



Dear Client

I am pleased to share with you exciting news about Strategic Insight (SI), which today announced it has entered into a definitive agreement to be acquired by [Institutional Shareholder Services Inc.](#) (ISS), another Genstar Capital-backed company. This transaction, which is expected to close early in the first quarter subject to customary closing conditions, will position SI to deliver additional value and product enhancements to you moving forward.

SI has been focused on expanding our data and analytics platform to help clients make more informed strategic decisions. To date, SI has built an extensive set of global business intelligence solutions for asset management, wealth management platforms, insurance and mortgage markets that empower executive strategy, product development, business intelligence and distribution effectiveness. Clients are excited about our increasingly integrated datasets, advanced analytics, advisory insights and expanding global reach, but they tell us they want more – more geographies, more research, more frequent data releases – all of which SI is planning to deliver. This transaction will accelerate SI's ability to execute on these requests.

This transaction will provide SI with an increase in scale and resources, an established local presence in additional global markets, a commitment to providing gold standard research and advisory, and an expanded product development organization. But at the same time, it will keep SI under the same ownership, with the same shareholders, and minimize any disruption so SI will be able to continue executing its strategy.

There will be no material changes to your client experience as a result of this transaction. You will however benefit from an acceleration of the product roadmap and a geographic expansion of SI products as we leverage ISS' strong track record of innovation and bringing to market state-of-the-art solutions and services. We look forward to combining SI's industry leading solutions for product strategy, distribution benchmarking, best execution and customer satisfaction with ISS, while pushing the SI platforms into the future with integration of ISS' extensive ESG capabilities.

We greatly appreciate your business and continued support. Please do not hesitate to contact us directly if you have any questions. Additional details on this transaction will be provided after closing. In the meantime, we invite you to read today's [press release](#) to learn more about the sale.

Sincerely,

Joel Mandelbaum
President and CEO
Strategic Insight

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