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Johnson Investment Counsel Acquires Riazzi Asset Management

Wealth management firm adds \$143 million of assets under management

Dayton – Johnson Investment Counsel announced today it is expanding its presence in the Dayton, Ohio market by acquiring Riazzi Asset Management, a locally based asset management firm founded in 2007 by John C. Riazzi, former CEO of Transamerica Investment Management.

“We are committed to growing in each market we serve, and this is another step in that process,” said Jason Jackman, President, Johnson Investment Counsel. “We’re thrilled to be able to build our client base in Dayton, where we are among the largest money management firms,¹ and add talented professionals to our team.”

Employees from Riazzi Asset Management, including John Riazzi, will join the Johnson Investment Counsel team and serve clients out of the firm’s downtown Dayton office in the Kettering Tower. The acquisition will take effect on April 1, 2018.

“Joining Johnson Investment Counsel allows the firm to provide its current clients a wider range of services and comply with the increasing compliance regulations that took effect in 2017,” Riazzi says. “Our two firms are such a great fit because we share a dedication to client service excellence.”

The acquisition adds two employees and \$143 million in assets under management for Johnson Investment Counsel. This expands the firm to 122 employees serving clients out of five offices, bolstering the company’s position as the largest independent wealth management firm in Ohio.

“We will continue to pursue firms that share our values and whose leaders are contemplating a merger,” Jackman said. “It’s consistent with our mission of helping more people.”

Johnson Investment Counsel was built on a vision of improving the quality of people’s lives, which remains its guiding principle today, more than 50 years later. The company was ranked 1st in Ohio according to the “2017 Largest Fee Only RIAs” survey published by InvestmentNews.com.² The firm was also ranked 15th on Barron’s list of the top independent wealth advisory firms in the country in 2017.³

About Johnson Investment Counsel

Headquartered in Cincinnati with offices across Ohio, Johnson Investment Counsel serves clients in 47 states. The firm manages more than \$10 billion in assets. Through Johnson Private Client Group, Johnson Trust Company, and Johnson Institutional Management, the firm serves individuals, corporations, retirement plans, foundations, and endowments. Johnson Investment Counsel is a 100 percent employee-owned company with 32 shareholders among 122 employees. Its professionals are dedicated to developing genuine relationships with clients and delivering exceptional service. Johnson Investment Counsel is committed to remaining an independent firm acting in the best interests of clients and employees.

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Johnson Investment Counsel has five offices across Ohio with two in Cincinnati, and one in each city Cleveland/Akron, Columbus, and Dayton. For more information on locations and services, visit <http://www.johnsoninv.com>.

¹ This Dayton Business Journal ranking is based on assets under management reported to the the Dayton Business Journal as of November 2017. Dayton Business Journal, 1/18/2018.

² This InvestmentNews ranking is based on assets under management reported to the SEC as of May 1, 2016. InvestmentNews.com, 6/4/2017.

³ This Barron's ranking is based on a number of criteria, including assets under management, client retention, and various factors that speak to the firms' ability to provide broad and consistent services to their clients. The firms' filings with the Securities & Exchange Commission were used to cross-check the data provided to Barron's, as of 06/30/2017.

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