

MFS Institutional Advisors, Inc. (MFSI) is registered as an investment adviser with the Securities and Exchange Commission (SEC). Brokerage and investment advisory services and fees differ and it is important for retail investors to understand the differences. Free and simple search tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about investment advisers, broker-dealers, and investing.

What investment services and advice can you provide me?

We offer “discretionary” and “non-discretionary” investment advisory services to retail investors in separate accounts and through a variety of wrap fee programs (Sponsored Programs), which are typically sponsored by a third-party broker dealer (the Sponsor). Sponsored Programs in which we participate include Dual Contract, SMA, and Model Delivery. Generally, in Dual Contract and SMA programs, we act in a discretionary capacity, whereas in Model Delivery programs we generally act in a non-discretionary capacity. In Sponsored Programs, we do not advise you or the Sponsor regarding selection of the appropriate investment strategy for you; these decisions will be made by you in consultation with the Sponsor. When we act in a discretionary capacity, we have the authority to make buy and sell decisions for your account on your behalf. When we act in a non-discretionary capacity, we typically provide model investment portfolios to your Sponsor and you and/or the Sponsor make the ultimate decisions for your account.

- We will monitor your account on an ongoing basis to ensure that your account is in line with the investment strategy selected.
- We do not limit investment advice to a particular security or investment type. The accounts we manage typically invest in a range of products and investments. We offer a limited number of investment strategies in Sponsored Programs.
- We typically request a minimum of \$25 million of assets per client for Dual Contract accounts and \$100,000 of assets per client for all other Sponsored Programs, but may waive these minimums at our own discretion. Minimum account sizes will also vary based on Sponsor requirements.

Questions about the specific Sponsored Program in which you participate should be directed to the Sponsor or your financial professional. In addition, please review the description of our services located in [Items 4, 7, 8, and 13](#) of our [Form ADV, Part 2A Brochure](#).

Ask your financial professional:

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

What fees will I pay?

Your investment advisory fees are based upon a percentage of your assets under management; however, fees and the method of paying fees will vary based on the Sponsored Program in which you participate. Certain Sponsored Programs charge a “bundled” fee, meaning you pay a single fee to the Sponsor for all services, including advice, trading costs, custodial and product-level fees. Clients in these Sponsored Programs also may bear brokerage expenses and other fees and costs in addition to the bundled fee if we execute trades through a broker/dealer other than the one designated by the Sponsor. Bundled fees are generally higher than typical asset-based fees for investment advice alone. Other Sponsored Programs, such as Dual Contract programs, do

not have bundled fee arrangements, meaning you will pay for those services separately. For Dual Contract Program participants, the fee you will pay is set forth in your investment advisory agreement with us, and is generally billed by us and paid quarterly. For all other Sponsored Programs, your fees are determined by and set forth in your agreement with the Sponsor, and we receive a portion of the fee paid to the Sponsor. Our fees are negotiable and may vary, even where the investment strategy offered is the same. The more assets there are in your account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account. ***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 what fees and costs you are paying.*** Additional information about our fees is located in [Item 5](#) of our [Form ADV, Part 2A Brochure](#).

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?

Ask your financial professional:

- 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?

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 manage accounts side-by-side and have an incentive to favor some accounts over others (e.g., institutional separately managed accounts vs. Sponsored Programs). Examples of favored treatment include: allocation of investment opportunities, brokerage selection, and execution practices, among others.

Read more about our conflicts of interest and how we manage them in [Items 10, 11, 12, 14 and 17](#) of our [Form ADV, Part 2A Brochure](#).

How do your financial professionals make money?

Ask your financial professional:

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

Our financial professionals are compensated through salary and incentive compensation. Representatives who market our advisory services receive compensation for sales of advisory services.

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

Yes. See [Item 9](#) of our [Form ADV, Part 2A Brochure](#) and visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals. Except with respect to Dual Contracts or separate accounts, our financial professionals interact with intermediaries and generally do not have direct contact with retail investors.

Ask your financial professional:

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

You can find out more about us by reading our [Form ADV, Part 2A Brochure](#), which contains important information about our advisory services. **You can also call 1-617-954-7248 for up-to-date information about us and to request a copy of our Relationship Summary or visit us at www.mfs.com.**

Ask your financial professional:

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