

BREAKING NEWS

Mergers and Acquisitions

I am excited to announce that we have acquired Kanaly Trust, an industry-leading trust company and total wealth management firm for high-net-worth clients. As a Mercer Advisors client, you have come to know that we are committed to your success. Our acquisition of Kanaly Trust supports our commitment by increasing our **value proposition** to you, and bolsters our ability to support your Economic Freedom[®] by enabling us to offer expanded family office and trust administration services.

Our acquisition of Kanaly Trust also makes Mercer Advisors one of the largest independent Registered Investment Advisors (RIAs) in the United States. Such scale allows us to pass cost savings on to you, in addition to delivering more services. And of course, all our services remain seamlessly integrated and holistically designed.

*Mercer Advisors + Kanaly Trust:
"The whole is greater than the sum of its parts."*

– Aristotle



David H. Barton
Chief Executive Officer

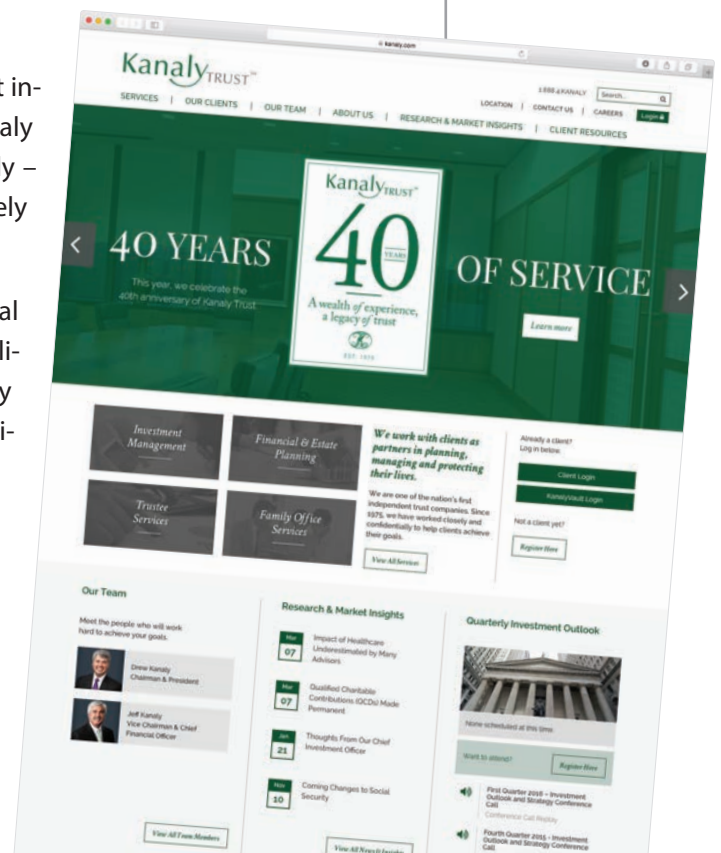
KANALY TRUST: A BRIEF OVERVIEW

Kanally Trust, based in Houston, Texas, is one of the nation's first independent trust companies. And just like Mercer Advisors, Kanally Trust was founded by a charismatic visionary – E. Deane Kanaly – who believed in holistic client care that was delivered objectively and only in a fiduciary capacity.

The Trust Services team at Kanaly Trust has decades of practical experience addressing and managing even the most complicated estate planning and trust administration scenarios. They serve multiple generations within families in a variety of capacities, including:

- Executor
- Co-Executor
- Trustee
- Co-Trustee
- Fiduciary agent

In addition to providing manifold trust administration and corporate trustee services, Kanally Trust is also a total wealth





management firm. As you can see, many of their services mirror those currently available to you as a Mercer Advisors client, including:

- Financial and retirement planning
- Estate and wealth transfer planning
- Tax planning
- Business succession planning
- Risk management

Currently, our Family Wealth Services team provides in-house estate planning strategy and document preparation, tax analysis and preparation, Social Security analysis, and asset protection strategies. The following additional services will be available to you in the near future, as part of our continued commitment to **value extension**:

- Legatee and beneficiary income distribution management
- Executive financial planning and benefit analysis
- Real estate services, including oil and gas
- Charitable giving and philanthropic planning
 - Develop and implement giving programs
 - Manage private foundations
 - Administer foundations and grants
 - Train foundation trustees
- Estate tax returns
- Bill pay

Kanally Trust is a preeminent Trust Company and valued brand that has been delivering on the promise of holistic client care for 40 years! Kanally Trust currently manages over \$2 billion in assets and serves as trustee or executor for client estates total-

ing over \$4 billion; it's a big company. As a Trust Company, it is uniquely positioned to serve high-net-worth clients and their families through its manifold trust administration and family office services. We now offer this platform and capability to all our 5,500+ clients nationwide. Visit the Kanally Trust website at www.kanally.com to learn more.

Our growth through acquisition is carefully orchestrated for your benefit: to enhance the value and support you receive as a Mercer Advisors client. We leverage our strength to better serve and protect your best interests – which is our ultimate vision as your fiduciary.

“We use profit and growth as a means to make our vision possible.”

– Mercer Advisors Guiding Principle

Our acquisition of Kanally Trust strengthens the Mercer Advisors team lineup by bringing in house the expertise of more than 50 seasoned professionals. It also fortifies the one-stop-shop accessibility we offer for all of your financial needs... both today, and well into the future. Together, we are bigger, stronger, and better positioned to further develop and grow our Family Wealth Services team and the suite of services they provide. The depth and breadth of our combined talent increases the value proposition we deliver to you – our most important asset.

I'll be sharing more information about our expanded family office and trust service offerings over the next several months. Rest assured, our expansion will not interrupt any of the services you receive from Mercer Advisors. If you have any immediate questions, please reach out to your dedicated Client Service Team.