

Delivering outcomes for Not-For-Profit clients propelling their mission to a brighter future



Your mission and goals come first

Each nonpro is unique, driven by its mission, vision, values, and objectives.

We aim to identify opportunities, anticipate problems, develop strategies and solutions that will help address not-for-profit organizations' investment needs, challenges and goals.



Our mission is to build brighter futures for our clients, colleagues and our communities.



Empowering you

Outsource the administrative burden to us, allowing you to focus on your key strategic ambitions around achieving your mission - **enabling you to respond faster and prioritize your focus on what really matters.**

Who we serve

At Mercer, our focus is to serve our clients and invest for change, while building stability and strength for the future.

- Associations
- Charitable Foundations
- Community and private foundations
- Cultural organizations
- Health care systems
- Human services
- Independent schools
- Museums and fine arts organizations
- Colleges and universities
- Religious organizations
- Youth development organizations



What sets Mercer apart

Mercer leverages our scale and expertise as differentiators serving not-for-profit clients.

- We enable our investors by aiming to **capture almost all the market's return while seeking to minimize expenses** for investment management. This provides our clients a tremendous head start.
- Mercer has been **providing OCIO (Outsourced Chief Investment Officer) solutions in the US since 1995**. Our highly tenured investment and operational teams have weathered several market cycles and apply this time-tested experience to your portfolio.
- **We create investment solutions tailor-made for you**. Whether utilizing indexing or active management strategies we build your portfolio based on our knowledge and understanding of the role it plays in supporting your mission.
- Our team of **dedicated portfolio management professionals** focuses exclusively on building intelligently diversified portfolios of active equity, fixed income, and alternative investment managers. We leverage our investment expertise and powerful statistical tools to identify specific portfolio characteristics that we believe will increase the probability of generating both absolute and risk-adjusted outperformance over time.
- **Your specialized investment team only serve not-for-profit organizations, driven by building lasting relationships and providing exceptional service**. Our mindset is always on your mission, concerns, investment needs and organizational aspirations.



We work with – and for you

Helping your organization succeed through a range of cost effective investment management and advisory services. We understand that every dollar spent on fees and investment costs takes away from supporting your mission.

Strategy

- Investment Policy development and review
- Risk analysis
- Spending policy and analysis
- Strategic and dynamic asset allocation
- Portfolio alignment to address your SRI and ESG needs
- Liquidity analysis and budgeting



Portfolio Management

- Open architecture
- Management of Investment Managers (evaluation, selection, contracting, continuous monitoring, and termination)
- Benefits may result from negotiated fees



Rebalancing

- Maintain policy
- Execute manager policy/diversification
- Execute rebalancing policy



Investment Operations

- Raise cash, as needed
- Coordinate cash activities with custodian
- Dedicated operational support
- Audit support



Performance Monitoring

- Manager compliance/ monitoring
- Document decisions
- Monthly and quarterly reporting
- Annual statements
- Annual exposure reports available
- Client web portal for online report access



Committee Education

- Fiduciary consultation
- Mission Related Investing (MRI) consulting
- Economic and market updates
- Webinars and Conferences
- Donor events
- White papers
- Intellectual capital



Specialized expertise where you need it most

We work as an extension of your committee/staff, powered by a dedicated advisory team. Mercer teams are highly credentialed, holding academic and industry qualifications i.e. MBA, CFA®, CIMA, CFP®, CAIA, etc.

Boutique experience and structural support



Why clients choose to partner with us

Capital allocation expertise

Our approach is backed by **decades of practical experience** and sophisticated modeling tools. Our goals-based, enterprise-focused approach to asset allocation will take into consideration your financial, operational, and investment goals.

Manager selection and access

Our **200+ investment professionals**¹ make us one of the industries deepest and broadest manager oversight and selection teams. This commitment to uncompromising due diligence support the team in their search for highly qualified investment partner. There are **over 11,500 strategies**¹ that are currently rated, around **3,400 have earned our highest rating, A-rated**^{1,2}.

