

## Goal Modification Proposal

Prepared for:

**El Camino Real Alliance Charter School**

Prepared by:

**MICHAEL SCHWARTZ, CFP**

**Royal Alliance Associates, Inc.**

**June 13, 2019**



**proposal title:**

Goal Modification Proposal  
Proposal Number : 957389 : 967935

**prepared by:**

MICHAEL SCHWARTZ, CFP  
Royal Alliance Associates, Inc.

**prepared for:**

El Camino Real Alliance Charter  
School  
June 13, 2019

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Please inform your financial advisor of any changes in your financial situation or investment objectives, or if you wish to modify or impose a reasonable restriction on your account. Please contact your financial advisor if you would like to request a current copy of the ADV Part II, Schedule H, or equivalent brochure, as applicable, for any of the following: Financial Advisor, Money Manager(s) and/or Envestnet.

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## Executive Summary

This profile developed for you serves as the foundation for a long-term investment strategy designed to suit your specific needs and goals.

The starting point is the analysis of these needs.

What are your basic investment objectives?  
What are your personal preferences with respect to risk-taking and potential return on your investments? What is your overall financial situation? How do all of these factors work together to create an overall investment strategy?

The answers to these fundamental questions provide the main building blocks for professionally managing your assets.

After analyzing your requirements and goals, an investment strategy is developed that is tailored to your specific situation.

## Investment Solution Overview

Current Wealth:

**\$11,201,846**

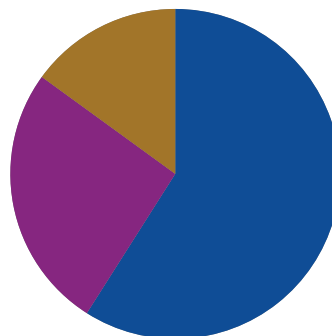
Portfolio Risk Rating:

**Capital Growth**

Risk Assessment Method:

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### Target Asset Allocation <sup>1</sup>



Domestic Equity	\$ 6,609,089	59.0 %
International Equity	2,912,480	26.0
Fixed Income	1,680,277	15.0

<b>Total</b>	<b>\$ 11,201,846</b>	<b>100.0 %</b>
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## Asset Allocation <sup>1</sup>

The weighting of the various asset categories in a portfolio can be one of the most important factors in the implementation of any investment strategy.

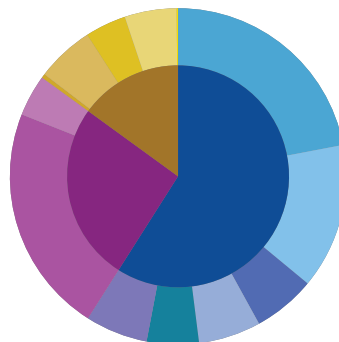
Spreading risk among asset classes and investment vehicles is a common tactic used to help reduce the overall risk of a portfolio, although a diversified asset allocation does not ensure investment gains or protect against losses.

The proposed target asset allocation includes asset classes represented by other current investments you plan to continue holding.

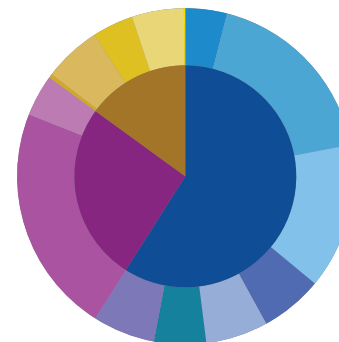
*The asset mixes are based on historical risk characteristics of the benchmark indices for each separate asset class. The asset classifications are as of the date listed below and are subject to change at any time.*

## Target Asset Allocation <sup>1</sup>

Current Allocation



Proposed Allocation



<b>Domestic Equity</b>	\$ 6,609,089	59.0 %	<b>\$ 6,609,089</b>	<b>59.0 %</b>
● Large-Cap Growth	—	0.0	<b>448,074</b>	<b>4.0</b>
● Large-Cap Core	2,464,406	22.0	<b>2,016,332</b>	<b>18.0</b>
● Large-Cap Value	1,568,258	14.0	<b>1,568,258</b>	<b>14.0</b>
● Mid-Cap Growth	672,111	6.0	<b>672,111</b>	<b>6.0</b>
● Mid-Cap Value	672,111	6.0	<b>672,111</b>	<b>6.0</b>
● Small-Cap Growth	560,092	5.0	<b>560,092</b>	<b>5.0</b>
● All Cap	672,111	6.0	<b>672,111</b>	<b>6.0</b>
<b>International Equity</b>	2,912,480	26.0	<b>2,912,480</b>	<b>26.0</b>
● Int'l Developed Mkts	2,464,406	22.0	<b>2,464,406</b>	<b>22.0</b>
● Int'l Emerging Mkts	448,074	4.0	<b>448,074</b>	<b>4.0</b>
<b>Fixed Income</b>	1,680,277	15.0	<b>1,680,277</b>	<b>15.0</b>
● Intermediate Bond	42,813	0.4	<b>42,813</b>	<b>0.4</b>
● Short Bond	620,795	5.5	<b>620,795</b>	<b>5.5</b>
● High Yield	442,014	3.9	<b>442,014</b>	<b>3.9</b>
● International Bond	560,092	5.0	<b>560,092</b>	<b>5.0</b>

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## Asset Allocation <sup>1</sup>

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Spreading risk among asset classes and investment vehicles is a common tactic used to help reduce the overall risk of a portfolio, although a diversified asset allocation does not ensure investment gains or protect against losses.

The proposed target asset allocation includes asset classes represented by other current investments you plan to continue holding.

*The asset mixes are based on historical risk characteristics of the benchmark indices for each separate asset class. The asset classifications are as of the date listed below and are subject to change at any time.*

## Target Asset Allocation <sup>1</sup>

● Cash	14,562	0.1	<b>14,562</b>	<b>0.1</b>
<b>Total</b>	<b>\$ 11,201,846</b>	<b>100.0</b>	<b>\$ 11,201,846</b>	<b>100.0</b>

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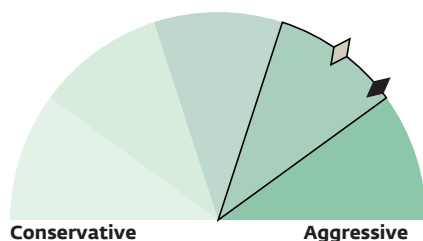
## Asset Allocation <sup>2</sup>

The chart illustrates the efficient frontier analysis of your current and proposed asset allocation. The efficient frontier chart can be used to identify efficient portfolios that are expected to provide the highest return for a given level of risk or the lowest risk for a given return.

The risk assessment dial shows the range of risk an investor with your profile would be willing to assume. Your suitable range is represented by the outlined area.

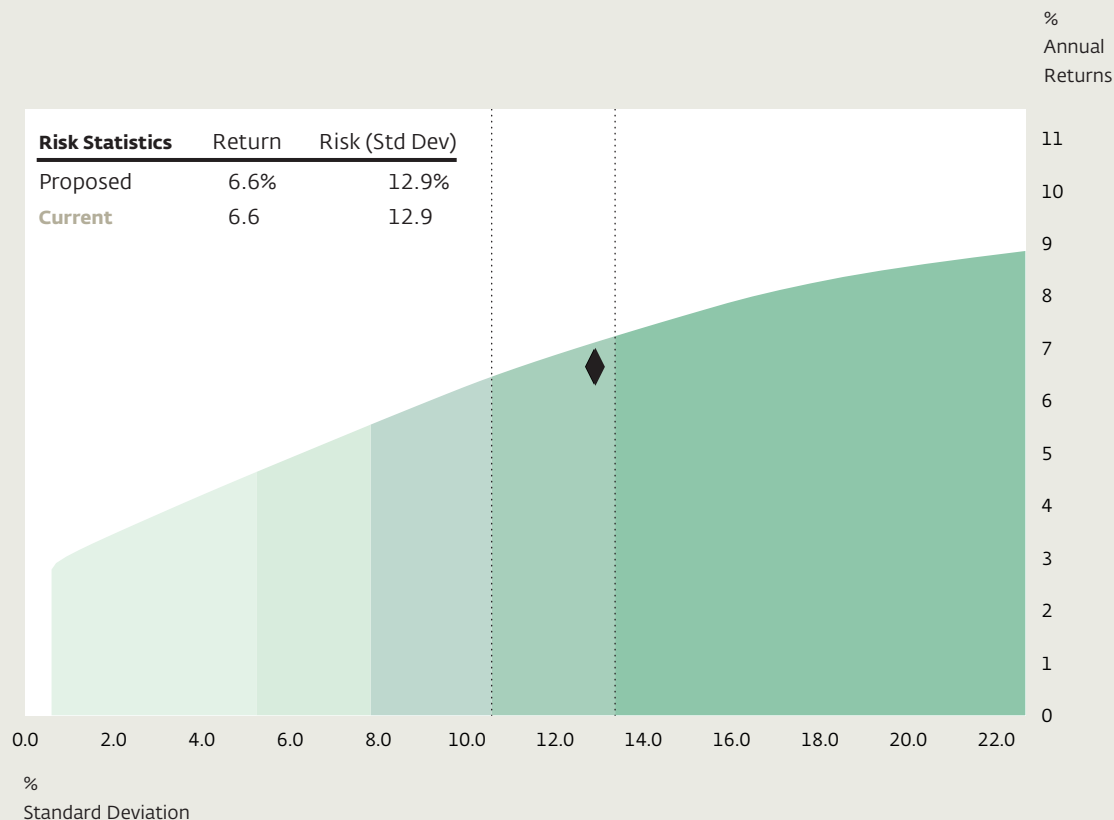
Your proposed portfolio is indicated by the black marker; your current portfolio is indicated in gray. Depending on whether this proposal represents some or all of your investment assets, the risk rating of the portfolio may be more or less than your risk profile, but should be consistent with your overall objectives and risk profile.

Based on the information you have provided, you have been classified in the **Capital Growth** risk category.



## Efficient Frontier Analysis <sup>2</sup>

Efficient portfolios are expected to provide the highest return for a given level of risk or the lowest risk for a given return. Those outcomes that are closest to the edge of the curve represent outcomes that are more efficient.



*IMPORTANT: The projections or other information generated by the Efficient Frontier tool regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. Please note that results may vary with each use and over time.*

*Results are based on capital market assumptions at the asset class level. All investment decisions involve risk, or the possibility that your investment will lose value. The value of an investment will fluctuate over time and may be worth less than its original cost. For a more complete description of the Efficient Frontier, including the criteria, methodology and asset classes used and the Efficient Frontier tool's limitations and key assumptions see the Notes section <sup>2</sup>*

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## Proposed Investment Solution

Based on the information gathered during the goal-setting phase and a thorough assessment of your needs, the following portfolio has been identified for consideration.

The proposed portfolio consists of both new investments and investments retained from your current portfolio. New holdings represent 100% of the proposed portfolio, and retained investments represent 0%.

## New Investments

	Type	\$	%
■ <i>Large-Cap Growth</i>			
<b>ClearBridge Large Cap Growth Portfolio</b>	SMA	448,074	4.0
El Camino UMA Proposed			
■ <i>Large-Cap Value</i>			
<b>Alley Company Dividend Portfolio Managed Account</b>	SMA	1,568,258	14.0
El Camino UMA Proposed			
■ <i>Mid-Cap Growth</i>			
<b>Congress Mid Cap Growth Managed Account</b>	SMA	672,111	6.0
El Camino UMA Proposed			

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## Proposed Investment Solution

The proposed portfolio includes investments retained from your current portfolio. Current investments may be retained for reasons such as performance, fit, tax management, transition schedule, or other factors.

## Current Investments to Retain

	Type	\$	%
 <i>Large-Cap Core</i>			
<b>Quantitative Portfolio: Market Series Large Cap Core - Low Minimum</b>	SMA	2,016,332	18.0
El Camino UMA Proposed			
 <i>Mid-Cap Value</i>			
<b>Vanguard Mid-Cap Value ETF   VOE</b>	ETF	672,111	6.0
El Camino UMA Proposed			
 <i>Small-Cap Growth</i>			
<b>Copeland Small Cap Dividend Growth Managed Account</b>	SMA	560,092	5.0
El Camino UMA Proposed			
 <i>All Cap</i>			
<b>Uniplan High Income Total Return (Non K1 Version) Managed Account</b>	SMA	672,111	6.0
El Camino UMA Proposed			
 <i>Int'l Developed Mkts</i>			
<b>Schafer Cullen International High Dividend ADR Managed Account</b>	SMA	1,232,203	11.0
El Camino UMA Proposed			
<b>Quantitative Portfolio: Market Series Intl ADR - Low Minimum</b>	SMA	1,232,203	11.0
El Camino UMA Proposed			
 <i>Int'l Emerging Mkts</i>			
<b>Vanguard FTSE Emerging Markets ETF   VWO</b>	ETF	448,074	4.0
El Camino UMA Proposed			
 <i>High Yield</i>			
<b>Clark Navigator Fixed Income Total Return Managed Account</b>	SMA	392,065	3.5
El Camino UMA Proposed			

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## Proposed Investment Solution

The proposed portfolio includes investments retained from your current portfolio. Current investments may be retained for reasons such as performance, fit, tax management, transition schedule, or other factors.

## Current Investments to Retain

	Type	\$	%
■ <i>International Bond</i>			
<b>PIMCO International Bond (USD-Hdg) Instl   PFORX</b>	MF	560,092	5.0
El Camino UMA Proposed			
■ <i>Asset Allocated</i>			
<b>Genesis Series: BlackRock Core Target Income ETF Portfolio.</b>	FSP	728,120	6.5
El Camino UMA Proposed			

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## Proposed Investment Solution

Certain investments in your current portfolio are being liquidated as part of the transition to this proposed portfolio. This list of investments to be liquidated may help fund new investments, be redundant with other current or new investments, have performance characteristics that are inconsistent with your stated objectives, or be deemed less favorable in other ways relative to new investment opportunities.

## Current Investments to Liquidate

	Type	\$
■ <i>Large-Cap Core</i>		
<b>Goldman Sachs US Eq Div and Prem Instl   GSPKX</b>	MF	448,074
El Camino UMA		
■ <i>Large-Cap Value</i>		
<b>Federated Strategic Value Dividend Managed Account</b>	SMA	1,568,258
El Camino UMA		
■ <i>Mid-Cap Growth</i>		
<b>PRIMECAP Odyssey Aggressive Growth   POAGX</b>	MF	672,111
El Camino UMA		

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## Hypothetical Portfolio: Past Performance Analysis

The following charts in pages 12 through 25 show the hypothetical value of the combined performance returns ("Model Portfolio Returns") for each investment strategy or product included in this proposal for the time periods indicated. These Model Portfolio Returns do not reflect the actual investment results of any client portfolio, but represent the hypothetical performance of this proposal, which is calculated by weighting the performance of each investment strategy or product included in this proposal at the allocation percentages detailed in this proposal. The allocation percentage of each investment strategy or product included in this proposal is fixed for the time periods indicated for the Model Portfolio Returns.

The performance information for each of the investment strategies or products included in this proposal is located in the "Investment Data Sheets" located towards the end of this proposal.

Model results have certain inherent limitations, particularly that such results do not represent actual trading and that they may not reflect the impact that material economic and market factors might have had on the asset manager's decision-making if the asset manager were actually managing clients' money. Performance results for clients invested pursuant to this proposal will vary due to market conditions and other factors, including cash flows, fund allocations, frequency and precision of rebalancing, cash balances, varying custodial fees, and the timing of fee deductions. As a result, actual performance for client accounts may differ materially from, and may be lower than, that of a model portfolio.

The performance results of the underlying investment strategies or products in the Model Portfolio Returns assume the reinvestment of dividends and other earnings. Model Portfolio Returns represent past performance and are not indicative of any specific investment. The model portfolio's current performance may be lower or higher than the performance data quoted as it represents past performance. An investment pursuant to this portfolio is subject to market risk and an investor may experience loss of principal. The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified.

The Model Portfolio Returns are compared to a selected benchmark, indicated in each chart. The reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc), so that an investor may compare the effects of material market or economic conditions on the results portrayed (e.g. the Model Portfolio Returns may show a 5% investment appreciation, but those sectors of the overall securities market appreciated 7% over the same time period). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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## Performance Analysis

Investors must generally be willing to assume higher levels of uncertainty, or risk, to pursue higher potential return from an investment portfolio. Therefore it is common to evaluate a portfolio by its risk-return tradeoff - how much risk must be tolerated to achieve a return. It is common to measure risk as the fluctuation in return over the investment period.

- ◆ **Proposed**
- ◆ **Current**
- **New Holdings**
- **Retained Holdings**

The chart and table display statistical analysis of both your current and proposed investments. The figures shown have been calculated based on 3 year performance history.

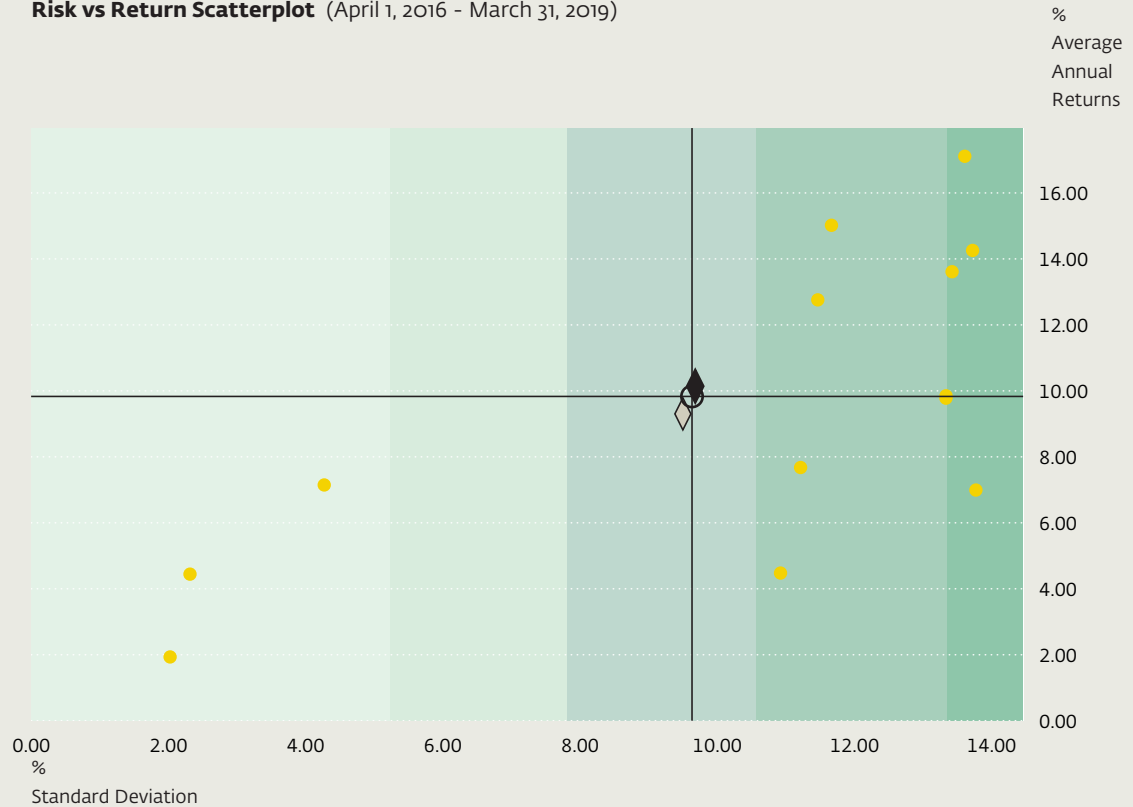
The performance quoted represents past performance. Past performance is not indicative of future results.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>3</sup>

\*Benchmark Blend indicates a blend composed of 60% Russell 3000 TR, 25% Bloomberg Barclays Capital U.S. Aggregate Bond TR, 15% MSCI EAFE GR.

## Hypothetical Portfolio: Past Performance Analysis

**Risk vs Return Scatterplot** (April 1, 2016 - March 31, 2019)



**Investment Statistics** (April 1, 2016 - March 31, 2019)

	Annual Return	Standard Deviation	Sharpe Ratio	Alpha	Beta	R-Squared	Tracking Error	Info. Ratio
<b>Proposed</b>	10.14%	9.68%	0.93	0.32	1.00	98.38	1.23	0.25
<b>Current</b>	9.30%	9.50%	0.86	-0.25	0.97	97.63	1.49	-0.36
<b>Benchmark*</b>	9.83%	9.64%						

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## Performance Analysis

This chart shows the hypothetical value of the combined annualized total returns for this proposal compared to selected benchmarks.

**Proposed**  
**Current**  
**Benchmark\***

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>3</sup>

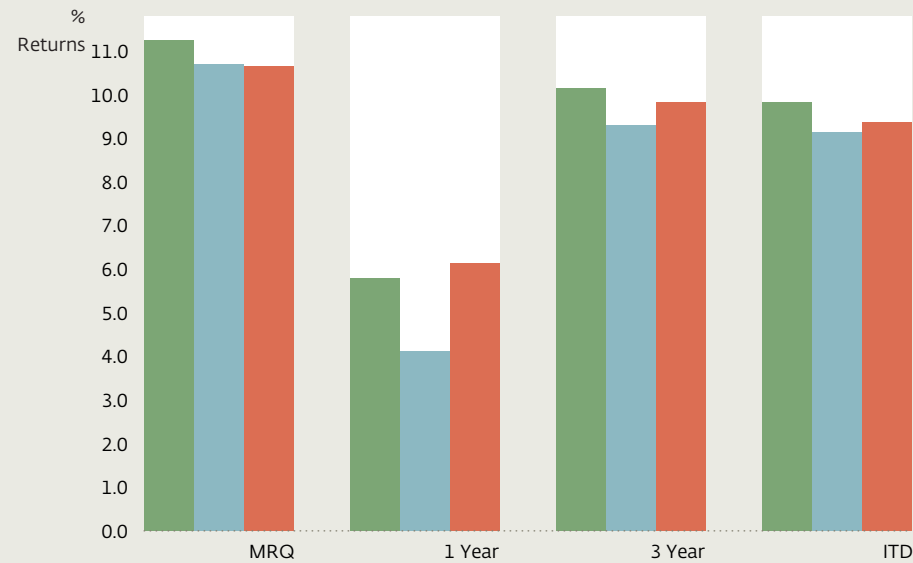
Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment.<sup>4</sup>

The performance quoted represents past performance. Past performance is not indicative of future results. Please see the individual "Investment Data Sheets" located towards the end of this proposal for important information on the performance returns for each investment strategy or product included in this proposal.

\*Growth Blend indicates a blend composed of 60% Russell 3000 TR, 25% Bloomberg Barclays Capital U.S. Aggregate Bond TR, 15% MSCI EAFE GR.

## Hypothetical Annualized Returns

**Annualized Returns Analysis** (January 1, 2016 - March 31, 2019)



	MRQ	1 Year	3 Year	ITD
Proposed	11.24%	5.79%	10.14%	9.82%
Current	10.69	4.10	9.30	9.13
Benchmark *	10.64	6.14	9.83	9.37

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## Performance Analysis

This chart shows the annual total return for this investment and selected benchmarks for the previous 3 years as available.

**Proposed**  
**Current**  
**Benchmark\***

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>3</sup>

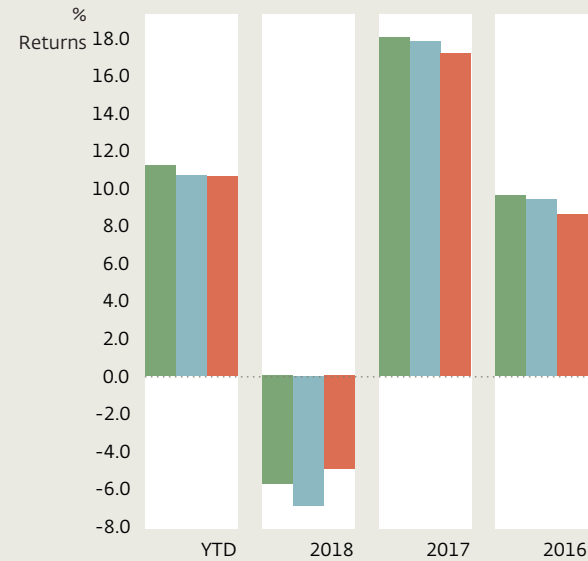
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## Hypothetical Calendar Year Returns

### Calendar Year Returns Analysis (January 1, 2016 - March 31, 2019)



	YTD	2018	2017	2016
Proposed	11.24%	-5.77%	18.01%	9.61%
Current	10.69	-6.92	17.82	9.41
Benchmark *	10.64	-4.97	17.17	8.60

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## Performance Analysis

Investments fluctuate in value in response to internal and external influences. Although diversification may dampen the impact of some of these influences, diversification will not eliminate all response to market movement.

Trend analysis is used to illustrate how a portfolio responds to these forces measured by its performance over time relative to indices and other portfolios.

Upside and downside capture ratios are used to determine how much an investment participates in the upside or downside of the market.

