



# PERSPECTIVES THAT DRIVE ENTERPRISE SUCCESS



*We are stewards of the means to a better life.*

Success at what we do preserves and fortifies the wellbeing of individuals, families, and communities. We rely on objective observation, rigorous research, demonstrable facts, and measurable results to help guide our clients. Yet the true value of our work lies beyond what can be measured – what we do impacts people’s lives.

## This is our story

For over 30 years, Verus has been providing research-driven investment solutions that enable institutions to prudently discharge their fiduciary responsibility. With a deep understanding of our clients’ circumstances, we apply our knowledge, insight and experience to help them achieve their enterprise objectives.

Today we advise on over \$448 billion in client assets. We service a broad range of clients including educational and charitable organizations, corporate, multi-employer and public defined benefit plans, hospitals and insurance providers.

Though our business has evolved, we continue to be driven by the same values our founder, William Wurts, established in 1986: the quality of our people, the principled nature of our culture, the insights of our research and above all, our determination to serve our clients well. To meet their long-term obligations, institutions must achieve long-term investment goals. Our role is to help them succeed.

## Our services

Our services include independent advice through our non-discretionary consulting, private markets, and risk advisory service offerings. For institutions who choose to delegate more of their fiduciary responsibility, we also provide discretionary Outsourced CIO services.

## Sharing our insights

In recent years, the environment for institutional fiduciaries has become more complex with more volatile markets, an increasingly interconnected global economy and the introduction of new financial instruments, making independent and professional guidance more necessary than ever before.

Unconstrained by conventional thinking and industry consensus, Verus investment professionals follow the data until it leads to insight, and turn insight into ideas that benefit our clients - ultimately resulting in a more robust approach to portfolio design and opportunity capture.

## Verus by the numbers

**100% EMPLOYEE OWNED**

**3 OFFICE LOCATIONS**

Seattle, Los Angeles, San Francisco

**82 EMPLOYEES**

**70 INVESTMENT PROFESSIONALS**

**156 CLIENT RELATIONSHIPS**

**\$448 BILLION IN ASSETS\***

\$445 Billion AUA

\$3 Billion AUM

Breakdown by client count



- Non-Profit, 30%
- Taft-Hartley, 35%
- Private Client, 5%
- Public, 15%
- Corporate, 15%

\*Includes Verus' total assets under advisement; preliminary as of 7/1/2018.

## Services offered

Through an independent approach to investment analysis, we offer our clients up-to-date research and advice designed to help them achieve their enterprise objectives.

### Non-Discretionary Consulting

- An experienced team of investment professionals consult and assist in designing investment policies and portfolio allocations customized to the clients' investment objectives and risk capacity
- Services also include investment manager evaluation, consultation and recommendations, staff and committee education, and portfolio performance monitoring

### Risk Advisory

- Designed for large fund sponsors who appreciate the importance of incorporating risk into investment decisions
- Complete implementation of a holdings-based risk system that reveals governance and policy actions
- Our proprietary risk management tools are designed to minimize surprises through improved communication. Reports provide clients a high level of visibility into their portfolios

### Outsourced CIO (OCIO)

- For clients who choose to delegate the implementation of their investment policy, we offer highly customized and comprehensive solutions
- As a hands-on OCIO team, we eliminate the barriers associated with quarterly vetting, approval and review processes and incorporate the advantages of daily market evaluations, live portfolio, and management tools

### Private Markets

- Our seasoned consulting team, solely dedicated to private markets, specializes in strategic planning, policy implementation and monitoring
- Integration with general consultants positions our private markets team to assess overall asset allocation strategies and align with risk factor goals
- Focused on achieving long-term return objectives, we emphasize careful manager selection

## Leadership



**Jeffrey MacLean**  
Chief Executive Officer



**Shelly Heier, CFA, CAIA**  
President, Chief Operating Officer



**Kraig McCoy, CFA**  
Chief Financial Officer



**Ian Toner, CFA**  
Chief Investment Officer



**Scott Whalen, CFA**  
Executive Managing Director



**Max Giolitti**  
Chief Risk Officer

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