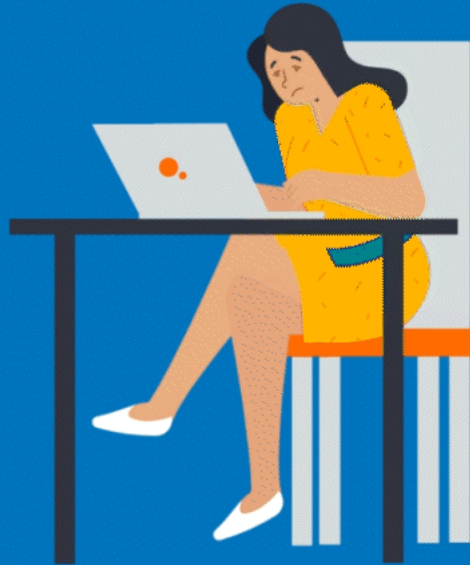




# Investnet Platform Roadmap

December 2021

# Clients' finances are often disconnected.



# You can now connect your clients' present-day finances with their long-term goals.



# We call it the Intelligent Financial Life.

A unified, connected experience that helps people make better financial decisions to balance their needs today with aspirations for tomorrow.

**At Envestnet, we believe the age of the Intelligent Financial Life is what's next for our industry, and we're ready to empower it.**

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# A look back at R4 2021

## November 12<sup>th</sup>

Release Date

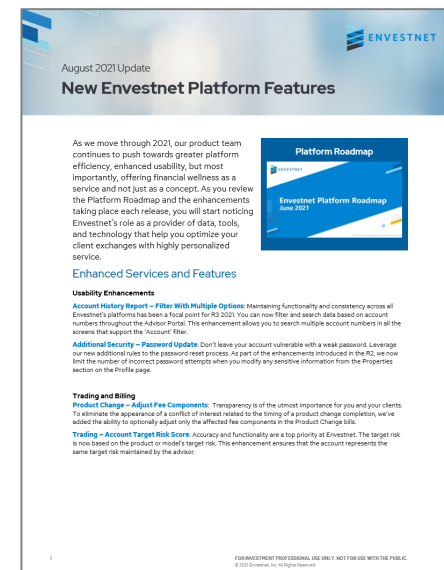
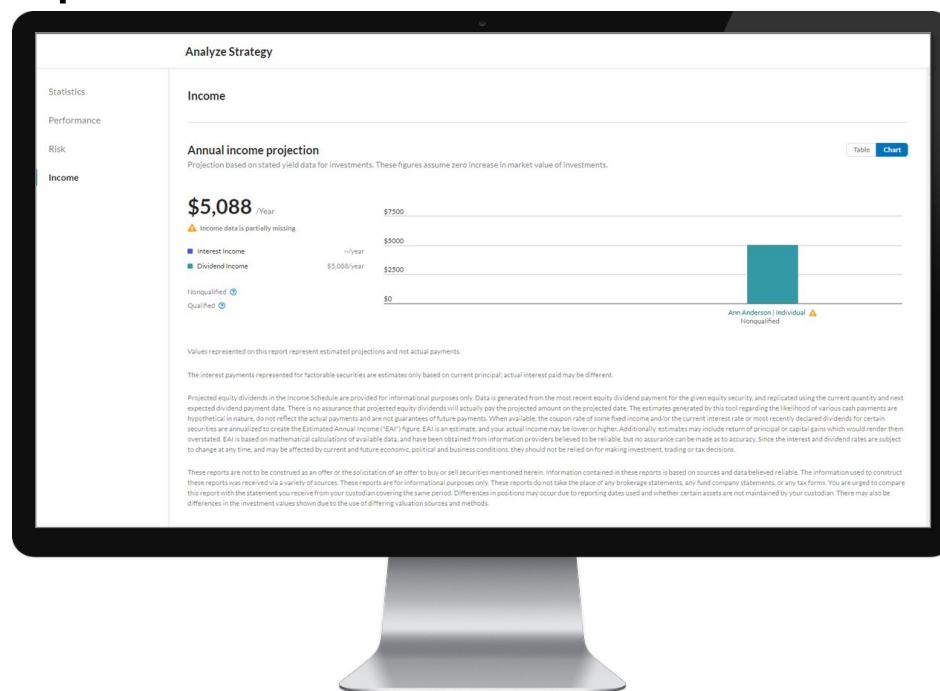
### 375+