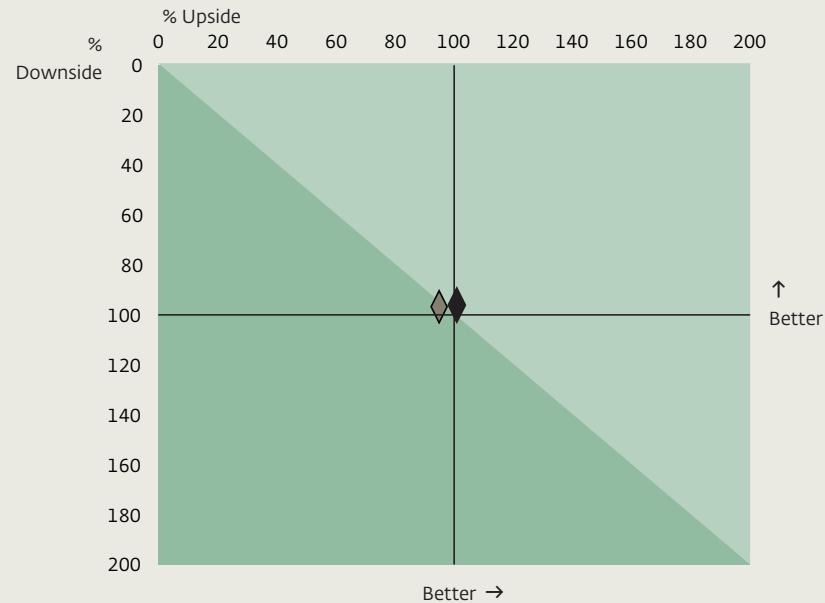
◆ **Proposed**

◆ **Current**

*The performance quoted represents past performance. Past performance is not indicative of future results. Please see the individual "Investment Data Sheets" located towards the end of this proposal for important information on the performance returns for each investment strategy or product included in this proposal.*

*The figures presented in the charts displayed are as of 03/31/19 and may change at any time. Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>3</sup>*

## Hypothetical Upside/Downside Fluctuation



Statistic (3-year)	Current	Proposed	Benchmark*
Positive Quarters	10	10	10
Negative Quarters	2	2	2
Average Return (Positive Quarters)	3.89%	4.12%	4.08%
Average Return (Negative Quarters)	-5.35%	-5.31%	-5.54%
Best Quarter Performance	10.69%	11.24%	10.64%
Worst Quarter Performance	-9.67%	-9.69%	-10.14%
Best Year Performance	17.82%	18.01%	17.17%
Worst Year Performance	-6.92%	-5.77%	-4.97%
Up Capture Ratio	0.95	1.01	
Down Capture Ratio	0.97	0.96	
R-Squared	97.63	98.38	

\*Benchmark Blend indicates a blend composed of 60% Russell 3000 TR, 25% Bloomberg Barclays Capital U.S. Aggregate Bond TR, 15% MSCI EAFE GR.

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## Performance Analysis

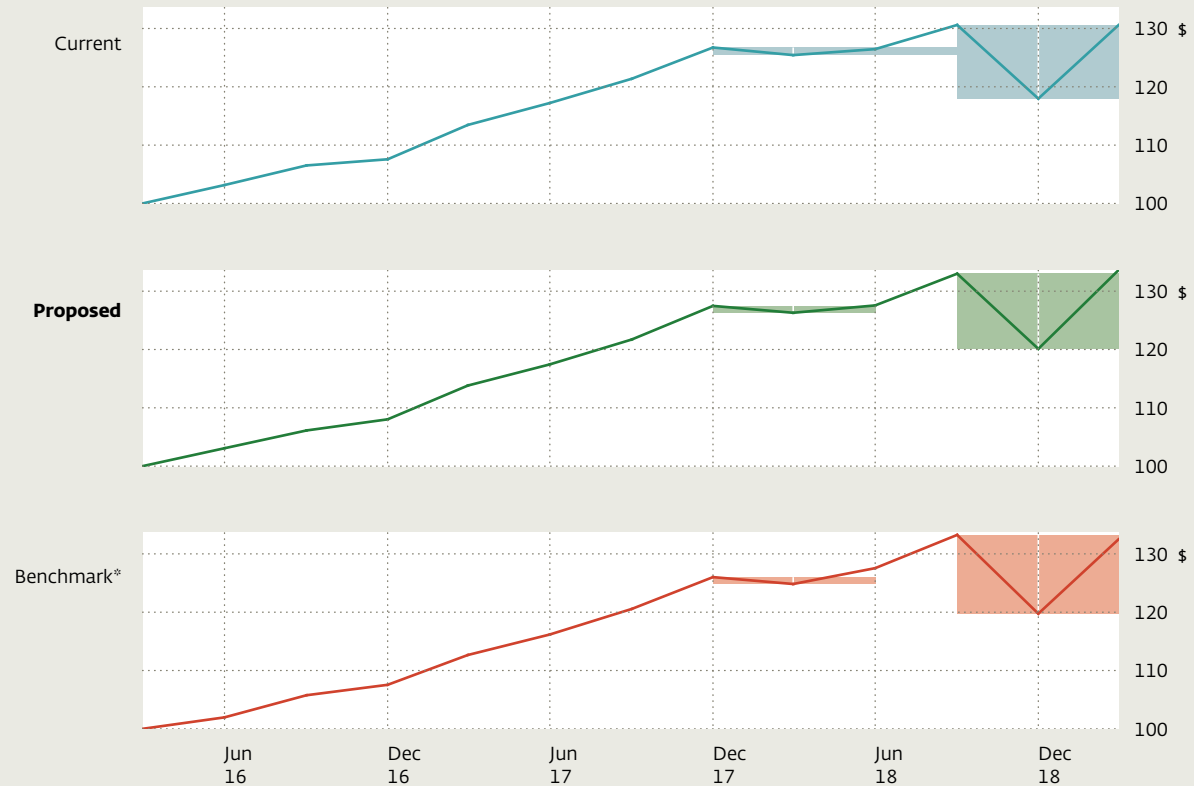
The Drawdown analysis helps to evaluate the investment's financial risks by looking at periods of retrenchment and recovery. The analysis will have information on depth, length, recovery, peak date and valley date. Here the portfolios under comparison are analyzed over a period of 4 years (trailing) for each time these portfolios were in loss.

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>4</sup>

The performance quoted represents past performance. Past performance is not indicative of future results.

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## Hypothetical Drawdown Analysis



		Depth %	Length (months)	Recovery (months)	Peak	Valley
Current	1	1.03	9	6	Dec 2017	Mar 2018
	2	9.67	N/A	N/A	Sep 2018	Dec 2018
Proposed	1	0.93	6	3	Dec 2017	Mar 2018
	2	9.69	N/A	N/A	Sep 2018	Dec 2018
Benchmark *	1	0.94	6	3	Dec 2017	Mar 2018
	2	10.14	N/A	N/A	Sep 2018	Dec 2018

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## Holdings Analysis

The equity portion represents 85.0% of the proposed investment portfolio.

Because the risk return characteristics of equity investments can be significantly different than those of the fixed income investments, each of these two components can be analyzed separately to better understand the exposures within the proposed portfolio.

*Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.*<sup>3</sup>

*Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment.*<sup>4</sup> The figures presented in the charts displayed are as of 03/31/19 and may change at any time.

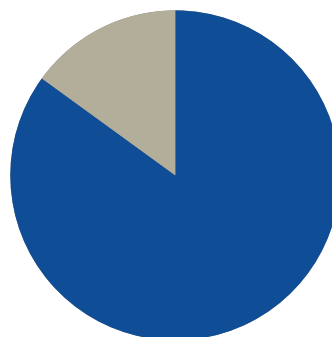
*The performance quoted represents past performance. Past performance is not indicative of future results.*

<sup>3</sup>Benchmark Blend indicates a blend composed of 21.2% Russell 1000 TR, 16.5% Russell 1000 Value TR, 12.9% BNYM Dev Mkt Classic ADR Ind, 12.9% MSCI EAFE Value NR USD, 7.1% Russell Midcap Value TR, 7.1% Russell Midcap Growth TR, 5.9% Russell 2000 TR, 4.7% MSCI EM NR, 4.7% Russell 1000 Growth TR, 1.8% S&P 500 TR, 1.8% Alerian MLP TR USD, 1.8% S&P Preferred Stock TR USD, 1.8% Wilshire REIT US TR.

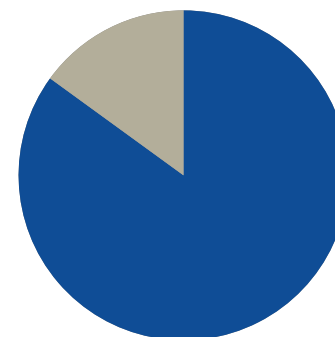
Performance cannot be calculated and is not shown when an Investment's performance history is less than the specified time period and/or an Investment's style does not directly map to equity or fixed income (e.g. balanced or asset allocated).

## Equity Investment

Current Equity Allocation



Proposed Equity Allocation



**Equity**

**85.0%**

**Equity**

**85.0%**

Equity Statistics <sup>5</sup>	Current	Proposed	Benchmark*
Average Market Cap (in Millions)	\$ 87,460	\$ 89,565	
Debt to Capital Ratio	n/a	n/a	
Average Price/Earnings	16.88	18.23	
Trailing Earnings/Share Growth (5yr)	6.63	9.22	
1yr Return	3.95%	n/a	n/a
3yr Return	10.18%	n/a	n/a
5yr Return	n/a	n/a	n/a
10yr Return	n/a	n/a	n/a
Standard Deviation (3yr)	10.97	n/a	n/a
Sharpe Ratio (3yr)	0.82	n/a	
Alpha (3yr)	0.49	n/a	
Beta (3yr)	0.90	n/a	
R-Squared (3yr)	97.45	n/a	
Information Ratio (3yr)	-0.23	n/a	
Tracking Error (3yr)	2.09	n/a	
Current Yield	2.59%	2.31%	

**proposal title:**

Goal Modification Proposal  
Proposal Number : 957389 : 967935

**prepared by:**

MICHAEL SCHWARTZ, CFP  
Royal Alliance Associates, Inc.

**prepared for:**

El Camino Real Alliance Charter  
School  
June 13, 2019

## Holdings Analysis <sup>5</sup>

This page shows the equity portion broken out by sector.

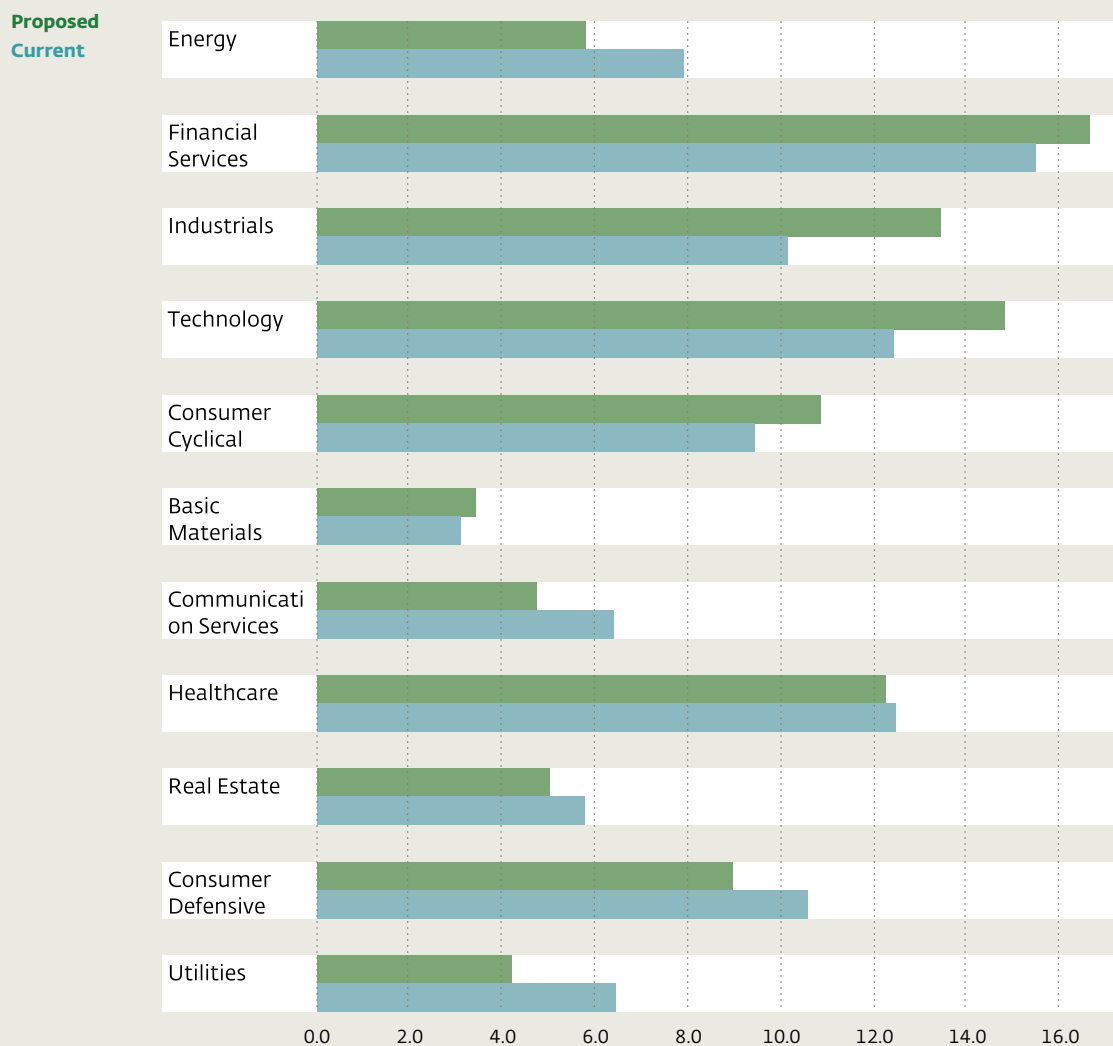
A sector is a segment of the economy that includes companies providing the same types of products or services. Companies within a sector tend to have fundamentals that are very similar to one another yet differ substantially from companies in other sectors.

The weighting of investments in your portfolio across the sectors can help explain overall portfolio performance as markets move over time.

*Certain charts illustrate areas in which the portfolio may invest and may not be representative of current or future holdings. Diversification does not ensure a profit or protect against losses.*

*Holdings analysis is based on the composite holdings of the proposed investment and data received from third party data sources, as of the most recent date provided to Envestnet.*

## Equity Sector Analysis <sup>5</sup>



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## Holdings Analysis <sup>5</sup>

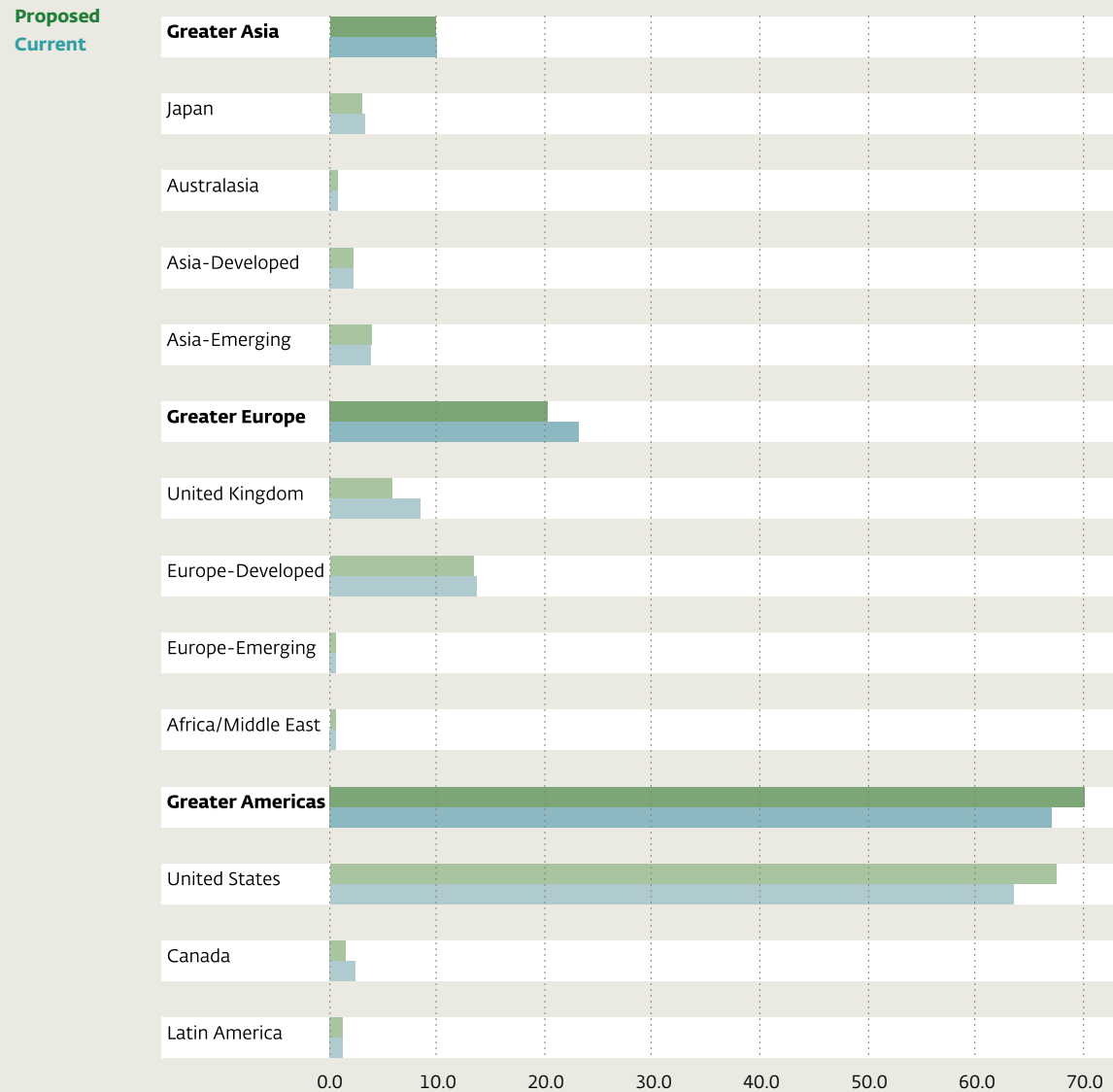
The groups of countries within a world region often have similarities such as political ideologies, natural resources, and economic strengths and weaknesses. Investment in a diverse set of regions can help mitigate risks associated with each individual region. This chart shows the diversification of your proposed portfolio across the world's major geographic regions.

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*Diversification does not ensure a profit or protect against losses.*

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## Equity Geographic Region Analysis <sup>5</sup>



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## Holdings Analysis <sup>5</sup>

This chart shows the diversification of your proposed portfolio across various non-U.S. countries of the world. Investment in a diverse set of foreign countries can help mitigate risks associated with various social and political systems across the world.

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## Equity Geographic Country Analysis <sup>5</sup>



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## Holdings Analysis <sup>5</sup>

The market capitalization of a publicly-traded company is the total value of its outstanding shares. Investment in larger, more established companies tend to be less risky but also offer less growth opportunity than investments made in smaller, younger companies.

This chart shows the diversification of your proposed portfolio across the different market cap tiers.

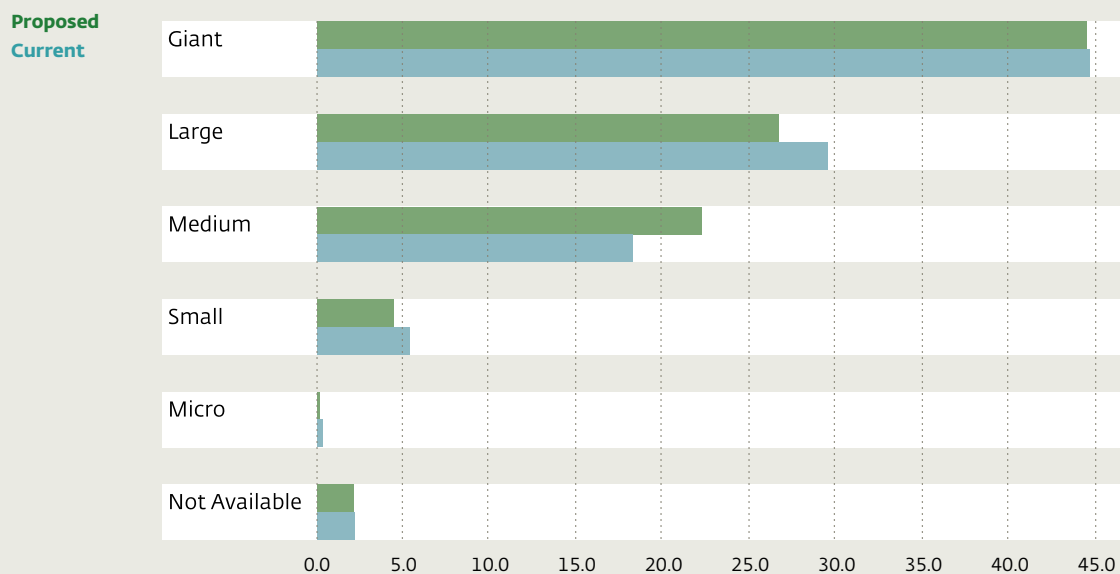
Tier definitions - Percent of stocks by capitalization within global market zones: <sup>6</sup>

- Giant: Top 40%
- Large: Next 30%
- Medium: Next 20%
- Small: Next 7%
- Micro: Smallest 3%

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## Equity Capitalization Analysis <sup>5</sup>



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## Holdings Analysis

The fixed income portion represents 15.0% of the proposed investment portfolio. Because the risk-return characteristics of fixed income investments can be significantly different than those of the equity investments, these two components are analyzed separately to better understand the exposures within the portfolio.

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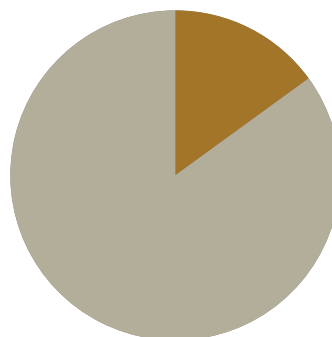
*The performance quoted represents past performance. Past performance is not indicative of future results.*

\*Benchmark Blend indicates a blend composed of 43.3% Bloomberg Barclays Capital U.S. Aggregate Bond TR, 33.3% Bloomberg Barclays Capital Global Aggregate Bond TR, 23.3% Bloomberg Barclays Capital U.S. Corporate High Yield TR.

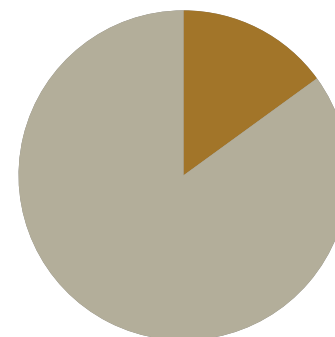
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## Fixed Income Investment

Current Fixed Income Allocation



Proposed Fixed Income Allocation



**Fixed Income**

**15.0%**

**Fixed Income**

**15.0%**

Fixed Income Statistics <sup>5</sup>	Current	Proposed	Benchmark*
Average Effective Duration	3.94	3.94	
Average Effective Maturity	5.32	5.32	
Average Coupon	2.95	2.95	
Average Credit Quality	A	A	
1yr Return	3.91%	n/a	n/a
3yr Return	3.99%	n/a	n/a
5yr Return	n/a	n/a	n/a
10yr Return	n/a	n/a	n/a
Standard Deviation (3yr)	2.20	n/a	n/a
Sharpe Ratio (3yr)	1.28	n/a	
Alpha (3yr)	2.12	n/a	
Beta (3yr)	0.54	n/a	
R-Squared (3yr)	84.68	n/a	
Information Ratio (3yr)	0.31	n/a	
Tracking Error (3yr)	1.92	n/a	
Current Yield	2.45%	2.45%	

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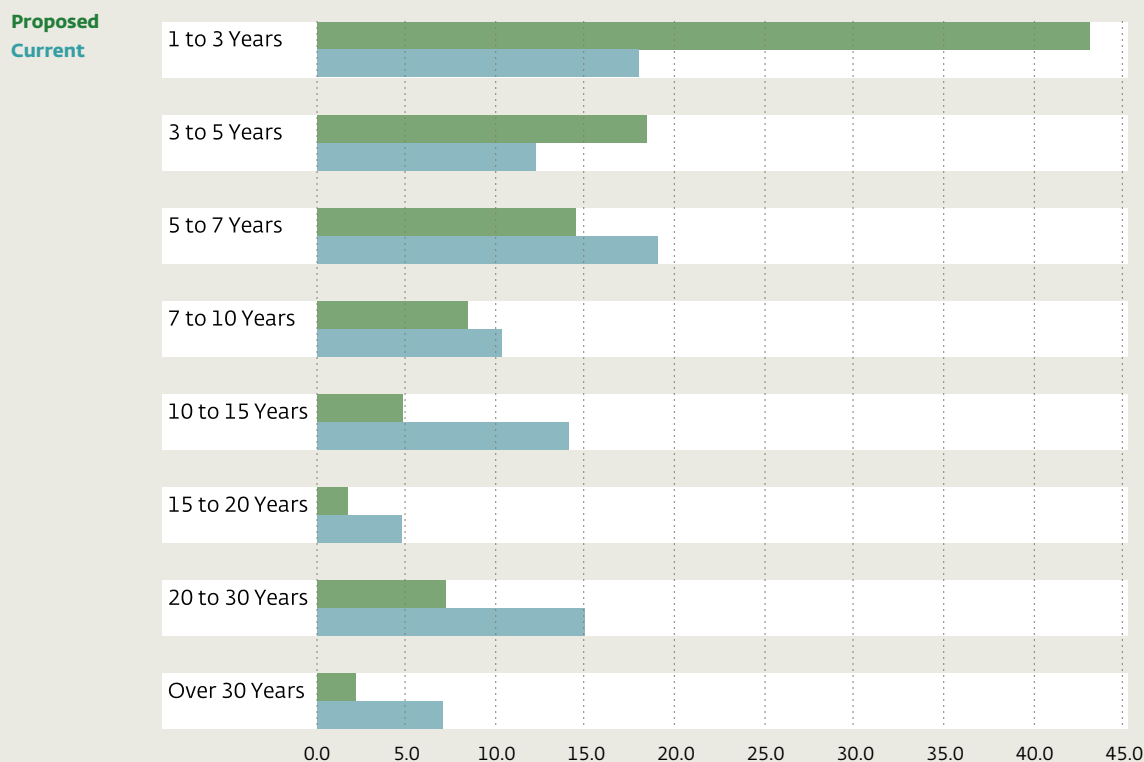
## Fixed Income Analysis <sup>5</sup>

This chart shows the weighting of the proposed fixed income investments in the proposed portfolio across the spectrum of maturities. Shorter-term securities tend to have less price fluctuation because interest rates are less likely to change dramatically over short periods of time. Yields tend to be higher on longer-term investments as a reward for taking on exposure to more risk.

