

# Non-discretionary Consulting

## Verus at a glance

### \$448 BILLION IN ASSETS\*

\$445 Billion AUA

\$3 Billion AUM

156 client relationships

### CONSISTENT HISTORY

62% of our clients have been with Verus for over 10 years.

### INDUSTRY LEADING

Leaders on risk-factor allocation, risk management and governance.

### 100% EMPLOYEE-OWNED

Established in 1986, we operate with an independent business philosophy and structure.

### PROACTIVE COMMUNICATION

Educating clients about the economy, markets, and portfolio construction is a key component of our service.

### ACCESSIBLE

Low client-to-consultant and high research professional-to-consultant ratios combine for a comprehensive, yet personalized approach to client service.

## Trusted advice

Institutional fiduciaries often make multi-million dollar decisions that can have a substantial impact on their organization or its beneficiaries. Increasingly, their decisions must be made in a rapidly evolving, highly complex investment environment.

Consultants at Verus recognize the depth of that responsibility. Through an independent, unbiased approach to investment analysis, we offer our clients up-to-date research and advice designed to help them achieve their enterprise objectives.

## Client-focused solutions

Our professionals understand the unique complexities and important distinctions between the spending needs of endowments, the accrued liabilities of public defined benefit plans, the appropriate LDI solutions for corporate defined benefit plans, the communication complexities of defined contribution plans, and the specialized risk parameters of reserve assets – whether they are health care trusts, insurance portfolios or operating reserve assets.

## Enterprise objectives should guide all decision making

**Return goal:** Based on objectives and enterprise risk tolerance

### Asset allocation

Develop a thoughtful strategic asset allocation based on your enterprise objective and risk tolerance

### Effective implementation

Effective and efficient implementation, combining best-in-class investment managers, low-cost passive exposures and appropriate operations

### Opportunity capture

Identify and capture attractive valuation-based market opportunities

### Risk Management

Apply risk management best practices across the portfolio to maximize risk-adjusted return

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

## The Verus perspective

A clear and consistent approach to investing, guidance and service.

### FUNDAMENTAL PRINCIPLES

- Diversification
- Valuation
- Risk
- Humility



### FUNCTIONAL PRINCIPLES

- Plan objectives should guide all decision making
- Asset allocation & risk exposures drive portfolio results
- Economic factors & valuation drive long-term asset class returns
- Risk & diversification must be viewed through multiple lenses
- Fees & costs should be minimized, and justified

## We follow the data until it leads to insight, and turn insight into ideas

Market inefficiencies create opportunities (and threats) for long-term investors. Real opportunities may be infrequent, but can have a substantial impact. The key to finding opportunities is to look for them. The depth and experience of Verus' capital markets and strategic research teams fuel a unique perspective on the macroeconomy and capital markets, and as such, provides institutional investors a more robust approach to portfolio design and opportunity capture.

### Ongoing research & discussion

Daily investment meetings, monthly strategy meetings, research publications

### Focus on fundamental indicators

Valuations, momentum/trends, macroeconomic, risk factors

### Thoughtful guidance

Asset allocation, strategic tilts, active managers

### Regular publications

- Quarterly Investment Landscape (QIL): Fed policy, macroeconomic conditions, capital market valuations, risk and trend analysis
- In-depth annual outlooks on hedge funds, private equity, real assets and active management

### Timely & varied research

- Current market events
- Best practices, plan design
- Active manager topics

**DEEP RESEARCH CAPABILITIES, STRUCTURED TO FIND INEFFICIENCIES**

*All publications available via our website*

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