

Welcome!

I'd like to thank you for taking the time to learn more about our firm and the work we do to bring our purpose to life to improve the lives of our clients and colleagues, and together, better our communities and society. Our business is to partner with 7 million (and counting!) clients and their families to help them achieve what is most important to them. In that partnership, and with our 50,000 colleagues and thousands of communities across North America, we invest our time, treasure and talent to positively influence society, become more environmentally responsible and support good causes.

If it sounds ambitious, it's because it is. But we believe there is power in purpose and in working together to make our world a better place. We believe in the power of human relationships - relationships that are based on serving the needs of others.

In 2020, the people of Edward Jones demonstrated how much good can be done when we come together to be a positive influence on society. We get up every day to help our clients and their families achieve what's most important to them. We want to create more value for them, innovate and be a magnet for talented colleagues. That's why we made a five-point commitment to build a place of belonging for our associates and create opportunities for people of color. We're also working in partnership with the Alzheimer's Association to end Alzheimer's disease, which afflicts one in 10 Americans age 65 or older - or an estimated 300,000 Edward Jones clients - and affects millions more. On another front, our Financial Fitness program, which we established in 2020, is helping to build financial health and economic inclusion with the goal of reaching over one million Americans by 2025.

Our strong sense of purpose and long heritage in conservation drives us to become even more environmentally responsible. We know that the decisions we make can work in service to our planet just as for our clients and colleagues.

Edward Jones continues to support good causes in so many ways. We extend our purpose and impact by partnering with hundreds of nonprofit organizations - and by working with them, we unleash extraordinary human potential and inspire future generations. In 2020 alone, our corporate, Foundation and associate philanthropic contributions totaled \$25.7 million. We also help each other recover with resilience when the unexpected strikes. Through our Edward Jones Disaster Relief Fund, over \$600,000 was distributed in 2020 from associates' and retirees' contributions for disaster relief to associates who were struck by federally declared disasters such as COVID-19, hurricanes, severe storms and wildfires.

Our colleagues demonstrate time and again that when we bring together our collective resources, reach and resolve, we create amazing opportunities for individuals, families and communities.

Our Edward Jones family has been in service to others for nearly 100 years. Our aim is to continue partnering in our business, and in every community where we live and work, to live out our purpose to improve lives and help communities thrive.

Thank you for taking the time to learn more.

Penny Pennington
Managing Partner
Edward Jones