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## Fixed Income Maturity Analysis <sup>5</sup>



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## Fixed Income Analysis <sup>5</sup>

This chart shows the diversity of the credit quality of your proposed fixed income portfolio. A bond rating is a measure of a bond issuer's ability to repay interest and principal in a timely manner. Higher-rated bonds are considered to be of higher credit quality. A lower rating suggests a higher probability of default.

Bond ratings definitions:

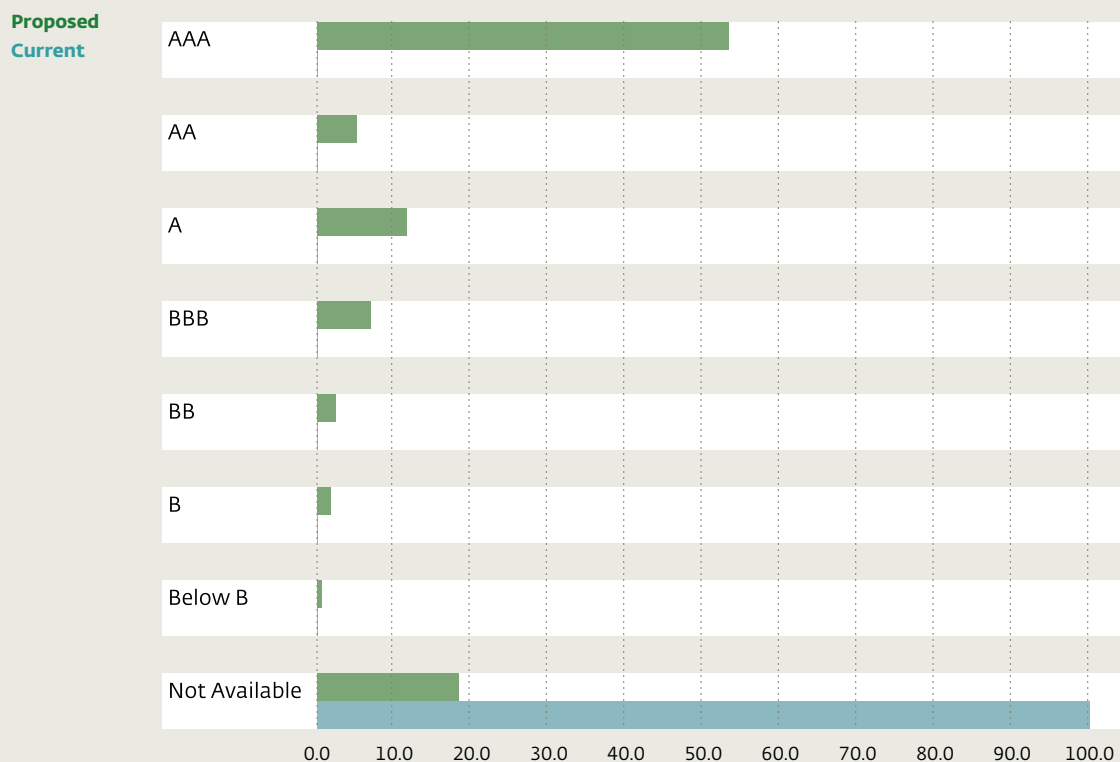
- AAA and AA: High credit-quality investment grade
- A and BBB: Medium credit-quality investment grade
- BB, B, CCC, CC, C: Low credit-quality (non-investment grade), or "junk bonds"
- D: Bonds in default for non-payment of principal and/or interest

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## Fixed Income Quality Analysis <sup>5</sup>



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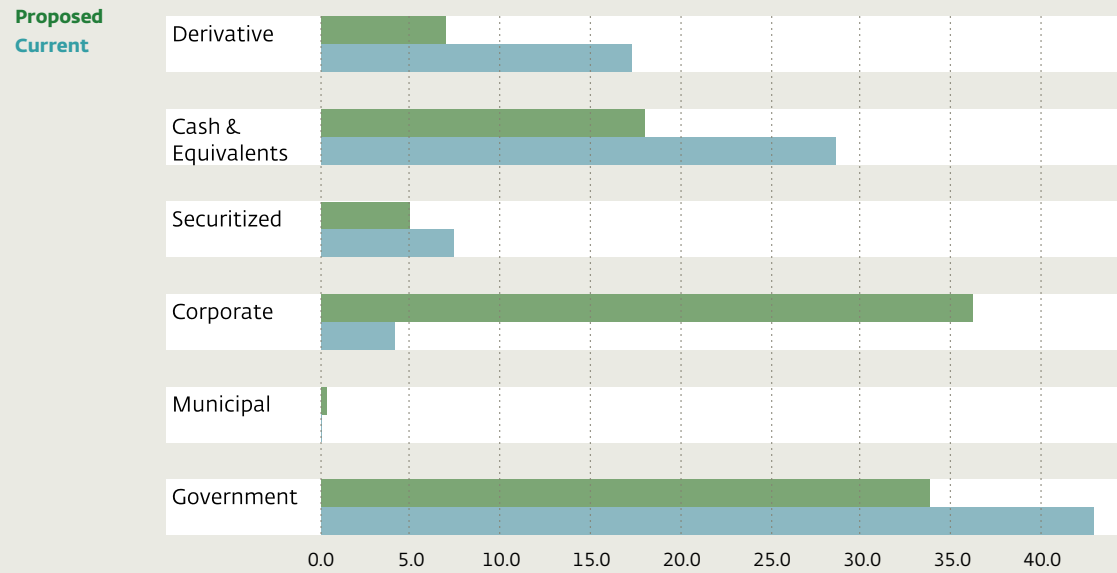
## Fixed Income Analysis <sup>5</sup>

This chart shows the diversity of fixed income sectors of your proposed fixed income portfolio. Fixed income sectors are used to characterize a group of securities that are similar with respect to industry, type, rating, maturity, and coupon.

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## Fixed Income Sector Analysis <sup>5</sup>



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## Holdings Analysis

This chart lists the individual investments in your proposed portfolio and the annualized total returns of those investments.

The figures presented in the charts displayed are as of 03/31/19 and may change at any time.

Total returns do not reflect the fund's sales charge. If sales charges were included, total returns would have been lower. Other fees and expenses applicable to continued investment are described in the fund's prospectus.

The performance quoted represents past performance. Past performance is not indicative of future results.

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The performance reporting as TOTAL is based on the product/model-level performance and not on the composite holdings-level performance.

## Hypothetical Investment Holdings Performance

	Incp. Date	Latest Qtr	1 Year	3 Year	5 Year	10 Year	ITD	%
<b>Alley Company Dividend Portfolio Managed Account</b>	Jul 1, 2006	13.00	12.85	12.76	10.45	15.38	9.49	
Portfolio: El Camino UMA Proposed Benchmark: Russell 1000 Value TR	Jan 1, 2016	11.93	5.67	10.45	7.72	14.52	6.88	
<b>Clark Navigator Fixed Income Total Return Managed Account</b>	Jan 1, 2005	3.58	4.39	7.15	5.06	10.37	8.67	
Portfolio: El Camino UMA Proposed Benchmark: Bloomberg Barclays Capital U.S. Corporate High Yield TR	Jan 1, 2016	7.26	5.93	8.56	4.68	11.26	7.11	
<b>ClearBridge Large Cap Growth Portfolio</b>	Jan 1, 2003	16.03	14.44	17.11	14.79	18.12	10.87	
Portfolio: El Camino UMA Proposed Benchmark: Russell 1000 Growth TR	Jan 1, 2016	16.10	12.75	16.53	13.50	17.52	10.75	
<b>Congress Mid Cap Growth Managed Account</b>	Oct 1, 1999	17.40	12.10	13.61	11.43	18.86	12.62	
Portfolio: El Camino UMA Proposed Benchmark: Russell Midcap Growth TR	Jan 1, 2016	19.62	11.51	15.06	10.89	17.60	7.93	
<b>Copeland Small Cap Dividend Growth Managed Account</b>	Oct 1, 2009	13.81	9.94	14.26	11.23	n/a	15.18	
Portfolio: El Camino UMA Proposed Benchmark: Russell 2000 TR	Jan 1, 2016	14.58	2.05	12.92	7.05	15.36	11.86	
<b>Genesis Series: BlackRock Core Target Income ETF Portfolio.</b>	Jan 1, 2015	1.61	3.35	1.94	n/a	n/a	1.74	
Portfolio: El Camino UMA Proposed Benchmark: Bloomberg Barclays Capital U.S. Aggregate Bond TR	Jan 1, 2016	2.94	4.48	2.03	2.74	3.77	2.27	
<b>PIMCO International Bond (USD-Hdg) Instl   PFORX<sup>a</sup></b>	Dec 2, 1992	2.97	4.25	4.44	4.97	7.29	7.16	
Portfolio: El Camino UMA Proposed Benchmark: Bloomberg Barclays Capital Global Aggregate Bond TR	Jan 1, 2016	2.20	-0.39	1.49	1.04	3.05	4.98	
<b>Quantitative Portfolio: Market Series Intl ADR - Low Minimum</b>	Jan 1, 2016	10.68	-3.23	7.68	n/a	n/a	5.68	
Portfolio: El Camino UMA Proposed Benchmark: BNYM Dev Mkt Classic ADR Ind	Jan 1, 2016	10.33	-4.11	7.18	2.00	8.66	5.59	

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*The performance reporting as TOTAL is based on the product/ model-level performance and not on the composite holdings-level performance.*

## Hypothetical Investment Holdings Performance

	Incp. Date	Latest Qtr	1 Year	3 Year	5 Year	10 Year	ITD
<b>Quantitative Portfolio: Market Series Large Cap Core - Low Minimum</b>	Jan 1, 2016	12.94	11.60	15.02	n/a	n/a	13.88
Portfolio: El Camino UMA Proposed Benchmark: Russell 1000 TR	Jan 1, 2016	14.00	9.30	13.52	10.63	16.05	12.82
<b>Schafer Cullen International High Dividend ADR Managed Account</b>	Jul 1, 2005	9.06	-5.57	4.48	1.36	8.35	5.27
Portfolio: El Camino UMA Proposed Benchmark: MSCI EAFE Value NR USD	Jan 1, 2016	7.92	-6.03	6.90	0.67	8.12	3.62
<b>Uniplan High Income Total Return (Non K1 Version) Managed Account</b>	Apr 1, 2005	14.62	10.32	6.99	3.48	12.49	7.68
Portfolio: El Camino UMA Proposed Benchmark: 25% S&P 500/ 25% Alerian MLP/ 25% Wilshire US REIT/ 25% S&P Preferred Stock	Jan 1, 2016	13.63	12.18	7.55	5.40	14.83	8.10
<b>Vanguard FTSE Emerging Markets ETF   VWO<sup>b</sup></b>	Mar 4, 2005	11.35	-6.80	9.85	3.60	8.63	6.32
Portfolio: El Camino UMA Proposed Benchmark: MSCI EM NR	Jan 1, 2016	9.93	-7.28	10.68	3.68	8.94	7.45
<b>Vanguard Mid-Cap Value ETF   VOE<sup>c</sup></b>	Aug 17, 2006	13.83	1.08	9.78	7.71	16.57	8.30
Portfolio: El Camino UMA Proposed Benchmark: Russell Midcap Value TR	Jan 1, 2016	14.37	2.89	9.50	7.22	16.39	7.82
<b>Total</b>		<b>11.24%</b>	<b>5.79</b>	<b>10.14</b>	<b>n/a</b>	<b>n/a</b>	<b>9.82</b>

Current performance may be lower or higher than data quoted herein. For data current to the most recent month end, please visit the manager website(s).

<sup>a</sup> [www.pimco.com](http://www.pimco.com)

<sup>b</sup> [www.vanguard.com](http://www.vanguard.com)

<sup>c</sup> [www.vanguard.com](http://www.vanguard.com)

Carefully consider the investment objectives, risks, charges and expenses of a fund. This and other important information is contained in each fund's summary prospectus and prospectus, which can be obtained from your financial professional and should be read carefully before investing.

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## Holdings Analysis

This chart lists the individual investments in your proposed portfolio and select performance statistics of those investments.

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## Hypothetical Investment Holdings Statistics

	% Standard Deviation	Sharpe Ratio	Alpha	Beta	R- Squared	Tracking Error	Info. Ratio
<b>Alley Company Dividend Portfolio Managed Account</b>	11.47	1.01	2.88	0.93	87.16	4.19	0.55
<b>Clark Navigator Fixed Income Total Return Managed Account</b>	4.27	1.40	1.56	0.65	89.70	2.59	-0.55
<b>ClearBridge Large Cap Growth Portfolio</b>	13.61	1.17	2.23	0.88	98.43	2.46	0.23
<b>Congress Mid Cap Growth Managed Account</b>	13.43	0.93	1.36	0.80	91.09	5.07	-0.28
<b>Copeland Small Cap Dividend Growth Managed Account</b>	13.73	0.95	3.68	0.79	93.37	5.04	0.26
<b>Genesis Series: BlackRock Core Target Income ETF Portfolio.</b>	2.03	0.38	0.69	0.61	91.04	1.39	-0.07
<b>PIMCO International Bond (USD-Hdg) Instl   PFORX<sup>a</sup></b>	2.32	1.41	3.99	0.28	48.28	4.37	0.68
<b>Quantitative Portfolio: Market Series Intl ADR - Low Minimum</b>	11.22	0.58	1.02	0.92	98.12	1.85	0.27
<b>Quantitative Portfolio: Market Series Large Cap Core - Low Minimum</b>	11.67	1.19	2.70	0.89	98.04	2.15	0.70
<b>Schafer Cullen International High Dividend ADR Managed Account</b>	10.93	0.30	-0.98	0.81	72.63	6.13	-0.39
<b>Uniplan High Income Total Return (Non K1 Version) Managed Account</b>	13.78	0.42	-1.08	1.09	95.84	3.03	-0.18
<b>Vanguard FTSE Emerging Markets ETF   VWO<sup>b</sup></b>	13.34	0.65	-0.34	0.96	96.21	2.66	-0.31
<b>Vanguard Mid-Cap Value ETF   VOE<sup>c</sup></b>	13.34	0.65	0.50	0.97	97.31	2.22	0.13

Current performance may be lower or higher than data quoted herein. For data current to the most recent month end, please visit the manager website(s).

<sup>a</sup> [www.pimco.com](http://www.pimco.com)

<sup>b</sup> [www.vanguard.com](http://www.vanguard.com)

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## Holdings Analysis

This chart lists the individual investments in your proposed portfolio and select performance statistics of those investments.

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## Hypothetical Investment Holdings Statistics

*Carefully consider the investment objectives, risks, charges and expenses of a fund. This and other important information is contained in each fund's summary prospectus and prospectus, which can be obtained from your financial professional and should be read carefully before investing.*

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June 13, 2019

## Investment Data Sheets

## Quantitative Portfolio: Market Series Intl ADR - Low Minimum

### Product Description

The Quantitative Portfolio: Market Series Intl ADR - Low Minimum is a passively managed UMA sleeve strategy. It is designed to provide beta exposure and returns similar to those of an appropriate asset class benchmark with a limited number of securities. An ETF may constitute a portion of the portfolio to assist in tracking index performance.

In general, Quantitative Portfolios, or QPs, provide investors with several primary attributes, including: 1) cost-efficient exposure to beta; 2) the opportunity to capture "tax management alpha"; and 3) the ability to customize the portfolio.

QPs are constructed using a systematic process that balances a desired tracking error to the underlying index, a target account investment minimum and a limited number of holdings. Once the specifications are established, the portfolios are built quantitatively using a risk factor model. The portfolio management team reviews the QP's portfolio characteristics to ensure conformance with the tracking index, but since QPs are quantitatively constructed, active stock selection is not part of the process.

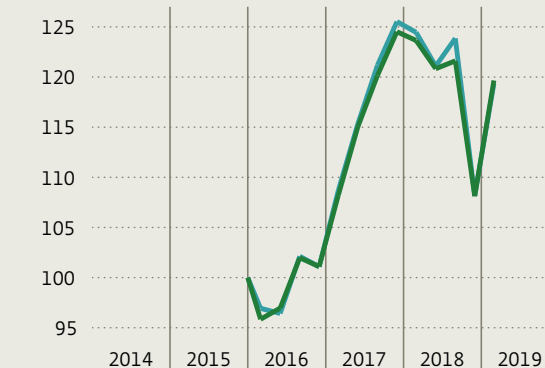
### Firm Overview

Envestnet | Portfolio Management Consultants (PMC) is the portfolio consulting group of Envestnet Asset Management, Inc. and is the manager of a set of discretionary investment products.

*Model Returns Displayed. Model returns should not be relied on in investment making decisions. Model returns are not based on actual client assets, do not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client <sup>1</sup>*

### Performance: Growth of \$100

\$ Value

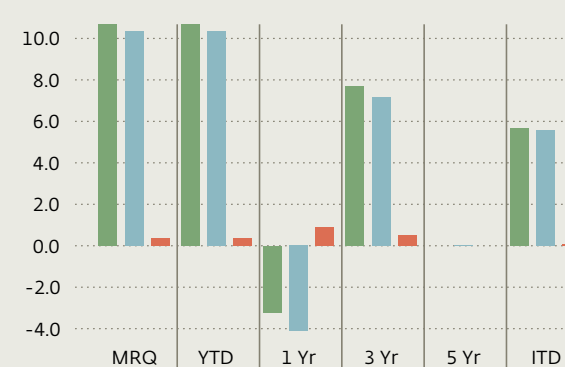


Product (Gross)		1.10	23.17	-13.17	10.68
Benchmark		1.08	24.18	-13.83	10.33
Relative Returns		0.01	-1.01	0.65	0.35

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

% Returns



Product (Gross)	10.68	10.68	-3.23	7.68	n/a	5.68
Benchmark	10.33	10.33	-4.11	7.18	n/a	5.59
Relative Returns	0.35	0.35	0.88	0.50	n/a	0.09

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	11.22	n/a	11.90
Sharpe Ratio	0.58	n/a	0.11
Alpha (%)	1.02	n/a	--
Information Ratio	0.27	n/a	--
Up Capture (%)	0.92	n/a	--
Down Capture (%)	0.79	n/a	--
Total Return (%)	Product		Bench
Best Qtr(01/19-03/19)	10.68		10.33
Worst Qtr(10/18-12/18)	-11.10		-12.67
Best Year (2017)	23.17		24.18
Worst Year (2018)	-13.17		-13.83

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	0.50	n/a
Batting Average (%)	66.67	n/a
Beta	0.92	n/a
Tracking Error	1.85	n/a
R Squared	98.12	n/a

### Quick Facts ( as of Mar 31, 2019)

Style Classification :	Int'l Developed Mkts
Benchmark :	BNYM Dev Mkt Classic
	ADR Ind
Product AUM(MM) :	n/a
Portfolio Inception :	April 2014
Current # Holdings :	99
Avg. Annual Turnover :	20%

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## Quantitative Portfolio: Market Series Intl ADR - Low Minimum

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*The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>2</sup>*

*The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.*

*Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>3</sup>*

*Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>4</sup>*

*Performance shown is the model portfolio's historical performance as compared to a relevant benchmark. Model results have certain inherent limitations, particularly that such results do not represent actual trading and that they may not reflect the impact that material economic and market factors might have had on the asset manager's decision-making if the asset manager were actually managing clients' money. <sup>5</sup>*



## Quantitative Portfolio: Market Series Intl ADR - Low Minimum, Continued

Portfolio Characteristics <sup>6</sup>		Equity Sector Distribution			World Regions <sup>6</sup>		Top Ten Holdings	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	56,115	Energy	6.2		<b>Greater Asia</b>	<b>29.97</b>	Vanguard FTSE Developed Markets ETF	12.63
Median Market Cap (MM)	36,703	Fin. Services	19.8		Japan	18.63	Vanguard FTSE All-World ex-US ETF	7.03
Adjusted Price/Earnings Ratio	15.29	Industrials	13.9		Australasia	2.80	Diageo PLC	2.95
Price/Book Ratio	3.05	Technology	6.9		Asia-Developed	5.58	Novartis Ag	2.44
Return On Equity (1yr)	n/a	Cons. Cyclical	10.7		Asia-Emerging	2.96	HSBC Holdings PLC ADR	2.37
EPS Growth-Past 5 yrs	2.49%	Basic Materials	8.0		<b>Greater Europe</b>	<b>65.96</b>	Allianz Se	2.32
Debt to Total Capital	n/a	Comm. Svcs.	4.5		United Kingdom	19.10	Toyota Motor Corporation Ads	2.01
Current Yield (%)	2.72 <sup>7</sup>	Healthcare	11.4		Europe-Developed	46.39	Royal Dutch Shell PLC	1.92
		Real Estate	1.9		Europe-Emerging	0.20	Zurich Insurance Group Ag	1.91
		Cons. Defense	12.9		Africa/Middle East	0.27	Total Sa	1.89
		Utilities	3.8		<b>Greater Americas</b>	<b>4.06</b>		
					United States	0.18		
					Canada	1.53		
					Latin America	2.35		

The data presented is based on a snapshot of the holdings in the portfolio as of Jun 12, 2019 and may change at any time. Other data is calculated based on the reported holdings and data received from third party data sources, as of the most recent date provided to Envestnet. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

Returns displayed represent model returns. Model performance is not based on actual client assets, does not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client assets. The actual performance of an actively managed account will not completely mirror model returns, and actual client returns may vary from model returns. The returns shown do not reflect any customized investment screens or other investment restrictions that an investor may place on an investment strategy. The portfolio's current actual performance may be lower or higher than the performance data quoted and these returns should not be considered as indicative of the skills of Envestnet. Model returns are based on data received from the asset manager as reported to Morningstar. Actual investment advisory fees of Envestnet Asset Management, Inc. are described in Part 2A or, Part 2A - Appendix 1 of Form ADV, as applicable. Investments in the proposed strategy involve risk including the loss of principal. Intended for advisor use only or with advisor on a one-on-one consultant basis with client. Model returns are calculated by obtaining the weighted monthly returns of the strategy component holdings from the prior monthend to the current monthend. These weighted returns are then added to the prior month's return history and annualized. Performance is calculated based upon the historical asset allocations at the beginning of each month during the periods shown, which may differ from the current allocation. The performance results of the underlying holdings in the model portfolio assume the reinvestment of dividends and other earnings. The holdings comprising the strategies and the allocations to those holdings have changed over time and may change in the future. The historical model performance has not been adjusted to reflect current holding allocations. An investment pursuant to this model portfolio is subject to market risk and an investor may experience loss of principal.

<sup>1</sup> Model Returns Displayed. Model returns should not be relied on in investment making decisions. Model returns are not based on actual client assets, do not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client assets. The actual performance of an actively managed account would never completely mirror model returns, and actual client returns may vary from model returns. See full model disclosure at the end of this document.

<sup>2</sup> Note: **Performance Inception** Jan 1, 2016

Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>3</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>4</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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## Quantitative Portfolio: Market Series Intl ADR - Low Minimum, Continued

<sup>5</sup> Model Strategy returns are calculated by obtaining the weighted monthly returns of the strategy component holdings from the prior month-end to the current month-end. These weighted returns are then added to the prior month's return history and annualized. Performance is calculated based upon the historical asset allocations at the beginning of each month during the periods shown, which may differ from the current allocation. The holdings comprising the strategies and the allocations to those holdings have changed over time and may change in the future. The historical model performance has not been adjusted to reflect current fund allocations. The performance results of the underlying holdings in the model portfolio assume the reinvestment of dividends and other earnings. Model returns represent past performance and are not indicative of any specific investment. The model portfolio's current performance may be lower or higher than the performance data quoted as it represents past performance. An investment pursuant to this model portfolio is subject to market risk and an investor may experience loss of principal. The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified.

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<sup>7</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

For Use in a One-On-One Presentation to Advisory Client Only

## Congress Mid Cap Growth Managed Account

### Product Description

The Congress Asset Management (CAM) Mid Cap Growth portfolio believes investing in consistent growth, industry leading mid-cap companies with exceptional management teams and top tier financial strengths that have the potential to deliver superior, consistent returns over full market cycles.

The firm's primary stock selection process is based on fundamental analysis focusing on a stock's long-term growth of earnings power, resources in managerial, financial, product, or technological strength, favorable exposure to changing economic environment, and excess cash flow.

CAM applies an integrated investment team approach towards security selection and portfolio management. The Investment Policy Committee (IPC) establishes investment policy and enforces the investment process. The three primary functions of the IPC are as follows: 1) to establish the appropriate asset allocation, 2) to determine the approved list of stocks and enforce sale of those stocks removed from the approved list, and 3) to review all portfolios for adherence to client objectives.

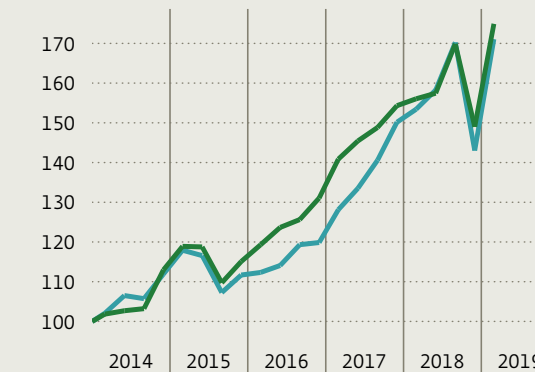
The portfolio typically holds between 40-50 stocks while producing average annual portfolio turnover of 40-50%.

