# CITY OF POMPANO BEACH GENERAL EMPLOYEES' RETIREMENT SYSTEM

# **INVESTMENT PERFORMANCE ANALYSIS**

# FOURTH QUARTER 2014

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Only the executive summary portion of our reporting is provided herein. If you would like an electronic copy of the back-up pages to this executive summary, send your request to jeff@seadvisory.com.

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# INVESTMENT PERFORMANCE ANALYSIS

# **DECEMBER 31, 2014**

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# **CITY OF POMPANO BEACH GENERAL EMPLOYEES' RETIREMENT SYSTEM**

Quarter Ending December 31, 2014

#### I. MARKET ENVIRONMENT

| Index                       | Fourth Quarter | 1 Year | 3 Year |
|-----------------------------|----------------|--------|--------|
| Standard & Poor's 500 Index | 4.9%           | 13.7%  | 20.4%  |
| MSCI EAFE Index (Net)       | -3.6%          | -4.9%  | 11.1%  |
| NCREIF Index                | 3.0%           | 11.8%  | 11.1%  |
| CSFB Hedge Index            | 0.7%           | 4.1%   | 5.2%   |
| Barclays U.S. Aggregate     | 1.8%           | 6.0%   | 2.7%   |
| 91 Day Treasury Bills       | 0.0%           | 0.0%   | 0.1%   |
| Consumer Price Index        | -1.4%          | 0.8%   | 1.3%   |

Global markets presented a mixed picture of U.S.-based investors during all of 2014. The expansion of the U.S. economy has not been accompanied by higher inflation, thanks in part to the worldwide slide in energy prices. At year-end, ten-year breakeven inflation-the market consensus forecast, calculated as the difference between yields on ten-year nominal Treasuries and TIPS-stood at 1.68%, down from 1.97% at the end of the previous quarter. Consumer inflation as measured by change in the Consumer Price Index, All Urban Consumers, was remarkably muted during 2014; fourth quarter CPI-U actually fell -1.35%, and for all of 2014 CPI-U only rose 0.76%.

- **Equities:** The U.S. stock market, represented by the Wilshire 5000 Total Market Index, finished the year strong despite a basically flat December. The index was up 5.3% for the fourth quarter and 12.7% for all of 2014. Equity investors were apparently not troubled by a few notable events during the year, including a negative quarter for real GDP growth, numerous geopolitical events and the end of the Federal Reserve's third round of quantitative easing. The U.S. stock market has not suffered a negative quarter for 2.5 years now, the second longest "winning" streak in the history of the Wilshire 5000 Index (the longest streak being 3.5 years during the second part of the 1990's). Large capitalization stocks underperformed smaller shares for the quarter with the Wilshire Large-Cap Index up 5.0% versus 7.7% for the Wilshire US Small-Cap Index. Larger shares nearly doubled small cap stocks for the year, up 13.5% versus a gain of 6.8%. Most equity sectors were up during the quarter: Utilities (up 13.1%), which benefitted from lower input costs, while Consumer Discretionary was up 8.8% and Consumer Staples was up 8.5%. Energy stocks were down -12.4% in aggregate.
- Fixed Income: The U.S. Treasury yield curve ended 2014 considerably flatter, with yields sharply lower in maturities beyond five years. Investors rotated up the curve into higher-yielding paper in the fourth quarter, with two-year yields rising 0.1% to 0.7%, ten-year yields dropping -0.4% to 2.2% and thirty-year yields sliding 0.5% to 2.75%. Long-dated Treasuries, naturally, soundly outperformed shorter bonds (Barclays U.S. Long Treasury, 8.6% fourth quarter, 25.1% calendar 2014; Barclays U.S. Treasury 1-3 Years, 0.2% fourth quarter, 0.6% calendar 2014). Investment-grade credit spreads tightened over the first half of the year, then ended 2014 slightly wider (Barclays U.S. Corporate, 1.8% fourth quarter, 7.5% calendar 2014; Barclays U.S. Securitized, 1.7% fourth quarter, 5.9% calendar 2014; Barclays U.S. Treasury, 1.9% fourth quarter, 5.1% calendar 2014).
- Alternatives: Investors allocated \$3.6 billion of new capital to hedge funds globally in 4Q14, bringing the full year of inflows to \$76.4 billion, the highest calendar year of inflows since 2007. Inflows and performance gains in 4Q increased total hedge fund capital to a record of \$2.85 trillion, while the broad-based HFRI Fund Weighted Composite Index® gained +3.3 per cent for the full year. *HFR Global Hedge Fund Industry Report*



| Wilshire Public Plan Sponsor Universe            | <b>WILSHIRE</b> |
|--|-----------------|
| Number of Plans                                  | 252             |
| Median Size                                      | \$316.9 Million |
| Total Assets                                     | \$2.6 Trillion  |
| Total Plans over \$1 Billion                     | 93              |
| Total Plans between \$100 - \$1,000 Million      | 88              |
| Total Plans between \$20 Million - \$100 Million | 42              |
| Total Plans under \$20 Million                   | 29              |

#### **About Wilshire Associates**

The Wilshire Cooperative is collaboration between Wilshire Associates and more than 60 independent investment consulting firms. Wilshire provides advanced performance measurement and attribution reporting systems to participating firms while Cooperative members provide asset and performance data for their sponsor clients. These are then pooled into peer groups for comparative purposes. Today, the Wilshire Cooperative is the standard utilized by over 1600 plan sponsors with assets over \$3.9 trillion dollars.

#### **Our Universe Comparisons**

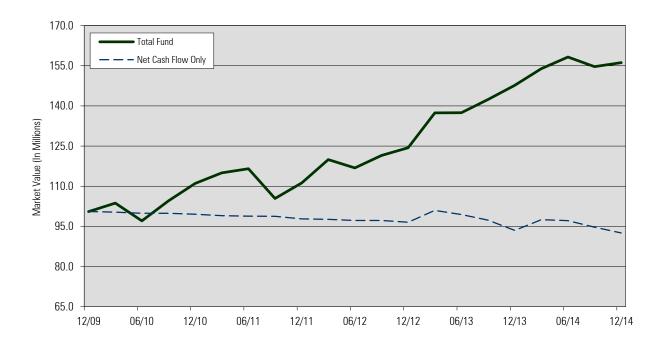
As a Wilshire affiliate, we are granted access to large and diverse peer comparisons, including total fund, portfolio-level, and stylebased universes. The Wilshire Public Fund Universe (above) includes the actual, live results of over 250 public pension systems across the country. These are real public funds who face similar investment restrictions and guidelines to your own. These peer-to-peer performance comparisons are critical to the evaluation process.

#### **Our Reporting**

Unique to Southeastern Advisory Services is our customized reporting platform. We have the ability to accurately calculate performance against virtually any benchmark, comparison or metric. These industry-leading tools include sophisticated attribution analyses and holdings-based style and characteristic analysis. Our goal is to deliver a clear, easily-understood picture of performance that fairly assesses the effectiveness of your investment policy, strategy and managers. Each performance report is fully-customized based on your input. We welcome your requests and suggestions.



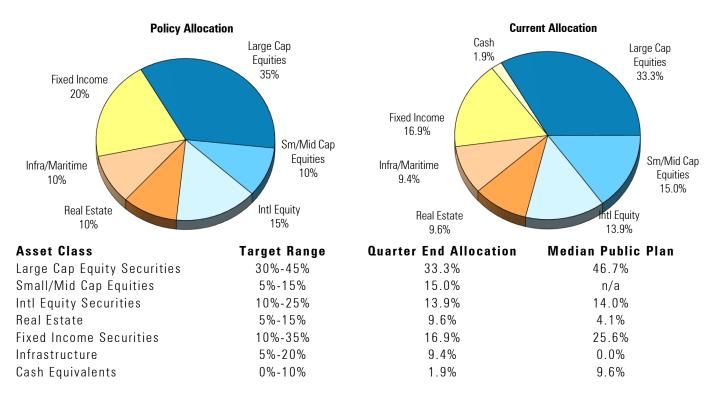
#### III. PORTFOLIO GROWTH- PERIOD ENDED DECEMBER 31, 2014



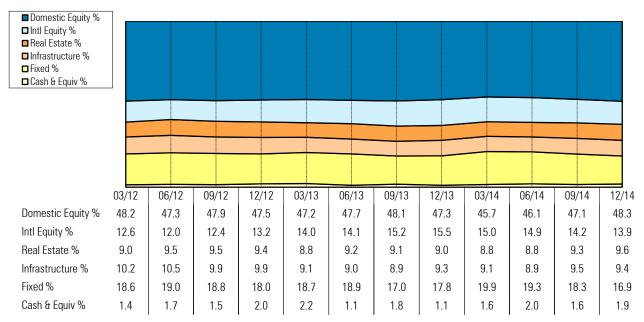
| Period<br>Ending | Beginning Value<br>\$(000) | Net Cash Flow | Net Gain/Loss | Ending Value<br>\$(000) | Quarterly<br>Return | Fiscal Y<br>Return |
|------------------|----------------------------|---------------|---------------|-------------------------|---------------------|--------------------|
| Mar-10           | 100,552                    | -219          | 3,343         | 103,676                 | 3.4%                |                    |
| Jun-10           | 103,676                    | -456          | -6,139        | 97,081                  | -5.6%               |                    |
| Sep-10           | 97,081                     | 32            | 7,418         | 104,530                 | 7.3%                | <mark>7.5%</mark>  |
| Dec-10           | 104,530                    | -377          | 6,867         | 111,021                 | 6.8%                |                    |
| Mar-11           | 111,021                    | -548          | 4,484         | 114,956                 | 3.9%                |                    |
| Jun-11           | 114,956                    | -181          | 1,757         | 116,532                 | 1.6%                |                    |
| Sep-11           | 116,532                    | -19           | -11,114       | 105,400                 | -9.2%               | <mark>2.5%</mark>  |
| Dec-11           | 105,400                    | -994          | 6,805         | 111,211                 | 6.5%                |                    |
| Mar-12           | 111,211                    | -148          | 8,883         | 119,946                 | 8.0%                |                    |
| Jun-12           | 119,946                    | -420          | -2,715        | 116,812                 | -2.1%               |                    |
| Sep-12           | 116,812                    | 0             | 4,691         | 121,503                 | 4.2%                | <mark>17.5%</mark> |
| Dec-12           | 121,503                    | -639          | 3,511         | 124,375                 | 2.8%                |                    |
| Mar-13           | 124,375                    | 4,419         | 8,591         | 137,386                 | 6.8%                |                    |
| Jun-13           | 137,386                    | -1,584        | 1,666         | 137,469                 | 1.3%                |                    |
| Sep-13           | 137,469                    | -2,113        | 7,026         | 142,381                 | 5.2%                | <mark>16.9%</mark> |
| Dec-13           | 142,381                    | -3,794        | 9,073         | 147,661                 | 6.7%                |                    |
| Mar-14           | 147,661                    | 3,995         | 2,191         | 153,847                 | 1.4%                |                    |
| Jun-14           | 153,847                    | -357          | 4,775         | 158,265                 | 3.2%                |                    |
| Sep-14           | 158,265                    | -2,469        | -1,137        | 154,659                 | -0.8%               | <mark>10.7%</mark> |
| Dec-14           | 154,659                    | -2,154        | 3,618         | 156,123                 | 2.4%                | <mark>2.4%</mark>  |
| Total            | 100,552                    | -8,025        | 63,596        | 156,123                 | 67.0%               |                    |
| Absolute Retur   | n Objective:               |               |               |                         |                     | <b>8.0%</b>        |



