



280+

SENIOR INVESTMENT PROFESSIONALS GLOBALLY

18

AVERAGE YEARS OF SENIOR INVESTMENT PROFESSIONAL EXPERIENCE

~50%

OF EXECUTIVES AND FIRM LEADERS ARE WOMEN

5,000

MANAGER MEETINGS PER YEAR

47+

YEARS OF INVESTMENT INNOVATION

11

GLOBAL OFFICE LOCATIONS

# A GLOBAL INVESTMENT FIRM

## OUR GOAL

Generate long-term outperformance based on your investment objectives and risk tolerances

## OUR ADVANTAGE



Deep partnerships



Specialized expertise



Access to best investment ideas



Alignment with clients

## OUR CLIENTS

### 60% ENDOWMENTS & FOUNDATIONS

We continue to be a market leader in the E&F segment, creating a strong community that benefits from our thorough understanding of investment best practices, robust peer insights, and decades of experience serving institutional clients.

### 28% PRIVATE CLIENTS

For more than 30 years, we have helped private clients implement tax-aware investment strategies, prepare for generational wealth transfers, establish governance processes, and understand wealth growth and preservation.

### 12% PENSIONS

Our pension practice couples pension and investment expertise with extensive experience across organization types, markets, regulatory frameworks, asset pools, and plan types.

Figures represent business mix as of September 30, 2021.

*Our portfolio management services complement clients' internal resources and expertise*

#### DISCRETIONARY (OCIO)

For clients who want to delegate portfolio management decision making, we serve as their fully resourced investment office, accountable for portfolio strategy, implementation, day-to-day management, and operations.

#### NON-DISCRETIONARY

For clients who wish to retain final decision making on portfolio investments, we provide directive recommendations on asset allocation, portfolio structure, and manager selection. Changes to the portfolio are approved by the client.

#### STAFF EXTENSION

For clients with significant investment staff, we augment their in-house resources with our robust manager networks and deep portfolio construction and asset class expertise.

#### ASSET CLASS MANDATES

For clients who want to leverage our specialized investment skill and deep manager networks in private equity, hedge funds, real assets, private credit, co-investments, and secondaries, we manage specific asset class mandates on either a discretionary or a non-discretionary basis.