Completed Updates

### 4733+

Development Days

New enhancements to strategic priorities such as the **Next Generation Proposal**, the Envestnet Insurance Exchange, Open ENV, Outsourced Consulting and Fund Strategist Tax Management Services



Release details delivered via notes, **summary content**, and social media posts

# Strategic Initiatives & Focus Areas

# Next Generation Proposal

*Provide a simple, streamlined, fully digital tool to source, research, analyze, build, and invest in managed products.*

## Objectives



- Continued rollout to new and existing clients
- Enhancements based on client feedback
- Sunset existing proposal workflow

## Key Benefits



- Enhanced usability and modernization
- Multiple integration and exchange support
- Additional functionality

## Strategic Vision



- **Provide** a simple, streamlined, fully digital tool to source, research, analyze, build and invest in managed products
- **Improved** user experience
- **Meaningful** and usable documentation output
- **Functionality** that incentivizes the usage of the proposal workflow

## Roadmap Targets



### Upcoming Release

- **Insurance Exchange:** Product selection through IMO/OID selection
- **Model Building:** Filter by Style, Favorites, Investment Lists
- **PCM:** Model by dollar amount or percentage
- **General:** Unsupervised/Security restrictions, Account opening integrations, Digital Portfolio Consultant support, Multi-Currency Support, IMPACT investing, Account Level Alternates, Configurable Pitch Step, Outsourced Consulting Overview

### Short Term Priorities

- IMPACT, FSTMS Client PDF, Proposal Activity Report, Re-Registration Workflow, Off Platform Recommendations, Fidelity Charitable Donor Advised Fund Support, Client Feedback

### Long Term Goals

- IMProposal, Custom QP Builder, Client Feedback, ISP, SIS French SupportPACT, SIMON, Parking Sleeve, Holistic



# Investnet Insurance Exchange



*Integrating the protection of insurance products alongside investment solutions on a single, integrated platform.*

## Objectives



- Continued client implementation
- 3<sup>rd</sup> party partnerships

## Key Benefits



- Expanded integration capability
- Usability improvements
- Expanded carrier options
- Robust FIDx metrics

## Strategic Vision



- **Identify** and manage client financial needs holistically
- **Create** the opportunity to increase insurance distribution
- **Secure** income for clients
- **Deliver** market leading capabilities – Proposal integration, Ordering, Management, and Analytics

## Roadmap Targets



### Upcoming Release

- **FIDx:** Rebalance and Fund Swap support, Billing File Consolidation
- **General:** New Annuity Overview Report Content, Permissions on Suitability Queue, DocuPace Integration

### Short Term Priorities

- Alternate IP Rules, DCA (in proposal/not in model), Multiple Advisory Accounts (with single annuity)

### Long Term Goals

- Life Analysis, Reporting, NFS, Model Management, Platform Continuity, Analytics, Comparison/Replacement Tools, Risk, More Annuity Types, IMPACT, Queue System



# Open ENV

*Extends Investnet's best-in-class technology, providing real-time interconnectivity and data sharing between Investnet and third-party applications, resulting in a single secure and scalable platform.*

## Objectives



- Establish common integration framework across business units
- Launch: Developer Portal, Enterprise-wide Identity Provider, Central IDP/SSO
- Complete external partner Apigee transition
- Unify Yodlee and Investnet Wealth Dev Portals

## Key Benefits



- Expanded integration capability
- Unified client identification
- Robust integration management
- Tamarac/ENV synergy
- Additional SSO support

## Strategic Vision



- **Provide** the ability to interact with multiple platforms through a single set of services
- **Improve** the capability to manage connections with Investnet
- **Streamline** the Open ENV onboarding process

## Roadmap Targets



### Short Term Priorities

- **Integrations:** Harvest, Embedded Investing, Eleven, NexGen Proposal, Skience, DocuPace, Proposal Pre-Fill Partners, Firm Specific
- **Enterprise IDP:** Integration, Support
- **Apigee:** Dev Portal, APIs
- **SSO:** Firm Specific, API authentication
- **Tamarac:** API technical support
- Dev Portal, ENV/Tamarac SSO, Exporter/Extract, SSO/Authentication, EIDP, Apigee

### Long Term Goals

- Apigee, Unified Dev Portal, Internal User Transition

# Outsourced Consulting

*Offering that connects advisors to investment specialists to deliver custom full discretion portfolios to high-net-worth clients.*