#### IV. ALLOCATION OF ASSETS



\*Median Equity Public Plan in Large Cap Equity Securities Line also includes Small/Mid Cap Equities



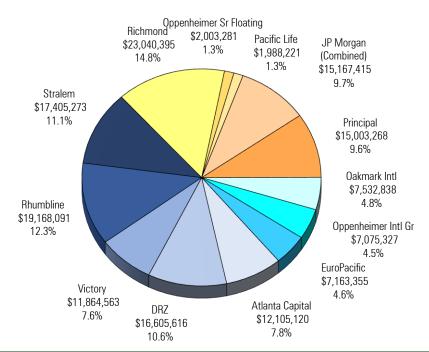
#### **Historical Asset Allocation**



| Manager                   | Dom. Equity   | Intl Equity | Real Estate | Infrastructure | Fixed Inc | Cash        |
|---------------------------|---------------|-------------|-------------|----------------|-----------|-------------|
| DePrince, Race, and Zollo | 95.0%         | 0.0%        | 0.0%        | 0.0%           | 0.0%      | 5.0%        |
| Rhumbline                 | 100.0%        | 0.0%        | 0.0%        | 0.0%           | 0.0%      | 0.0%        |
| Stralem Large Cap         | 97.8%         | 0.0%        | 0.0%        | 0.0%           | 0.0%      | 2.2%        |
| Victory Capital           | 99.6%         | 0.0%        | 0.0%        | 0.0%           | 0.0%      | 0.4%        |
| Atlanta Capital           | 96.4%         | 0.0%        | 0.0%        | 0.0%           | 0.0%      | 3.6%        |
| EuroPacific Growth        | 0.0%          | 100.0%      | 0.0%        | 0.0%           | 0.0%      | 0.0%        |
| Oakmark International     | 0.0%          | 100.0%      | 0.0%        | 0.0%           | 0.0%      | 0.0%        |
| Openheimer Intl Growth    | 0.0%          | 100.0%      | 0.0%        | 0.0%           | 0.0%      | 0.0%        |
| Principal U.S. Property   | 0.0%          | 0.0%        | 100.0%      | 0.0%           | 0.0%      | 0.0%        |
| JP Morgan Infrastructure  | 0.0%          | 0.0%        | 0.0%        | 100.0%         | 0.0%      | 0.0%        |
| JP Morgan Maritime        | 0.0%          | 0.0%        | 0.0%        | 81.9%          | 0.0%      | 18.1%       |
| Richmond Capital          | 0.0%          | 0.0%        | 0.0%        | 0.0%           | 97.1%     | 2.9%        |
| Oppenheimer Floating Rate | 0.0%          | 0.0%        | 0.0%        | 0.0%           | 100.0%    | 0.0%        |
| Pacific Life              | 0.0%          | 0.0%        | 0.0%        | 0.0%           | 100.0%    | 0.0%        |
| Total Fund                | <b>48.3</b> % | 13.9%       | 9.6%        | 9.4%           | 16.9%     | <b>1.9%</b> |



#### V. MANAGER ALLOCATION AND CASH FLOWS- Quarter ending December 31, 2014



| Manager                   | Beginning Value | % Alloc | Cash In     | Cash Out      | Gain/Loss   | Ending Value  | % Alloc       |
|---------------------------|-----------------|---------|-------------|---------------|-------------|---------------|---------------|
| DePrince, Race, and Zollo | \$16,272,196    | 10.5%   | \$31,150    | (\$27,953)    | \$330,223   | \$16,605,616  | 10.6%         |
| Rhumbline                 | \$18,278,554    | 11.8%   | \$3,807     | (\$3,807)     | \$889,537   | \$19,168,091  | 12.3%         |
| Stralem Large Cap         | \$16,923,822    | 10.9%   | \$32,836    | (\$32,836)    | \$481,451   | \$17,405,273  | 11.1%         |
| Total Large Cap Equity    | \$51,474,572    | 33.3%   | \$67,793    | (\$64,596)    | \$1,701,211 | \$53,178,980  | 34.1%         |
| Victory Capital           | \$11,101,014    | 7.2%    | \$23,658    | (\$23,658)    | \$763,549   | \$11,864,563  | 7.6%          |
| Atlanta Capital           | \$11,224,793    | 7.3%    | \$25,942    | (\$25,942)    | \$880,327   | \$12,105,120  | 7.8%          |
| Total SMID Cap Equity     | \$22,325,807    | 14.4%   | \$49,600    | (\$49,600)    | \$1,643,876 | \$23,969,683  | 15.4%         |
| EuroPacific Growth Fund   | \$7,282,104     | 4.7%    | \$0         | \$0           | (\$118,749) | \$7,163,355   | 4.6%          |
| Oakmark International     | \$7,567,181     | 4.9%    | \$0         | \$0           | (\$34,343)  | \$7,532,838   | 4.8%          |
| Oppenheimer Intl Growth   | \$7,150,434     | 4.6%    | \$0         | \$0           | (\$75,107)  | \$7,075,327   | 4.5%          |
| Total Intl Equity         | \$21,999,719    | 14.2%   | \$0         | \$0           | (\$228,199) | \$21,771,520  | <b>13.9</b> % |
| Principal U.S. Property   | \$14,388,820    | 9.3%    | \$0         | \$0           | \$614,448   | \$15,003,268  | 9.6%          |
| JP Morgan Infrastructure  | \$12,848,775    | 8.3%    | \$0         | (\$242,124)   | (\$237,707) | \$12,368,944  | 7.9%          |
| JP Morgan Maritime        | \$2,581,831     | 1.7%    | \$506,838   | (\$172,685)   | (\$117,513) | \$2,798,471   | 1.8%          |
| Total Real Assets         | \$29,819,426    | 19.3%   | \$506,838   | (\$414,809)   | \$259,228   | \$30,170,683  | 19.3%         |
| Richmond Capital Fixed    | \$25,003,726    | 16.2%   | \$19,536    | (\$2,268,874) | \$286,007   | \$23,040,395  | 14.8%         |
| Oppenheimer Floating Rate | \$2,019,420     | 1.3%    | \$0         | \$0           | (\$16,139)  | \$2,003,281   | 1.3%          |
| Pacific Life              | \$2,015,996     | 1.3%    | \$0         | \$0           | (\$27,775)  | \$1,988,221   | 1.3%          |
| Total Fixed Income        | \$29,039,142    | 18.8%   | \$19,536    | (\$2,268,874) | \$242,093   | \$27,031,897  | 17.3%         |
| Total Fund                | \$154,658,666   | 100%    | \$643,767   | (\$2,797,879) | \$3,618,209 | \$156,122,763 | 100%          |
| Receipts & Disbursements  | \$417,550       |         | \$9,168,161 | (\$2,814,122) | \$7         | \$6,771,596   |               |
| Total Fund + R&D Acct.    | \$155,076,216   |         | \$9,811,928 | (\$5,612,001) | \$3,618,216 | \$162,894,359 |               |

For this report, all performance and asset allocation information for the Total Fund does not include the Receipts & Disbursements Account.



#### VI. TOTAL FUND PERFORMANCE COMPARISONS

| Manager/Index/Universe                  | Quarter      | 1 Year       | 3 Year       | 5 Year       |
|---|--------------|--------------|--------------|--------------|
| <b>Total Fund - Gross of Fees</b>       | <b>2.4%</b>  | <b>6.2%</b>  | <b>13.5%</b> | <b>10.8%</b> |
| Total Fund - Net of Fees                | <b>2.3%</b>  | <b>5.9%</b>  | <b>13.0%</b> | <b>10.3%</b> |
| Target Index                            | 2.8%         | 7.5%         | 12.5%        | 10.5%        |
| Wilshire Public Fund Ranking            | 40           | 61           | 9            | 12           |
| <b>Total Domestic Equities</b>          | <b>4.6%</b>  | <b>9.2%</b>  | <b>19.6%</b> | <b>14.8%</b> |
| 80% Russell 1000/ 20% Russell 2000      | 5.9%         | 11.6%        | 20.4%        | 15.7%        |
| vs. Equity Returns of Public Funds      | 68           | 70           | 51           | 48           |
| <b>Total International Equities</b>     | <b>-1.0%</b> | <b>-4.9%</b> | <b>12.7%</b> | <b>6.4%</b>  |
| MSCI EAFE Index (Net)                   | -3.6%        | -4.9%        | 11.1%        | 5.3%         |
| vs. Intl Equity Returns of Public Funds | 13           | 72           | 7            | 22           |
| <b>Total Real Estate</b>                | <b>4.3%</b>  | <b>12.7%</b> | <b>12.6%</b> | <b>13.9%</b> |
| NCREIF ODCE Fund Index                  | 3.3%         | 12.5%        | 12.5%        | 13.9%        |
| NCREIF Property Index                   | 3.0%         | 11.8%        | 11.1%        | 12.1%        |
| vs. Real Estate Returns of Total Funds  | 41           | 55           | 47           | 30           |
| <b>Total Infrastructure</b>             | <b>-2.3%</b> | <b>9.4%</b>  | <b>8.0%</b>  | <b>6.1%</b>  |
| CPI + 3.0%                              | -0.6%        | 3.8%         | 4.3%         | 4.7%         |
| <b>Total Fixed Income</b>               | <b>0.9%</b>  | <b>4.0%</b>  | <b>2.6%</b>  | <b>4.7%</b>  |
| Barclays Intermediate Aggregate         | 1.2%         | 4.1%         | 2.2%         | 3.7%         |
| vs. Fixed Inc Returns of Public Funds   | 55           | 66           | 88           | 66           |

Current Target Index: 35% Russell 1000 /15% Russell 2500/20% Barclays US Intermediate Aggregate/10% MSCI EAFE (Net)/10% NCREIF/10% CPI+3%.

7/1/13 - 12/31/13: 30% Russell 1000 /10% Russell 2500/25% Barclays US Aggregate/15% MSCI EAFE (Net)/10% NCREIF/10% CPI+3%.