### Firm Overview

Congress is an independent, management-owned, SEC-registered investment management firm founded in 1985 in Boston, MA. Congress was built with the strong conviction that client needs come first, with a guiding principle of providing "Growth at Reasonable Risk"

### Performance: Growth of \$100

\$ Value

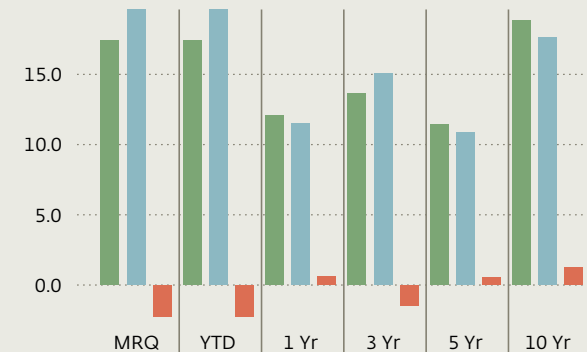


Product (Gross)	12.96	1.87	13.89	17.75	-3.45	17.40
Benchmark	11.90	-0.20	7.33	25.27	-4.75	19.62
Relative Returns	1.06	2.07	6.56	-7.52	1.30	-2.22

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

% Returns



Product (Gross)	17.40	17.40	12.10	13.61	11.43	18.86
Benchmark	19.62	19.62	11.51	15.06	10.89	17.60
Relative Returns	-2.22	-2.22	0.58	-1.44	0.54	1.26

### Risk-Return Statistics

	Product	Bench
	3 Yr	5 Yr
Std. Deviation (%)	13.43	11.98
Sharpe Ratio	0.93	0.89
Alpha (%)	1.36	2.30
Information Ratio	-0.28	0.11
Up Capture (%)	0.85	0.94
Down Capture (%)	0.81	0.77
Total Return (%)	Product	Bench
Best Qtr(01/00-03/00)	21.60	n/a
Worst Qtr(10/08-12/08)	-27.75	-27.36
Best Year (2010)	40.18	26.38
Worst Year (2008)	-43.87	-44.32

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-1.44	0.54
Batting Average (%)	41.67	55.00
Beta	0.80	0.82
Tracking Error	5.07	4.83
R Squared	91.09	87.70
Q-Score	0.43	0.49
Q-Risk	45%	53%
Q-Return	41%	47%
Q-Rank	38%	47%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Mid-Cap Growth
Benchmark :	Russell Midcap Growth
	TR
Product AUM(MM) :	\$1,042
Portfolio Inception :	September 1999
Current # Holdings :	40
Avg. Annual Turnover :	50%

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Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>2</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>3</sup>

The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.

## Congress Mid Cap Growth Managed Account, Continued

Portfolio Characteristics <sup>4</sup>		Equity Sector Distribution <sup>6</sup>			World Regions <sup>4</sup>		Top Ten Holdings <sup>4</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	10,216	Fin. Services	4.4		<b>Greater Asia</b>	<b>2.61</b>	Paycom Software Inc	3.31
Median Market Cap (MM)	11,012	Industrials	32.2		Japan	0.00	Synopsys Inc	3.04
Adjusted Price/Earnings Ratio	27.63	Technology	22.3		Australasia	0.00	Keysight Technologies Inc	2.97
Price/Book Ratio	5.14	Cons. Cyclical	15.5		Asia-Developed	0.00	Lennox International Inc	2.95
Return On Equity (1yr)	26.92	Healthcare	16.3		Asia-Emerging	2.61	SS&C Technologies Holdings Inc	2.86
EPS Growth-Past 5 yrs	13.99%	Cons. Defense	9.4		<b>Greater Europe</b>	<b>0.00</b>	Mettler-Toledo International Inc	2.78
Debt to Total Capital	38.88				United Kingdom	0.00	Etsy Inc	2.77
Current Yield (%)	0.61 <sup>5</sup>				Europe-Developed	0.00	STERIS Ltd	2.75
					Europe-Emerging	0.00	Charles River Laboratories	2.73
					Africa/Middle East	0.00	International Inc	
					<b>Greater Americas</b>	<b>97.39</b>	Copart Inc	2.72
					United States	97.39		
					Canada	0.00		
					Latin America	0.00		

The data presented (except for Equity Sector Distribution graph) is based on a snapshot of the holdings in the portfolio as of Mar 31, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

<sup>1</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>2</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>3</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>5</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>6</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

For Use in a One-On-One Presentation to Advisory Client Only

## Genesis Series: BlackRock Core Target Income ETF Portfolio.

### Product Description

The Target Income Managed Portfolio ETF version comprise four model portfolios, providing a range of potential yield and risk levels, to help investors, together with their advisors, rethink their core Fixed Income allocations in an efficient way. These portfolios are optimized 4-5 times per year and are intended as tools to assist an advisor with designing a strategy to help their clients pursue their specific income objectives, while managing overall risk.

The Core Income Managed Portfolio seeks a model yield level after expenses generally not greater than  $2\% \pm 0.25\%$ . This Model seeks to generate a yield similar to the Barclays U.S. Aggregate Bond Index with less risk.

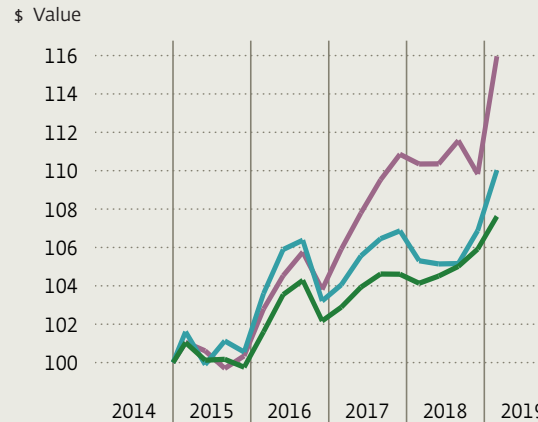
\*Model Yield Level is illustrative only and was determined with reference to the current yields of the underlying funds and of the current interest rate environment, is specific to the model, and is not a prediction of future fund or model yield or reflective of actual results. Realized yields will vary and may be lower. Yield refers to the portion of total return stemming from income payments, distinct from capital gains. Past performance is not predictive of future result.

### Firm Overview

BlackRock Investment Management, LLC ("BlackRock") provides diversified investment management to institutional clients, intermediary and individual investors through various investment vehicles. Investment management services primarily consist of the management of equity, fixed income, multi-asset class, alternative investment and cash management products. BlackRock offers its investment products in a variety of vehicles, including openend and closed-end mutual funds, iShares® exchange traded funds ("ETFs"), collective investment

Continued on Page 39

### Performance: Growth of \$100



Product (Gross)	-0.24	2.42	2.38	1.25	1.61
Benchmark	0.55	2.65	3.54	0.01	2.94
Relative Returns	-0.79	-0.23	-1.16	1.24	-1.33
Risk Benchmark	0.35	3.45	6.79	-0.93	5.59

### Risk-Return Statistics

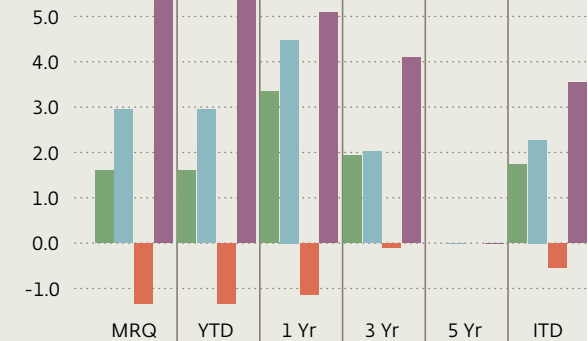
	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	2.03	n/a	3.09
Sharpe Ratio	0.38	n/a	0.65
Alpha (%)	0.69	n/a	--
Information Ratio	-0.07	n/a	--
Up Capture (%)	0.74	n/a	--
Down Capture (%)	0.47	n/a	--

Total Return (%)	Product	Bench
Best Qtr(04/16-06/16)	1.91	2.21
Worst Qtr(10/16-12/16)	-2.03	-2.98
Best Year (2016)	2.42	2.65
Worst Year (2015)	-0.24	0.55

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



Product (Gross)	1.61	1.61	3.35	1.94	n/a	1.74
Benchmark	2.94	2.94	4.48	2.03	n/a	2.27
Relative Returns	-1.33	-1.33	-1.13	-0.09	n/a	-0.53
Risk Benchmark	5.59	5.59	5.09	4.10	n/a	3.55

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-0.09	n/a
Batting Average (%)	41.67	n/a
Beta	0.61	n/a
Tracking Error	1.39	n/a
R Squared	91.04	n/a

### Quick Facts ( as of Mar 31, 2019)

Style Classification :	Asset Allocated
Benchmark :	Bloomberg Barclays Capital U.S. Aggregate Bond TR
Risk Benchmark <sup>1</sup> :	Blend <sup>2</sup>
Risk Rating :	Capital Preservation
Risk Score :	1 (out of 100)
Product AUM(MM) :	\$44
Portfolio Inception :	October 2014
Current # Holdings :	6
Avg. Annual Turnover :	41%
Website :	www.blackrock.com

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>3</sup>

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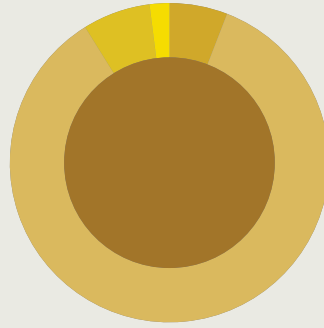
## Genesis Series: BlackRock Core Target Income ETF Portfolio., Continued

### Portfolio Characteristics <sup>6</sup>

( Actual investor holdings will vary )

Average Market Cap (MM)	—
Median Market Cap (MM)	—
Adjusted Price/Earnings Ratio	n/a
Price/Book Ratio	n/a
Return On Equity (1yr)	n/a
EPS Growth-Past 5 yrs	1.40%
Debt to Total Capital	n/a
Current Yield (%)	2.60 <sup>7</sup>
Weighted Avg Gross Expense Ratio <sup>8</sup>	0.17%
Weighted Avg Net Expense Ratio <sup>9</sup>	0.17%

### Asset Allocation



Style (top allocations)

Style (top allocations)	%
<b>Fixed Income</b>	100.00
● Intermediate Bond	5.88
● Short Bond	85.26
● High Yield	6.86
● Cash	2.00

### Holdings

Security	%
iShares 1-3 Year Treasury Bond	29.40
iShares Floating Rate Bond ETF	29.40
iShares Short Treasury Bond	15.68
iShares Tr Sh Tr Crport Etf	10.78
iShares iBoxx \$ High Yield Corporate Bd	6.86
iShares MBS	5.88

### Equity Sector Distribution

	0.0 %	50.0	100.0
Not Available			100.0

The data presented is based on a snapshot of the holdings in the portfolio as of Jun 12, 2019 and may change at any time. Other data is calculated based on the reported holdings and data received from third party data sources, as of the most recent date provided to Envestnet. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

## Genesis Series: BlackRock Core Target Income ETF Portfolio., Continued

### Continued from Page 37

trusts and separate accounts. In addition, BlackRock provides market risk management, financial markets advisory and enterprise investment system services to a broad base of clients. Financial markets advisory services include valuation services relating to illiquid securities, dispositions and workout assignments (including long-term portfolio liquidation assignments), risk management and strategic planning and execution. Our breadth of capabilities enables outcome-based solutions tailored to individual client objectives

<sup>1</sup> The secondary risk benchmark is shown for informational purposes only. It is based on the overall risk score of the product only.

<sup>2</sup> 52.5% Bloomberg Barclays Capital Intermediate U.S. Government/Credit TR, 16.5% Bloomberg Barclays Capital Global Aggregate Bond TR, 15% Russell 1000 TR, 11% Bloomberg Barclays Capital 1-3 Govt/Credit Bond TR, 5% MSCI EAFE GR

<sup>3</sup> Note: **Performance Inception** Jan 1, 2015

Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>4</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>5</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>7</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>8</sup> The weighted average of the gross expense ratios of the funds and/or ETFs used in the portfolio.

<sup>9</sup> The weighted average of the net expense ratios of the funds and/or ETFs used in the portfolio. The fund net expense ratios reflect fee waivers by the underlying fund management companies, which may not be permanent.

For Use in a One-On-One Presentation to Advisory Client Only

## Alley Company Dividend Portfolio Managed Account

### Product Description

The Alley Company Dividend Portfolio seeks to achieve a balance between attractive absolute dividend yield and strong dividend growth underpinned by quality company fundamentals. Our goal is to produce an attractive and rising current income stream and superior risk-adjusted investment performance. We achieve our results by maintaining portfolio holdings in companies with strong financial condition, strong relative earnings power, astute management, and a Company culture of returning capital to shareholders through dividends.

Our investment process is rooted in fundamental analysis and is repeatable. We select our portfolio holdings from a universe of companies with definable track records of dividend payout or strong recent dividend growth, or both. Companies that are exhibiting both attractive absolute dividend yield and strong dividend growth underpinned by quality company fundamentals are strongly considered for a higher relative position in the portfolio. Risk management is viewed as being integrated throughout the entire investment process.

Characteristics of the Alley Company Dividend Portfolio include:

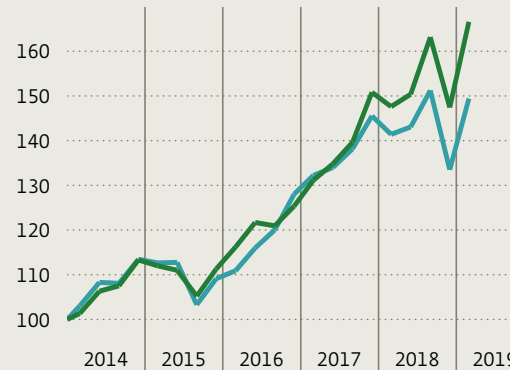
- Stock-level diversification achieved by investing in 25-40 high-conviction holdings
- If a position reaches 6% of the portfolio, it is explicitly considered for trimming
- Industry diversification achieved by investing in multiple industry groups (typically 8-12)
- Any single industry group typically not allowed to exceed 25% of the total portfolio
- The portfolio is designed to remain near-fully invested with a typical cash balance of 2-3%
- Portfolio turnover is typically in the 20-25% range

### Firm Overview

Continued on Page 41

### Performance: Growth of \$100

\$ Value

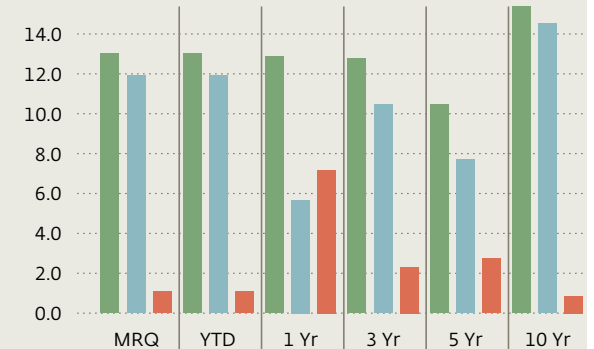


Product (Gross)	13.30	-1.78	12.64	20.32	-2.25	13.00
Benchmark	13.45	-3.83	17.34	13.66	-8.27	11.93
Relative Returns	-0.16	2.05	-4.70	6.65	6.01	1.07

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

% Returns



Product (Gross)	13.00	13.00	12.85	12.76	10.45	15.38
Benchmark	11.93	11.93	5.67	10.45	7.72	14.52
Relative Returns	1.07	1.07	7.18	2.31	2.73	0.86

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	11.47	10.07	10.52
Sharpe Ratio	1.01	0.97	0.67
Alpha (%)	2.88	3.38	--
Information Ratio	0.55	0.74	--
Up Capture (%)	1.08	1.09	--
Down Capture (%)	0.82	0.73	--
Total Return (%)	Product		Bench
Best Qtr(10/11-12/11)	15.25		13.11
Worst Qtr(10/08-12/08)	-14.49		-22.18
Best Year (2013)	29.45		32.53
Worst Year (2008)	-25.91		-36.85

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	2.31	2.73
Batting Average (%)	83.33	75.00
Beta	0.93	0.90
Tracking Error	4.19	3.69
R Squared	87.16	87.71
Q-Score	0.45	0.42
Q-Risk	31%	36%
Q-Return	60%	50%
Q-Rank	42%	38%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Large-Cap Value
Benchmark :	Russell 1000 Value TR
Product AUM(MM) :	\$548
Portfolio Inception :	June 2006
Current # Holdings :	34
Avg. Annual Turnover :	13%
Website :	www.alleycompanyllc.com

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>1</sup>

The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>2</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>3</sup>

The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.



## Alley Company Dividend Portfolio Managed Account, Continued

### Continued from Page 40

Alley Company, LLC is a separate account investment management firm based in Lake Forest, Illinois. The firm was founded in 1998 by Steven J. Alley to operate under a discernible and disciplined investment philosophy. Mr. Alley believes staying true to a disciplined investment philosophy is the key to success.

In 2006, the firm established the Alley Company Dividend Portfolio to capitalize on investment opportunities in quality companies with strong dividend-paying cultures. The firm believes, as is true historically, that dividend income will be an important

component of investor total return in the future. Further, the firm believes that companies that pay consistent and rising dividends tend to have attractive fundamental characteristics as well. Finally, growth in dividends is something that the Alley Company investment team believes can provide long-term investors with a hedge against the risk of inflation.

Portfolio Characteristics <sup>4</sup>		Equity Sector Distribution <sup>6</sup>					World Regions <sup>4</sup>		Top Ten Holdings <sup>4</sup>	
(Actual investor holdings will vary)		0.0 %	10.0	20.0	30.0			Portfolio %	Security	%
Average Market Cap (MM)	93,411	Energy 5.8					Greater Asia	0.00	Microsoft Corp	5.06
Median Market Cap (MM)	116,342	Fin. Services 16.0					Japan	0.00	Merck & Co Inc	4.71
Adjusted Price/Earnings Ratio	17.55	Industrials 14.7					Australasia	0.00	JPMorgan Chase & Co	4.66
Price/Book Ratio	3.31	Technology 15.6					Asia-Developed	0.00	Paychex Inc	4.22
Return On Equity (1yr)	31.79	Cons. Cyclical 5.4					Asia-Emerging	0.00	Abbott Laboratories	3.84
EPS Growth-Past 5 yrs	11.39%	Basic Materials 1.8					Greater Europe	0.00	Cisco Systems Inc	3.78
Debt to Total Capital	48.63	Comm. Svcs. 5.0					United Kingdom	0.00	Union Pacific Corp	3.52
Current Yield (%)	2.88 <sup>5</sup>	Healthcare 13.0					Europe-Developed	0.00	Lockheed Martin Corp	3.49
		Real Estate 5.4					Europe-Emerging	0.00	The Home Depot Inc	3.46
		Cons. Defense 11.7					Africa/Middle East	0.00	Verizon Communications Inc	3.36
		Utilities 5.8					Greater Americas	100.00		
							United States	98.03		
							Canada	1.97		
							Latin America	0.00		

The data presented (except for Equity Sector Distribution graph) is based on a snapshot of the holdings in the portfolio as of Dec 31, 2018 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

<sup>1</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>2</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>3</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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## Alley Company Dividend Portfolio Managed Account, Continued

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<sup>5</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>6</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

For Use in a One-On-One Presentation to Advisory Client Only

## Uniplan High Income Total Return (Non K1 Version) Managed Account

### Product Description

The Uniplan High Income Total Return Portfolio's goal is to provide a solution for investors' ever-increasing demand for income. By investing in various income producing asset classes, we create a portfolio that attempts to earn an attractive risk-adjusted current return, along with a consistent and superior long-term total return.

We utilize disciplined aspects of both top-down and bottom-up methodology in our portfolio construction process.

#### Top-Down Process:

Look at the overall relative valuations among the four asset classes to determine optimal asset class allocation.

Dividend-paying common stock  
REITs

MLP exposure through Closed-End Funds  
Preferreds, Convertibles and Fixed Income

Quantitative screens applied to each asset class to create working universes within each of those asset classes.

#### Bottom-Up Process:

Extensive qualitative analysis performed on each universe to form a portfolio of 40-50 securities.

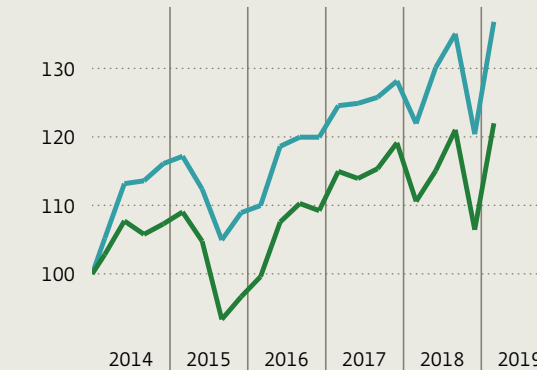
### Firm Overview

Uniplan was established in 1984 to provide portfolio management to individuals and institutions. Rick Imperiale, principal and founder of Uniplan, is the firm's president as well as the product's portfolio manager.

Uniplan has always had a deep and unbiased quantitative strength within the firm. This has led the

### Performance: Growth of \$100

\$ Value

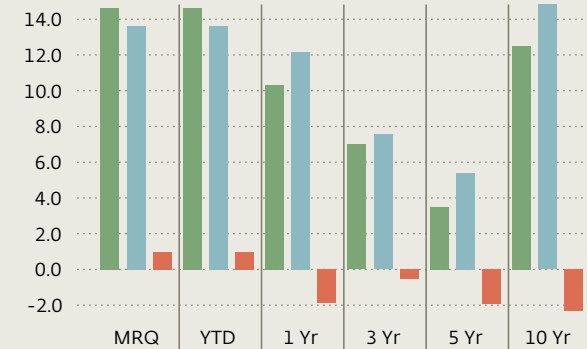


Product (Gross)	7.29	-9.91	13.00	9.07	-10.66	14.62
Benchmark	16.10	-6.17	10.11	6.84	-6.06	13.63
Relative Returns	-8.80	-3.74	2.89	2.23	-4.60	0.99

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

% Returns



Product (Gross)	14.62	14.62	10.32	6.99	3.48	12.49
Benchmark	13.63	13.63	12.18	7.55	5.40	14.83
Relative Returns	0.99	0.99	-1.86	-0.55	-1.92	-2.34

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	13.78	12.41	10.91
Sharpe Ratio	0.42	0.22	0.43
Alpha (%)	-1.08	-2.22	--
Information Ratio	-0.18	-0.55	--
Up Capture (%)	1.09	1.00	--
Down Capture (%)	1.25	1.29	--
Total Return (%)	Product		Bench
Best Qtr(07/09-09/09)	19.77		20.32
Worst Qtr(10/08-12/08)	-27.12		-18.11
Best Year (2009)	31.94		45.99
Worst Year (2008)	-34.59		-32.71

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-0.55	-1.92
Batting Average (%)	58.33	50.00
Beta	1.09	1.10
Tracking Error	3.03	3.50
R Squared	95.84	92.72
Q-Score	0.06	0.04
Q-Risk	0%	0%
Q-Return	0%	0%
Q-Rank	0%	0%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	All Cap
Benchmark :	Blend <sup>1</sup>
Product AUM(MM) :	\$216
Portfolio Inception :	March 2005
Current # Holdings :	33
Avg. Annual Turnover :	29%

Continued on Page 44

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>2</sup>

The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>3</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>4</sup>

The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.

## Uniplan High Income Total Return (Non K1 Version) Managed Account, Continued

### Continued from Page 43

firm to several asset classes where a high quality quantitative screening process coupled with a rigorous fundamental research effort could yield high absolute and risk-adjusted returns. Uniplan made a decision to focus on these asset classes for the following reasons:

- The ability to add alpha through active management
- The low correlation of these investments to other asset classes
- The possibility of substitution for non-liquid investment classes

- The limited number of other advisors working within the asset class
- The focus on niche type products that avoids competition with mega providers

Currently, Richard Imperiale is the President and portfolio manager at Uniplan. He has 16 years of experience directly managing portfolios and was a founding member of the firm in 1984. Five research analysts and a securities trader along with an account administrator support him in his portfolio management. In addition, Uniplan has a 'for credit' internship program in conjunction with Marquette

University. There are normally 3 to 4 graduate students working with the research team each semester. The students get meaningful research assignments that relate to several database initiatives that Uniplan maintains on an on-going basis.