## Objectives



- Enlist more money managers
- Continued rollout to additional firms

## Key Benefits



- Allows advisors to leverage specialist expertise
- Logical information display and user experience
- Better categorization & naming

## Strategic Vision



- **Meet** client expectations through connecting advisors to investment specialists
- **Deliver** custom full discretion portfolios and management to high net-worth clients
- **Allow** advisors to focus on other areas

## Roadmap Targets



### Upcoming Release

- **NexGen Proposal:** Multiple Account Support
- **ISP:** Money Manager Content, General Updates
- **General:** Personalized Product Names for OC Models

### Short Term Priorities

- Additional Client Functionality, Quarterly Review Reporting, RIA/BD Level Strategist Models, Strat UMA Model Building Restrictions, New PMC Sub Portfolio Attributes, Enhanced Alternates (NGT)

### Long Term Goals

- Added Client Functionality

# Fund Strategist Tax Management Services



*An overlay service providing tax-aware portfolio management on the Fund Strategist Portfolio program.*

## Objectives



- Continued rollouts
- More client-firm engagement
- Rollout planning

## Key Benefits



- Advanced tax management solution
- Dedicated trading team
- Manage FSP accounts with varied levels of tax sensitivity
- Flexible funding options

## Strategic Vision



- **Advisor** facing proposal generation that includes transition analysis
- **Scaled**, systematized exceptions-based portfolio management capabilities
- **Leverages** sophisticated personalized wealth technology
- **Cost** effective account scalability

## Roadmap Targets



### Upcoming Release

- Personalized Portfolio Management Technology API Support
- Improved Bulk BlackRock Rebalances

### Short Term Priorities

- Allow 3<sup>rd</sup> Party Managers to cover Tax Overlay POF Fee for FSP products
- Tax Analysis PDF Output

### Long Term Goals

- Enhancements based on client feedback

# Alternatives Exchange

*Providing a wide variety of robust alternative products to independent advisors looking for access with a simplified workflow to private market options and hedge funds.*

## Objectives



- Establish SSO integration with iCapital, a leading service provider for alternative investments
- Expand support for alternative investment data
- Provide access to investment options not broadly available in the marketplace

## Key Benefits



- Offers institutional-level capabilities for Envestnet clients
- Increased wallet share for HNW clients
- Curated list of investments

## Strategic Vision



- **Provide** access to robust, non-liquid alternative investments
- **Compliment** Envestnet's traditional Wealth Management, Insurance and Lending capabilities
- **Access** to an exclusive, curated list of investment options powered USB and iCapital
- **Ongoing** due diligence and oversight of the investment providers

## Roadmap Targets



### Short Term Priorities

- Establish alternatives data feed from iCapital to the Envestnet Platform

### Long Term Goals

- Establish reporting capabilities for alternative investments

# Next Generation Trading

*Delivering leading portfolio management and trading solutions to our clients. A single solution for clients trading on Investnet and FolioDynamix.*

## Objectives



- Launch to production
- Enhancements based on client feedback

## Key Benefits



- Foundational development
- Inclusion of new capabilities
- Better user experience
- Modernization of trading interfaces

## Strategic Vision



- **Enhanced** productivity and efficiency through Order Workflow
- **Access** to more robust trading capabilities
- **Dynamic** interfaces that offer better performance and customization

## Roadmap Targets



### Short Term Priorities

- **Foundational Elements:** Core Grid, Filter Sets, Layouts, Working Lists
- **Implementation:** Order Review, Order Management, Order Generation, Roles-Based Permissions

### Long Term Goals

- FDx, Model Management Analysis, Testing and Clean-Up, Roles-Based Permissions, Rebalancing, Multicurrency

# IMPACT Investing

*An end-to-end impact investing solution that addresses the unique values that investors desire and help supports advisors in building these custom impact portfolios. This solution will be represented by four key capabilities: Assessment, Audit, Portfolio Building, and Reporting.*

## Strategic Vision



- **Strategies** that target companies or industries that produce social or environmental benefits
- **Deepen** existing client relationships by addressing clients' value alignment needs
- **Opportunity** to engage prospective clients by developing sophisticated investment strategies
- **Increased** comfortability with impact investing

## Roadmap Targets



### Upcoming Release

- Advisor Selected Client Impact Theme (NGP)
- Sustainability Data (Online Client Reporting/Statement PDF)

### Short Term Priorities

- Sustainability Data (NGP/Proposal PDF/Research Center), Impact Assessment Questionnaire

### Long Term Goals

- Filter By Sustainability Metrics, Impact Questionnaire (Client Portal)