1/1/12 - 6/30/13: 30% Russell 1000 /10% Russell 2000/20% Barclays US Aggregate/15% MSCI EAFE (Net)/10% NCREIF/15% CPI+4%.

10/1/07 - 12/31/11: 40% Russell 1000 /10% Russell 2000/30% Barclays US Aggregate/10% MSCI EAFE (Net)/10% NCREIF.

Prior to October 2007:40% Russell 1000/10% Russell 2000/30% ML Govt/Corp Master/10% MSCI EAFE (Net)/10% NCREIF.



## VII. EQUITY MANAGER COMPARISON

| Manager/Index/Universe                                    | Quarter             | 1 Year               | 3 Year                | 5 Year       |
|---|---------------------|----------------------|-----------------------|--------------|
| <b>DePrince, Race, and Zollo</b>                          | <b>2.0%</b><br>5.0% | <b>6.8%</b><br>13.5% | <b>19.6%</b><br>20.9% | <b>15.1%</b> |
| Russell 1000 Value<br>vs. Large Value Equity Portfolios   | 5.0%<br>90          | 13.5%<br>93          | 20.9%<br>66           | 15.4%<br>47  |
| Rhumbline   | <b>4.9%</b>         | 13.2%                | <b>20.5</b> %         | 15.6%        |
| Russell 1000<br>vs. Large Neutral Equity Portfolios       | 4.9%<br>69          | 13.3%<br>56          | 20.6%<br>47           | 15.6%<br>48  |
| Stralem Large Cap   | 2.8%                | 7.8%                 | 14.9%                 | n/a          |
| Russell 1000 Growth<br>vs. Large Growth Equity Portfolios | 4.8%<br>84          | 13.1%<br>80          | 20.3%<br>99           | n/a<br>n/a   |
| Victory Capital   | <b>6.9%</b>         | 9.9%                 | <b>20.8</b> %         | 17.4%        |
| Russell MidCap Growth vs. Midcap Growth Equity Portfolios | 5.8%<br>22          | 11.9%<br>28          | 20.7%<br>60           | 16.9%<br>50  |
| Atlanta Capital   | 7.8%                | <b>6.2</b> %         | n/a                   | n/a          |
| Russell 2500<br>vs. SMID Equity Portfolios                | 6.8%<br>22          | 7.1%<br>50           | n/a<br>n/a            | n/a<br>n/a   |



|                      |                  | Portfolio     | 80% R1000, | /20% R2000       |
|----------------------|------------------|---------------|------------|------------------|
| Total Number Of      | Securities       | 222           |            | 3,050            |
| Equity Market Va     | lue              | 97,230,479    |            |                  |
| Average Capitaliz    |                  | 46,865,648    | 93,08      | 36,215           |
| Median Capitaliza    | ation \$(000)    |               |            |                  |
| Equity Segment       | field            | 1.5           |            | 1.8              |
| Equity Segment F     | P/E - Average    | 15.5          |            | 24.2             |
| Equity Segment F     | P/E - Median     |               |            |                  |
| Equity Segment I     | Beta             | 0.8           |            | 1.1              |
| Price/Book Ratio     |                  | 2.1           |            | 2.4              |
| Debt/Equity Ratio    | )                | 38.7          |            | 52.0             |
| Five Year Earning    | s Growth         | 8.5           |            | 10.4             |
| Five Year Dividen    | d Growth         | 4.4           |            | 6.2              |
| Ten Largest Holdings | Market Value     | % of Po       | rtfolio    | Quarterly Return |
| Pfizer Inc           | 890,890          | 1             | .6%        | 6.3%             |
| General Elec Co      | 864,234          |               | .5%        | -0.5%            |
| United Technologies  | 816,500          |               | .5%        | 9.5%             |
| At&T Inc             | 812,878          |               | .5%        | -3.4%            |
| Chevron Corp         | 785,260          |               | .4%        | -5.1%            |
| Visa Inc             | 760,380          |               | .4%        | 23.1%            |
| Exxon Mobil Corp     | 739,600          |               | .3%        | -1.0%            |
| Qualcomm Inc         | 721,001          |               | .3%        | 0.0%             |
| Du Pont E I De Nemou | 717,218          |               | .3%        | 3.7%             |
| Philip Morris Intl I | 708,615          | 1             | .3%        | -1.2%            |
| Ten Best Performers  | Quarterly Return | Ten Worst     | Performers | Quarterly Return |
| Gentex Corp          | 35.7%            | Whiting Pete  | Corn Ne    | -57.5%           |
| Ss&C Technologies HI | 33.6%            | Atwood Ocea   |            | -35.1%           |
| Fair Isaac Corp      | 31.3%            | Apache Corp   |            | -33.0%           |
| L Brands Inc         | 29.8%            | Kirby Expl Co |            | -31.5%           |
| Idexx Labs Inc       | 25.8%            | Freeport-Mcl  |            | -27.7%           |
| Centene Corp Del     | 25.6%            | Lyondellbase  |            | -26.4%           |
| Skyworks Solutions I | 25.5%            | Eagle Materi  |            | -25.2%           |
| Diamarin Dharmanauti |                  | Marathan Oil  |            | 24.20/           |

\*Does not include Rhumbline as they are invested in a commingled account.

25.3%

25.0%

24.9%



-24.2%

-21.8%

-20.6%

Marathon Oil Corp

Gulfport Energy Corp

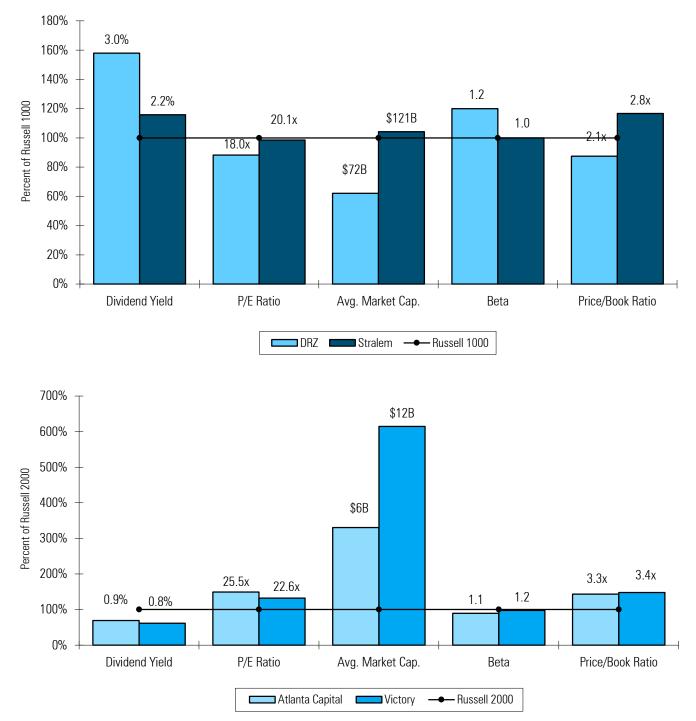
Abercrombie & Fitch

**Biomarin Pharmaceuti** 

Columbia Sportswear

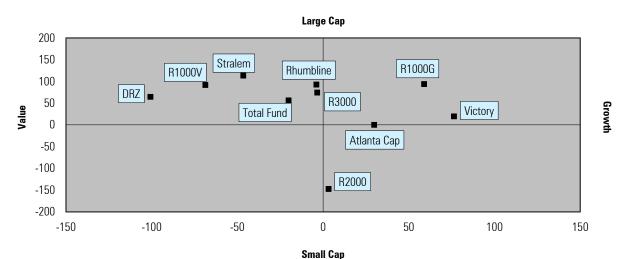
Ross Stores Inc

#### **Equity Portfolio Characteristics**





## **Equity Style Map (Current Quarter)**



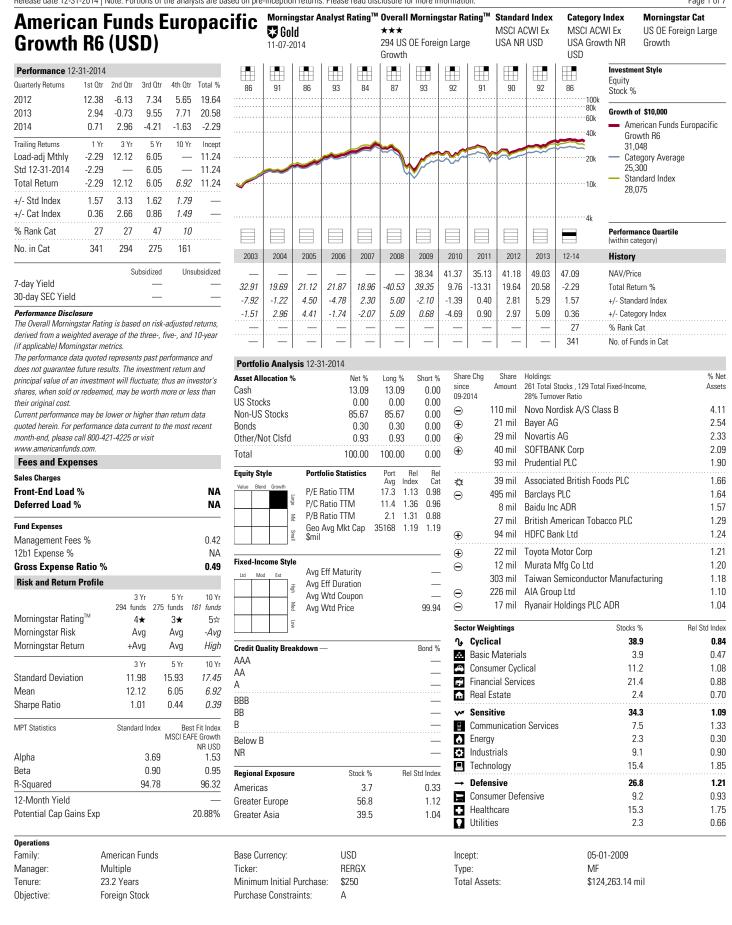
|                     |              | -     |                     |            |
|---------------------|--------------|-------|---------------------|------------|
|                     | Growth-Value | Size  |                     | Growth-Val |
| Atlanta Capital     | 29.8         | 0.1   | Total Fund          | -20.1      |
| DePrince Race Zollo | -100.8       | 64.4  | Russell 2000        | 3.2        |
| Victory Capital     | 76.4         | 19.6  | Russell 3000        | -3.4       |
| Rhumbline           | -3.9         | 92.8  | Russell 1000 Growth | 59.0       |
| Stralem Large Cap   | -46.6        | 113.6 | Russell 1000 Value  | -68.7      |
|                     |              |       |                     |            |

