



September 1, 2015

Dear Guest,

Welcome to the 2015 Verus Client Summit. Thank you for taking the time to spend a day with us.

Our conference theme this year is: **True North – Exploring opportunities in your institutional portfolio.** Our sincere hope is that everyone in attendance takes this opportunity to collaborate and investigate new and existing ideas, leading to better investment outcomes.

Today, I am pleased to report Verus is stronger and better positioned to serve our clients than at any time in our 30-year history. The firm currently employs 77 people, and we advise approximately \$115 billion of client assets¹. Verus now has a unique suite of service solutions tailored to the specific needs and governance requirements of each client, including non-discretionary advisory, risk advisory, and discretionary outsourced CIO. We have invested heavily in people, technology, and data to help us provide a set of investment solutions that is truly unique within our industry.

Our agenda today will feature Pulitzer Prize winner Bob Woodward, associate editor of The Washington Post, and author of over a dozen books; Tad Rivelle, chief investment officer, fixed income for TCW; Shawn Achor, founder and chief executive officer of Goodthink, Inc.; Ian Toner, CFA, managing director of strategic research of Verus, and a CIO Roundtable moderated by Shelly Heier, CFA, CAIA, president & chief operating officer of Verus. The breakout sessions in the morning and afternoon will be led by Verus professionals on varied topics.

Most of the presentation materials will be made available to you immediately after the conference via a web portal. Please refer to the URL on the back of this letter. We will also be sending you an online questionnaire after the conference and hope you will help us improve our next client summit by providing suggestions.

On behalf of everyone at Verus, I would like to thank you for the confidence you have placed in our firm, and we hope you enjoy your time in Seattle.

Sincerely,

Jeffrey MacLean
Chief Executive Officer

¹ As of June 30, 2015