# Unified Client Portal

*Bringing together the foremost elements of Envestnet in a unified client portal experience, with the goal of helping the end user live an intelligent financial life.*

## Strategic Vision



- **Provide** the ability for clients to get a better understanding of their investments, spending, and/or financial plan
- **Enhance** the advisor/client relationship with an experience that can be customized by the advisor or firm
- **Deliver** detailed insights and help support intuitive workflows
- **Empower** clients to realize higher levels of financial wellness

## Objectives



- Development based on advisor and client feedback
- Establish deeper integrations across the Envestnet ecosystem
- Integration with 3<sup>rd</sup> party data providers
- Outsourced Consulting Support



# Focus Area: SEC Marketing Rule

*Envestnet is reviewing the SEC's revamped Advertising Rule (the "Marketing Rule"), and assessing current practices against the provisions of the rule. We will engage our internal resources and teams as needed to implement necessary updates and changes across the Envestnet platform. More detailed communications will be distributed to our clients as we have more concrete information to share.*

## Objectives



- Improve the quality, accuracy, and reliability of the Envestnet Composite
- Implement consistent policies and procedures for creating and maintaining composites on the platform
- Automate oversight functions where possible

## Area Focus



- **Compliant** with SEC Marketing changes expected to take effect November 2022
- **Migration** to the Envestnet Composite prior to enforcement of the rule changes
- **Enhanced** Composite monitoring tools
- **Changes** to the presentment of composite performance
- **Resources** that provide oversight for Policy & Procedures
- **Consistency** in reporting periods

## Roadmap Targets



### Upcoming Release

- Merge portfolio/sleeve returns into single composite, New Exclusion Rules (overlays/externally traded accounts), Restrict Parking Sleeve Assets Logic, Composite Monitoring Tool, Refactoring Enhancements

### Short Term Priorities

- Exclusion Rules, Include MAM Group returns, New identifiers for Sponsor Overlays, Historical Return Streams (Morningstar Model Performance), Logging & History Tracking for composites

### Long Term Goals

- Migrate firms using Morningstar Model Performance to ENV Composite

# Focus Area: Parking Sleeves

*Eliminating the need to have sidecar reporting only accounts that hold assets on the sidelines, as all assets can and should be housed in a single account, while protecting assets from being traded as desired.*

## Area Focus



- **Provide** advisors more control over assets in a single account
- **Ability** to exclude shares from allocation for a variety of reasons
- **Comprehensive** capability to monitor, differentiate and manage parking sleeves
- **Flexibility** to manage different scenarios accordingly

## Roadmap Targets



### Upcoming Release

- **SEC Marketing Rule:** Remove Parking Sleeve from composite performance reporting
- **General:** Release To Protected Cash, Extend PS Rules to transactions manually, Add Non-UMA Account Positions to Extract, Transaction Amount Netting, Disallow Income Transactions Auto Parking

### Short Term Priorities

- Transition Planning, Control Individual Account Eligibility, Alerts and Notifications

### Long Term Goals

- MF VSP Trading, Multi-Person Reason Designation, Management Group Support

# Focus Area: Risk

*Our risk analytics help maintain consistent data cross several areas of the platform; providing transparency, consistency and continuity throughout our suite of offerings.*

## Area Focus



- **Transparency** in risk computation
- **Selections** relative to allowable risk for portfolios, models and product filtering
- **Enhanced** firm monitoring of managed accounts for compliance with risk objectives
- **Support** that encompasses multiple platform areas and product types

## Roadmap Targets



### Upcoming Release

- **NexGen Proposal:** Improved Risk Assessment and Optionality
- **Portfolio Analyzer:** Continuity relative to Time Frame selection

### Short Term Priorities

- New Sub-Styles (Alternatives), Remove Bear Market & Long/Short Credit Style/CMA's

### Long Term Goals

- Risk Data External View, NGP Support, SEC Marketing Rule, Annuity Strategies

# Platform Area Updates

# Platform Area:

## Account Service & Administration

### Objectives



- Enhance core SR framework
- Improved/Increased functionality

### Key Benefits



- Better core operations/support
- More insurance considerations
- Increased OC capabilities
- Automated workflows

### Area Focus



- **Increased** processing speeds
- **Enhanced** ability to configure and create requests
- **Reduction** of single submission requests through bulk actions
- **Automation** and improvement of internal/external user workflows