## VIII. INTERNATIONAL EQUITY PERFORMANCE COMPARISONS

| Manager/Index/Universe                  | Quarter | 1 Year | 3 Year | 5 Year |
|---|---------|--------|--------|--------|
| EuroPacific Growth                      | -1.6%   | -2.2%  | 12.3%  | 6.1%   |
| MSCI EAFE (Net)                         | -3.6%   | -4.9%  | 11.1%  | 5.3%   |
| vs. International Equity Mutual Funds   | 21      | 29     | 20     | 29     |
| Oakmark International                   | -0.5%   | -5.4%  | n/a    | n/a    |
| MSCI EAFE (Net)                         | -3.6%   | -4.9%  | n/a    | n/a    |
| vs. International Equity Mutual Funds   | 84      | 92     | n/a    | n/a    |
| <b>Oppenheimer International Growth</b> | -1.1%   | -7.0%  | n/a    | n/a    |
| MSCI EAFE (Net)                         | -3.6%   | -4.9%  | n/a    | n/a    |
| vs. International Equity Mutual Funds   | 17      | 77     | n/a    | n/a    |



Page 1 of 7



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12

# **Oakmark International I** (USD)

| Performance 12    | Performance 12-31-2014 |         |           |         |           |  |  |  |
|-------------------|------------------------|---------|-----------|---------|-----------|--|--|--|
| Quarterly Returns | 1st Qtr                | 2nd Qtr | 3rd Qtr   | 4th Qtr | Total %   |  |  |  |
| 2012              | 16.80                  | -10.14  | 8.18      | 13.82   | 29.22     |  |  |  |
| 2013              | 5.35                   | 3.76    | 13.16     | 4.56    | 29.34     |  |  |  |
| 2014              | 0.80                   | 1.39    | -7.03     | -0.45   | -5.41     |  |  |  |
| Trailing Returns  | 1 Yr                   | 3 Yr    | 5 Yr      | 10 Yr   | Incept    |  |  |  |
| Load-adj Mthly    | -5.41                  | 16.50   | 9.56      | 7.99    | 10.39     |  |  |  |
| Std 12-31-2014    | -5.41                  | _       | 9.56      | 7.99    | 10.39     |  |  |  |
| Total Return      | -5.41                  | 16.50   | 9.56      | 7.99    | 10.39     |  |  |  |
| +/- Std Index     | -1.54                  | 7.50    | 5.14      | 2.86    | —         |  |  |  |
| +/- Cat Index     | -1.54                  | 7.50    | 5.14      | 2.86    | —         |  |  |  |
| % Rank Cat        | 52                     | 2       | 4         | 3       |           |  |  |  |
| No. in Cat        | 750                    | 650     | 583       | 313     |           |  |  |  |
|                   |                        | Sı      | ubsidized | Uns     | ubsidized |  |  |  |
| 7-day Yield       |                        |         | _         |         | _         |  |  |  |



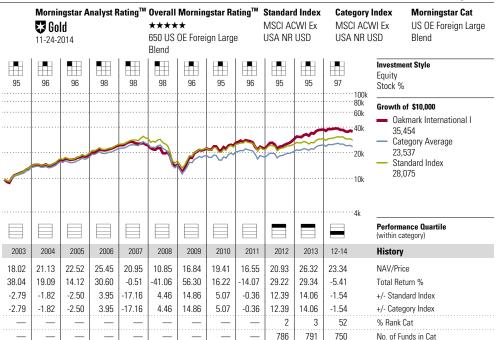
The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-625-6275 or visit www.oakmark.com.

Free and Funa

| Fees and Expenses                                    |                   |                   |                                     |
|--|-------------------|-------------------|-------------------------------------|
| Sales Charges<br>Front-End Load %<br>Deferred Load % |                   |                   | NA<br>NA                            |
| Fund Expenses  |                   |                   |                                     |
| Management Fees %                                    |                   |                   | 0.81                                |
| 12b1 Expense %                                       |                   |                   | NA                                  |
| Gross Expense Ratio %                                |                   |                   | 0.98                                |
| Risk and Return Profile                              |                   |                   |                                     |
|  | 3 Yr<br>650 funds | 5 Yr<br>583 funds | 10 Yr<br>313 funds                  |
| Morningstar Rating <sup>™</sup>                      | 5★                | 5★                | 5★                                  |
| Morningstar Risk                                     | High              | +Avg              | Avg                                 |
| Morningstar Return                                   | High              | High              | High                                |
|  | 3 Yr              | 5 Yr              | 10 Yr                               |
| Standard Deviation                                   | 14.87             | 17.33             | 18.99                               |
| Mean   | 16.50             | 9.56              | 7.99                                |
| Sharpe Ratio   | 1.10              | 0.61              | 0.42                                |
| MPT Statistics                                       | Standard Ir       |                   | est Fit Index<br>I Europe NR<br>USD |
| Alpha  | 6                 | .45               | 4.70                                |
| Beta   | 1                 | .06               | 0.95                                |
| R-Squared  | 84                | .95               | 90.23                               |
| 12-Month Yield                                       |                   |                   | _                                   |
| Potential Cap Gains Exp                              |                   |                   | 2.47%                               |



Incept:

Type:

Total Assets:

| I.   |                           |           |             |              |            |  |
|--|---------------------------|-----------|-------------|--------------|------------|--|
| Portfolio Analy                                    | <b>ysis</b> 12-31-201     | 4         |             |              |            |  |
| Asset Allocation % 09-30-2014 Net % Long % Short % |                           |           |             |              |            |  |
| Cash   |                           | 2.02      | 2.0         | )2           | 0.00       |  |
| US Stocks  |                           | 4.59      | 4.5         | 59           | 0.00       |  |
| Non-US Stocks                                      |                           | 91.56     | 91.5        | 56           | 0.00       |  |
| Bonds  |                           | 0.83      | 0.8         | 33           | 0.00       |  |
| Other/Not Clsfd                                    |                           | 1.00      | 1.0         | )0           | 0.00       |  |
| Total  |                           | 100.00    | 100.0       | )0           | 0.00       |  |
| Equity Style                                       | Portfolio S               | tatistics | Port<br>Avg | Rel<br>Index | Rel<br>Cat |  |
| Value Blend Growth                                 | P/E Ratio                 | TTM       | 17.4        | 1.14         | 1.10       |  |
|  | P/C Ratio                 |           | 10.5        | 1.25         | 1.10       |  |
|  | ₹ P/B Ratio               |           | 1.7         | 1.06         | 0.98       |  |
|  | Geo Ava M                 |           | 32316       | 1.09         | 0.93       |  |
|  | smil \$mil                | inte oup  | 02010       |              | 0.00       |  |
| Fixed-Income Sty                                   |                           |           |             |              |            |  |
| Ltd Mod Ext  | Avg Eff M                 | ,         |             |              | _          |  |
|  | <sub>ਛ</sub> ੁ Avg Eff Di |           |             |              | _          |  |
|  | Avg Wtd 0                 |           |             |              |            |  |
|  | Avg Wtd I                 | Price     |             | 1            | 00.00      |  |
|  | Low                       |           |             |              |            |  |
| Credit Quality Bre                                 | akdown —                  |           |             | E            | ond %      |  |
| ААА  |                           |           |             |              |            |  |
| AA   |                           |           |             |              |            |  |
| A  |                           |           |             |              |            |  |
| BBB  |                           |           |             |              |            |  |
| BR   |                           |           |             |              | _          |  |
| B  |                           |           |             |              | _          |  |
|  |                           |           |             |              |            |  |
| Below B  |                           |           |             |              | _          |  |
| NR   |                           |           |             |              |            |  |
| Regional Exposur                                   | e                         | Stock %   |             | Rel Sto      | d Index    |  |
| Americas   |                           | 5.5       |             |              | 0.48       |  |
| Greater Europe                                     |                           | 75.8      | }           |              | 1.49       |  |
| Greater Asia                                       |                           | 18.8      | }           |              | 0.49       |  |
|  |                           |           |             |              |            |  |

| ⊖<br>⊕                        | 624,455<br>10 mil | Samsung Electronics Co Ltd<br>Holcim Ltd                                   | 2.71<br>2.61    |
|-------------------------------|-------------------|--|-----------------|
| Θ                             | 27 mil<br>94 mil  | Diageo PLC<br>CNH Industrial NV  | 2.75<br>2.74    |
| Θ                             | 13 mil            | Toyota Motor Corp  | 2.84            |
| Θ                             | 48 mil            | Experian PLC   | 2.92            |
| Ð                             | 8 mil             | Bayerische Motoren Werke AG  | 3.07            |
| ÷                             | 302 mil           | Intesa Sanpaolo  | 3.16            |
| Ð                             | 31 mil            | Honda Motor Co Ltd   | 3.26            |
| $\Theta$                      | 11 mil            | Daimler AG   | 3.30            |
| Θ                             | 6 mil             | Allianz SE   | 3.30            |
| Ð                             | 10 mil            | CIE FINANCIERE RICHEMONT SA  | 3.35            |
| Ð                             | 18 mil            | BNP Paribas  | 3.80            |
| Θ                             | 57 mil            |  | 5.15            |
| Share Chg<br>since<br>09-2014 | Share<br>Amount   | Holdings:<br>56 Total Stocks , 1 Total Fixed-Income,<br>39% Turnover Ratio | % Net<br>Assets |

| Դ. Cyclical            | 60.9 | 1.31 |
|------------------------|------|------|
| 🚓 Basic Materials      | 5.3  | 0.64 |
| Consumer Cyclical      | 28.1 | 2.70 |
| 😝 Financial Services   | 27.5 | 1.13 |
| ▲ Real Estate          | 0.0  | 0.00 |
| ѵ Sensitive            | 27.8 | 0.88 |
| Communication Services | 0.0  | 0.00 |
| Energy                 | 0.0  | 0.00 |
| Industrials            | 21.2 | 2.09 |
| Technology             | 6.6  | 0.80 |
| → Defensive            | 11.3 | 0.51 |
| 📄 Consumer Defensive   | 9.2  | 0.92 |
| Healthcare             | 2.1  | 0.24 |
| <b>Q</b> Utilities     | 0.0  | 0.00 |

| Operations     |               |
|----------------|---------------|
| Family:        | Oakmark       |
| Manager:       | Multiple      |
| Tenure:        | 22.4 Years    |
| Objective:     | Foreign Stock |
| Base Currency: | USD           |

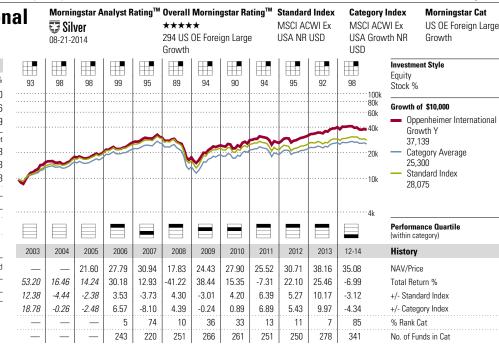
| Ticker:<br>Minimum Initial Purchase:<br>Min Auto Investment Plan:<br>Minimum IRA Purchase:<br>Purchase Constraints: | OAKIX<br>\$1,000<br>\$500<br>\$1,000<br>C |
|---|---|
| Purchase Constraints:   | С   |
|   |   |