Industry insights

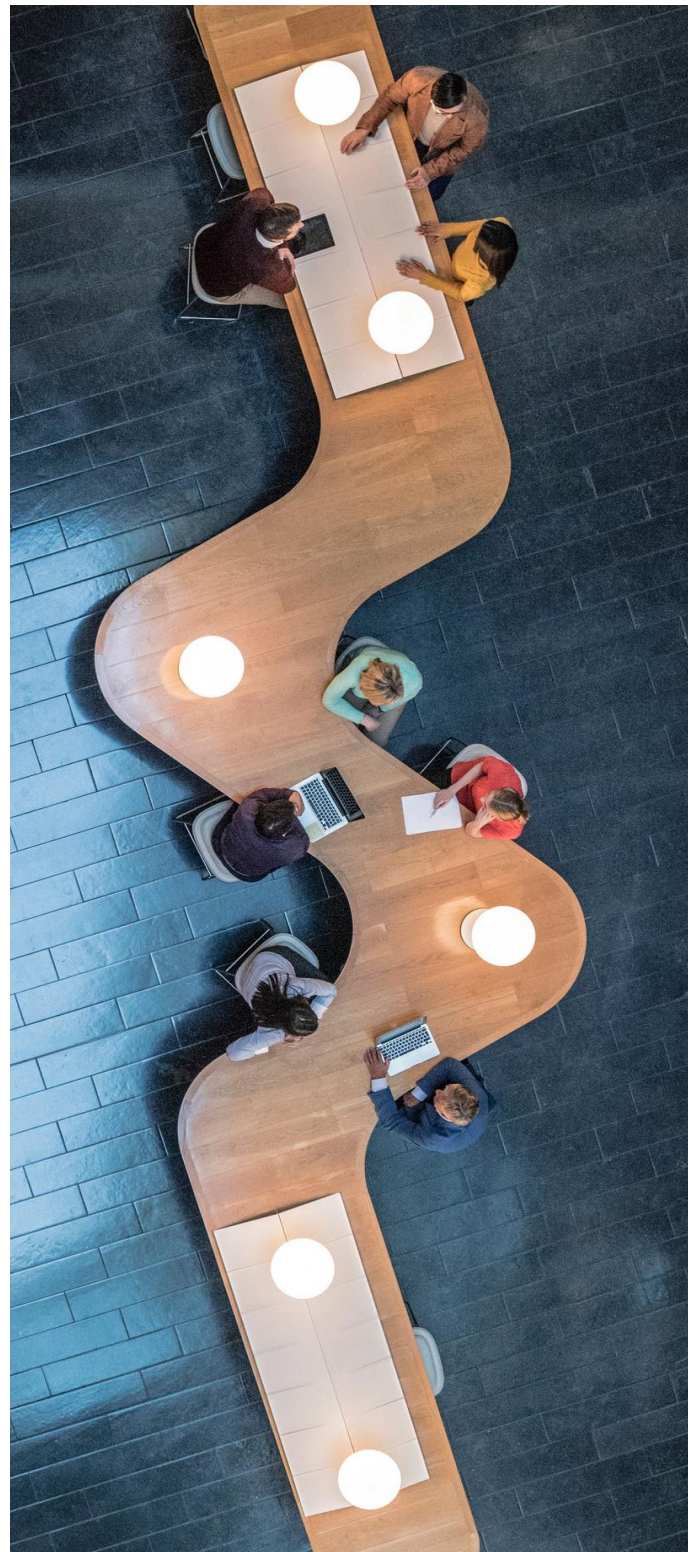
We pride ourselves on being at the forefront of industry trends and thought leadership. **We regularly publish research reports, white papers, and market insights** to keep our clients informed about the latest developments in the investment landscape.

Portfolio alignment

We have decades of experience working with over **1,200 mission-driven organizations**³. This experience gives us the ability to ensure that your investment portfolio is aligned to your mission. This alignment can take many forms, from seeking out the highest possible long-term return to those that are more tailored to your mission, whether it be ESG, DEI, and/or faith-based.

Proven results

We are outcome focused using sophisticated tools to help meet client risk/return needs. This can range from utilizing a low-cost public markets portfolio, with index and low-cost active managed funds from leading providers, to private market investments.



1 As of March 31, 2024, includes sub-advised strategies.

2 Pursuant to Mercer's proprietary rating process the rating assigned to a strategy may or may not be consistent with its past performance. Although the rating reflects our expectations on future performance over a time frame appropriate for the particular strategy, we do not guarantee that these expectations will be fulfilled. Please see the [Guide to Mercer's Investment Strategy Ratings](#).

3 As of June 30, 2024.

Mercer by the numbers

Largest OCIO provider¹

25+

Years as an OCIO provider

163

Not-For-Profit team members countrywide

28

Local investment offices countrywide

1,200+

U.S. Not-For-Profit clients

\$202+

Billion US assets under management (AUM)

\$2.6+

Trillion US assets under advisement (AUA)²

~3,400

A rated strategies²

11,500+

Global strategies rated²

95%

Client retention rate³

Data as of June 30, 2024, unless noted otherwise.

1 Per "Pension & Investment" magazine's 2024 Outsourcing Survey, worldwide outsourced AUM as of March 31, 2024 as reported by 55 participating firms to P&I (<https://researchcenter.pionline.com/rankings/outsourcing-manager/datatable>). Mercer's US AUM for the same period March 31, 2024 was \$198.7 billion. Mercer did not pay a fee to be included in this survey. This survey is not indicative of the adviser's future performance. Please see Important Notices for important information about AUM and AUA.

2 As of March 31, 2024

3 Retention based on client counts from June 30, 2022 - June 30, 2023, excluding annuity purchases.



Contact us

If you would like to understand more about how Mercer works with Not-For-Profit organizations, contact us today.

Email us at: mercerinvestmentsolutionsus@mercer.com

Visit our website: <https://www.mercer.com/solutions/investments/not-for-profit-organizations/>

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For the most recent approved ratings of an investment strategy, and a fuller explanation of their meanings, contact your Mercer representative.

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