

Expect to see:

- More Scrutiny on the EBITDA Number
- Fewer firms getting a better multiple
- More firms using a 1-2 year escrow as part of the deal structure