09-30-1992 MF \$28,202.03 mil

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# **Oppenheimer International** Growth Y (USD)

| <b>P</b> ( 10     | 04 004 4 |         |           |         |           |
|-------------------|----------|---------|-----------|---------|-----------|
| Performance 12-   |          |         |           |         |           |
| Quarterly Returns | 1st Qtr  | 2nd Qtr | 3rd Qtr   | 4th Qtr | Total %   |
| 2012              | 13.56    | -6.69   | 8.14      | 6.56    | 22.10     |
| 2013              | 6.06     | 0.15    | 11.31     | 6.11    | 25.46     |
| 2014              | 1.02     | 1.35    | -8.19     | -1.05   | -6.99     |
| Trailing Returns  | 1 Yr     | 3 Yr    | 5 Yr      | 10 Yr   | Incept    |
| Load-adj Mthly    | -6.99    | 12.53   | 8.78      | —       | 7.28      |
| Std 12-31-2014    | -6.99    | —       | 8.78      | —       | 7.28      |
| Total Return      | -6.99    | 12.53   | 8.78      | 7.61    | 7.28      |
| +/- Std Index     | -3.12    | 3.53    | 4.35      | 2.48    | —         |
| +/- Cat Index     | -4.34    | 3.06    | 3.59      | 2.18    | _         |
| % Rank Cat        | 85       | 18      | 8         | 1       |           |
| No. in Cat        | 341      | 294     | 275       | 161     |           |
|                   |          | Si      | ubsidized | Uns     | ubsidized |
| 7-day Yield       |          |         | _         |         | _         |
| 30-day SEC Yield  |          |         | _         |         | _         |



#### Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate: thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-225-5677 or visit www.oppenheimerfunds.com.

| Fees and Expenses                                    |                 |                 |                                       |
|--|-----------------|-----------------|---------------------------------------|
| Sales Charges<br>Front-End Load %<br>Deferred Load % |                 |                 | NA<br>NA                              |
| Fund Expenses  |                 |                 |                                       |
| Management Fees %                                    |                 |                 | 0.65                                  |
| 12b1 Expense %                                       |                 |                 | NA                                    |
| Gross Expense Ratio %                                |                 |                 | 0.89                                  |
| <b>Risk and Return Profile</b>                       |                 |                 |                                       |
|  | 3 Yr            | 5 Yr            | 10 Yr                                 |
| Morningstar Rating <sup>™</sup>                      | 294 funds<br>4★ | 275 funds<br>5★ | 161 funds<br>5☆                       |
| Morningstar Risk                                     | 4★<br>Avg       | o★<br>Avg       | -Avq                                  |
| Morningstar Return                                   | +Avg            | High            | High                                  |
|  | 0               | ·               |                                       |
|  | 3 Yr            | 5 Yr            | 10 Yr                                 |
| Standard Deviation                                   | 12.60           | 16.30           | 17.72                                 |
| Mean   | 12.53           | 8.78            | 7.61                                  |
| Sharpe Ratio   | 1.00            | 0.59            | 0.42                                  |
| MPT Statistics                                       | Standard Ir     |                 | est Fit Index<br>AFE Growth<br>NR USD |
| Alpha  | 4               | .07             | 1.61                                  |
| Beta   | C               | .90             | 0.98                                  |
| R-Squared  | 86              | .79             | 93.06                                 |
| 12-Month Yield                                       |                 |                 |                                       |
| Potential Cap Gains Exp                              |                 |                 | 12.91%                                |
|  |                 |                 |                                       |

| Asset Allocation<br>Cash<br>US Stocks<br>Non-US Stocks<br>Bonds<br>Other/Not Clsfd |                          | Net %<br>2.29<br>2.17<br>94.77<br>0.00<br>0.77 | Long<br>2.2<br>2.1<br>94.7<br>0.0<br>0.7 | 29<br>17<br>77<br>00<br>77 | Short %<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00 |
|--|--------------------------|--|--|----------------------------|---|
| Total  |                          | 100.00   | 100.0                                    | )0                         | 0.00  |
| Equity Style   | Portfolio                | Statistics                                     | Port<br>Avg                              | Rel<br>Index               |   |
| Value Blend Growth   | _ P/E Ratio              | TTM  | 20.9                                     | 1.37                       |   |
|  | P/C Ratio                | TTM  | 13.0                                     | 1.55                       | 1.10  |
|  | ≧ P/B Ratio              | TTM  | 3.3                                      | 2.08                       | 1.39  |
|  | Geo Avg<br>\$mil         | Mkt Cap  | 14838                                    | 0.50                       | 0.50  |
| Fixed-Income Sty   |                          |  |  |                            |   |
| Ltd Mod Ext  | Avg Eff N<br>= Avg Eff D | ,  |  |                            |   |
|  | Avg Ell D<br>Avg Wtd     |  |  |                            | _   |
|  | Avg Wtd                  |  |  |                            | _   |
|  | - ///.                   | 11100  |  |                            |   |
|  | Low                      |  |  |                            |   |
| Credit Quality Bre   | eakdown —                |  |  |                            | Bond %  |
| AAA  |                          |  |  |                            | _   |
| AA   |                          |  |  |                            | —   |
| A  |                          |  |  |                            |   |
| BBB  |                          |  |  |                            | _   |
| BB   |                          |  |  |                            | —   |

Stock %

7.8

82.1

10.1

Rel Std Index

0.69

1.62

0.27

Incept:

Type:

Total Assets:

Portfolio Analysis 12-31-2014

В Below B NR

**Regional Exposure** 

Americas Greater Europe

Greater Asia

| 261                   | 251 250        | 278 341  | No. of Funds in Cat |                 |
|-----------------------|----------------|--|---------------------|-----------------|
|                       |                |  |                     |                 |
| Shar<br>since<br>11-2 |                | Holdings:<br>103 Total Stocks , 70 1<br>12% Turnover Ratio | fotal Fixed-Income, | % Net<br>Assets |
| $\oplus$              | 1 mil          | Continental AG   |                     | 1.70            |
| $\oplus$              | 6 mil          | Dollarama Inc  |                     | 1.67            |
| $\oplus$              | 4 mil          | SAP SE   |                     | 1.56            |
| $\oplus$              | 6 mil          | Carnival Corp  |                     | 1.47            |
| $\oplus$              | 11 mil         | Burberry Group PL  | .C                  | 1.47            |
| Ð                     | 5 mil          | Wolseley PLC   |                     | 1.44            |
| $\oplus$              | 812,378        | Syngenta AG  |                     | 1.42            |
| $\oplus$              | 9 mil          | Aalberts Industrie   | s NV                | 1.40            |
| $\oplus$              | 6 mil          | Amadeus IT Holdi   | ng SA               | 1.38            |
| $\oplus$              | 935,031        | Roche Holding AG   | i Dividend Right Ce | 1.38            |
| Ð                     | 6 mil          | Novo Nordisk A/S   | Class B             | 1.37            |
|                       | 5 mil          | Royal Boskalis We  | estminster NV       | 1.36            |
| $\oplus$              | 3 mil          | Aryzta AG  |                     | 1.34            |
| $\oplus$              | 35 mil         | ICAP PLC   |                     | 1.33            |
| $\oplus$              | 9 mil          | Bunzl PLC  |                     | 1.33            |
| Sec                   | tor Weightings |  | Stocks %            | Rel Std Index   |
| Դ                     | Cyclical       |  | 31.7                | 0.68            |
| æ.                    | Basic Materia  | ls   | 4.2                 | 0.50            |
|                       | Consumer Cyc   |  | 21.9                | 2.10            |
| цÊ                    | Financial Serv | ices   | 5.7                 | 0.23            |
| ŵ                     | Real Estate    |  | 0.0                 | 0.00            |
| w                     | Sensitive      |  | 43.4                | 1.38            |
|                       | Communicatio   | on Services  | 7.0                 | 1.23            |
|                       | Energy         |  | 0.8                 | 0.10            |
| ¢                     | Industrials    |  | 20.5                | 2.02            |
|                       | Technology     |  | 15.2                | 1.82            |
| -                     | Defensive      |  | 24.9                | 1.12            |
|                       | Consumer Def   | ensive   | 15.1                | 1.52            |
|                       | Healthcare     |  | 9.8                 | 1.12            |
| Ç                     | Utilities      |  | 0.0                 | 0.00            |
|                       |                |  |                     |                 |

#### Operations Fa

| Family:    | OppenheimerFunds |
|------------|------------------|
| Manager:   | Multiple         |
| Tenure:    | 18.9 Years       |
| Objective: | Foreign Stock    |

| Base Currency:            | USD   |
|---------------------------|-------|
| Ticker:                   | OIGYX |
| Minimum Initial Purchase: | \$0   |
| Purchase Constraints:     | А     |



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### IX. <u>REAL ASSETS PERFORMANCE COMPARISONS</u>

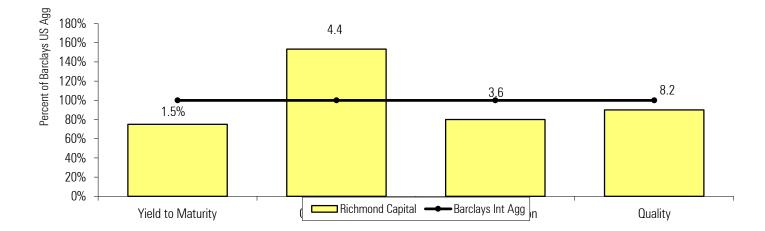
| Manager/Index/Universe     | Quarter | 1 Year      | 3 Year        | 5 Year        |
|----------------------------|---------|-------------|---------------|---------------|
| Principal U.S. Property    | 4.3%    | 12.7%       | <b>12.6</b> % | <b>13.9</b> % |
| NCREIF ODCE Fund Index     | 3.3%    | 12.5%       | 12.5%         | 13.9%         |
| NCREIF Property Index      | 3.0%    | 11.8%       | 11.1%         | 12.1%         |
| vs. Real Estate Portfolios | 30      | 45          | 43            | 26            |
| Manager/Index/Universe     | Quarter | 1 Year      | 3 Year        | 5 Year        |
| JP Morgan Infrastructure   | -1.9%   | <b>5.9%</b> | 8.4%          | 6.1%          |
| CPI + 3.0%                 | -0.6%   | 3.8%        | 4.3%          | 4.7%          |
| JP Morgan Maritime         | n/a     | n/a         | n/a           | n/a           |
| CPI + 3.0%                 | -0.6%   | 3.8%        | 4 3%          | 4 7%          |

JPM Maritime has \$5MM commitment. SEAS will begin reporting performance once the commitment is fully drawn and/or JPM begins to provide performance data on the fund.

