Verus™

Non-discretionary Consulting

Verus at a glance

$425 BILLION IN ASSETS*

153 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 appropate LDI solutions for corporate defined benefit plans, the communication complexities of defined contribution plans, and the specilalized 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 10/1/2019.

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The Verus perspective

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

INVESTMENT 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, strategy meetings, research publications

Focus on fundamental indicators

Valuations, momentum/trends, macroeconomic, risk factors

Thoughtful guidance

Asset allocation, strategic tilts, active managers

DEEP RESEARCH CAPABILITIES, STRUCTURED TO FIND INEFFICIENCIES

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

All publications available via our website