### Roadmap Targets



#### Upcoming Release

- Improved Parking Sleeve Functionality, Account Level Flow Features (cash management), Skip Scheduled Rebalances, ABE Event File Functionality

#### Short Term Priorities

- Automation, Improved Harvest Requests, Parking Sleeve Processing, Downstream Services

#### Long Term Goals

- Bulk Account Management, Improvements to existing SR workflows, New SR Types

# Platform Area: Performance Reporting

## Objectives



- Enhancements based on client feedback
- Flexible, client-centric reporting
- SEC marketing rule compliance
- IMPACT support
- Multi-lingual support

## Key Benefits



- Strategic Initiative support
- SEC Rule Compliance
- Robust multi-lingual support

## Area Focus



- **Scalable** template framework
- **Customizable** reporting templates
- **Data** accuracy and integrity

## Roadmap Targets



### Upcoming Release

- **Insurance Exchange:** New Annuity Overview Content
- **General:** Reporting for Sustainable Investing, Client Portal Support, French Language QPRs, Additional Grouping Options, Sorting Functionality, Overall Consistency Improvements

### Short Term Priorities

- Sustainable Investing Reports Enhancements, Preview Options (Report Template Editing/Building), Online Report Modernization, Statement Report Refresh, Title Page Improvements

### Long Term Goals

- SEC Marketing, Open ENV API support for Client Portal, Benchmark Configuration, Report Customization

# Platform Area: Research Center

## Objectives



- Improved filter/search in several areas
- Framed in FidX screens
- Reduced filter load times
- IMPACT support

## Key Benefits



- Strategic Initiative support
- Enhanced Outsourced Consulting capabilities
- Robust FidX information

## Area Focus



- **Powerful** search and filtering capabilities
- **Centralized** location to find comprehensive product data
- **Shareable** data that can viewed by or printed for end clients

## Roadmap Targets



### Upcoming Release

- **NexGen Proposal:** Various Filter Support
- **Outsourced Consulting:** Personalized Product Naming (Shared Models)
- **General:** Updates to Research Center Sidebar, Digital Portfolio Consultant API Support, Unbundling Optionality (Style, Global Equity)

### Short Term Priorities

- New Sub-Styles (Alternatives), Remove Bear Market & Long/Short Credit Style/CMA's

### Long Term Goals

- IMPACT, SEC Marketing, Next Gen Research Center



# Platform Area: Billing

## Objectives



- Review and document billing configuration processes

## Key Benefits



- Strategic Initiative support
- Development based on client feedback

## Area Focus



- **Accurate** auditing capability
- **Streamlined** processes
- **Standardized** business rules

## Roadmap Targets



### Upcoming Release

- Improved Billing Calculations, Streamlined Billing Configuration

### Short Term Priorities

- Identification of additional areas for automation

### Long Term Goals

- Improve audit trails, Expand automation of file delivery methods

# Platform Area: Compliance & Oversight

## Objectives



- Full range of oversight capabilities
- Enhancements based on client feedback
- Improved usability
- Convert to new review settings

## Key Benefits



- New IP code base will be able to be implemented once old review settings are retired
- More robust, configurable review version
- More control over IP functionality
- Reduced slowness
- Increased ease-of-use
- Strategic Initiative support

## Area Focus



- **Quality** control of data throughout the investment lifecycle
- **Clear** starting points to see, comprehend and address accounts that need attention
- **Ensuring** investor assets stay invested where agreed upon
- **Increased** optionality in review settings and functionality
- **Compliant** with firm/regulatory requirements
- **Periodic** review of clients' investments

## Roadmap Targets



### Upcoming Release

- **Client Reviews:** Customizations for IFS based reviews, Reduce Extraneous Review Records
- **Investment Policies:** Usability Enhancements, NGT Compatibility

### Short Term Priorities

- **Client Reviews:** Proof of Concept
- **Investment Policies:** NGT, Improved Usability, Increased Performance

### Long Term Goals

- **Client Reviews:** Continued Conversion to New Review Settings, Review Implementation
- **Investment Policies:** iX, NGP, NGT, Usability, EO IP Analysis for APM, Usability, Parking Sleeves, Testing IPs, Data analysis QC

The background is a solid blue color with several abstract geometric shapes in different shades of blue. These shapes include rectangles and parallelograms, some of which are tilted or offset, creating a layered, modern look. The shapes are primarily located in the corners and along the edges of the frame.