#### X. FIXED INCOME/ABSOLUTE RETURN PERFORMANCE COMPARISONS

| Manager/Index/Universe   | Quarter | 1 Year | 3 Year | 5 Year |
|--|---------|--------|--------|--------|
| Richmond Capital   | 1.2%    | 4.3%   | 2.6%   | 4.7%   |
| Barclays Intermediate Aggregate vs. Intermediate Fixed Income Portfolios | 1.2%    | 4.1%   | 2.1%   | 4.1%   |
|  | 48      | 58     | 68     | 50     |
| Oppenheimer Floating Rate  | -1.1%   | n/a    | n/a    | n/a    |
| Pacific Life   | -1.4%   | n/a    | n/a    | n/a    |

#### **Fixed Income Portfolio Characteristics**





SOUTHEASTERN ADVISORY SERVICES, INC. Registered Investment Advisor

# **Oppenheimer Senior** Floating Rate Y (USD)

| Performance 12    | -31-2014 |         |           |         |           |
|-------------------|----------|---------|-----------|---------|-----------|
| Quarterly Returns | 1st Qtr  | 2nd Qtr | 3rd Qtr   | 4th Qtr | Total %   |
| 2012              | 3.75     | 0.25    | 2.98      | 1.53    | 8.75      |
| 2013              | 2.44     | 0.67    | 1.38      | 2.06    | 6.70      |
| 2014              | 1.05     | 1.11    | -0.55     | -0.80   | 0.79      |
| Trailing Returns  | 1 Yr     | 3 Yr    | 5 Yr      | 10 Yr   | Incept    |
| Load-adj Mthly    | 0.79     | 5.36    | 6.37      | —       | 4.73      |
| Std 12-31-2014    | 0.79     | —       | 6.37      | —       | 4.73      |
| Total Return      | 0.79     | 5.36    | 6.37      | 4.79    | 4.73      |
| +/- Std Index     | -5.18    | 2.70    | 1.93      | 0.08    | —         |
| +/- Cat Index     | -0.81    | -0.10   | 0.80      | -0.11   | —         |
| % Rank Cat        | 39       | 26      | 7         | 1       |           |
| No. in Cat        | 245      | 193     | 120       | 49      |           |
|                   |          | Si      | ubsidized | Uns     | ubsidized |
| 7 day Viold       |          |         |           |         |           |

| Performance Disclosure |      |      |
|------------------------|------|------|
| 30-day SEC Yield       | 5.26 | 5.26 |
| 7-day Yield            | —    | _    |

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-225-5677 or visit www.oppenheimerfunds.com.

| Fees and Expenses               |             |           |                                     |
|---------------------------------|-------------|-----------|-------------------------------------|
| Sales Charges                   |             |           |                                     |
| Front-End Load %                |             |           | NA                                  |
| Deferred Load %                 |             |           | NA                                  |
| Fund Expenses                   |             |           |                                     |
| Management Fees %               |             |           | 0.58                                |
| 12b1 Expense %                  |             |           | NA                                  |
| Gross Expense Ratio %           |             |           | 0.92                                |
| <b>Risk and Return Profile</b>  |             |           |                                     |
|                                 | 3 Yr        | 5 Yr      | 10 Yr                               |
| Manufactor Dation TM            | 193 funds   | 120 funds | 49 funds                            |
| Morningstar Rating <sup>™</sup> | 4★          | 5★        | 5☆                                  |
| Morningstar Risk                | Avg         | -Avg      | Avg                                 |
| Morningstar Return              | +Avg        | High      | High                                |
|                                 | 3 Yr        | 5 Yr      | 10 Yr                               |
| Standard Deviation              | 2.03        | 3.42      | 7.39                                |
| Mean                            | 5.36        | 6.37      | 4.79                                |
| Sharpe Ratio                    | 2.57        | 1.81      | 0.47                                |
| MPT Statistics                  | Standard Ir |           | est Fit Index<br>t Suisse HY<br>USD |
| Alpha                           | 4           | .95       | 2.62                                |
| Beta                            | 0           | .09       | 0.34                                |
| R-Squared                       | 1           | .46       | 54.37                               |
| 12-Month Yield                  |             |           | 4.30%                               |
| Potential Cap Gains Exp         |             |           | -6.60%                              |
|                                 |             |           |                                     |

| u un pre     | -inceptio                | metuma | . 1 16036 | i cau uisi |                                  |       | nonnaut | л.    |                         |      |                                 |                                 | Page 4 of 1  |
|--------------|--------------------------|--------|-----------|------------|----------------------------------|-------|---------|-------|-------------------------|------|---------------------------------|---------------------------------|--|
|              | Mornir<br>Bro<br>04-24-2 | onze   | nalyst R  | ating™     | <b>Overall</b><br>★★★★<br>193 US | *     | -       | ting™ | Barclays US Agg S&P/LST |      |                                 |                                 | Morningstar Cat<br>US OE Bank Loan                                       |
| <u>⊞</u><br> |                          | 86     | 88        |            | 67                               | 82    | 1000 TR | 89    | 80                      | 95   | 89<br>100k                      | Investme<br>Fixed-Inc<br>Bond % |  |
|              |                          |        |           |            |                                  | _     |         | ~     |                         |      | 80k<br>60k<br>40k<br>20k<br>10k | Rate<br>19,0<br>— Cate<br>16,6  | enheimer Senior Floating<br>27<br>29 yagory Average<br>41<br>ndard Index |
|              |                          |        |           |            |                                  |       |         |       |                         |      | 4k                              | <b>Performa</b><br>(within cat  | nce Quartile<br>regory)  |
| 2003         | 2004                     | 2005   | 2006      | 2007       | 2008                             | 2009  | 2010    | 2011  | 2012                    | 2013 | 12-14                           | History                         |  |
| _            | _                        | 9.55   | 9.51      | 8.95       | 5.76                             | 7.77  | 8.28    | 8.04  | 8.28                    | 8.41 | 8.09                            | NAV/Price                       | 9  |
| 11.18        | 7.20                     | 5.68   | 7.39      | 1.62       | -29.34                           | 43.82 | 13.48   | 2.62  | 8.75                    | 6.70 | 0.79                            | Total Retu                      | urn %  |
| 7.08         | 2.86                     | 3.25   | 3.06      | -5.35      | -34.58                           | 37.89 | 6.94    | -5.22 | 4.54                    | 8.73 | -5.18                           | +/- Stand                       |  |
| 1.21         | 2.04                     | 0.62   | 0.65      | -0.46      | -0.24                            | -7.80 | 3.35    | 1.10  | -0.91                   | 1.41 | -0.81                           | +/- Categ                       |  |
|              |                          |        | 12        | 26         | 40                               | 36    | 1       | 11    | 59                      | 17   | 39                              | % Rank C                        |  |
| _            | —                        | -      | 87        | 105        | 127                              | 134   | 140     | 149   | 203                     | 219  | 245                             | No. of Fur                      | nds in Cat   |

#### Portfolio Analysis 12-31-2014 Sha Asset Allocation % 11-30-2014 Net % Long % Short % sind 0.00 Cash 1.67 1.67 11-3 US Stocks 0.55 0.55 0.00 Θ Non-US Stocks 0.00 0.00 0.00 Bonds 90.23 90.23 0.00 Θ Other/Not Clsfd 7.55 7.55 0.00 Θ Total 100.00 100.00 0.00 **Portfolio Statistics Equity Style** Port Rel Rel Avg Index Cat Θ Blend P/E Ratio TTM 60.0 Larg P/C Ratio TTM 40.0 \_ \_ Θ P/B Ratio TTM 1.9 \_ \_ Mid Θ Geo Avg Mkt Cap 1485 Small 斑 \$mil Θ **Fixed-Income Style** Θ Avg Eff Maturity Mod Ext $\oplus$ Avg Eff Duration 0.17 Ηg Θ Avg Wtd Coupon 5.33 Med Avg Wtd Price 5 .... Credit Quality Breakdown 12-31-2013 Bond % AAA 0.00

Stock %

100.0

0.0

0.0

USD

\$0

А

**OOSYX** 

0.00

0.00

1.97

27.61

64.10 4.54

1.78

Type:

Total Assets:

Rel Std Index

|              | !.!!  | J =0.J                           |        | <u>.</u>            | -0.01        | T/ Outegoly Index |               |
|--------------|-------|----------------------------------|--------|---------------------|--------------|-------------------|---------------|
|              | 1     | 1 59                             | 9      | 17                  | 39           | % Rank Cat        |               |
| )            | 14    | 9 203 219 245 No. of Funds in Ca |        | No. of Funds in Cat |              |                   |               |
|              |       |                                  |        |                     |              |                   |               |
| or           | e Cha | Share                            | Holdin | ao:                 |              |                   | % Net         |
| iaite<br>1Ce |       | Amount                           |        | •                   | cks , 439 To | tal Fixed-Income, | Assets        |
| -20          | 014   |                                  | 57% T  | urno                | ver Ratio    |                   |               |
| )            |       | 157 mil                          | T/L V  | Vide                | eopenwes     | t V/R 4/1/19      | 0.93          |
|              |       | 155 mil                          | T/L C  | aes                 | ars Enterf   | tainment T/L B6   | 0.89          |
| )            |       | 135 mil                          | T/L D  | ell                 | Inc. 4/29/   | 20                | 0.81          |
| )            |       | 133 mil                          | T/L B  | mc                  | Software     | V/R 8/7/20        | 0.77          |
|              |       | 122 mil                          | T/L N  | leim                | nan Marcu    | us TI 1I          | 0.71          |
|              |       | 115 mil                          | T/L N  | Aille               | nnium La     | bs TI B 1I        | 0.68          |
|              |       | 7 mil                            | Medi   | a G                 | eneral Inc   | : Class A         | 0.67          |
| )            |       | 121 mil                          | T/L V  | Valt                | er Invest    | 12/30/20          | 0.65          |
| )            |       | 109 mil                          | T/L A  | me                  | rican Airli  | ines 6/27/19      | 0.64          |
| ŧ            |       | 110 mil                          | T/L La | aure                | eate Educ    | ation Inc TI B 11 | 0.63          |
| )            |       | 107 mil                          | T/L P  | ar P                | harmac 9     | /30/19            | 0.62          |
| )            |       | 103 mil                          | T/L Ir | ng \                | Norldwid     | e TI B 1I         | 0.60          |
| )            |       | 101 mil                          | T/L G  | 000                 | lyear Tire   | TI 2I             | 0.59          |
| )            |       | 102 mil                          | T/L Fi | rees                | scale TI B   | 4 1I              | 0.59          |
|              |       | 100 mil                          | T/L L  | eve                 | l 3 Fin V/F  | 1/15/20           | 0.59          |
| ect          | or We | ightings                         |        |                     |              | Stocks %          | Rel Std Index |

| Sector Weightings      | Stocks %   | Rel Std Index |
|------------------------|------------|---------------|
| ∿ Cyclical             | 100.0      | _             |
| 🚓 Basic Materials      | 0.0        | —             |
| Consumer Cyclical      | 100.0      | —             |
| 😝 Financial Services   | 0.0        | —             |
| ▲ Real Estate          | 0.0        | —             |
| 🛩 Sensitive            | 0.0        | _             |
| Communication Services | 0.0        | —             |
| Energy                 | 0.0        | —             |
| Industrials            | 0.0        | —             |
| Technology             | 0.0        | _             |
| → Defensive            | 0.0        | _             |
| 🚬 Consumer Defensive   | 0.0        | _             |
| Healthcare             | 0.0        | _             |
| Utilities              | 0.0        |               |
| Incept:                | 11-28-2005 |               |
| _                      |            |               |

