

## **Item 1 – Introduction**

Mercer Investments LLC (“Mercer”) is an investment adviser registered with the Securities and Exchange Commission (“SEC”). Mercer is not registered as a broker-dealer with the SEC. You should note that investment advisory and brokerage services and fees differ, and it is important for investors to understand the difference.

## **Item 2 – Relationships and Services**

### **What Investment Services and Advice Can You Provide Me?**

Mercer offers investment consulting and investment management services to clients, including individuals like you who invest personal and/or family money.

As a “manager-of-managers,” Mercer does not recommend, buy or sell individual securities for clients’ accounts. We use research conducted by Mercer’s dedicated “Manager Research” professionals who rate other investment managers based on quantitative and qualitative factors that provide insight into the managers’ ability to achieve their stated objectives. In investment consulting relationships, we recommend other investment managers who buy and sell securities in different asset classes, like fixed income or equities. When we recommend a manager to a retail investment consulting client, the client makes the decision whether or not to invest with the recommended manager, typically through a mutual fund offered by that manager. In investment management relationships, we select, hire and oversee investment managers who then buy and sell securities in different asset classes. In retail investment management relationships, we accept discretionary authority for the life of the agreement to make and implement investment decisions on the client’s behalf. In these cases, we may invest the client’s assets in a mutual fund offered by that manager, or we may hire the manager to manage the assets of the client directly through a separate account set up with the client’s custodian. In both investment consulting and investment management relationships, a client also might invest in a mutual fund for which Mercer serves as the manager-of-managers in order to get exposure to a variety of Mercer’s selected managers in one product.

Mercer regularly monitors the activity of managers it has recommended or selected. Additionally, Mercer typically conducts reviews with clients on a quarterly basis, or more frequently depending upon circumstances.

The investment manager/fund minimums vary by manager, asset type and client type. Additional information about Mercer’s services can be found in Mercer’s ADV Part 2A, items 4 and 8, available at <https://adviserinfo.sec.gov/firm/summary/133449>.

**Conversation Starter:** You may be wondering:

- “Given my financial situation, should I choose an investment advisory service? Why or why not?”
- “How will Mercer choose investments to recommend to me?”
- “What is Mercer’s relevant experience, like licenses, education or other qualifications? What do the qualifications mean?”

Mercer’s investment professionals will be happy to discuss these and other questions you have at your convenience.

## **Item 3 – Fees, Costs, Conflicts, and Standard of Conduct**

### **What Fees Will I Pay?**

Mercer’s fees vary across clients, depending upon the product or service received and the nature of the client’s overall relationship with Mercer. Generally, Mercer charges more for investment management services than for investment consulting services, given the nature of the services and Mercer’s responsibility. Mercer’s fees are typically based on a percentage of the client’s assets that Mercer manages or consults on. For these asset-based fee arrangements, the more assets the client has in its account(s) with Mercer, the more fees the client will pay, and Mercer may therefore have an incentive to encourage the client to increase the assets in his or her account. Some clients have a fixed fee where a specific dollar amount is agreed to regardless of whether assets under management or advisement increase or decrease. Mercer’s fees do not include trustee fees, custody fees, brokerage commissions or transaction costs, or mutual fund expenses.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand the fees and costs you are paying. Additional information about Mercer’s fees can be found in Mercer’s firm brochure (ADV Part 2A), particularly item 5, which is available at <https://adviserinfo.sec.gov/firm/summary/133449>.

**Conversation Starter:** You may be wondering:

- “Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?”

Mercer’s investment professionals will be happy to discuss this and other questions you have at your convenience.

***What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?***

***When we act as your investment adviser***, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.

- We receive more compensation when clients invest more through us when we earn an asset-based fee.
- Our investment personnel are compensated based on performance targets, which may result in emphasizing short-term performance over long-term objectives.
- Investment professionals receive indirect compensation or credit toward new business goals when they are responsible for successfully engaging a new client.
- We have other relationships with some of the managers whose funds we recommend to retail clients.
- We offer proprietary mutual funds, in which a client might invest. Mercer’s fees are structured in a way to avoid receiving duplicative fees when a client invests in a Mercer mutual fund.

Additional information about Mercer’s conflicts of interest, including how we mitigate or avoid them, can be found in Mercer’s firm brochure (ADV Part 2A), particularly Appendix B, available at <https://adviserinfo.sec.gov/firm/summary/133449>.

**Conversation Starter:** You may be wondering:

- “How might your conflicts of interest affect me, and how will you address them?”

Mercer’s investment professionals will be happy to discuss this and other questions you have at your convenience.

***How do your financial professionals make money?***

Mercer’s investment professionals are compensated based upon several factors, including the performance of (1) the investment professional; (2) the business unit that he/she is part of; and (3) Mercer, its affiliates, and parent company.

***Item 4 – Disciplinary History***

***Do you or your financial professionals have legal or disciplinary history?***

No. Neither Mercer nor its investment professionals have legal or disciplinary history to report. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research Mercer and our financial professionals.

**Conversation Starter:** You may be wondering:

- “As a financial professional, do you have any disciplinary history? For what type of conduct?”

Mercer’s investment professionals will be happy to discuss this and other questions you have at your convenience.

***Item 5 – Additional Information***

Additional information about Mercer and its services can be found in Mercer’s firm brochure (ADV Part 2A), which is available at <https://adviserinfo.sec.gov/firm/summary/133449> or by calling your Mercer representative. Mercer’s relationship summary is available upon request at [MercerCompliance@mercer.com](mailto:MercerCompliance@mercer.com), or (617) 747-9454.

**Conversation Starter:** You may be wondering:

- “Who is my primary contact person?”
- “Is he or she a representative of an investment adviser or a broker-dealer?”
- “Who can I talk to if I have concerns about how this person is treating me?”

Mercer’s investment or compliance professionals will be happy to discuss any questions you have at your convenience.