



Callan Associates Inc.

FACT SHEET

Four Distinct Lines of Business:

Fund Sponsor Consulting

Provides consulting services to sponsors of defined benefit plans, defined contribution plans, endowments, foundations, nuclear decommissioning trusts, and other large institutional asset pools. Supported by a deep team of research professionals, Callan's Fund Sponsor Consulting Division is organized to provide customized solutions to meet the needs of the country's most sophisticated institutional investment programs. Services include strategic planning, plan implementation, monitoring and evaluation, and continuing education.

The Independent Adviser Group (IAG)

Provides consulting resources and services to a select group of independent consulting firms and financial intermediaries. Through their unique relationship with Callan Associates, IAG clients provide fiduciaries, trustees, and high net worth individuals with objective and professional investment consulting solutions that have been traditionally available to only the largest of institutions.

The Institutional Consulting Group (ICG)

Provides investment manager clients with research, education, performance measurement, database, and analytical tools to help them better serve the needs of institutional investors.

Trust Advisory Group (TAG)

Is the asset management division that specializes in the design, implementation and on-going management of multi-manager portfolios for institutional investors. TAG applies a process-driven approach to building efficient, low cost portfolios with clearly articulated goals and objectives. TAG serves as the sponsor and advisor to a multi-manager small cap equity fund and as the non-discretionary advisor to a series of Target Maturity Funds known as the Callan GlidePath® Funds.

Founded in 1973 and headquartered in San Francisco, California, Callan Associates is one of the largest independently-owned consulting firms in the country—providing, research, education, decision support and advice to a broad array of institutional investors through four distinct lines of business.



Callan Associates Inc.

People:

- ▶ Executive leaders:
 - Ronald D. Peyton, Chairman and CEO
 - Gregory C. Allen, President and Director of Research
- ▶ Employs approximately 160 people, including 33 general consultants and nearly 60 dedicated research specialists;
- ▶ Has a highly educated workforce which includes accredited actuaries, economists, accountants, and finance professionals. Callan employs nearly 30 professionals that hold the Chartered Financial Analyst® designation
- ▶ Professional staff averages 16 years experience in the industry and more than 10 years tenure with the Company;
- ▶ Callan is privately held by 66 employee shareholders.

Clients:

- ▶ Approximately 310 fund sponsor clients with combined assets totaling more than \$1.5 trillion;
- ▶ Over 166 investment manager clients;
- ▶ Nearly 30 middle market consulting firms and financial intermediaries.

Locations:

- ▶ San Francisco, California
- ▶ Atlanta, Georgia
- ▶ Denver, Colorado
- ▶ Chicago, Illinois
- ▶ Florham Park, New Jersey

Corporate Headquarters

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1.415.974.5060

Regional Consulting Offices

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