#### Operations Far

| Family:    | OppenheimerFunds         |
|------------|--------------------------|
| Manager:   | Multiple                 |
| Tenure:    | 15.4 Years               |
| Objective: | Corporate Bond - General |

| Base Currency:            |
|---------------------------|
| Ticker:                   |
| Minimum Initial Purchase: |
| Purchase Constraints:     |

AA

А

BBB

BB

В

Below B NR

Americas Greater Europe

Greater Asia

**Regional Exposure** 

MF \$16,708.87 mil

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# **Pacific Funds** Income I (USD

| Release date 12-31                           | -2014        |           |                       |          |                  |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             |   | Page 5 of 11                       |
|--|--------------|-----------|-----------------------|----------|------------------|-----------------|-------------|---------|-------------------------|---------------|---------------|---------------------------|--------------------|-----------------|-----------------------|--------------------------------------|-----------------------------|---|------------------------------------|
| Pacific<br>Income                            |              |           |                       | atin     | g Ra             | ate             |             |         |                         |               | ****          | <b>Morning</b><br>OE Bank | -                  | ating™          |                       | <b>rd Index</b><br>s US Agg<br>R USD |                             |   | <b>iingstar Cat</b><br>E Bank Loan |
| Performance 12-                              | 31-2014      |           |                       |          |                  |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | Investment Style                          |                                    |
| Quarterly Returns                            |              | 2nd Qtr   | 3rd Qtr               | 4th Qtr  | Total %          |                 |             |         |                         |               |               |                           | <u> </u>           | 87              | 83                    | 93                                   | 97                          | Fixed-Income                              |                                    |
| 2012   | 3.80         | 1.42      | 3.11                  | 2.07     | 10.80            |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | Bond %                                    |                                    |
| 2013   | 2.64         | 0.24      | 1.29                  | 1.93     | 6.22             |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      | 80k                         | Growth of \$10,00                         |                                    |
| 2014   | 1.12         | 0.99      | -0.40                 | -1.38    | 0.31             |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | Pacific Funi<br>Income I                  | ds Floating Rate                   |
| Trailing Returns                             | 1 Yr         | 3 Yr      | 5 Yr                  | 10 Yr    | Incept           |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | 11,841                                    |                                    |
| Load-adj Mthly<br>Std 12-31-2014             | 0.31<br>0.31 | 5.69      | _                     | _        | 4.94<br>4.94     |                 |             |         |                         |               |               |                           | ••••               |                 |                       |                                      | ·····20k                    | <ul> <li>Category A<br/>11,525</li> </ul> | verage                             |
| Total Return                                 | 0.31         | 5.69      | _                     | _        | 4.94<br>4.94     |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | <ul> <li>Standard Ir</li> </ul>           | ndex                               |
| +/- Std Index                                | -5.66        | 3.03      | ·····                 |          |                  |                 |             |         |                         |               |               |                           |                    | _               |                       |                                      | TOK                         | 11,359                                    |                                    |
| +/- Cat Index                                | -1.29        | 0.23      | _                     | _        | _                |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      | 4k                          |   |                                    |
| % Rank Cat                                   | 63           | 17        |                       |          |                  |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | Performance Qu                            | artile                             |
| No. in Cat                                   | 245          | 193       | ·····                 |          |                  |                 |             |         |                         |               |               |                           |                    |                 |                       |                                      |                             | (within category)                         |                                    |
|  | 2.10         |           |                       |          |                  | 2003            | 2004        | 2005    | 2006                    | 2007          | 2008          | 2009                      | 2010               | 2011            | 2012                  | 2013                                 | 12-14                       | History                                   |                                    |
| 7-day Yield                                  |              | Sı        | ubsidized             | Unsi     | ubsidized        | —               | _           |         | -                       | _             | -             | _                         | —                  | 9.82            | 10.30                 | 10.52                                | 10.07                       | NAV/Price                                 |                                    |
| 30-day SEC Yield                             |              |           | <br>5.60 <sup>1</sup> |          | 5.22             | _               | _           | -       |                         | _             | -             | -                         | _                  | _               | 10.80                 | 6.22                                 | 0.31                        | Total Return %                            |                                    |
| 1. Contractual waiver;                       | Expires 12   | -31-2023  | 0.00                  |          | 0.22             | _               | _           | _       |                         |               |               |                           |                    | _               | 6.58                  | 8.24<br>0.93                         | -5.66<br>-1.29              | +/- Standard Inde<br>+/- Category Inde    |                                    |
| Performance Disclo                           | sure         |           |                       |          |                  |                 |             |         |                         |               |               |                           |                    |                 | 1.14                  | 23                                   | 63                          | % Rank Cat                                |                                    |
| The Overall Morning                          |              | ·         |                       | ·        |                  |                 | —           | —       | —                       | —             | - 1           | —                         |                    |                 | 203                   | 219                                  | 245                         | No. of Funds in C                         | at                                 |
| derived from a weig<br>(if applicable) Morni |              |           | e inree-, n           | ve-, and | TU-year          | Dortfol         | io Analy    |         | 01 2014                 |               |               |                           |                    | •               |                       |                                      |                             |   |                                    |
| The performance da                           | '            | '         | , ,                   |          |                  |                 | location %  |         |                         | Net %         | Long %        | Short %                   | , Shar             | re Chq          | Share                 | Holdings:                            |                             |   | % Net                              |
| does not guarantee<br>principal value of an  |              |           |                       |          |                  | Cash            |             |         |                         | 0.82          | 0.82          | 0.00                      | ) <sup>since</sup> |                 |                       | O Total Sto                          | ocks , 161 Total            | Fixed-Income,                             | Assets                             |
| shares, when sold of                         |              |           |                       |          |                  | US Stoc         |             |         |                         | 0.00          | 0.00          | 0.00                      | $\cap$             |                 | 20 mil                |                                      | nover Ratio<br>Entertain Co | mpany TIb (Har                            | 2.16                               |
| their original cost.                         |              | ,         |                       |          |                  | Non-US<br>Bonds | Stocks      |         |                         | 0.00<br>36.63 | 0.00<br>96.63 | 0.00<br>0.00              | <b>,</b> -         |                 |                       |                                      |                             | I Lx131506 C000                           | 2.10                               |
| Current performance<br>quoted herein. For p  | ,            |           |                       |          |                  |                 | lot Clsfd   |         |                         | 0.00          | 2.54          | 0.00                      |                    |                 |                       |                                      |                             | m Loan Lx13785                            | 1.98                               |
| month-end, please c                          | all 800-72   |           |                       |          |                  | Total           |             |         | ç                       | 97.46         | 100.00        | 0.00                      | Θ                  |                 |                       | •                                    | 0                           | l Lx135315 A000p                          |                                    |
| www.pacificlife.con                          |              |           |                       |          |                  | Equity St       | wlo         | Port    | folio Stati             |               |               | Rel Re                    | -                  |                 | 17 mil                | Neiman                               | Marcus Grp                  | TI Lx135908 N000                          | ) 1.90                             |
| Fees and Expe                                | nses         |           |                       |          |                  | • •             | nd Growth   |         |                         |               |               | dex Ca                    | t Θ                |                 |                       |                                      |                             | vestors Lx134                             | 1.85                               |
| Sales Charges<br>Front-End Load              | 0/_          |           |                       |          | NA               |                 | officer and | ມ .     | Ratio TTN<br>Ratio TTN  |               | _             |                           | Θ                  |                 |                       | 0                                    |                             | Term Loan Lx133                           |                                    |
| Deferred Load 9                              |              |           |                       |          | NA               |                 |             | .,.     | Ratio TTN               |               |               |                           | Θ                  |                 |                       |                                      |                             | an Lx118195 UO<br>Init TI SOOOju          | 1.79<br>1.71                       |
|  |              |           |                       |          |                  |                 |             | Geo     | Avg Mkt                 | Сар           | _             |                           | Θ                  |                 |                       |                                      |                             | b Lx135145 COO                            | 1.71                               |
| Fund Expenses<br>Management Fee              | c %          |           |                       |          | 0.65             |                 |             | _ φιιιι |                         |               |               |                           | - Θ                |                 |                       |                                      |                             | 2571 H0006r06                             | 1.69                               |
| 12b1 Expense %                               | 3 /0         |           |                       |          | NA               | Fixed-In        | come Styl   |         | F(( ) A .               |               |               |                           | - 0                |                 |                       |                                      |                             | de Inc Term Loa                           | 1.67                               |
| Gross Expense                                | Ratio %      |           |                       |          | 0.91             | Ltd Mo          |             | A       | Eff Mature<br>Eff Durat | '             |               | 0.36                      | -<br>-             |                 | 14 mil                | Icl Indut                            | rial Bway Tlb               | Lx139952 B0                               | 1.66                               |
| <b>Risk and Return</b>                       | Profile      |           |                       |          |                  |                 |             | Avg     | Wtd Cou                 | pon           |               |                           | -                  |                 |                       |                                      | k Aviation In               |   | 1.63                               |
|  |              |           | } Yr                  | 5 Yr     | 10 Yr            |                 | - Francisco | Avg     | Wtd Price               | е             |               | _                         | -                  |                 | 14 mil                | Rexnord                              | (Rbs Global)                | tlb Lx131834 R                            | 1.59                               |
| Morningstar Ratir                            | M™           | 193 fur   | nds <i>120</i><br>I★  | funds    | 49 funds         |                 | 5           | nw l    |                         |               |               |                           | Sec                | tor Weig        | htings                |                                      |                             | Stocks %                                  | Rel Std Index                      |
| Morningstar Risk                             | '9           |           | vg                    | _        | _                | Credit O        | ality Bre   | akdown  | 09-30-2014              | 1             |               | Bond %                    | <u></u>            | Cyclic          |                       |                                      |                             | —   | _                                  |
| Morningstar Retu                             | rn           |           | vg                    | _        | _                | AAA             |             |         | 00 00 2011              |               |               | 0.00                      | 1 🛄                |                 | Material              |                                      |                             | _   | —                                  |
|  |              | 3         | } Yr                  | 5 Yr     | 10 Yr            | AA              |             |         |                         |               |               | 0.00                      | 0                  |                 | ner Cycl<br>ial Servi |                                      |                             |   | _                                  |
| Standard Deviation                           | n            | 2.        | 29                    | _        | _                | A               |             |         |                         |               |               | 0.00                      |                    |                 |                       | 000                                  |                             | _   | _                                  |
| Mean   |              |           | 69                    | _        | _                | BBB<br>BB       |             |         |                         |               |               | 0.55<br>26.10             | J                  | Sensit          |                       |                                      |                             | <b>.</b> _                                |                                    |
| Sharpe Ratio                                 |              | 2.        | 41                    | —        | _                | B               |             |         |                         |               |               | 61.98                     |                    |                 |                       | n Service                            | S                           | _   | _                                  |
| MPT Statistics                               |              | Standa    | rd Index              |          | Fit Index        | Below E         | }           |         |                         |               |               | 11.37                     | 0                  | Energy          |                       |                                      |                             | _   | —                                  |
|  |              |           |                       | Credit S | Suisse HY<br>USD | NR              |             |         |                         |               |               | 0.00                      |                    | Indust          |                       |                                      |                             | —   | —                                  |
| Alpha  |              |           | 4.97                  |          | 2.33             | Regiona         | Exposure    | B       | S                       | Stock %       | Re            | el Std Index              | K                  | Techno          |                       |                                      |                             |   |                                    |
| Beta   |              |           | 0.21                  |          | 0.42             | America         | •           |         |                         | _             |               | _                         |                    | Defens          |                       |                                      |                             | —   | _                                  |
| R-Squared                                    |              |           | 5.92                  |          | 65.28            | Greater         |             |         |                         | _             |               |                           |                    | Consu<br>Health | ner Defe              | ensive                               |                             | _   | —                                  |
| 12-Month Yield                               | no [         |           |                       |          | 4.58%            | Greater         | Asia        |         |                         | _             |               | _                         |                    | Utilitie        |                       |                                      |                             | _   | _                                  |
| Potential Cap Gai                            | iis exp      |           |                       |          | -3.22%           |                 |             |         |                         |               |               |                           | 4                  |                 | -                     |                                      |                             |   |                                    |
| Operations<br>Family:                        | Pa           | cific Fur | nds                   |          |                  | Base Cu         | irrencv.    |         | US                      | D             |               |                           | Ince               | ept:            |                       |                                      | 06-1                        | 30-2011                                   |                                    |
| Manager:                                     |              | ultiple   |                       |          |                  | Ticker:         |             |         |                         | -RX           |               |                           | Тур                | •               |                       |                                      | MF                          |   |                                    |
| Tenure:                                      |              | Years     |                       |          |                  |                 | m Initial   |         | se: \$50                | 00,000        |               |                           |                    | al Asset        | S:                    |                                      | \$75                        | i2.53 mil                                 |                                    |
| Objective:                                   | Inc          | come      |                       |          |                  | Purchas         | e Constr    | aints:  | _                       |               |               |                           |                    |                 |                       |                                      |                             |   |                                    |