Portfolio Characteristics <sup>5</sup>		Equity Sector Distribution <sup>7</sup>			World Regions <sup>5</sup>		Top Ten Holdings <sup>5</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	28,471	Energy 13.8			Greater Asia	0.25	UBS ETRACS Alerian MLP ETN	10.63
Median Market Cap (MM)	31,078	Fin. Services 1.5			Japan	0.24	Tortoise Energy Infrastructure	5.89
Adjusted Price/Earnings Ratio	19.32	Industrials 21.3			Australasia	0.00	Cisco Systems Inc	4.35
Price/Book Ratio	2.90	Technology 11.5			Asia-Developed	0.00	iShares Preferred&Income Securities	3.56
Return On Equity (1yr)	21.56	Cons. Cyclical 1.6			Asia-Emerging	0.01	ETF	
EPS Growth-Past 5 yrs	6.00%	Basic Materials 4.2			Greater Europe	3.11	Eaton Corp PLC	3.29
Debt to Total Capital	51.35	Comm. Svcs. 4.7			United Kingdom	0.19	Crown Castle International Corp	3.25
Current Yield (%)	4.00 <sup>6</sup>	Healthcare 7.7			Europe-Developed	2.92	EPR Properties	3.14
		Real Estate 33.4			Europe-Emerging	0.00	American Tower Corp	3.13
		Cons. Defense 0.2			Africa/Middle East	0.00	Honeywell International Inc	3.08
		Utilities 0.2			Greater Americas	96.64	Pfizer Inc	3.04
					United States	93.54		
					Canada	3.10		
					Latin America	0.00		

The data presented (except for Equity Sector Distribution graph) is based on a snapshot of the holdings in the portfolio as of Mar 31, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

<sup>1</sup> Blend represents a benchmark composed of 25% S&P 500 TR, 25% Alerian MLP TR USD, 25% S&P Preferred Stock TR USD, 25% Wilshire REIT US TR

<sup>2</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>3</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>4</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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## Uniplan High Income Total Return (Non K1 Version) Managed Account, Continued

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<sup>6</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>7</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

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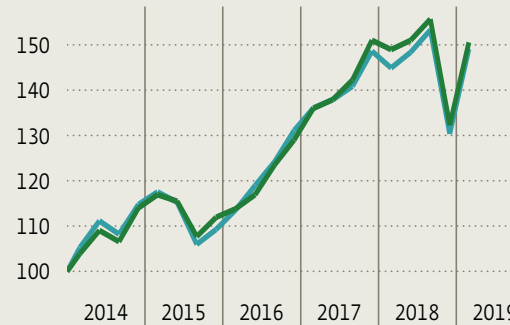
## Vanguard Mid-Cap Value ETF | VOE

### Product Description

The investment seeks to track the performance of the CRSP US Mid Cap Value Index that measures the investment return of mid-capitalization value stocks. The fund employs an indexing investment approach designed to track the performance of the CRSP US Mid Cap Value Index, a broadly diversified index of value stocks of mid-size U.S. companies. The advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

### Performance: Growth of \$100

\$ Value

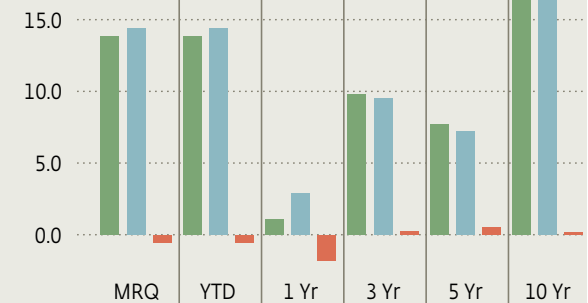


Product (Gross)	13.98	-1.80	15.26	17.05	-12.41	13.83
Benchmark	14.75	-4.78	20.00	13.34	-12.29	14.37
Relative Returns	-0.77	2.98	-4.74	3.71	-0.12	-0.55

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

% Returns



Product NAV (GR.)	13.83	13.83	1.08	9.78	7.71	16.57
Mkt (GR.) <sup>1</sup>	13.80	13.80	1.14	9.78	7.70	16.63
Benchmark	14.37	14.37	2.89	9.50	7.22	16.39
Relative Returns	-0.55	-0.55	-1.81	0.28	0.49	0.18

### Risk-Return Statistics

	Product	Bench
	3 Yr	5 Yr
Std. Deviation (%)	13.34	11.57
Sharpe Ratio	0.65	0.60
Alpha (%)	0.50	0.79
Information Ratio	0.13	0.22
Up Capture (%)	0.99	0.98
Down Capture (%)	0.95	0.90

Total Return (%)	Product	Bench
Best Qtr(07/09-09/09)	25.04	23.62
Worst Qtr(10/08-12/08)	-24.07	-27.19
Best Year (2009)	37.75	34.21
Worst Year (2008)	-36.53	-38.44

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	0.28	0.49
Batting Average (%)	50.00	60.00
Beta	0.97	0.95
Tracking Error	2.22	2.19
R Squared	97.31	96.67

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Mid-Cap Value <sup>2 3 4</sup>
Benchmark :	Russell Midcap Value TR
Product AUM(MM) :	\$17,669
Inception Date :	Aug 17, 2006
Current # Holdings :	207
Avg. Annual Turnover :	17%
Website :	www.vanguard.com

Current performance may be lower or higher than data quoted herein. For data current to the most recent month end, please visit [www.vanguard.com](http://www.vanguard.com).

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. Investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost.<sup>5 6</sup>

Total returns do not reflect the fund's sales charge. If sales charges were included, total returns would have been lower. Other fees and expenses applicable to continued investment are described in the fund's prospectus.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>7</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment.<sup>8</sup>

## Vanguard Mid-Cap Value ETF | VOE, Continued

Portfolio Characteristics <sup>9</sup>		Equity Sector Distribution			World Regions <sup>9</sup>		Top Ten Holdings <sup>9</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	13,564	Energy	3.7		<b>Greater Asia</b>	<b>1.32</b>	WEC Energy Group Inc	1.17
Median Market Cap (MM)	—	Fin. Services	18.7		Japan	0.00	Willis Towers Watson PLC	1.13
Adjusted Price/Earnings Ratio	14.32	Industrials	8.6		Australasia	0.00	Motorola Solutions Inc	1.12
Price/Book Ratio	1.83	Technology	11.0		Asia-Developed	0.58	DTE Energy Co	1.08
Return On Equity (1yr)	n/a	Cons. Cyclical	20.1		Asia-Emerging	0.74	Eversource Energy	1.08
EPS Growth-Past 5 yrs	6.44%	Basic Materials	4.9		<b>Greater Europe</b>	<b>1.18</b>	M&T Bank Corp	1.06
Debt to Total Capital	n/a	Comm. Svcs.	2.1		United Kingdom	0.64	FirstEnergy Corp	1.06
Current Yield (%)	2.41 <sup>10</sup>	Healthcare	6.2		Europe-Developed	0.54	Clorox Co	0.97
SEC Yield (%)	2.23 <sup>11</sup>	Real Estate	6.4		Europe-Emerging	0.00	Ball Corp	0.96
Gross Expense Ratio	0.07%	Cons. Defense	5.1		Africa/Middle East	0.00	Royal Caribbean Cruises Ltd	0.96
Net Expense Ratio	0.07%	Utilities	13.3		<b>Greater Americas</b>	<b>97.50</b>		
					United States	97.50		
					Canada	0.00		
					Latin America	0.00		

The data presented is based on a snapshot of the holdings in the portfolio as of Apr 30, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

Carefully consider the investment objectives, risks, charges and expenses of a fund. This and other important information is contained in each fund's summary prospectus and prospectus, which can be obtained from your financial professional and should be read carefully before investing.

<sup>1</sup> Exchange Traded Funds (ETFs) trading on a secondary market may trade at, above, or below their net asset value (NAV). If an ETF's shares trade at a price above their NAV they are said to be trading at a "premium". Conversely, if they are trading at a price below their NAV, they are said to be trading at a "discount". The market price is calculated by taking the price of the ETF as of the close of trading on the last business day at the month - end during the period indicated in the chart.

<sup>2</sup> Exchange Traded Fund Investment Risk

Exchange Traded Funds (ETFs) are subject to market volatility and the risks of their underlying securities which may include the risks associated with investing in smaller companies, foreign securities, commodities and fixed income investments. The return of an index ETF is usually different from that of the index it tracks because of fees, expenses and tracking error. An ETF may trade at a premium or discount to its Net Asset Value (NAV). The market price of ETFs traded on the secondary market is subject to the forces of supply and demand and thus independent of the ETF's NAV. ETFs carry liquidity risk from the fact that the trading of an ETF may be halted due to such things as market conditions.

<sup>3</sup> Mid Cap Funds: Funds that invest in companies with market capitalizations below \$10 billion involve additional risks. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

<sup>4</sup> Non-Diversified Funds: Funds that invest more of their assets in a few holdings involve additional risks, including share price fluctuations, because of the increased concentration of investments.

Sector Funds: Funds that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

<sup>5</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>6</sup> Total returns are historical and include change in share value and reinvestment of dividends and capital gains, if any. Cumulative total returns are reported as of the period indicated. Life of fund figures are reported as of the commencement date to the period indicated. The information is based on data received from reporting service providers, but has not been independently verified.

<sup>7</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

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## Vanguard Mid-Cap Value ETF | VOE, Continued

<sup>8</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>10</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>11</sup> The data presented is as of 05/31/2019 and may change at any time. Holdings information should not be considered a recommendation to buy or sell a particular security.

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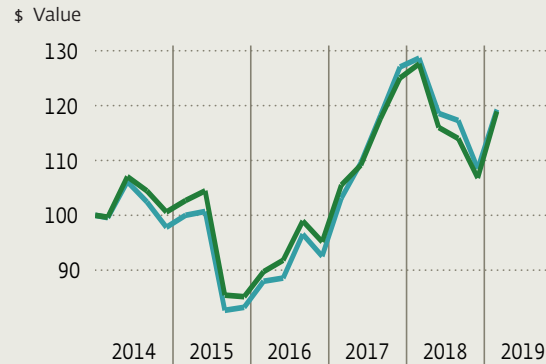


## Vanguard FTSE Emerging Markets ETF | VWO

### Product Description

The investment seeks to track the performance of a benchmark index that measures the investment return of stocks issued by companies located in emerging market countries. The fund employs an indexing investment approach designed to track the performance of the FTSE Emerging Markets All Cap China A Inclusion Index. It invests by sampling the index, meaning that it holds a broadly diversified collection of securities that, in the aggregate, approximates the index in terms of key characteristics.

### Performance: Growth of \$100

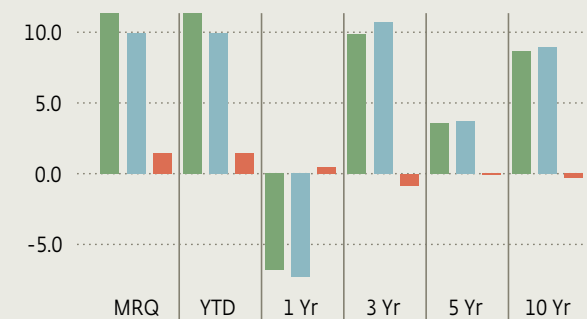


Product (Gross)	0.60	-15.35	11.75	31.38	-14.57	11.35
Benchmark	-2.19	-14.92	11.19	37.28	-14.58	9.93
Relative Returns	2.79	-0.43	0.57	-5.91	0.01	1.42

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



Product NAV (GR.)	11.35	11.35	-6.80	9.85	3.60	8.63
Mkt (GR.) <sup>1</sup>	11.77	11.77	-7.09	9.89	3.64	8.66
Benchmark	9.93	9.93	-7.28	10.68	3.68	8.94
Relative Returns	1.42	1.42	0.48	-0.83	-0.08	-0.32

### Risk-Return Statistics

	Product	Bench
	3 Yr	5 Yr
Std. Deviation (%)	13.34	14.40
Sharpe Ratio	0.65	0.20
Alpha (%)	-0.34	0.02
Information Ratio	-0.31	-0.03
Up Capture (%)	0.96	0.97
Down Capture (%)	1.02	0.98

Total Return (%)	Product	Bench
Best Qtr(04/09-06/09)	34.17	34.73
Worst Qtr(10/08-12/08)	-27.82	-27.60
Best Year (2009)	76.28	78.51
Worst Year (2008)	-52.77	-53.33

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-0.83	-0.08
Batting Average (%)	41.67	45.00
Beta	0.96	0.97
Tracking Error	2.66	2.28
R Squared	96.21	97.56

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Int'l Emerging Mkts <sup>2 3 4</sup>
Benchmark :	MSCI EM NR
Product AUM(MM) :	\$83,747
Inception Date :	Mar 4, 2005
Current # Holdings :	4,145
Avg. Annual Turnover :	11%
Website :	www.vanguard.com

Current performance may be lower or higher than data quoted herein. For data current to the most recent month end, please visit [www.vanguard.com](http://www.vanguard.com).

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. Investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost.<sup>5 6</sup>

Total returns do not reflect the fund's sales charge. If sales charges were included, total returns would have been lower. Other fees and expenses applicable to continued investment are described in the fund's prospectus.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section.<sup>7</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment.<sup>8</sup>

## Vanguard FTSE Emerging Markets ETF | VWO, Continued

Portfolio Characteristics <sup>9</sup>		Equity Sector Distribution			World Regions <sup>9</sup>		Top Ten Holdings <sup>9</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	22,006	Energy	7.9		<b>Greater Asia</b>	<b>71.28</b>	Tencent Holdings Ltd	4.90
Median Market Cap (MM)	—	Fin. Services	24.8		Japan	0.00	Alibaba Group Holding Ltd ADR	3.79
Adjusted Price/Earnings Ratio	12.22	Industrials	5.8		Australasia	0.00	Taiwan Semiconductor	2.16
Price/Book Ratio	1.56	Technology	20.6		Asia-Developed	14.74	Manufacturing Co Ltd	
Return On Equity (1yr)	n/a	Cons. Cyclical	11.6		Asia-Emerging	56.54	Naspers Ltd Class N	1.91
EPS Growth-Past 5 yrs	1.81%	Basic Materials	8.0		<b>Greater Europe</b>	<b>15.77</b>	Taiwan Semiconductor	1.41
Debt to Total Capital	n/a	Comm. Svcs.	4.4		United Kingdom	0.00	Manufacturing Co Ltd ADR	
Current Yield (%)	0.00 <sup>10</sup>	Healthcare	2.9		Europe-Developed	0.46	China Construction Bank Corp Class H	1.38
SEC Yield (%)	n/a	Real Estate	4.4		Europe-Emerging	5.03		
Gross Expense Ratio	0.12%	Cons. Defense	6.7		Africa/Middle East	10.28	Ping An Insurance (Group) Co. of	1.10
Net Expense Ratio	0.12%	Utilities	2.9		<b>Greater Americas</b>	<b>12.94</b>	China Ltd Class H	
					United States	0.19	Reliance Industries Ltd	1.09
					Canada	0.02	Industrial And Commercial Bank Of	1.03
					Latin America	12.73	China Ltd Class H	
							China Mobile Ltd	0.88

The data presented is based on a snapshot of the holdings in the portfolio as of Apr 30, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

Carefully consider the investment objectives, risks, charges and expenses of a fund. This and other important information is contained in each fund's summary prospectus and prospectus, which can be obtained from your financial professional and should be read carefully before investing.

<sup>1</sup> Exchange Traded Funds (ETFs) trading on a secondary market may trade at, above, or below their net asset value (NAV). If an ETF's shares trade at a price above their NAV they are said to be trading at a "premium". Conversely, if they are trading at a price below their NAV, they are said to be trading at a "discount". The market price is calculated by taking the price of the ETF as of the close of trading on the last business day at the month - end during the period indicated in the chart.

<sup>2</sup> Exchange Traded Fund Investment Risk

Exchange Traded Funds (ETFs) are subject to market volatility and the risks of their underlying securities which may include the risks associated with investing in smaller companies, foreign securities, commodities and fixed income investments. The return of an index ETF is usually different from that of the index it tracks because of fees, expenses and tracking error. An ETF may trade at a premium or discount to its Net Asset Value (NAV). The market price of ETFs traded on the secondary market is subject to the forces of supply and demand and thus independent of the ETF's NAV. ETFs carry liquidity risk from the fact that the trading of an ETF may be halted due to such things as market conditions.

<sup>3</sup> International/Emerging Market Funds: Funds that invest in international securities involve special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards. Investing in emerging markets may accentuate these risks.

<sup>4</sup> Non-Diversified Funds: Funds that invest more of their assets in a few holdings involve additional risks, including share price fluctuations, because of the increased concentration of investments. Sector Funds: Funds that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

<sup>5</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>6</sup> Total returns are historical and include change in share value and reinvestment of dividends and capital gains, if any. Cumulative total returns are reported as of the period indicated. Life of fund figures are reported as of the commencement date to the period indicated. The information is based on data received from reporting service providers, but has not been independently verified.

<sup>7</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

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## Vanguard FTSE Emerging Markets ETF | VWO, Continued

<sup>8</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>10</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

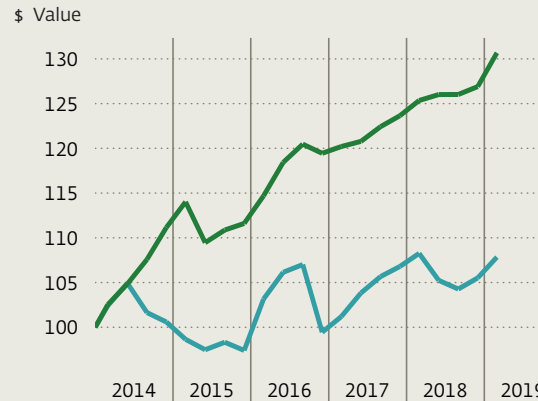
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## PIMCO International Bond (USD-Hdg) Instl | PFORX

### Product Description

The investment seeks maximum total return, consistent with preservation of capital and prudent investment management. The fund normally invests at least 80% of its assets in Fixed Income Instruments that are economically tied to foreign (non-U.S.) countries, representing at least three foreign countries, which may be represented by forwards or derivatives such as options, future contracts or swap agreements. It invests primarily in investment-grade debt securities but may invest up to 10% of its total assets in junk bonds as rated by Moody's, S&P or Fitch, or, if unrated, as determined by PIMCO. The fund is non-diversified.

### Performance: Growth of \$100

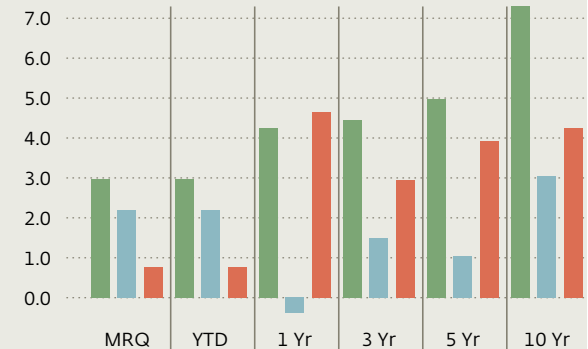


Product (Gross)	11.16	0.40	7.03	3.52	2.63	2.97
Benchmark	0.59	-3.15	2.09	7.40	-1.20	2.20
Relative Returns	10.57	3.56	4.94	-3.88	3.83	0.77

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



Product (Gross)	2.97	2.97	4.25	4.44	4.97	7.29
Benchmark	2.20	2.20	-0.39	1.49	1.04	3.05
Relative Returns	0.77	0.77	4.64	2.95	3.93	4.24

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	2.32	3.38	5.56
Sharpe Ratio	1.41	1.26	0.06
Alpha (%)	3.99	4.75	--
Information Ratio	0.68	0.74	--
Up Capture (%)	0.86	0.79	--
Down Capture (%)	0.03	-0.25	--
Total Return (%)	Product		Bench
Best Qtr(07/09-09/09)	8.71		6.23
Worst Qtr(01/94-03/94)	-4.22		n/a
Best Year (1995)	21.22		n/a
Worst Year (1994)	-7.30		n/a

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	2.95	3.93
Batting Average (%)	58.33	60.00
Beta	0.28	0.23
Tracking Error	4.37	5.30
R Squared	48.28	14.25
Q-Score	0.58	3.39
Q-Risk	25%	0%
Q-Return	89%	0%
Q-Rank	62%	0%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	International Bond <sup>1 2 3</sup>
Benchmark :	Bloomberg Barclays Capital Global Aggregate Bond TR
Product AUM(MM) :	\$10,961
Inception Date :	Dec 2, 1992
Current # Holdings :	1,577
Avg. Annual Turnover :	202%
Website :	www.pimco.com

Current performance may be lower or higher than data quoted herein. For data current to the most recent month end, please visit [www.pimco.com](http://www.pimco.com).

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. Investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost. <sup>4 5</sup>

Total returns do not reflect the fund's sales charge. If sales charges were included, total returns would have been lower. Other fees and expenses applicable to continued investment are described in the fund's prospectus.

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Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>7</sup>

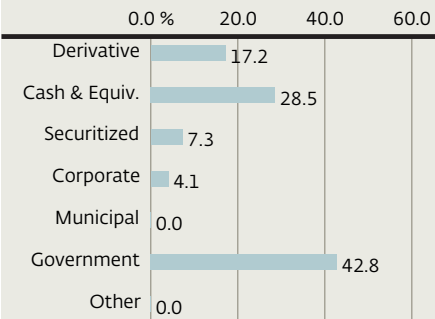
## PIMCO International Bond (USD-Hdg) Instl | PFORX, Continued

### Portfolio Characteristics <sup>8</sup>

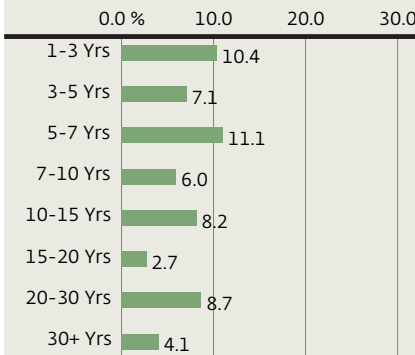
( Actual investor holdings will vary )

Avg Coupon	2.90
Avg Credit Quality <sup>9</sup>	n/a
Avg Effective Duration	7.55
Avg Effective Maturity	9.32
SEC Yield (%)	2.10 <sup>10</sup>
Gross Expense Ratio	0.56%
Net Expense Ratio	0.56%

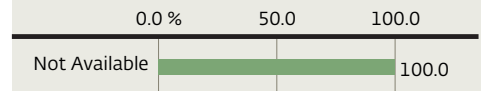
### Fixed Income Sector Distribution <sup>8</sup>



### Fixed Income Maturity Distribution <sup>8</sup>



### Fixed Income Credit Quality Distribution <sup>8</sup>



### Top Ten Holdings <sup>8</sup>

Security	%
Fin Fut Uk 90day Ice (Wht) 09/18/19	28.04
Fin Fut Uk 90day Ice (Red) 09/16/20	28.03
90 Day Eurodollar Future June19	24.22
90 Day Eurodollar Future Mar20	15.13
Irs Eur 0.25000 09/18/19-5y Lch	14.45
US 5 Year Note (CBT) June19	10.60
Euro Schatz June19	8.97
Irs Usd 1.75000 06/20/18-2y Cme	8.95
Zcs Brl 6.45 02/25/19-01/02/20 Cme	7.86
Zcs Brl 6.45 02/25/19-01/02/20 Cme	7.86

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## PIMCO International Bond (USD-Hdg) Instl | PFORX, Continued

Carefully consider the investment objectives, risks, charges and expenses of a fund. This and other important information is contained in each fund's summary prospectus and prospectus, which can be obtained from your financial professional and should be read carefully before investing.

<sup>1</sup> *Mutual Funds Investment Risk*

Mutual Funds are subject to market volatility and the risks of their underlying securities which may include the risks associated with investing in smaller companies, foreign securities, commodities and fixed income investments. Stock markets, especially foreign markets, are volatile and can decline significantly in response to adverse issuer, political, regulatory, market, or economic developments.

<sup>2</sup> *Bond Funds:* In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

<sup>3</sup> *Non-Diversified Funds:* Funds that invest more of their assets in a few holdings involve additional risks, including share price fluctuations, because of the increased concentration of investments.

*Sector Funds:* Funds that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

<sup>4</sup> *Note:* Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>5</sup> *Total returns* are historical and include change in share value and reinvestment of dividends and capital gains, if any. Cumulative total returns are reported as of the period indicated. Life of fund figures are reported as of the commencement date to the period indicated. The information is based on data received from reporting service providers, but has not been independently verified.

<sup>6</sup> *Actual fees* will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>7</sup> *Reported benchmarks* are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>9</sup> The Morningstar "Average credit quality" ("ACQ") statistic is an average of each bond's credit rating, adjusted for its relative weighting in the portfolio. When classifying a bond portfolio, Morningstar first maps the Nationally Recognized Statistical Rating Organization credit ratings of the underlying holdings, which are provided to Morningstar by asset managers, to their respective relative default rates. They then average these relative default rates (rather than the grades) to determine the average relative default rate for the entire portfolio. Finally, they map this average relative default rate to its corresponding credit rating along the aforementioned convex curve. U.S. government bonds carry the highest credit rating, while bonds issued by speculative or bankrupt companies usually carry the lowest credit ratings. Anything at or below BB is considered a high-yield or "junk" bond. The ACQ has not been independently audited or reviewed by Envestnet and any ACQ provided is for informational use only and should not be relied on for investment decision making purposes.

<sup>10</sup> The data presented is as of 04/30/2019 and may change at any time. Holdings information should not be considered a recommendation to buy or sell a particular security.

For Use in a One-On-One Presentation to Advisory Client Only

## Quantitative Portfolio: Market Series Large Cap Core - Low Minimum

### Product Description

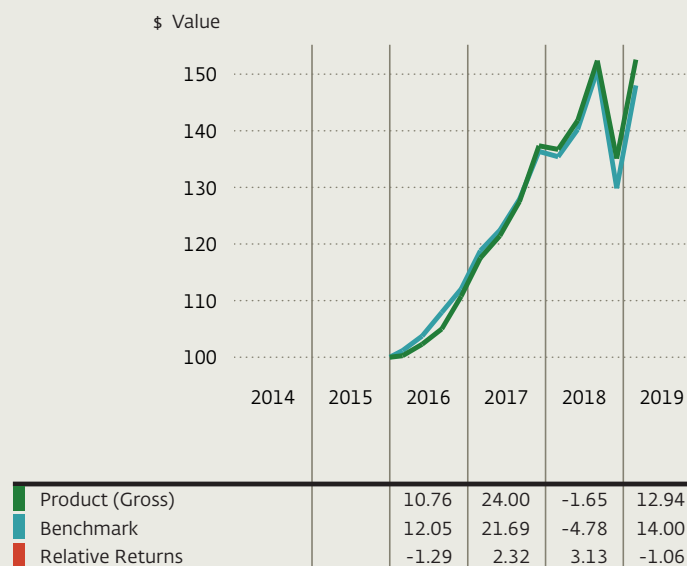
The Quantitative Portfolio: Market Series Large Cap Core - Low Minimum is a passively managed UMA sleeve strategy. It is designed to provide beta exposure and returns similar to those of an appropriate asset class benchmark with a limited number of securities. An ETF may constitute a portion of the portfolio to assist in tracking index performance.

In general, Quantitative Portfolios, or QPs, provide investors with several primary attributes, including: 1) cost-efficient exposure to beta; 2) the opportunity to capture "tax management alpha"; and 3) the ability to customize the portfolio.

