



MARINER



# Mariner Fact Sheet

## About Mariner Institutional

- AndCo Consulting, LLC and Fourth Street Performance Partners, Inc. are each separate registered investment advisers that will be acquired by Mariner with an effective date on or about April 2, 2024. The firms will then operate under a combined brand, Mariner Institutional, which will advise approximately \$108\* billion in assets with 100 associates.
- We believe every client is unique and therefore, we advise each one individually. Our Mariner Institutional framework will support this customization and the ability to solve unique challenges for our clients.

## Core Institutional Services

Mariner Institutional will provide our clients the following general core consulting services:

### Traditional Plan

- Investment Policy Development
- Asset Allocation & Liability Modeling and Analysis
- Manager Research
- Ongoing Performance Monitoring
- Trustee Education

### Defined Contribution

- Fee Benchmarking
- Recordkeeper Search & Review
- Fund Lineup Selection
- Performance Measurement & Reporting
- Trustee Education
- Regulatory Updates
- Resource to the Board for Strategy and Decision-making

- While there are numerous non-core services that are nuanced by client and plan type, the specific tasks and application of resources largely fall within one of these core services.
- These core services can be implemented within a non-discretionary or discretionary framework, depending on client needs and preferences.
- Our services are designed to provide leadership guidance, strategy and oversight to any institutional portfolio of assets.

## Institutional Clients

Client Types	Assets as of 6/30/23 (in Billions)
Government	\$59.3
Corporate	\$16.2
Taft-Hartley	\$16.0
Non-Profit	\$13.0
Individual	\$4.2
<b>Total</b>	<b>\$108.7*</b>

---

## About Mariner

- Mariner is a multidisciplinary financial services firm with \$112 billion in AUA\*\* and 1,571 associates.
- Mariner is headquartered in Overland Park, Kan. with 98 locations and serves clients across all 50 states.

## Values and Pillars

### Values

- **Caring** – We care about our clients, our co-workers and our communities. We look out for one another and give to others.
- **Loyalty** – We show loyalty to instill trust. We are loyal and trustworthy in all interactions.
- **Keep Promises** – We keep our promises and do what we say.
- **Belonging** – We foster a culture of security, support, and acceptance where each of our uniquely talented associates has a voice, and we listen.
- **Excellence** – Excellence is an expectation. We strive to go above and beyond in all we do.
- **Optimism** – We foster an optimistic outlook because attitude drives outcome.
- **Abundance** – We show gratitude and seek opportunities that create abundance for our clients, associates and communities.

### Three Pillars

- **Best in Class Experience** – For clients and associates. Positively impact the lives of many.
- **A Culture of Excellence** – We strive for continuous improvement and accountability.
- **Fast, Intentional Growth** – Speed is a force. Growth drives opportunity for all.

## Combined By the Numbers

Advisors:	1,205	Compliance & Legal:	33
Performance Reporting:	36	Marketing:	33
Investment and Manager Research:	74	Information Technology:	40
Operations:	43	Practice Management:	10
Accounting & Finance:	26	Corporate Development & Strategy:	10
Human Resources:	34	Other Associates:	127

\*As of 6/30/23 and represents AndCo, Fourth Street and Mariner Institutional assets

\*\*As of 9/30/23 and represents assets under management and assets under advisement for subsidiaries of Mariner Wealth Advisors, LLC

This material is intended for informational and educational purposes only. The views expressed do not take into account any individual personal, financial, or tax considerations. As such, the information contained herein is not intended to be personal legal, investment, or tax advice or a solicitation to engage in a particular plan or strategy. All Information is as of the dates indicated.