# Looking Ahead

# Coming up in R1 2022

## January 4<sup>th</sup>

Test Data Refresh (UAT)

## January 24<sup>th</sup>

External Testing (after hours)


## February 11<sup>th</sup>

Production Release (after hours)

Stay in the loop on upcoming changes by connecting with us via email, the Investnet blog, and working with your primary Investnet support teams



Trading & Portfolio Management			
Summary		Availability	Reference
<b>Account Target Risk</b> <ul style="list-style-type: none"><li>The target risk stamped against an account is now based on the product or model's target risk, instead of the risk score of the Risk Tolerance Questionnaire (RTQ) or Risk Express. Proposals that have multiple registrations assign the target risk based on the respected model built for each.</li></ul>		Not Configurable - enabled by default	72261
<b>Build Models by Dollar Amount/Target Percentage</b> <ul style="list-style-type: none"><li>Advisors who are authorized to build or edit Personalized Client Models (PCM) models using the proposal workflow can update the target allocation for investments in dollars.</li><li>Additionally, for PCM models with an active account, advisors can also pull the model position's current allocation in the account into the model builder.</li></ul>		Not Configurable - enabled by default	62911
<b>Increase Export Size</b> <ul style="list-style-type: none"><li>Users will be able to download data with more than 100,000 rows from the Accounts, Positions, Sleeves and Submission tabs on the Trade Generation page using the Submit export request option.</li></ul>		Disabled by default: Allow CSV Bulk Export	74145
<b>Internal Trade Support</b> <ul style="list-style-type: none"><li>With this enhancement, trading is locked for Sell transactions and is always allowed for Buy transactions, during closed periods.</li></ul>		Not Configurable - enabled by default	48022
<b>Model Level Identifier</b> <ul style="list-style-type: none"><li>Identifier change (reorgs) will now be processed for all Manager models and Advisor models.</li></ul>		Not Configurable - enabled by default	71666
<b>Parking Sleeves: Distinguish Lots</b> <ul style="list-style-type: none"><li>With this enhancement, users can protect lots for securities available in a Parking Sleeve, and the protected lots are not considered for trade operations.</li></ul>		Automatic for users enabled with Enable Parking Sleeve Management	68058
<b>Parking Sleeves: Release Fund EST</b> <ul style="list-style-type: none"><li>The trade hold logic associated with the EST task has been extended to the Release Funds SIs and to the recently introduced Product Change SIs.</li></ul>		Not Configurable - enabled by default	72884
<b>PM Trading Tools: Enter Gain/Loss Budget (APM)</b> <ul style="list-style-type: none"><li>The Gain/Loss Target field is now available for taxable APM accounts owned by advisors with PM trading tools enabled.</li></ul>		Disabled by default: Enable PM Trading Tools	70110
<b>PM Trading Tools: Trade Review (Exceptions Visibility)</b> <ul style="list-style-type: none"><li>A new column/filter (Trade Exception) has been added to the Review tab of the Trade Generation page.</li></ul>		Not Configurable - enabled by default	68815



ENVESTNET MONEYGUIDE

### Reaching The Modern Investor

The modern investor has evolved and offers significant opportunity for advisors. But truly understanding and reaching the modern investor requires a broad perspective. While great focus has been given to the rise of millennial and Generation Z investors, proactive advisors should look beyond age - and the traditionally affluent marketplace - and consider race:

- According to the CNBC, citing data from the Selig Center for Economic Growth, black buying power was \$1.4 trillion in 2019, and it's projected to grow to \$1.6 trillion by 2024.<sup>1</sup>
- A Nielsen study reports that black households earning \$75,000 or more per year are a fast-growing segment that will have more influence going forward than ever before.<sup>2</sup>

The upcoming wealth transfer by baby boomers will be the largest in our history, and there are many in black and brown communities who will benefit from this shift of wealth. This is a turning point for the industry, where advisors can truly deliver on helping to make financial wellness a reality for everyone, across populations. To make a difference, you must be willing to step out of your comfort zone and build a bridge between firm goals, diverse internal talent, improved team dynamics, and client engagement and outreach.

Inclusivity, active community engagement, education, and support are part of future business models that will flourish as they connect in relevant, approachable ways to reach underserved communities and today's modern investor. Simple actions to put into practice include:

# Looking for more information?

Contact your **primary Investnet representative** for a copy of today's presentation and for additional information about our product initiatives

Visit Investnet's website to learn more about **the power of unified advice**



**Connect with us** on Twitter and LinkedIn for continued details about what we're working on

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