QPs are constructed using a systematic process that balances a desired tracking error to the underlying index, a target account investment minimum and a limited number of holdings. Once the specifications are established, the portfolios are built quantitatively using a risk factor model. The portfolio management team reviews the QP's portfolio characteristics to ensure conformance with the tracking index, but since QPs are quantitatively constructed, active stock selection is not part of the process.

*Model Returns Displayed. Model returns should not be relied on in investment making decisions. Model returns are not based on actual client assets, do not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client <sup>1</sup>*

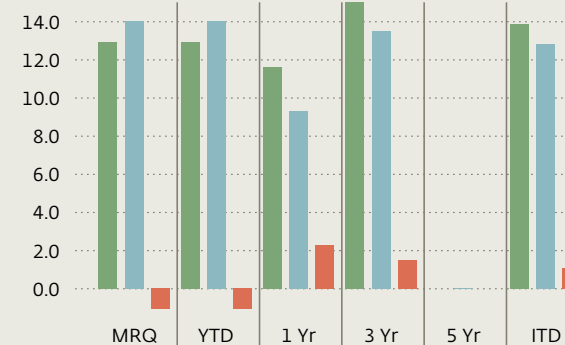
### Performance: Growth of \$100



### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



### Firm Overview

Envestnet | Portfolio Management Consultants (PMC) is the portfolio consulting group of Envestnet Asset Management, Inc. and is the manager of a set of discretionary investment products.

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	11.67	n/a	11.22
Sharpe Ratio	1.19	n/a	0.88
Alpha (%)	2.70	n/a	--
Information Ratio	0.70	n/a	--
Up Capture (%)	1.02	n/a	--
Down Capture (%)	0.83	n/a	--
Total Return (%)	Product		Bench
Best Qtr(01/19-03/19)	12.94		14.00
Worst Qtr(10/18-12/18)	-11.36		-13.82
Best Year (2017)	24.00		21.69
Worst Year (2018)	-1.65		-4.78

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	1.50	n/a
Batting Average (%)	75.00	n/a
Beta	0.89	n/a
Tracking Error	2.15	n/a
R Squared	98.04	n/a

### Quick Facts ( as of Mar 31, 2019)

Style Classification :	Large-Cap Core
Benchmark :	Russell 1000 TR
Product AUM(MM) :	n/a
Portfolio Inception :	April 2014
Current # Holdings :	97
Avg. Annual Turnover :	10%

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## Quantitative Portfolio: Market Series Large Cap Core - Low Minimum

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*The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>2</sup>*

*The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.*

*Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>3</sup>*

*Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>4</sup>*

*Performance shown is the model portfolio's historical performance as compared to a relevant benchmark. Model results have certain inherent limitations, particularly that such results do not represent actual trading and that they may not reflect the impact that material economic and market factors might have had on the asset manager's decision-making if the asset manager were actually managing clients' money. <sup>5</sup>*



## Quantitative Portfolio: Market Series Large Cap Core - Low Minimum, Continued

Portfolio Characteristics <sup>6</sup>		Equity Sector Distribution			World Regions <sup>6</sup>		Top Ten Holdings	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	233,206	Energy	4.6		<b>Greater Asia</b>	<b>0.04</b>	iShares Russell 1000	15.77
Median Market Cap (MM)	66,375	Fin. Services	17.3		Japan	0.00	Apple Inc	4.94
Adjusted Price/Earnings Ratio	19.59	Industrials	8.6		Australasia	0.00	Microsoft Corp	4.62
Price/Book Ratio	31.41	Technology	20.6		Asia-Developed	0.00	Vanguard 500 ETF	2.91
Return On Equity (1yr)	n/a	Cons. Cyclical	13.2		Asia-Emerging	0.04	Visa Inc Class A	2.35
EPS Growth-Past 5 yrs	13.69%	Basic Materials	2.4		<b>Greater Europe</b>	<b>2.24</b>	Johnson & Johnson	2.27
Debt to Total Capital	n/a	Comm. Svcs.	4.8		United Kingdom	0.08	Mastercard Inc A	2.18
Current Yield (%)	2.23 <sup>7</sup>	Healthcare	13.8		Europe-Developed	2.16	Berkshire Hathaway Inc B	1.99
		Real Estate	3.7		Europe-Emerging	0.00	Procter & Gamble Co	1.83
		Cons. Defense	7.6		Africa/Middle East	0.00	Pfizer Inc	1.70
		Utilities	3.3		<b>Greater Americas</b>	<b>97.71</b>		
					United States	97.52		
					Canada	0.00		
					Latin America	0.19		

The data presented is based on a snapshot of the holdings in the portfolio as of Jun 12, 2019 and may change at any time. Other data is calculated based on the reported holdings and data received from third party data sources, as of the most recent date provided to Envestnet. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

Returns displayed represent model returns. Model performance is not based on actual client assets, does not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client assets. The actual performance of an actively managed account will not completely mirror model returns, and actual client returns may vary from model returns. The returns shown do not reflect any customized investment screens or other investment restrictions that an investor may place on an investment strategy. The portfolio's current actual performance may be lower or higher than the performance data quoted and these returns should not be considered as indicative of the skills of Envestnet. Model returns are based on data received from the asset manager as reported to Morningstar. Actual investment advisory fees of Envestnet Asset Management, Inc. are described in Part 2A or, Part 2A - Appendix 1 of Form ADV, as applicable. Investments in the proposed strategy involve risk including the loss of principal. Intended for advisor use only or with advisor on a one-on-one consultant basis with client. Model returns are calculated by obtaining the weighted monthly returns of the strategy component holdings from the prior monthend to the current monthend. These weighted returns are then added to the prior month's return history and annualized. Performance is calculated based upon the historical asset allocations at the beginning of each month during the periods shown, which may differ from the current allocation. The performance results of the underlying holdings in the model portfolio assume the reinvestment of dividends and other earnings. The holdings comprising the strategies and the allocations to those holdings have changed over time and may change in the future. The historical model performance has not been adjusted to reflect current holding allocations. An investment pursuant to this model portfolio is subject to market risk and an investor may experience loss of principal.

<sup>1</sup> Model Returns Displayed. Model returns should not be relied on in investment making decisions. Model returns are not based on actual client assets, do not represent actual trading and may not reflect the impact that material economic and market factors might have had on the adviser's decision making if the adviser were actually managing client assets. The actual performance of an actively managed account would never completely mirror model returns, and actual client returns may vary from model returns. See full model disclosure at the end of this document.

<sup>2</sup> Note: **Performance Inception** Jan 1, 2016

Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>3</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>4</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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## Quantitative Portfolio: Market Series Large Cap Core - Low Minimum, Continued

<sup>5</sup> Model Strategy returns are calculated by obtaining the weighted monthly returns of the strategy component holdings from the prior month-end to the current month-end. These weighted returns are then added to the prior month's return history and annualized. Performance is calculated based upon the historical asset allocations at the beginning of each month during the periods shown, which may differ from the current allocation. The holdings comprising the strategies and the allocations to those holdings have changed over time and may change in the future. The historical model performance has not been adjusted to reflect current fund allocations. The performance results of the underlying holdings in the model portfolio assume the reinvestment of dividends and other earnings. Model returns represent past performance and are not indicative of any specific investment. The model portfolio's current performance may be lower or higher than the performance data quoted as it represents past performance. An investment pursuant to this model portfolio is subject to market risk and an investor may experience loss of principal. The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified.

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<sup>7</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

For Use in a One-On-One Presentation to Advisory Client Only

## Schafer Cullen International High Dividend ADR Managed Account

### Product Description

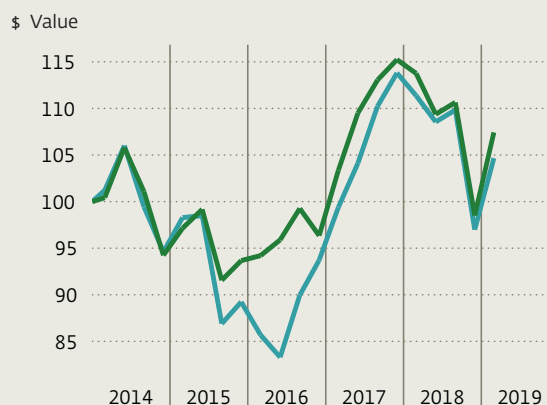
The Schafer Cullen International High Dividend strategy was launched in January 2004 for investors seeking current income and international exposure. This strategy gives investors a way to participate in the long-term upside potential of international equities while at the same time providing greater than average downside protection, given dividend yield support.

### Firm Overview

Schafer Cullen Capital Management, Inc. ("Schafer Cullen") was formed in 1983 to manage separate accounts for institutions (corporate clients, endowments/foundations, pensions and Taft Hartley) and individuals. Schafer Cullen operates out of its sole office location in New York City.

Please be advised that this manager has disclosed to Envestnet a trade rotation policy that may not include Envestnet model updates in the same rotation as other products managed by this firm, which may result in a disadvantage to this portfolio's performance. Please review the manager's ADV Part 2/brochure or contact the manager directly for more <sup>1</sup>

### Performance: Growth of \$100

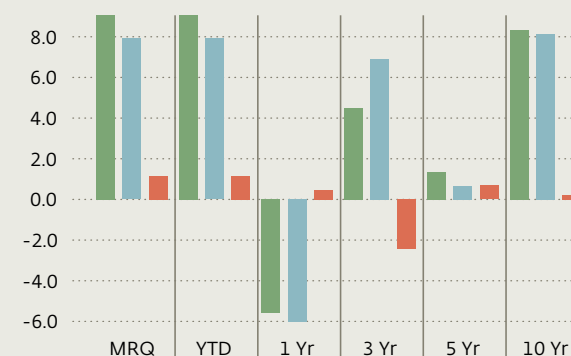


Product (Gross)	-5.76	-0.61	2.87	19.61	-14.52	9.06
Benchmark	-5.39	-5.68	5.02	21.44	-14.78	7.92
Relative Returns	-0.37	5.07	-2.16	-1.84	0.26	1.14

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



Product (Gross)	9.06	9.06	-5.57	4.48	1.36	8.35
Benchmark	7.92	7.92	-6.03	6.90	0.67	8.12
Relative Returns	1.14	1.14	0.46	-2.42	0.69	0.23

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	10.93	10.41	11.82
Sharpe Ratio	0.30	0.06	0.00
Alpha (%)	-0.98	0.84	--
Information Ratio	-0.39	0.12	--
Up Capture (%)	0.68	0.78	--
Down Capture (%)	0.77	0.73	--
Total Return (%)	Product		Bench
Best Qtr(04/09-06/09)	21.89		29.75
Worst Qtr(10/08-12/08)	-24.04		-19.81
Best Year (2009)	27.66		34.23
Worst Year (2008)	-39.51		-44.09

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-2.42	0.69
Batting Average (%)	50.00	55.00
Beta	0.81	0.77
Tracking Error	6.13	5.73
R Squared	72.63	76.51
Q-Score	0.08	0.10
Q-Risk	6%	7%
Q-Return	6%	7%
Q-Rank	0%	0%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Int'l Developed Mkts
Benchmark :	MSCI EAFE Value NR
	USD
Product AUM(MM) :	\$1,120
Portfolio Inception :	July 2005
Current # Holdings :	43
Avg. Annual Turnover :	15%

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## Schafer Cullen International High Dividend ADR Managed Account

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*The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>2</sup>*

*The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.*

*Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>3</sup>*

*Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>4</sup>*

*The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.*

## Schafer Cullen International High Dividend ADR Managed Account, Continued

Portfolio Characteristics <sup>5</sup>		Equity Sector Distribution <sup>7</sup>			World Regions <sup>5</sup>		Top Ten Holdings <sup>5</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	53,818	Energy	10.2		<b>Greater Asia</b>	<b>16.50</b>	Novartis AG ADR	3.64
Median Market Cap (MM)	41,788	Fin. Services	26.0		Japan	4.53	Nestle SA ADR	3.41
Adjusted Price/Earnings Ratio	13.56	Industrials	10.4		Australasia	2.81	Roche Holding AG ADR	3.23
Price/Book Ratio	1.47	Technology	2.8		Asia-Developed	5.58	Iberdrola SA ADR	3.14
Return On Equity (1yr)	16.92	Cons. Cyclical	9.7		Asia-Emerging	3.58	Zurich Insurance Group AG ADR	3.10
EPS Growth-Past 5 yrs	3.51%	Basic Materials	1.5		<b>Greater Europe</b>	<b>77.07</b>	Allianz SE ADR	2.91
Debt to Total Capital	40.69	Comm. Svcs.	8.9		United Kingdom	24.74	United Overseas Bank Ltd ADR	2.74
Current Yield (%)	n/a <sup>6</sup>	Healthcare	14.8		Europe-Developed	50.17	Munchener Ruckversicherungs-Gesellschaft AG ADR	2.71
		Cons. Defense	11.2		Europe-Emerging	2.16	Total SA ADR	2.68
		Utilities	4.6		Africa/Middle East	0.00	Sonic Healthcare Ltd ADR	2.67
					<b>Greater Americas</b>	<b>6.43</b>		
					United States	0.00		
					Canada	4.68		
					Latin America	1.75		

The data presented (except for Equity Sector Distribution graph) is based on a snapshot of the holdings in the portfolio as of Mar 31, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

<sup>1</sup> Please be advised that this manager has disclosed to Envestnet a trade rotation policy that may not include Envestnet model updates in the same rotation as other products managed by this firm, which may result in a disadvantage to this portfolio's performance. Please review the manager's ADV Part 2/brochure or contact the manager directly for more information.

<sup>2</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>3</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>4</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>6</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>7</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

For Use in a One-On-One Presentation to Advisory Client Only

## Clark Navigator Fixed Income Total Return Managed Account

### Product Description

The Navigator Fixed Income Total Return strategy is designed in an effort to deliver excess alpha over a full market cycle measured against Barclays Capital U.S. Corporate High Yield Bond Index. The strategy seeks total return with a secondary goal of current income. The strategy utilizes a disciplined, quantitative relative strength research process that targets opportunistic fixed income exposure in three areas: high yield bonds, high quality government and corporate bonds and short term treasuries. Based upon Clark Capital's research, the strategy dynamically allocates to the fixed income sector and yield curve area that is believed to be exhibiting superior relative strength. The strategy is designed to be a disciplined pursuit of alpha, with concentrated allocations to the favored fixed income sector. Portfolios are implemented with exchange traded funds. The portfolio is continuously monitored and adjusted in response to changing market conditions and emerging opportunities.

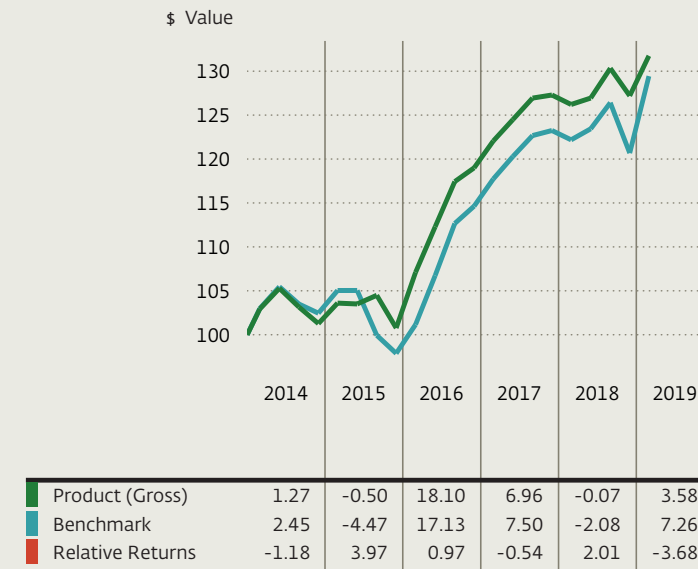
### Firm Overview

Clark Capital Management Group is an independent asset management firm providing institutional quality investment strategies to individual investors, corporations, foundations, and retirement plans. The Firm was founded in 1986 by Harry Clark, Executive Chairman.

The Firm partners with elite financial advisors, supporting them with the tools necessary to help investors achieve their long-term life goals.

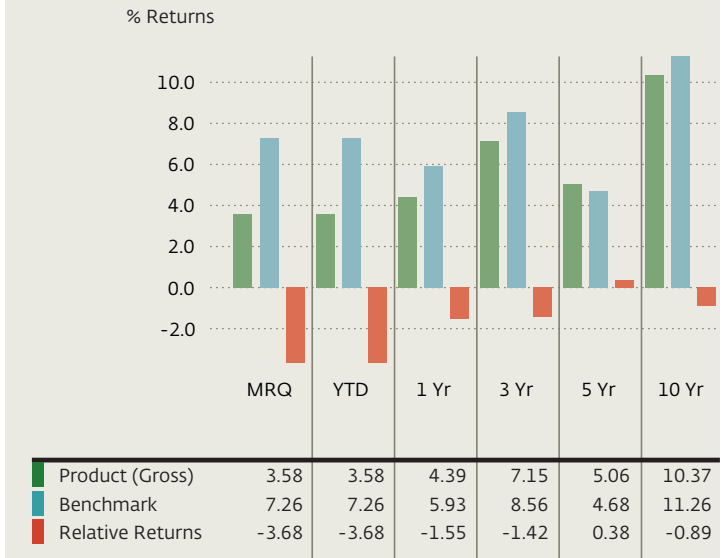
Clark Capital's investment philosophy is driven by a single-minded focus: to add value for its clients. This focus enables the Firm to seek superior risk-adjusted returns over full market cycles through a disciplined process focused on three principles: meaningful

### Performance: Growth of \$100



### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19



### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	4.27	5.15	6.30
Sharpe Ratio	1.40	0.84	0.63
Alpha (%)	1.56	1.94	--
Information Ratio	-0.55	0.10	--
Up Capture (%)	0.79	0.90	--
Down Capture (%)	0.61	0.65	--
Total Return (%)	Product		Bench
Best Qtr(04/09-06/09)	17.44	23.07	
Worst Qtr(10/15-12/15)	-3.56	-2.06	
Best Year (2009)	41.33	58.21	
Worst Year (2015)	-0.50	-4.47	

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	-1.42	0.38
Batting Average (%)	25.00	25.00
Beta	0.65	0.66
Tracking Error	2.59	3.71
R Squared	89.70	65.37
Q-Score	0.25	0.27
Q-Risk	0%	0%
Q-Return	0%	0%
Q-Rank	0%	0%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	High Yield
Benchmark :	Bloomberg Barclays Capital U.S. Corporate High Yield TR
Product AUM(MM) :	\$1,104
Portfolio Inception :	January 2005
Current # Holdings :	4
Avg. Annual Turnover :	100%
Website :	www.ccmg.com

Continued on Page 64

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>1</sup>

The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>2</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>3</sup>

The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.

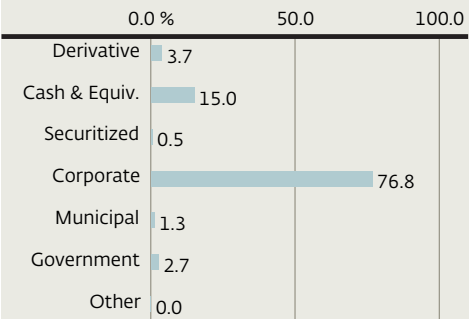
## Clark Navigator Fixed Income Total Return Managed Account, Continued

### Portfolio Characteristics <sup>4</sup>

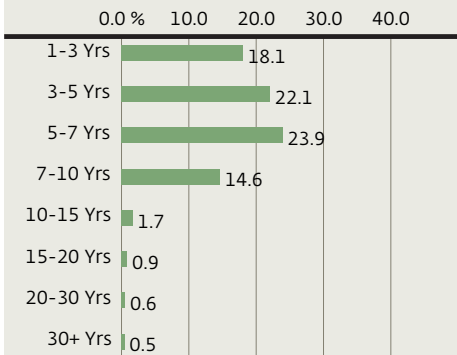
( Actual investor holdings will vary )

Avg Coupon	n/a
Avg Credit Quality <sup>5</sup>	B
Avg Effective Duration	3.47
Avg Effective Maturity	n/a

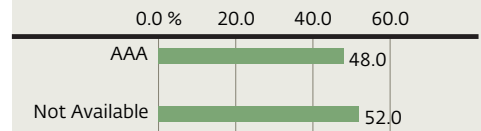
### Fixed Income Sector Distribution <sup>4</sup>



### Fixed Income Maturity Distribution <sup>4</sup>



### Fixed Income Credit Quality Distribution <sup>4</sup>



### Top Ten Holdings <sup>4</sup>

Security	%
Navigator Tactical Fixed Income I	49.78
iShares iBoxx \$ High Yield Corp Bd ETF	8.96
SPDR® Blmbg Barclays High Yield Bd ETF	7.98
BlackRock High Yield Bond K	5.95
PIMCO High Yield Instl	4.97
JPMorgan High Yield I	3.96
Lord Abbett High Yield I	2.98
AB High Income Advisor	2.95
Xtrackers USD High Yield Corp Bd ETF	1.98
Neuberger Berman High Income Bond Instl	1.98

The data presented is based on a snapshot of the holdings in the portfolio as of Mar 31, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

## Clark Navigator Fixed Income Total Return Managed Account, Continued

### Continued from Page 62

diversification, opportunistic asset allocation, and risk management.

<sup>1</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>2</sup> Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>3</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>5</sup> The Morningstar "Average credit quality" ("ACQ") statistic is an average of each bond's credit rating, adjusted for its relative weighting in the portfolio. When classifying a bond portfolio, Morningstar first maps the Nationally Recognized Statistical Rating Organization credit ratings of the underlying holdings, which are provided to Morningstar by asset managers, to their respective relative default rates. They then average these relative default rates (rather than the grades) to determine the average relative default rate for the entire portfolio. Finally, they map this average relative default rate to its corresponding credit rating along the aforementioned convex curve. U.S. government bonds carry the highest credit rating, while bonds issued by speculative or bankrupt companies usually carry the lowest credit ratings. Anything at or below BB is considered a high-yield or "junk" bond. The ACQ has not been independently audited or reviewed by Envestnet and any ACQ provided is for informational use only and should not be relied on for investment decision making purposes.

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## Copeland Small Cap Dividend Growth Managed Account

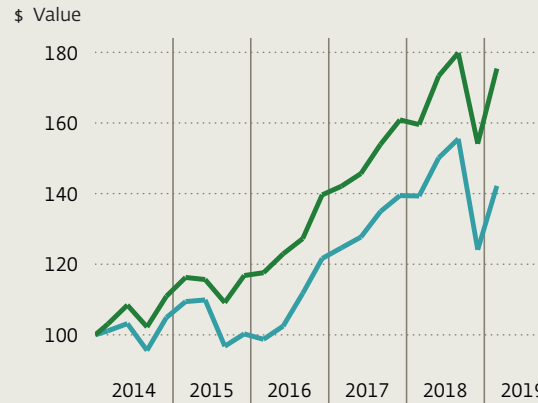
### Product Description

Copeland's goal is to outperform the Russell 2000 Index while maintaining a lower risk profile than the benchmark. The strategy targets current income, rising portfolio cash flows and capital appreciation. This is accomplished by owning stocks with demonstrated historical dividend growth that Copeland believes will continue to raise their dividend in the future. The strategy invests in small cap stocks with a focus on companies that have consistently increased their dividends. Any stock that pays a dividend, that in our opinion has strong prospects for dividend growth, qualifies for purchase. Copeland's investment process selects securities with dividend characteristics that are predictive of dividend safety and growth, under the premise that the growth rate of the dividend will drive capital appreciation over time. Some of the specific metrics used in the model include the ability to pay ratio, the earnings payout ratio, dividend yield, and historical dividend growth rates.

### Firm Overview

Copeland Capital Management, LLC ("Copeland") is an industry leader in Dividend Growth investing. Copeland manages Dividend Growth strategies across all capitalization ranges in traditional, tactical, international and alternative products. Copeland manages portfolios for high net worth individuals and many types of institutions, including corporate pension plans, educational and religious endowments, charitable foundations, health care institutions, and municipalities. Copeland's strategies are available as separate accounts, manager models, mutual funds, and hedge funds.

### Performance: Growth of \$100

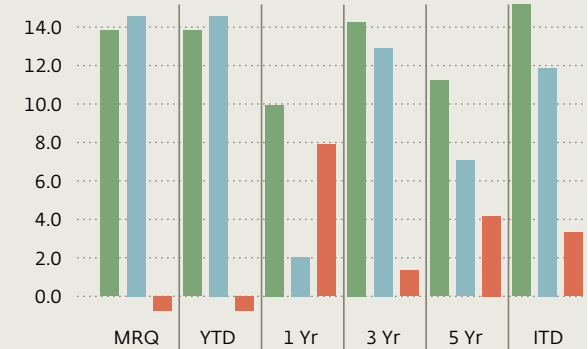


Product (Gross)	10.94	5.28	19.56	15.20	-4.20	13.81
Benchmark	4.89	-4.41	21.31	14.65	-11.01	14.58
Relative Returns	6.04	9.70	-1.75	0.56	6.82	-0.77

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19

#### % Returns



Product (Gross)	13.81	13.81	9.94	14.26	11.23	15.18
Benchmark	14.58	14.58	2.05	12.92	7.05	11.86
Relative Returns	-0.77	-0.77	7.89	1.33	4.17	3.32

### Risk-Return Statistics

	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	13.73	12.53	15.70
Sharpe Ratio	0.95	0.84	0.40
Alpha (%)	3.68	5.45	--
Information Ratio	0.26	0.81	--
Up Capture (%)	0.95	1.03	--
Down Capture (%)	0.76	0.65	--
Total Return (%)	Product		Bench
Best Qtr(10/10-12/10)	16.06		16.25
Worst Qtr(07/11-09/11)	-16.30		-21.87
Best Year (2013)	44.19		38.82
Worst Year (2018)	-4.20		-11.01

### Risk Statistics

	3 Yr	5 Yr
Active Return (%)	1.33	4.17
Batting Average (%)	66.67	70.00
Beta	0.79	0.76
Tracking Error	5.04	5.17
R Squared	93.37	91.70
Q-Score	0.34	0.41
Q-Risk	20%	18%
Q-Return	42%	61%
Q-Rank	17%	29%

### Quick Facts (as of Mar 31, 2019)

Style Classification :	Small-Cap Growth
Benchmark :	Russell 2000 TR
Product AUM(MM) :	\$839
Portfolio Inception :	September 2009
Current # Holdings :	47
Avg. Annual Turnover :	24%
Website :	www.copelandcapital.com

The performance quoted represents past performance. Past performance is not indicative of future results. Performance and performance related statistics presented are as of Mar 31, 2019. <sup>1</sup>

The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost.

