

Helping institutions meet their investment needs

Today’s institutions face complex investment decisions, unexpected opportunities and unique challenges. As a result, directing your institution’s investments can be a demanding responsibility requiring specific expertise to help ensure you are on target with your objectives and fulfill your mission and passion to make an impact on people’s lives.

Bank of America Global Institutional Consulting (GIC) leverages the support, resources and thought leadership of Global Wealth and Retirement Services to provide you with a broad spectrum of institutional investment solutions aligned to your organization’s needs and goals, within an intimate client-consultant relationship. Our experienced, credentialed Global Institutional Consultants are dedicated to serving your organization’s needs with a deep understanding of the institutional market. They are committed to providing a thoughtful perspective, informed advice and customized solutions that are integrated with the unique needs of your organization.

Personalized service makes the difference

Clients value the customized advice and personal service they receive from GIC and it is this client-consultant relationship that helps differentiate GIC, with relationships ranging up to 39 years. As we build relationships, our goal is to build trust, so you can come to rely on your Global Institutional Consultant as a key member of your team.

GIC works with your investment committee, CFOs, trustees and other key members of your team to understand your objectives and to help you pursue your investment needs while managing risk. Our team of consultants works with various types of institutions including retirement plans, nonprofit organizations, union/Taft Hartley plans, faith-based groups, educational organizations, healthcare/insurance providers, tribal nations and family offices.

Customized solutions help meet your needs

We recognize that changing economic times and volatile markets make it increasingly challenging for you to manage your investment and fiduciary responsibilities. Our Global Institutional Consultants strive to alleviate some of the weight of those obligations through an experienced perspective, advice and solutions that are integrated with your organization’s goals.

The foundation of these recommendations is based on a thorough understanding of your unique needs, objectives and preferences developed through a deep discovery process. With GIC, you get the customized service and assistance you need to navigate the financial landscape and explore opportunities that may be appropriate for your organization.

For institutional use only.

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Bank of America is a marketing name used by several Bank of America Corporation (“BofA Corp.”) businesses, including, but not limited to, the Retirement Services business and Global Institutional Consulting, which offers products and services for the benefit of institutional and ultra-high net worth clients.

BofA Merrill Lynch Global Research is research produced by BofA Securities, Inc. (“BofAS”) and/or one or more of its affiliates. BofAS is a registered broker-dealer, Member SIPC, and wholly owned subsidiary of Bank of America Corporation.

Investment products:

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
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MLPF&S makes available investment products sponsored, managed, distributed or provided by companies that are affiliates of BofA Corp. or in which BofA Corp. has a substantial economic interest.

We understand what you need	We offer
Personalized approach	Investment strategies aligned with your mission, investment philosophies and principles
Guidance and solutions that fit your specific needs	Customized solutions and client service tied to your institution's overall interests and goals
Insights to help you make informed decisions	Access to the Chief Investment Office's detailed analytics, targeted reports and thought leadership that provides extensive insight into your investment strategies
Commitment of resources	Talented and experienced professionals, a disciplined process and award-winning research ¹
Experience to help navigate the complex institutional market	Global Institutional Consultants provide consulting services, as well as access to investment strategists, due diligence analysts and thought leadership

Share your investment management responsibilities

Demand for a flexible investment management service model has been steadily rising as more institutional investors delegate the day-to-day management of their entire portfolios to investment specialists. You can choose from a spectrum of solutions from investment consulting to client-directed implementation to fully discretionary — depending on your own resources and how much you want to delegate. What matters is that you have options — and your needs and preferences drive the solutions we recommend.

Quality and integrity you can count on

Working with our Global Institutional Consultants, our goal is to have you feel assured some of the most qualified minds in the business are working in your best interest. Global Institutional Consultants are a select group of advisors who leverage a deep discovery process to understand your organization's specific investment needs.

Global Institutional Consultants are required to undergo a rigorous selection process and must possess advanced professional credentials such as Certified Investment Management Analyst® (CIMA®) or Chartered Financial Analyst® (CFA®). They have a thorough understanding of the institutional markets gained by working in the industry for an average of 25 years overseeing clients' assets ranging from \$10 million to \$4 billion as of June 30, 2018.

What's more, you can count on your Global Institutional Consultant to deliver BofA Merrill Lynch Global Research, research-driven advice delivered with your best interest at its core. Because we offer an investment menu based on open investment architecture, you receive recommended investment solutions that are based on your organization's specific goals and objectives.



Access to global suite of resources

GIC follows a structured and disciplined process to help meet your financial and investment objectives and provides robust solutions by drawing on the full depth and breadth of Bank of America's global resources and intellectual capital from BofA Merrill Lynch Global Research.

GIC provides access to the following services:

- Manager searches and ongoing investment due diligence
- Investment policy statement creation and review
- Research and customized portfolio construction
- Periodic performance measurement and diagnostic analysis
- Alternative investment research and solutions
- Specialty asset management and administration⁵
- Investment banking and capital market expertise

The extensive capabilities of BofA Merrill Lynch Global Research and our Chief Investment Office help GIC to analyze market opportunities and provide independent, well-researched investments.

To learn more

To learn more about Bank of America Global Institutional Consulting, visit us on the web at www.baml.com/institutionalconsulting or email us at gic@baml.com.

¹ *Institutional Investor magazine* announced BofA Merrill Lynch Global Research as one of the top global research firms from 2011-2018 based on surveys held throughout the year. The magazine creates rankings of the top research analysts in a wide variety of specializations, drawn from the choices of portfolio managers and other investment professionals at more than 1,000 firms. BofA Merrill Lynch Global Research is research produced by BofA Securities, Inc ("BofAS") and/or one or more of its affiliates. BofAS is a registered broker-dealer, Member SIPC, and wholly owned subsidiary of Bank of America Corporation. For more information about this award, go to <https://www.institutionalinvestor.com/research/8959/Overview>. Rankings and recognition from Institutional Investor are no guarantee of future investment success and do not ensure that a current or prospective client will experience a higher level of performance results and such rankings should not be construed as an endorsement.

² Institutional Investment Consulting is a non-discretionary investment advisory service sponsored by Merrill Lynch, Pierce, Fenner & Smith Incorporated ("Merrill" or "MLPF&S") available to institutions with \$20 million or more in assets.

³ Merrill Lynch Investment Advisory Program (IAP)—is an investment advisory service sponsored by Merrill Lynch. Merrill Lynch offers a broad range of brokerage, investment advisory and other services. There are important differences between brokerage and investment advisory services, including the type of advice and assistance provided, the fees charged, and the rights and obligations of the parties. It is important to understand the differences, particularly when determining which service or services to select. All recommendations must be based on the suitability requirements of the client.

⁴ Refers to the investment services provided by Bank of America Private Bank.

⁵ Services offered by Bank of America, N.A.

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