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#### XI. POLICY COMPLIANCE - For Discussion Only

#### A. Investment Guidelines: Total Fund

| Goal   | 1 Year           | 3 Years      | 5 Years      |
|--|------------------|--------------|--------------|
| Exceed Target Index                                | ×                | $\checkmark$ | $\checkmark$ |
| Rank Above 50th Percentile in Public Fund Universe | 61 <sup>st</sup> | $\checkmark$ | $\checkmark$ |
| Earn Average Annual Return of 8.0%                 | ×                | $\checkmark$ | $\checkmark$ |
| Standard Deviation Relative to Target Index        | N/A              | >            | >            |

| Guideline   | Total Fund   |
|---|--------------|
| Equity securities limited to less than 70% of Total Fund market value                                   | 62.2%        |
| Investment in foreign company stock limited to 25% of value of Total Fund                               | 13.9%        |
| Investment in real estate limited to 15% of value of Total Fund   | 9.6%         |
| Equity securities with Market Cap of less than \$5 billion limited to 25% of market value of Total Fund | $\checkmark$ |
| Fixed Income portfolio average credit quality of "A" or better  | $\checkmark$ |
| Fixed Income portfolio duration should be $<$ 135% of the market index duration                         | $\checkmark$ |
| < 5% of fixed income portfolio (at cost) shall be invested in single corp. issuer                       | $\checkmark$ |



## B. Fund Performance Objective

| Manager                          | Exceed<br>Benchmark<br>3-Year | Exceed<br>Benchmark<br>4-Year | Exceed<br>Benchmark<br>5-Year | Risk vs.<br>Benchmark<br>5-Year |
|----------------------------------|-------------------------------|-------------------------------|-------------------------------|---------------------------------|
| DePrince, Race, and Zollo        | ×                             | ×                             | ×                             | >                               |
| Rhumbline                        | n/a                           | n/a                           | n/a                           | n/a                             |
| Stralem Large Cap                | ×                             | ×                             | n/a                           | n/a                             |
| Victory Capital                  | $\checkmark$                  | $\checkmark$                  | $\checkmark$                  | <                               |
| Atlanta Capital                  | n/a                           | n/a                           | n/a                           | n/a                             |
| EuroPacific Growth               | $\checkmark$                  | $\checkmark$                  | $\checkmark$                  | <                               |
| Oakmark International            | n/a                           | n/a                           | n/a                           | n/a                             |
| Oppenheimer International Growth | n/a                           | n/a                           | n/a                           | n/a                             |
| Principal U.S. Property          | $\checkmark$                  | $\checkmark$                  | $\checkmark$                  | >                               |
| JP Morgan Infrastructure         | $\checkmark$                  | $\checkmark$                  | $\checkmark$                  | >                               |
| Richmond Capital                 | $\checkmark$                  | $\checkmark$                  | $\checkmark$                  | <                               |
| Oppenheimer Floating Rate        | n/a                           | n/a                           | n/a                           | n/a                             |
| Pacific Life                     | n/a                           | n/a                           | n/a                           | n/a                             |

| Manager                          | Rank Above 50 <sup>th</sup><br>Percentile<br>3-Year | Rank Above 50 <sup>th</sup><br>Percentile<br>4-Year | Rank Above 50 <sup>th</sup><br>Percentile<br>5-Year |
|----------------------------------|---|---|---|
| DePrince, Race, and Zollo        | 66 <sup>th</sup>                                    | 70 <sup>th</sup>                                    | $\checkmark$  |
| Rhumbline                        | n/a   | n/a   | n/a   |
| Stralem Large Cap                | 99 <sup>th</sup>                                    | 79 <sup>th</sup>                                    | n/a   |
| Victory Capital                  | 60 <sup>th</sup>                                    | 52 <sup>nd</sup>                                    | =   |
| Atlanta Capital                  | n/a   | n/a   | n/a   |
| EuroPacific Growth               | $\checkmark$  | $\checkmark$  | $\checkmark$  |
| Oakmark International            | n/a   | n/a   | n/a   |
| Oppenheimer International Growth | n/a   | n/a   | n/a   |
| Principal U.S. Property          | $\checkmark$  | $\checkmark$  | $\checkmark$  |
| JP Morgan Infrastructure         | $\checkmark$  | $\checkmark$  | $\checkmark$  |
| Richmond Capital                 | $68^{th}$   | 56 <sup>th</sup>                                    | =   |
| Oppenheimer Floating Rate        | n/a   | n/a   | n/a   |
| Pacific Life                     | n/a   | n/a   | n/a   |



SOUTHEASTERN ADVISORY SERVICES, INC. Registered Investment Advisor

#### C. Manager Status

| Manager                          | Status        | Effective Date |
|----------------------------------|---------------|----------------|
| DePrince, Race, and Zollo        | Good Standing |                |
| Rhumbline                        | Good Standing |                |
| Stralem Large Cap                | Under Review  | 4014           |
| Victory Capital                  | Good Standing |                |
| Atlanta Capital                  | Good Standing |                |
| EuroPacific Growth               | Good Standing |                |
| Oakmark International            | Good Standing |                |
| Oppenheimer International Growth | Good Standing |                |
| Principal U.S. Property          | Good Standing |                |
| JP Morgan Infrastructure         | Good Standing |                |
| Richmond Capital                 | Good Standing |                |
| Oppenheimer Floating Rate        | Good Standing |                |
| Pacific Life                     | Good Standing |                |

#### XII. COMMISSION RECAPTURE SUMMARY

| Period          | Commissions Paid | Commissions Received through Recapture/Rebates |
|-----------------|------------------|--|
| 402014          | \$3,037          | \$88   |
| Fiscal YTD 2015 | \$3,037          | \$88   |

Source for commissions paid: Salem Trust custodial statements



#### XIII. HISTORICAL EARNINGS ANALYSIS (Net of Fees)

| Fiscal Year     | Fiscal Year Earnings | Fiscal Year Return |
|-----------------|----------------------|--------------------|
| 2003            | \$10,395,140         | 13.7%              |
| 2004            | \$8,485,935          | 9.3%               |
| 2005            | \$9,033,405          | 9.8%               |
| 2006            | \$9,300,446          | 9.3%               |
| 2007            | \$17,706,111         | 16.1%              |
| 2008            | (\$19,925,235)       | -16.0%             |
| 2009            | (\$6,068,122)        | -5.1%              |
| 2010            | \$7,144,888          | 6.9%               |
| 2011            | \$1,993,958          | 2.0%               |
| 2012            | \$17,665,210         | 16.9%              |
| 2013            | \$20,794,211         | 16.5%              |
| 2014            | \$14,902,092         | 10.4%              |
| 2015            | \$3,618,209          | 2.3%               |
| Since Inception | \$91,428,042         | 7.3%*              |

\*Annualized, net of management fees for all time periods following 2006. For years 2003 - 2006 the former consultant did not track manager fees; numbers in table above will not match returns on page 3 that are reported "Gross" of management fees.

#### XIV. <u>Notes</u>

- 1) The prior investment consultant, Merrill Lynch Consulting Services, provided all performance and market value data for periods prior to December 31, 2006.
- 2) Performance data for The Plan is based on market value and transaction information provided in the Salem Trust accounting statements. The statements currently provided by Salem Trust are trade date statements.
- 3) Salem Trust reports the JP Morgan Infrastructure fund values via a "shadow entry" which causes this valuation to generally trail by one quarter. Because Salem Trust is the official record-keeper, SEAS uses only these statements for all performance reporting.