Performance is shown gross of fees, except for the internal expenses of any investment products and does not reflect the effect of income taxes on the investment returns. Actual performance results will be reduced by fees including, but not limited to, investment management fees and other costs such as custodial, reporting, evaluation and advisory services. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information on fees, see the Notes section. <sup>2</sup>

Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>3</sup>

The information is based on data received from the investment strategy manager and/or other sources, such as reporting service providers, but has not been independently verified. All performance results are composite returns as of the date noted showing total returns that are calculated assuming reinvestment of dividends, income and capital appreciation.

## Copeland Small Cap Dividend Growth Managed Account, Continued

Portfolio Characteristics <sup>4</sup>		Equity Sector Distribution <sup>6</sup>			World Regions <sup>4</sup>		Top Ten Holdings <sup>4</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0		Portfolio %	Security	%
Average Market Cap (MM)	2,964	Energy	3.4		<b>Greater Asia</b>	<b>0.00</b>	Chemed Corp	3.27
Median Market Cap (MM)	2,962	Fin. Services	12.9		Japan	0.00	Pool Corp	3.11
Adjusted Price/Earnings Ratio	22.29	Industrials	18.4		Australasia	0.00	Exponent Inc	2.81
Price/Book Ratio	3.29	Technology	11.7		Asia-Developed	0.00	Ensign Group Inc	2.79
Return On Equity (1yr)	23.11	Cons. Cyclical	7.3		Asia-Emerging	0.00	Cable One Inc	2.65
EPS Growth-Past 5 yrs	10.81%	Basic Materials	3.7		<b>Greater Europe</b>	<b>0.00</b>	j2 Global Inc	2.50
Debt to Total Capital	39.97	Comm. Svcs.	6.0		United Kingdom	0.00	Quaker Chemical Corp	2.42
Current Yield (%)	1.87 <sup>5</sup>	Healthcare	14.8		Europe-Developed	0.00	Ryder System Inc	2.41
		Real Estate	8.0		Europe-Emerging	0.00	Morningstar Inc	2.35
		Cons. Defense	8.9		Africa/Middle East	0.00	Encompass Health Corp	2.31
		Utilities	4.8		<b>Greater Americas</b>	<b>100.00</b>		
					United States	97.71		
					Canada	2.29		
					Latin America	0.00		

The data presented (except for Equity Sector Distribution graph) is based on a snapshot of the holdings in the portfolio as of Mar 31, 2019 and may change at any time. Specific securities identified and described do not represent all of the securities purchased, sold or recommended for advisory clients, and may not reflect any restriction a client may have placed on a portfolio. The portfolio holdings may vary depending on strategy employed by the investment manager. Holdings information should not be considered a recommendation to buy or sell a particular security. It should not be assumed that any investments in securities identified and described were or will be profitable, and diversification does not ensure a profit or protect against loss.

<sup>1</sup> Note: **Performance Inception** Oct 1, 2009

Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Unless otherwise noted, portfolio performance returns are provided by a third-party data provider or the asset manager directly.

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<sup>5</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>6</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

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## ClearBridge Large Cap Growth Portfolio

### Product Description

The ClearBridge Large Cap Growth investment portfolio seeks out high-quality, large company stocks that can provide the potential for superior long-term performance.

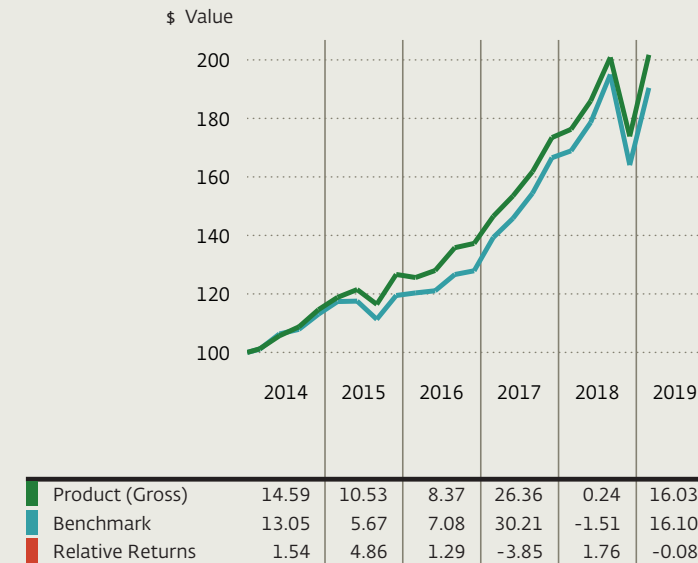
Ownership of high-quality, large-company stocks can provide the potential for superior long-term performance. Price sensitive, buy-and-hold approach to stock selection seeks favorable entry-point for growth at a reasonable price.

The investment team seeks to define the investment universe (consider companies with market capitalizations similar to those in the Russell 1000 Growth Index); apply fundamental & business model analysis (identify companies that can sustain high growth rates, have competitive advantages and maintain sustainable margins); utilize key investment valuation measures (select from these candidates those with attractive valuations using measures such as reinvestment and growth rates and discount rate (risk)); select securities and construct portfolio (choose best ideas for portfolio construction or move to watch list, capitalize on best idea generation through active weighting); and monitor continuously (re-examine a current holding when revenue/earnings growth declines, price appreciation results in an overweight, regulators intervene or management credibility is challenged).

### Firm Overview

Legg Mason's global strategically-diversified portfolio of independent investment managers provides a scope of expertise to support clients' long-term goals. The Firm's distinct multi-affiliate model offers a range of investment solutions, product and vehicle options, and the agility to invest where client preferences are moving. Each of the skilled (investment) managers in its global network is recognized for time-tested

### Performance: Growth of \$100

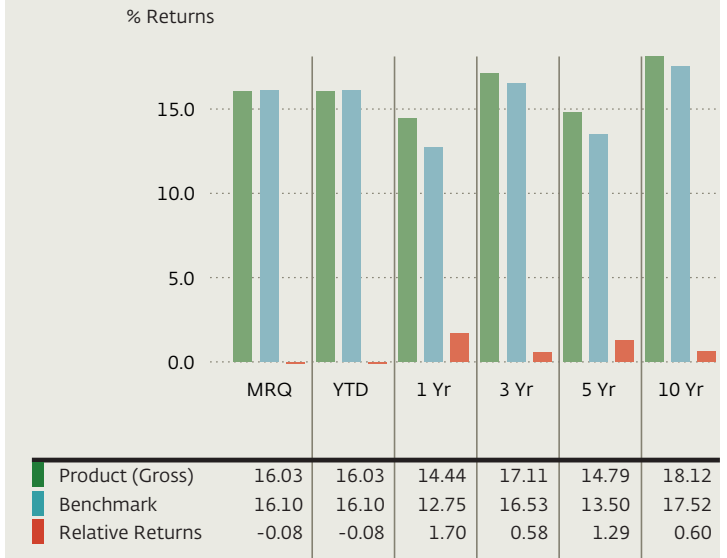


Risk-Return Statistics	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	13.61	11.49	12.70
Sharpe Ratio	1.17	1.22	1.01
Alpha (%)	2.23	2.54	--
Information Ratio	0.23	0.52	--
Up Capture (%)	0.98	1.02	--
Down Capture (%)	0.88	0.85	--
Total Return (%)	Product		Bench
Best Qtr(04/03-06/03)	16.55		n/a
Worst Qtr(10/08-12/08)	-21.50		-22.79
Best Year (2013)	38.83		33.48
Worst Year (2008)	-37.63		-38.44

Risk Statistics	3 Yr	5 Yr
Active Return (%)	0.58	1.29
Batting Average (%)	50.00	55.00
Beta	0.88	0.89
Tracking Error	2.46	2.46
R Squared	98.43	96.88
Q-Score	0.55	0.61
Q-Risk	43%	46%
Q-Return	69%	81%
Q-Rank	57%	72%

### Performance Highlights (%)

Total Annualized Return for Periods Ending 03/31/19



### Quick Facts (as of Mar 31, 2019)

Style Classification :	Large-Cap Growth
Benchmark :	Russell 1000 Growth TR
Product AUM(MM) :	\$2,162
Portfolio Inception :	January 1994
Current # Holdings :	50
Avg. Annual Turnover :	15%
Website :	www.leggmason.com

Continued on Page 68

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Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment. <sup>3</sup>

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## ClearBridge Large Cap Growth Portfolio, Continued

### Continued from Page 67

performance and outstanding client service.

Having honed their expertise over many decades and market cycles, Legg Mason's global asset managers offer specialized capabilities across a scope of asset classes and strategies. Each skilled team operates with independent vision to help deliver powerful financial solutions for both individuals and institutions. Together with its affiliates, Legg Mason serves individual and institutional investors across six continents spanning Fixed Income, Equity, Liquidity and Alternative asset classes.

The diversification and balance of Legg Mason have fueled the company's performance over its thirty year history as a public company. Legg Mason has evolved into one of the largest asset management firms in the world and is listed on the NYSE. The Firm is headquartered in Baltimore, Maryland.

Portfolio Characteristics <sup>4</sup>		Equity Sector Distribution <sup>6</sup>				World Regions <sup>4</sup>		Top Ten Holdings <sup>4</sup>	
( Actual investor holdings will vary )		0.0 %	20.0	40.0	60.0		Portfolio %	Security	%
Average Market Cap (MM)	120,483	Energy	1.3			Greater Asia	2.77	Amazon.com Inc	6.35
Median Market Cap (MM)	97,356	Fin. Services	9.9			Japan	0.00	Microsoft Corp	4.70
Adjusted Price/Earnings Ratio	26.38	Industrials	9.8			Australasia	0.00	Facebook Inc A	4.40
Price/Book Ratio	5.89	Technology	37.7			Asia-Developed	0.00	Visa Inc Class A	3.94
Return On Equity (1yr)	24.71	Cons. Cyclical	15.9			Asia-Emerging	2.77	Alphabet Inc Class C	3.32
EPS Growth-Past 5 yrs	22.90%	Basic Materials	3.3			Greater Europe	3.41	UnitedHealth Group Inc	2.84
Debt to Total Capital	40.70	Comm. Svcs.	2.3			United Kingdom	1.46	Adobe Inc	2.69
Current Yield (%)	n/a <sup>5</sup>	Healthcare	12.1			Europe-Developed	1.95	Thermo Fisher Scientific Inc	2.42
		Real Estate	1.8			Europe-Emerging	0.00	Apple Inc	2.37
		Cons. Defense	5.8			Africa/Middle East	0.00	Honeywell International Inc	2.28
						Greater Americas	93.81		
						United States	93.81		
						Canada	0.00		
						Latin America	0.00		

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## ClearBridge Large Cap Growth Portfolio, Continued

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<sup>5</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

<sup>6</sup> Equity Sector Distribution is calculated based on the reported holdings in the portfolio as of Jun 12, 2019 and data received from third party data sources as of the most recent date provided to Envestnet, and may change at any time. The information is believed to be accurate, however Envestnet cannot guarantee the accuracy, completeness, or timeliness of the data as it has not been independently verified.

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## Notes

**1 Asset Style Description:** Asset style generally describes a specific group of assets or investments. All investments contain risk and there is no assurance the money you invest will appreciate over time and may be worth less than the original cost. Diversification does not guarantee a profit or guarantee protection against losses.

**All Cap:** A stock mutual fund that invests in equity securities without regard to whether a company is characterized as having a small, medium or large market capitalization. The securities of small and medium companies may be more volatile and less liquid than the securities of larger companies. While larger companies tend to be less volatile than small or mid cap companies, an investment in large cap companies can still lose money.

**Alternative:** An investment that is not one of the three traditional asset types (stocks, bonds and cash) and generally has low correlations to stocks and bonds. Alternative investments include hedge funds, managed futures, market neutral/long-short funds and derivatives contracts. The term "alternative investment" is a broad term that can describe an investment product other than traditional stocks, bonds, mutual funds, etc. Alternative Investments may have complex terms and features that are not easily understood and are not suitable for all investors. Risks that may be associated with liquid alternative investments include: (1) Leverage - Leverage may enhance a fund's returns in up markets but exacerbate returns in a bad market. Some firms with leverage inherent in their portfolios may experience "margin call" types of actions in the event of liquidity dry-ups or if certain counterparties cannot provide the leverage needed. (2) Shorting - Certain securities may be difficult to sell short at the price that the manager would wish to execute a trade. A short position may have the possibility of an infinite loss if a security continues to go up in price and the manager does not cover. (3) Security valuation - Certain securities held in alternative mutual funds, such as derivatives or thinly traded stocks, bonds or swaps may not have a market in which the money manager may need to trade it quickly in case of fund redemptions. High Bid/Ask spreads or the lack of another buyer/seller to take the opposite position of a thinly traded security could cause inaccurate estimates in underlying security valuation by the administrator. (4) Nightly reconciliation - The use of thinly traded securities, shorting and leverage may make it difficult for some alternative funds, based on their investment strategy, to provide accurate nightly NAVs for the mutual fund.

**Alternative Fixed Income:** A strategy that seeks to exploit inefficiencies in the fixed income markets. Strategies can include long/short credit, long/short duration, long/short interest rates and other uncorrelated fixed income strategies (credit strips, non-traditional bonds). Portfolios will tend to have fixed income market betas in the range of -0.2 to 0.5 compared to the BarCap Aggregate Bond index. Fixed Income Investments are subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates.

**Asset Allocated:** A portfolio allocation and management method aimed at balancing risk and return. Such portfolios are generally divided roughly equally between equities and fixed-income securities. The securities of small and medium companies may be more volatile and less liquid than the securities of larger companies. While larger companies tend to be less volatile than small or mid cap companies, an investor can still lose money when investing in stocks with large cap companies. Fixed Income Investments are subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates.

**Balanced:** A portfolio allocation and management method aimed at balancing risk and return. Such portfolios are generally divided roughly equally between equities and fixed-income securities. The securities of small and medium companies may be more volatile and less liquid than the securities of larger companies. While larger companies tend to be less volatile than small or mid cap companies, an investor can still lose money when investing in stocks with large cap companies. Fixed Income Investments are subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates.

**Bank Loan:** Bank loans, also referred to as floating rate loans, are secured debt obligations with an interest rate that moves up and down with a specific market rate. Unlike most corporate debt, bank loans are secured by specific physical assets owned by the company. In the event of a default, loan holders are paid first which severely limits (but does not eliminate) the risk of permanent loss of capital. Despite this security, bank loans are primarily non-investment grade (rated BB or lower). The interest rate paid by the issuer is variable and moves in conjunction with a specific market rate ("base" rate), most commonly the 90-day LIBOR rate. The interest rate is noted as a "spread", i.e. LIBOR +400, and typically resets to the new market rate every 90 days. Since 2009, the majority of loans also have a "floor" provision which dictates the "base" rate is greater of the "floor" or the market rate. Most common in the U.S. market is a 1.0% "floor", meaning the minimum interest rate paid in the previous example would be 5.0%.

**Bear Market:** A strategy that seeks to exploit a view of securities or markets that are overvalued by having a relative high net short beta to equity market betas or implement a tactical view to potentially profit from a declining equity market. Portfolios will tend to have equity market betas in the range of -0.4 to -1.5 to the S&P 500. Some managers invest the proceeds from their short positions in low-risk assets, while others dedicate a portion to long stock positions in order to hedge against broad market rallies. In the event of a broad market rally, these funds will lose money on their short positions but should experience a gain on their long positions.

**Cash:** Cash can be cash in the bank, certificates of deposit, currency, money market holdings, fixed-income securities that mature in less than 12 months, commercial paper and repurchase agreements. While investing in cash or cash equivalents is generally considered to be a safe investment, it is still subject to inflation risk; the risk that inflation will outpace the performance on your investment as inflation shrinks the purchasing power of your cash investment.

**Commodity:** A generic term for any item or product that can be traded by investors on a market. More specifically, it refers to natural materials and their derived products such as metals, agricultural products and energy products. Investing in commodities or equity securities of commodity-related companies may have greater volatility than investments in traditional securities. The commodities market may fluctuate widely and the value of the investment can experience periods of significant movements up and down.

**Emerging Markets Bond:** This asset class represents bonds that are issued by foreign entities in emerging markets. Emerging market bonds may be issued by foreign governments or corporations and may be denominated in US dollars or foreign currency. In general, the bond market is less volatile than the equity markets, but not without risk. Emerging market bond portfolios are subject to interest rate risk and the inherent repayment risk related to the underlying credit worthiness of the various issuers. Investing overseas also involves additional risks, including the foreign exchange risk, which can increase the overall volatility of the portfolio, political and economic instability, and, in some cases, illiquid markets or limited geographical focus. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Equity Arbitrage:** A strategy that seeks to benefit from differences in pricing differences between related securities. Example of this include merger arbitrage, pairs trading, sector arbitrage, capital structure arbitrage. Portfolios will tend to have equity market betas in the range of 0.2 to 0.5 compared to the S&P 500. There is no guarantee that a benefit will be realized on the spread in pricing and the investment can lose money.

**Equity Market Neutral:** Seeks to construct a portfolio of long and short equities market by balancing out net long and net short equity exposure across the portfolio so that the net equity market exposure is around 0%. Some managers implement this by singling out stock picking ability and targeting zero equity beta. Techniques used include statistical arbitrage, quantitative trading strategies and relative value trades as well as fundamental analysis. In attempting to reduce systematic risk, these funds put the emphasis on issue selection, with profits dependent on their ability to sell short and buy long the correct securities. Managers in this space can use economic leverage via derivative contracts.



## Notes

**Event Driven:** A strategy that purchases securities throughout the capital structure in order to benefit from certain events that will impact the price of a security. Examples include merger arbitrage, sector arbitrage, capital structure arbitrage, spin-offs, re-structuring, debt exchanges, management changes, etc. Managers in this space can invest in securities throughout the capital structure in order to express an investment thesis and can use derivatives in order to obtain economic leverage.

**Foreign Large Cap Core:** This asset class represents stocks that are domiciled outside of the US with market capitalization in the top 70% of each economically integrated market around the world. A core portfolio invests in a combination of growth and value stocks. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Foreign Large Cap Growth:** This asset class represents stocks that are domiciled outside of the US with market capitalization in the top 70% of each economically integrated market around the world. The growth style is defined as stocks that are fast growing with higher valuations than other large international stocks. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Foreign Large Cap Value:** This asset class represents stocks that are domiciled outside of the US with market capitalization in the top 70% of each economically integrated market around the world. The value style is defined as stocks that are trading at low valuations compared to their industry and peers. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Foreign Small Mid Cap Core:** Foreign Small Mid Core portfolios generally invest in the stock of companies which are domiciled outside of the US and are small from a market capitalization standpoint. These portfolios generally invest in stocks that land in the bottom 30% of the capitalization range of each economically integrated market (Asia ex-Japan, Europe). The core style will have a combination of traits of both growth and value styles. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Foreign Small Mid Cap Growth:** Foreign Small Mid Growth portfolios generally invest in the stock of companies which are domiciled outside of the US and are small from a market capitalization standpoint. These portfolios generally invest in stocks that land in the bottom 30% of the capitalization range of each economically integrated market (Asia ex-Japan, Europe). The growth style is generally defined as stocks which are experiencing higher growth (based on earnings, sales, cash flow, etc.) and are generally trading at higher valuations due to that higher growth. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Foreign Small Mid Cap Value:** Foreign Small Mid Value portfolios generally invest in the stock of companies which are domiciled outside of the US and are small from a market capitalization standpoint. These portfolios generally invest in stocks that land in the bottom 30% of the capitalization range of each economically integrated market (Asia ex-Japan, Europe). The value style is generally defined as stocks which are trading at low valuations. While these portfolios can invest in US domiciled stocks, they typically make up less than 20% of the portfolio.

**Global Equity:** This asset class represents investments in companies that operate in any market in the world. Investing overseas involves special risks, including the volatility of currency exchange rates and, in some cases, limited geographic focus, political and economic instability, and relatively illiquid markets.

**Global Macro:** Macro managers invest in a broad range of securities and indices including, but not limited to, equities, fixed income, rates, currencies, commodities, credit, etc. and can use derivatives and economic leverage to express these views. The majority of macro strategies have a top down view and are trying to determine if broad asset classes are under or overvalued. Managers can use both discretionary as well as systematic techniques to find opportunities.

**Hedged Equity:** Strategy that seeks to reduce overall equity portfolio volatility by hedging and varying net equity market exposure by going long and short individual equities, equity ETFs and derivative products. Money managers will tend to have equity market betas in the range of 0.4-0.8 compared to the S&P 500. Strategies include long/short equity or using options to hedge equity market risk. Some funds that fall into this category will shift their exposure to long and short positions depending on their macro outlook or the opportunities they uncover through bottom-up research. By hedging downside risk, upside potential may be limited.

**High Yield:** A collective investment strategy that invests in bonds with low credit ratings. Because of the risky nature of high yield bonds, high-yield funds have greater volatility than the average bond fund and have a greater risk of default. Fixed Income Investments are subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates.

**Inflation-Protected Bond:** A special type of Treasury note or bond that offers protection from inflation. Like other Treasuries, an inflation-indexed security pays interest every six months and pays the principal when the security matures. The difference is that the coupon payments and underlying principal are automatically increased to compensate for inflation as measured by the consumer price index (CPI). Inflation Protected bonds are still subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates. Income distributions may fluctuate considerably more than a typical bond fund when the CPI fluctuates.

**International Developed Markets:** This asset class invests in companies located in foreign countries with developed economies and market such as Japan, Western Europe and Australia. Funds that invest in international securities involve special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards.

**International Emerging Markets:** This asset class represents companies that operate in industrializing or emerging regions of the world. Funds that invest in international securities involve special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards. Investing in emerging markets may accentuate these risks.

**Intermediate Bond:** This asset class represents fixed income securities with typical average maturity of 4 to 10 years. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Intermediate Muni:** This asset class represents municipal bond securities with typical average maturity of 5 to 12 years. See "Fixed Income Sectors" for more information on Municipal Bonds. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**International Bond:** Bonds that are issued in a country by a non-domestic entity. International bonds include Eurobonds, foreign bonds and global bonds. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa. Investing overseas involves special risks, including the volatility of currency exchange rates and, in some cases, limited geographic focus, political and economic instability, and relatively illiquid markets.

**Inverse:** These funds seek to generate returns equal to an inverse fixed multiple of short-term returns of an associated index. The compounding of short-term returns results in performance that does not correspond to those of investing in the index with external leverage. Many of these portfolios seek to generate a multiple typically negative 1 to negative 3 times the daily or weekly return of the reference index. Some strategies employ derivatives to obtain this exposure.

## Notes

**Large-Cap Core:** This asset class represents companies with market capitalizations above approximately \$10 billion that may demonstrate above average consistency in earnings growth and reasonable market valuations. The market capitalization of large cap companies may change over time and is not authoritatively defined. While larger companies tend to be less volatile than small or mid cap companies, an investor can still lose money when investing in the stocks of large cap companies.

**Large-Cap Growth:** This asset class represents companies with market capitalizations above approximately \$10 billion that may exhibit above average growth potential, often demonstrated by accelerating revenue and earnings growth. While larger companies tend to be less volatile than small or mid cap companies, an investor can still lose money when investing in the stocks of large cap companies.

**Large-Cap Value:** This asset class represents companies with market capitalizations above approximately \$10 billion that often exhibit relatively low P/E ratios or are undervalued by other objective measures, such as price-to-book ratios. The market capitalization of large cap companies may change over time and is not authoritatively defined. While larger companies tend to be less volatile than small or mid cap companies, an investor can still lose money when investing in the stocks of large cap companies.

**Leveraged:** Leveraged portfolios seek to achieve overall exposure to the market consistently larger than the sum of fund assets. This exposure may be 1 to 3 times a reference index. This is achieved through borrowed cash invested in securities that can provide income or capital appreciation in excess of the borrowing costs. Some strategies employ derivatives to obtain this exposure.

**Long Bond:** This asset class represents fixed income securities with typical average maturity greater than 10 years. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Long Muni:** This asset class represents municipal bond securities with typical average maturity greater than 12 years. See "Fixed Income Sectors" for more information on Municipal Bonds. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Long/Short Credit:** Long-short portfolios hold sizable stakes in both long and short positions in bonds and related derivatives. Some funds that fall into this category will shift their exposure to long and short positions depending on their macro outlook or the opportunities they uncover through bottoms up research. Funds in this institutional category use individual short positions rather than derivatives to obtain short exposure.

**Managed Futures:** Portfolio investments made directly into derivatives contracts such as futures, forwards and options. Many managers will position investment in trend following or momentum based trading strategies. Managed futures generally manage their clients assets using a proprietary trading system or discretionary method that may involve going long or short in futures contracts in areas such as metals, grains, equity indexes, soft commodities, as well as foreign currency and U.S government bond futures. Managed Futures portfolios can have both volatile and uncorrelated returns to equity and fixed income markets but have positive correlation to volatility in general (i.e. the VIX). Portfolios will tend to have market betas in the range of -0.3 to 0.3 to both fixed income and equity market indexes.

**Market Neutral:** Seeks to construct a portfolio of long and short equities market by balancing out net long and net short equity exposure across the portfolio. Some managers implement this by singling out stock picking ability and targeting zero equity beta. Portfolios will tend to have equity market betas in the -0.2 to 0.2 range. Techniques used include statistical arbitrage, quantitative trading strategies and relative value trades. In attempting to reduce systematic risk, these funds put the emphasis on issue selection, with profits dependent on their ability to sell short and buy long the correct securities.

