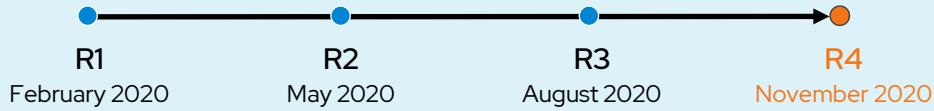


November 2020 Technology Release

Strategic Update



As we near the tail end of 2020 the challenges and turbulent markets we saw in the beginning of the year do not seem to show any signs of tapering off. This is no reason not to go forward. Despite our current environment, Envestnet remains undeterred in its mission to provide the insights, technology, and services you need to remain essential to your clients’ financial wellness journey.

Looking back

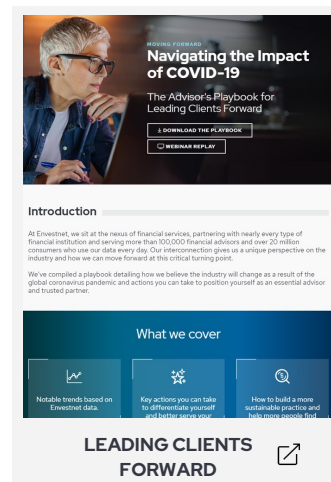
Each release is a continuation of our 2020 technology roadmap and sets the stage for the next year of priorities. Leading up to our August 2020 release, we completed 352 updates, including:

- New enhancements to the Express Proposal Application
- Adding personalization to PMC Private Wealth Consulting
- Deepening the integration with the Envestnet Insurance Exchange
- Continuing key BlackRock technology integrations



Looking forward

We partner with nearly every type of financial institution and serve more than 100,000 financial advisors and their clients, which has afforded us a unique perspective on the industry and how we can move forward at this critical turning point. We’ve taken action to ensure that our [Strategic Roadmap](#) reflects the changes we see taking shape and that our development teams are focused on helping you build a more sustainable practice and deliver the support your clients need to achieve financial wellness.



Strategic Initiatives and Focus Areas

- ↓ **Building trust and relevancy through valued engagement**
 PMC Private Wealth Consulting (PWC): Empowering Portfolio Managers to Provide Essential Service
- ↓ **Redefining what it means to be prepared**
 BlackRock Integration: Completing Key Planning and Foundational Work for Overlay and Tax Technology
- ↓ **Understanding total wellness—the fusion of health and wealth**
 Envestnet Insurance Exchange: Broadening the Reach of Protection Strategies

Building trust and relevancy through valued engagement

PMC Private Wealth Consulting

The pandemic has ignited feelings of concern and anxiety in a lot of investors, who now find themselves craving empathy, understanding, and guidance relevant to their unique circumstances. Personalized advice will be a real driver of value for clients, and our new PMC Private Wealth Consulting (PWC) service provides just that.

What's changed since our last release? We are currently beta testing our PMC PWC service with a select firm and are confident that a broad release will take place in the first quarter of 2021. The main enhancements in this cycle included:

- Completing usability projects that streamline and optimize workflow elements for Outsourced Consulting Full Discretion
- Extending Outsourced Consulting Full Discretion support to new goal modification proposals

We will continue to iterate and refine the capabilities of our PMC PWC service following the successful beta test in preparation for our 2021 launch.

Redefining what it means to be prepared

BlackRock Technology Integration

Market volatility and personal and professional upheaval from the pandemic has led to an undeniable emphasis on financial planning. As we look ahead to the 2021 tax season, it's no surprise that we continued to focus on integrating BlackRock's Tax services and Tax trading technologies during this release. BlackRock's tax-focused technology gives you the ability to better assist with tax transitions and overlay analysis to help make informed recommendations. With the analysis and planning stages completed, and with Advisor Center and iRetire in production, it is likely you'll see the new premium feature, Tax Overlay Services in production by mid 2021.

Understanding total wellness—the fusion of health and wealth

Envestnet Insurance Exchange

Moving forward, financial advice needs to encompass physical, emotional, and financial wellness, which are inextricably tied. Since 2018, Envestnet has touted the efficacy of merging the investment and insurance ecosystems to help advisors streamline their wealth management process and better serve their clients. What we started discussing at the onset of the pandemic, is how the Insurance Exchange merges conversations about

Investnet Insurance Exchange (continued)

protecting assets, income and loved ones during discussions related to accumulation and distribution.

This release cycle continued the integration of annuity protection strategies within our platform through the Investnet Insurance Exchange, largely focusing on user experience. The Insurance Exchange is powered by FIDx, a product-agnostic platform that connects insurance solutions with wealth management platforms and other providers.

FIDx is part of our broader Financial Wellness Network. This allowed our product team to take advantage of recent FIDx technology enhancements stemming from their partnership with Investnet | MoneyGuide in [September](#). This partnership brought a [new annuity solution](#) to market, FIDx Protection Intelligence™—adding the ability to identify and address income and protection needs within Investnet | MoneyGuide financial plans. Investnet’s enterprise platform is now able to leverage much of the work done to make this launch and implementation happen. What does this mean for Investnet’s Enterprise platform? Most notably you will see:

- Enhanced proposal workflows for both licensed and unlicensed advisors
- Optimized functionality regarding the annuity, rider, and sub-account selection process

As Investnet’s financial network continues to grow and we deepen integrations with additional exchanges, we expect to see more opportunities for technology mind share, leading to an uptick of improvements to platform functionality and services.

There were many other updates that took place during this release cycle that fall in line with Investnet’s strategic vision. Feel free to review the Advisor Update to learn about additional platform enhancements, [here](#).

Depending on your use of the Investnet platform, additional changes that occurred during the release may not be found within this document. Contact your Investnet Enterprise or Regional Consultant for more information.

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Investnet, Inc. has a financial interest and occupies board of director positions in Fiduciary Exchange, LLC (FIDx).