

# NEWKIRK News Release

Contact: Kassie Scholz  
Phone: 518-862-3200  
E-mail: [kscholz@newkirk.com](mailto:kscholz@newkirk.com)

FOR IMMEDIATE RELEASE

## **Newkirk Products, Inc. Acquired by DST Systems, Inc.**

*Retirement and healthcare marketing company bolsters DST offerings  
for financial services and managed health care clients*

ALBANY, NY, May 2, 2011 — Newkirk has been acquired by DST Systems, Inc. DST Systems is a leading provider of technology and services to clients in financial services, healthcare and other industries. Newkirk will be operated as a unit of DST's Output Solutions business segment.

With this acquisition, companies in retirement planning, managed care and wealth management will benefit from a broader suite of communications capabilities and services. Newkirk is an industry leader in development and deployment of participant and plan sponsor communications, education and investment information.

"We're very pleased to be combining forces with DST," said Pete Newkirk, Newkirk's president. "Newkirk's overall product offering is enhanced by DST's experience in the retirement, healthcare and communications output industries."

The acquisition broadens the solution set available to multiple DST business units. Newkirk's innovative on-demand publishing and marketing solutions also complement DST Output's breadth of transactional and digital fulfillment solutions, making it easier for companies to craft effective customer communications across print, mobile, and electronic channels. It enables clients of DST Retirement Solutions to access a more fully integrated offering that leverages Newkirk's capabilities geared to the needs of plan sponsors and participants. These include communication and education materials, financial planning tools and plan documents.

"We gain important capabilities from Newkirk," said Steve Towle, president of DST Output. "Newkirk brings proven solutions that supplement our industry-leading retirement plan servicing and communications production capabilities, as well as our health care benefits management operations. For our clients, this will translate into additional messaging opportunities to further enhance their customer communications programs."

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**Newkirk Products, Inc.** and its subsidiary companies are leading-edge defined-contribution plan communication providers. For nearly 40 years, Newkirk has developed creative solutions to communication issues faced by financial institutions and professional firms focusing on 401(k), 457, 403(b), money purchase and profit sharing plans. For more information, visit [www.newkirk.com](http://www.newkirk.com) or call 800-525-4237.

**DST Systems, Inc.** provides sophisticated information processing and computer software products and services to support the mutual fund, investment management, insurance and healthcare industries. In addition to technology products and services, DST provides integrated print and electronic statement and billing output solutions through a wholly owned subsidiary. DST's world-class data centers provide technology infrastructure support for mutual fund companies, healthcare providers, banks, mortgage bankers and insurance companies around the globe. DST is headquartered in Kansas City, Mo., and is a publicly traded company on the New York Stock Exchange.

**DST Output, LLC** provides integrated print and electronic statement and billing output solutions to many of the country's largest financial services, communications, insurance, healthcare, and utilities companies. Last year, DST Output and its affiliates produced more than 3 billion customer communications, delivered throughout the United States, Canada and the United Kingdom via postal service, express delivery and over the Internet. We are one of the largest First-Class™ mailers in the U.S. one of the world's largest inkjet systems printers and transactional mailers. DST Output is a wholly-owned subsidiary of DST Systems Inc. For more information, visit [www.dstoutput.com](http://www.dstoutput.com).

**DST Retirement Solutions, LLC** offers one of the broadest arrays of high-value retirement outsourcing solutions for financial organizations distributing retirement investment products and serving their customers' retirement needs. Financial service companies, such as mutual funds, banks, insurance companies and third-party administrators, benefit from our flexible service model that utilizes an end-to-end technology solution and provides support for financial intermediaries. Servicing 4.5 million participants, DST Retirement Solutions supports any plan size and investment vehicle. DST Retirement Solutions is a wholly-owned subsidiary of DST Systems, Inc.