**Mid-Cap Core:** This asset class represents companies with market capitalizations typically between \$2 to \$10 billion that may demonstrate above average consistency in earnings growth and reasonable market valuations. The market capitalization of mid cap companies may change over time and is not authoritatively defined. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

**Mid-Cap Growth:** This asset class represents companies with market capitalizations typically between \$2 to \$10 billion that often exhibit above average growth potential, often demonstrated by accelerating revenue and earnings growth. The market capitalization of mid cap companies may change over time and is not authoritatively defined. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

**Mid-Cap Value:** This asset class represents companies with market capitalizations typically between \$2 to \$10 billion that often exhibit relatively low P/E ratios or are undervalued by other objective measures, such as price-to-book ratios. The market capitalization of mid cap companies may change over time and is not authoritatively defined. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

**Multi-Strategy Alternative:** A strategy whereby a money manager is diversifying across multiple alternative investment strategies within a portfolio to seek different sources of returns. Portfolios will tend to have equity market betas in the range of 0.3 to 0.7 compared to the S&P 500. An investor's exposure to different tactics may change slightly over time in response to market movements. Funds in this category include both funds with static allocations to alternative strategies and funds tactically allocating among alternative strategies and asset classes.

**Other:** This asset class includes securities without enough security data provided from our vendors to classify them such as warrants, bonds without CUSIPs or UITs missing a Morningstar category for example.

**REITs:** A security that sells like a stock on the major exchanges and invests in real estate directly, either through properties or mortgages or in companies that are involved in the real estate industry, either directly or indirectly. The investment can fluctuate over short or even long periods and over a long period of time like the stock market and can be effected by additional risks such as interest rate risks, REITs share price may decline because of adverse developments affecting the real estate market including changes in interest rates or general economic and market conditions. Additional risks associated with investment in securities of companies in the real estate industry can include declines in the value of real estate, local economic conditions, increases in property taxes, changes in zoning laws, casualty or property damage, or changes to the rental market.

**Short Bond:** This asset class represents fixed income securities with typical average maturity of less than 4 years. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Short Muni:** This asset class represents municipal bond securities with typical average maturity less than 5 years. See "Fixed Income Sectors" for more information on Municipal Bonds. In general, the bond market is volatile and such funds are subject to interest rate risk and the inherent credit risk related to the underlying credit worthiness of the various issuers. Investors should be aware that bond prices and interest rates have an inverse relationship, when interest rates rise bond prices fall and vice versa.

**Small-Cap Core:** This asset class represents companies with market capitalizations typically of up to \$2 billion that may demonstrate above average consistency in earnings growth and reasonable market valuations. The market



## Notes

capitalization of small cap companies may change over time and is not authoritatively defined Funds that invest in stocks of small companies involve additional risks, including relatively low trading volumes, a greater degree of change in earnings, and greater short-term volatility. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies.

**Small-Cap Growth:** This asset class represents companies with market capitalizations typically of up to \$2 billion that may exhibit above average growth potential, often demonstrated by accelerating revenue and earnings growth. The market capitalization of small cap companies may change over time and is not authoritatively defined. Funds that invest in stocks of small companies involve additional risks, including relatively low trading volumes, a greater degree of change in earnings, and greater short-term volatility. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies.

**Small-Cap Value:** This asset class represents companies with market capitalizations typically of up to \$2 billion that often exhibit relatively low P/E ratios or are undervalued by other objective measures, such as price-to-book ratios. The market capitalization of small cap companies may change over time and is not authoritatively defined. Funds that invest in stocks of small companies involve additional risks, including relatively low trading volumes, a greater degree of change in earnings, and greater short-term volatility. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies.

**Fixed Income Sectors:** The fixed-income securities in an investment's portfolio are mapped into one of 14 sectors, which in turn roll up to five super sectors. These sectors help investors and investment professionals compare and understand the sector exposure of each investment. This data is especially useful for comparing two investments that may be in the same category.

2 An "efficient" portfolio can indicate the maximum return for a given level of risk. It represents the set of investments in a portfolio that has the lowest expected Standard Deviation for given expected Annual Returns. Forward-looking forecasts of asset class returns are based on published research, historical data, current market conditions and investment judgment. The published statistical methodologies used are reverse-optimization returns [Sharpe (1974) and Black-Litterman (1992)], expected returns of Bayesian predictive density function [Stanbaugh (1997)]. The capital market assumptions used are strategic or long term expectations and therefore only reviewed and updated on a 12 to 24 month basis. The efficient frontier is calculated using a means-variance optimization that presents an optimized portfolio by analyzing the expected Annual Returns for each asset class, expected Standard Deviation of each asset class and expected "Correlation" between each of the asset classes. Correlation considers the relatedness of return patterns between two investments. It is measured using a correlation coefficient, which summarizes the relationship between two return series. The limitations of the Efficient Frontier tool include the fact that the output is based on expected/estimated assumptions. Using the Efficient Frontier tool to create an "efficient" portfolio may also produce portfolios that are heavily weighted in one or a few asset classes if the assumptions regarding those asset classes are relatively more favorable than the other asset classes. For that reason, constraints may be placed on either the minimum or maximum exposure that the Efficient Frontier tool can make recommendations for each asset class in order to prevent concentrated asset allocations.

The following table shows the asset class categories and the associated benchmark indexes used in calculating estimates of Return, Risk and Correlation.

Asset Class	Benchmark
All Cap	Russell 3000 TR
Cash	ICE BofAML 3M US Trsy Note TR USD
High Yield	Bloomberg Barclays Capital U.S. Corporate High Yield TR
Int'l Developed Mkts	MSCI EAFE NR USD
Int'l Emerging Mkts	MSCI EM NR
Intermediate Bond	Bloomberg Barclays Capital U.S. Aggregate Bond TR
International Bond	Barclays Capital Global Aggregate Ex-US
Large-Cap Core	Russell 1000 TR
Large-Cap Growth	Russell 1000 Growth TR
Large-Cap Value	Russell 1000 Value TR
Mid-Cap Growth	Russell Midcap Growth TR
Mid-Cap Value	Russell Midcap Value TR
Short Bond	Bloomberg Barclays Capital 1-3 Govt/Credit Bond TR
Small-Cap Growth	Russell 2000 Growth TR

3 Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

## Notes

4 Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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6 To score stock sizes, Morningstar uses a flexible system that is not adversely affected by overall movements in the market. World equity markets are divided into seven style zones: United States, Latin America, Canada, Europe, Japan, Asia ex-Japan, and Australia/New Zealand. The stocks in each style zone are divided into size groups. Giant-cap stocks are defined as those that account for the top 40% of the capitalization of each style zone; large-cap stocks represent the next 30%; mid-cap stocks represent the next 20%; small-cap stocks represent the next 7% and micro-cap stocks represent the smallest 3%. For value-growth scoring, giant-cap stocks are included with the large-cap group for that style zone, and micro-caps are scored against the small-cap group for that style zone.

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## Glossary

**Active Return:** The difference between the actual return on an investment and the benchmark against which it is measured.

**Adjusted Price/Earnings Ratio:** The current price of stocks in the portfolio divided by their respective average inflation-adjusted earnings over several years to account for the effect on profits of the economic cycle.

**Annualized Returns:** The return an investment provides each year over a period of time, expressed as a time-weighted percentage. The rate of annual return is measured against the initial amount of the investment and represents a geometric mean rather than a simple arithmetic mean.

**Asset Allocation:** Describes how an investment portfolio is divided between investments such as stocks, bonds and money market securities.

**Average Annual Turnover:** The percentage rate at which the portfolio replaces its investment holdings on an annual basis.

**Average Coupon:** A number calculated by weighting each bond's coupon by its relative size in the portfolio.

**Average Credit Quality:** Average Credit Quality gives a snapshot of the portfolio's overall credit quality. A bond's average quality is a reflection of the amount of risk a manager is willing to incur, and management style in general. It is an average of each bond's credit rating, adjusted for its relative weighting in the portfolio.

**Average Effective Duration:** Average Effective Duration is a measure of a portfolio's interest-rate sensitivity - the longer a fund's duration, the more sensitive the portfolio is to shifts in interest rates. Duration is determined by a formula that includes coupon rates and bond maturities. Small coupons tend to increase duration, while shorter maturities and higher coupons shorten duration. The relationship between portfolios with different durations is straightforward: A portfolio with a duration of 10 years is twice as volatile as a portfolio with a five-year duration.

**Average Effective Maturity:** Average Effective Maturity is the weighted average of all the maturities of the bonds in the portfolio, computed by weighting each maturity date, which is the date the security comes due, by the market value of the security.

**Average Market Cap:** The simple mathematical average of the market capitalization of each stock in the portfolio.

**Average Price/Book:** Average P/B is the weighted average of the price/book ratios of all the stocks in a portfolio. The P/B ratio of a company is calculated by dividing the market price of its stock by the company's per-share book value. Stocks with negative book values are excluded from this calculation. In theory, a high P/B ratio indicates that the price of the stock exceeds the actual worth of the company's assets, while a low P/B ratio indicates that the stock is a bargain.

**Average Price/Earnings:** Average P/E is the weighted average of the price/earnings ratios of the stocks in a portfolio. The P/E ratio of a stock is calculated by dividing the current price of the stock by its trailing 12 months' earnings per share. In computing the average, each portfolio holding is weighted by the percentage of equity assets it represents, so that larger positions have proportionately greater influence on the final P/E.

**Average Return (Positive/Negative Quarters):** The simple mathematical average of the set of returns for calendar quarters over which the portfolio had a positive (negative) return.

**Batting Average:** Batting Average is a measure of a manager's ability to consistently beat the market. It is calculated by dividing the number of quarters in which the manager beat or matched an index by the total number of quarters in the period. For example, a manager who meets or outperforms the market every quarter in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50.

**Benchmark:** A standard against which the performance of a security or group of securities can be measured. For example, the Nasdaq may be used as a benchmark against which the performance of a technology stock is compared.

**Best Quarter (Worst Quarter):** Best Quarter (Worst Quarter) is the best (worst) portfolio performance for any quarter over the most recent five years of reported performance.

**Best Year (Worst Year):** The highest (lowest) return of an investment for any full, calendar year over the life of the investment.

## Glossary

**Beta:** Beta is a measure of a portfolio's sensitivity to market movements. The beta of the market is 1.00 by definition. A beta of 1.10 shows that the portfolio has performed 10% better than its benchmark in up markets and 10% worse in down markets, assuming all other factors remain constant. Conversely, a beta of 0.85 indicates that the portfolio's excess return is expected to perform 15% worse than the benchmark's excess return during up markets and 15% better during down markets.

**Blended Average Return (Positive/Negative Quarter):** The simple mathematical average of the set of blended benchmark returns for calendar quarters over which the portfolio had a positive (negative) return.

**Debt to Capital Ratio:** A measurement of the financial leverage of the stocks held in the portfolio, calculated by dividing each stock's long-term debt by its total capitalization.

**Debt to Total Capital:** A measure of the financial leverage of the companies held in the portfolio. A company's debt-to-capital ratio is calculated by dividing its long-term debt by its total capitalization.

**Deferred Load:** Deferred Load is a percentage of an investor's assets that mutual fund may charge as a fee at time of redemption.

**Diversification:** A portfolio strategy designed to reduce exposure to risk by combining a variety of investments, such as stocks, bonds, and real estate. Diversification does not ensure a profit or protect against loss.

**Down Capture Ratio:** Down Capture Ratio is a measure of a portfolio's performance relative to the benchmark in a down market. The lower the number, the better the manager did at protecting the portfolio's investment during a down market period. If the portfolio's returns go down less than the benchmark during a down market, the down capture ratio will be less than one. If the returns are down more than the benchmark, the down capture ratio will be more than one.

**EPS Growth-Past 5 Years:** Change in a company's earnings per share over the past five year time period.

**Equity:** Interest or ownership in a corporation in the form of stock, either common or preferred.

**Exchange Traded Fund (ETF):** Similar to mutual funds, ETFs are baskets of securities that can be bought and sold; however, unlike mutual funds, shares of the ETF can be traded at any time during the day that the host exchange is open.

**Fixed Income Sectors:** The fixed-income securities in an investment's portfolio are mapped into one of 14 sectors, which in turn roll up to five super sectors. These sectors help investors and investment professionals compare and understand the sector exposure of each investment. This data is especially useful for comparing two investments that may be in the same category.

**Asset-backed :** Asset-backed securities are based on the expected cash flow from such things as auto loans, credit card receivables, and computer leases. The cash flows for asset-backed securities can be fixed (e.g. auto loans have a defined payment schedule and a fixed maturity) or variable (credit card debt is paid at random intervals). These securities typically range in maturity from 2-7 years.

**Cash :** Cash can be bank deposits (e.g. checking and savings), certificates of deposit, currency, money market holdings, fixed-income securities that mature in less than 12 months, commercial paper and repurchase agreements.

**Convertible :** Convertible bonds give the owner an opportunity to convert the bond to a certain number of shares of common stock at a certain price.

**Foreign Corporate :** These securities are issued by corporations that are based outside of the United States. Foreign investing may involve special risks such as currency fluctuation, political uncertainty and different accounting standards.

**Foreign Government :** These securities are issued by governments that are based outside of the United States. Foreign investing may involve special risks such as currency fluctuation, political uncertainty and different accounting standards.

**Inflation Protected :** Inflation-protected securities are similar to TIPS, but they are issued by a private entity instead of the US government. These bonds are linked to an index of inflation, and the principal and coupon payments increase when inflation increases.

**Mortgage ARM :** ARMs are adjustable rate mortgages. These are fixed-income securities that are backed by residential home mortgages, where the interest rate is reset periodically in relation to a benchmark. Most ARMs are from government agencies, such as FNMA and GNMA.

## Glossary

**Mortgage CMO :** CMOs are collateralized mortgage obligations. They are similar to pass-thru mortgage securities, but investors have more control over whether they will be paid sooner or later. CMOs are structured by time, so that some investors can line-up for the first series of cash flow payments, while others may choose to put themselves at the end of the line. Most CMOs are based on mortgages from government agencies, such as FNMA and GNMA.

**Mortgage Pass-thru :** These bonds represent a claim to the cash flows associated with a pool of mortgages. The bondholders are entitled to a share of the principal and interest payments paid by the homeowners. The majority of these bonds are issued by a government agency like FNMA, GNMA, or FHLMC. A few private corporations and banks also securitize and package mortgages in this way and those are also included in this sector.

**Municipal :** Local and state governments issue municipal bonds in order to raise money for operations and development. This financing is sometimes used to build or upgrade hospitals, sewer systems, schools, housing, stadiums, or industrial complexes. Some municipal bonds are backed by the issuing entity while others are linked to a revenue stream, such as from a tollway or a utility. Municipal bonds are exempt from federal tax and often from state and local taxes, too. The tax break allows municipal governments to sell the bonds at a lower interest rate, because the investor gets an additional tax benefit.

**TIPS :** TIPS are inflation-indexed Treasuries. (The term TIPS derives from their former name, "Treasury Inflation-Protected Securities.") These bonds have principal and coupon payments that are linked to movements in the Consumer Price Index. They are a defensive measure against expectations of inflation (which typically erodes the real yield of conventional bonds). Even if inflation fears are in check, these bonds can benefit when the yields fall on traditional Treasuries.

**US Agency :** This sector includes the fixed-income securities that are issued by government agencies, such as the Federal National Mortgage Association (FNMA or Fannie Mae) or the Federal Home Loan Mortgage Corporation (FHLMC or Freddie Mac), to raise capital and finance their operations. These "debentures" are not secured by physical assets, so they differ from most of the mortgage bonds that are issued by these agencies.

**US Corporate :** This sector includes all fixed-income securities that are issued by corporations domiciled in the United States. Corporate bonds are issued with a wide range of coupon rates and maturity dates.

**US Treasury :** This sector includes all conventional fixed-rate debt issued by the US government's treasury (excluding TIPS). Some examples of government debt are Treasury bonds and Treasury notes. Treasury bills are included under Cash, because they mature in less than 12 months.

**Front Load:** Front Load is a sales charge paid at the time of purchase of an investment such as a mutual fund, limited partnership, annuity, or insurance policy.

**Gross Expense Ratio:** Gross Expense Ratio is a fund's operating expenses including management fees, transaction costs and other business costs before any expense reimbursement or fee waivers by the fund's management.

**ITD:** Acronym for Inception to Date

**Inception Date:** Inception Date is the date on which the portfolio was established and the performance track record was initiated.

**Income Yield:** Income Yield is the expected dividends and interest of an investment, expressed as a percentage of the current market value of the investment.

**Information Ratio:** Information Ratio measures the consistency with which a manager beats a benchmark. It is the quotient of the annualized excess return and the annualized standard deviation of excess return (tracking error).

**Investment Minimum:** Investment Minimum is the minimum amount required to initiate an investment in the product.

**Investment Objective:** Also known as Investment Risk Rating. Investment Objective refers to the outcome desired by an investor or a mutual fund.

**Balanced :** A strategy that seeks to provide portfolio appreciation and current income. This portfolio's allocation generally includes both equity and fixed-income securities, with greater weighting to equities. Investors should have mid-to long-term investment time horizon and be willing to take on some risk in pursuit of better returns.

**Capital Growth :** A strategy that seeks to provide appreciation with modest current income as a secondary objective. The portfolio's allocation is generally heavily weighted to equity securities with modest investment in fixed-income securities for portfolio diversification. Investors should have a long-term investment time horizon and be willing to take on risk in pursuit of better returns.

## Glossary

**Capital Preservation :** A strategy that seeks to provide portfolio stability and current income with modest portfolio appreciation by investing primarily in fixed-income securities. This strategy is designed for investors with a need for regular income in the form of dividends

**Current Income :** A strategy that seeks to provide portfolio growth with current income by investing in a combination of both equity and fixed-income securities in similar weights. This strategy is designed for investors who desire capital appreciation balances with income and portfolio stability.

**Maximum Growth :** A strategy that seeks to provide potentially above-average returns. Portfolios following this strategy are generally fully invested in equity securities. Investors in pursuit of maximizing capital appreciation over a long-term investment horizon should have the resources to withstand the volatility inherent in equity investing.

**Latest Quarter:** The most recently completed calendar quarter in the performance report.

**Longest Positive (Negative):** Longest Positive (Negative) is the greatest number of consecutive quarters with performance greater than (less than) zero over the most recent five years of reported performance.

**MRQ:** Acronym for Most Recent Quarter

**Managed Account:** Also known as discretionary accounts. These are accounts where a money manager has authority to trade and invest on a client's behalf.

**Maximum Drawdown:** The maximum loss incurred by a portfolio during a specified time period. It is used to measure the 'worst case scenario' of investing in a portfolio at the worst possible time.

**Median Market Cap:** The median market value of the companies held in the portfolio.

**Mo:** Abbreviation for Month

**Money Manager:** Includes mutual fund managers as well as professional independent managers hired by individuals or institutions to manage their own accounts.

**Money Market Fund:** A mutual fund that invests in short-term debt obligations such as certificates of deposit, commercial paper or government Treasury Bills.

**Multi-Manager Account:** An investment strategy that includes a portfolio of separately managed accounts, mutual funds and/or ETFs to match a preset asset allocation model.

**Mutual Fund:** An investment company that invests money from shareholders into stocks, bonds or other assets according to a stated objective.

**Mutual Fund Wrap:** An investment strategy that includes a portfolio of mutual funds selected to match a preset asset allocation model.

**NAV Total Return:** The change in the net asset value of an ETF or mutual fund over a given time period. The NAV return of an ETF can be different than the total return that investors realize because these products can trade at a premium or discount to the price of the fund and to the value of the assets held in the portfolio.

**Net Expense Ratio:** Net Expense Ratio is a fund's operating expenses including management fees, transaction costs and other business costs after any expense reimbursement or fee waivers by the fund's management.

**Portfolio:** A collection of stocks, bonds, mutual funds and interest bearing securities. Money managers develop model portfolios to achieve a specific goal with minimum risk.

**Positive Quarters (Negative Quarters):** Positive Quarters (Negative Quarters) is the total number of quarters with performance greater than (less than) zero over the most recent five years of reported performance.

**Price/Book Ratio:** The price/book ratio is a comparison of current market price to the book value for each company held in the portfolio.

**Q-Overall Rank:** The Q-Overall Rank incorporates the Q-Risk Rank and Q-Return Rank into a single measure. PMC's proprietary Quantitative Risk/Return Ranking model uses historical returns to measure an investment manager's ability to deliver consistent, active value with effective risk controls versus its style group peers. The Overall Q-Rank is a normalized percent value that represents a manager's Overall Q-Score versus his style category peers. A Q-Overall Rank of 99% designates a manager that has a higher Q-Overall Score than 99% of its style category peers in the entire investment manager universe.

## Glossary

**Q-Overall Score:** The Q-Overall Score incorporates the Q-Risk Score and Q-Return Score into a single measure. PMC's proprietary Quantitative Risk/Return Ranking model uses historical returns to measure an investment manager's ability to deliver consistent, active value with effective risk controls versus its style group peers. The Overall Q-Score is calculated based on a managers style category, and is a number between 1.0 and 5.0.

**Q-Rank Statistics:** The Q-Rank Statistics measure a manager's ability to deliver consistent, active value with effective risk controls versus its style group peers.

**Q-Return Rank:** The Q-Return Rank is a measure of a manager's ability to out-perform the index it is tracking. The Q-Return Rank is a normalized percent value that represents a manager's Q-Return Score versus his style category peers. A Q-Return Rank of 99% designates a manager that has a higher Q-Return Score than 99% of its style category peers in the entire investment manager universe.

**Q-Return Score:** The Q-Return Score is a measure of a manager's ability to out-perform the index it is tracking. It is calculated using the product's annualized active returns, information ratio, and annual batting average. PMC's proprietary Quantitative Risk/Return Ranking model uses historical returns to measure an investment manager's ability to deliver consistent, active value with effective risk controls versus its style group peers. The Q-Return Score is calculated based on a managers style category, and is a number between 1.0 and 5.0.

**Q-Risk Rank:** The Q-Risk Rank is a measure of a manager ability to control risk while maximizing return. The Q-Risk Rank is a normalized percent value that represents a manager's Q-Risk Score versus his style category peers. A Q-Risk Rank of 99% designates a manager that has a higher Q-Risk Score than 99% of its style category peers in the entire investment manager universe.

**Q-Risk Score:** The Q-Risk Score is a measure of a manager ability to control risk while maximizing return. It is calculated using the product's tracking error, beta, and R-squared. PMC's proprietary Quantitative Risk/Return Ranking model uses historical returns to measure an investment manager's ability to deliver consistent, active value with effective risk controls versus its style group peers. The Q-Risk Score is calculated based on a managers style category, and is a number between 1.0 and 5.0.

**Qtr:** Abbreviation for Quarter

**R-Squared:** R-Squared reflects the percentage of a portfolio's movements that can be explained by movements in its benchmark. An R-squared of 100 indicates that all movements of a portfolio can be explained by movements in the benchmark. An R-squared measure of 35, for example, means that only 35% of the portfolio's movements can be explained by movements in the benchmark index.

**Relative Return:** The relative return is the difference between the return that an asset achieves over a certain period of time (absolute return) and the return achieved by the benchmark.

**Return On Equity:** Return on equity is the amount of net income returned as a percentage of shareholders' equity. Return on equity measures a corporation's profitability by revealing how much profit a company generates with the money shareholders have invested.

**Risk Tolerance:** Risk tolerance represents an investor's ability to handle declines in the value of his/her portfolio. The risk tolerance levels available on the managed account platform are low, moderate, and high.

**ST Redemption Fees:** A fee collected by an investment company from traders practicing mutual fund timing. This stiff penalty is used to discourage short-term, in-and-out trading of mutual fund shares. Generally, the fee is in effect for a holding period from 30 days to one year, but it can be in place for longer periods.

**Separately Managed Account:** An individual investment or brokerage account managed by independent money managers, for a fee, and according to a stated objective.

**Sharpe Ratio:** Sharpe Ratio is a measure of risk-adjusted return calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the portfolio's historical risk-adjusted performance.

**Sortino Ratio:** Sortino Ratio is a measure of risk-adjusted return calculated by using the standard deviation of those returns which fall below a required rate of return and the excess return to determine reward per unit of downside risk. The higher the Sortino Ratio, the better the portfolio's historical risk-adjusted performance.

**Standard Deviation:** Standard Deviation is a statistical gauge used to measure risk, or volatility. It is a number indicating the variability of an investment's return around the arithmetic average. The lower the manager's standard deviation, the more stable the portfolio's performance. High standard deviation suggests a portfolio with more fluctuation and volatility.

**Total Return:** Total Return is the rate of return of an investment over a given period of time. Total return includes capital appreciation, interest, capital gains, dividends and distributions realized over this time period.

## Glossary

**Tracking Error:** Tracking Error indicates the degree to which a manager's performance has historically deviated from its benchmark return and is measured in standard deviations. High tracking error suggests a portfolio that performs significantly different from its benchmark.

**Trailing Earnings/Share Growth:** The annualized rate of net-income-per-share growth over the trailing one-year period for the stocks held in the portfolio.

**Treynor Ratio:** A measurement of the returns earned in excess of that which could have been earned on a risk-free investment, per each unit of market risk. The higher the Treynor Ratio, the better the portfolio's historical risk-adjusted performance.

**Up Capture Ratio:** Up Capture Ratio is a measure of a portfolio's performance relative to the benchmark in an up market. The higher the number, the better the manager did at capturing the upside climb of the market. If the portfolio's returns are greater than the benchmark when the market goes up, the portfolio will have an upside capture ratio greater than one. If the returns are less than the benchmark, the number will be less than one.

**YTD:** Acronym for Year To Date