

City of Margate Employee Benefit Fund Trust
International Value Manager Search Summary
Performance as of September 30, 2020 & Other Information as of June 30, 2020

	Nuveen NWQ	Aristotle	Lazard	Todd	MSCI ACWI ex US (Net)
Sub-Style	<i>Value-Oriented</i>	<i>Value-Oriented</i>	<i>Value-Oriented</i>	<i>Value-Oriented</i>	
GIMA Status	<i>Approved (On Watch)</i>	<i>Focus</i>	<i>Focus</i>	<i>Approved</i>	
Forecasted P/E (1 Year) vs. Index	14.6 Lower	21.3 Higher	4.0 Lower	16.1 Lower	17.8
Market Cap (\$M) vs. Index	\$44.9 Billion Lower	\$54.3 Billion Lower	\$82.0 Billion Higher	\$54.4 Billion Lower	\$61.0 Billion
Security Selection	Bottom-up	Bottom-up	Bottom-up	Bottom-up	
# of Securities	48	36	66	70	2,372
Emerging Markets Permitted	Yes (20% Max)	Yes (20% Max)	Yes (+/- 15% Index Wgt)	Yes (+/- 10% Index Wgt)	
Market Timer	Cash < 10%	Cash < 10%	Cash < 10%	Cash < 10%	
FEES	0.35%	0.30%	0.30%	0.30%	
RISK (5 year)					
Standard Deviation	16.92	17.61	17.35	20.01	16.74
PERFORMANCE					
<u>Equity</u>					
1 year	(9.00)	(1.41)	1.73	1.22	3.00
3 year	(4.49)	2.62	0.95	(0.24)	1.16
5 year	0.90	6.19	5.30	4.47	6.23
10 year	1.13	N/A	5.16	4.76	4.00
OTHER IMPORTANT CONSIDERATIONS					
Year Firm Established	1982	1959	1970	1998	
Who Est. Performance	Team	Team	Team	Team	
Commitment	Well Paid	Owners/Well Paid	Well Paid	Owners/Well Paid	
Total Assets	\$12.3B Firm/\$542.0M Strategy	\$34.4B Firm/\$1.2B Strategy	\$190.6B Firm/\$8.2B Strategy	\$3.2B Firm/\$1.1B Strategy	
Total PMs & Analysts	15	14	74	6	
Pooled vs. Separate / ETF	Separate	Separate	Separate	Separate	

Performance calculated Gross of Fees

Sources: Informa PSN, Zephyr StyleADVISOR, and Morgan Stanley Global Investment Manager Analysis team.

The prices, quotes or statistics contained herein have been obtained from sources believed to be reliable, however, the accuracy cannot be guaranteed.

City of Margate Employee Benefit Fund Trust
Core Fixed Income Manager/Fund Search Summary
Information as of September 30, 2020

	John Hancock	Pacific	Western	Bloomberg Barclays U.S. Aggregate
	Core Fixed Income (SMA)	Core Fixed Income (SMA)	Core Fixed Income (SMA)	
GIMA Status	Approved List	Approved List	Focus List	
Security Selection/ Decision Making	Sector/Yield Curve Analysis	Yield Curve Analysis	Sector/Spread Analysis	
Duration	6.2 years	5.7 years	6.6 years	6.1 years
Sector Breakdown				
Treasuries/ Agencies	1%	30%	24%	41%
Corporates	42%	33%	31%	28%
Mortgages	42%	35%	29%	29%
Cash	3%	2%	9%	0%
Other*	11%	0%	6%	2%
Quality Breakdown				
AAA/ Gov't/ Agencies	50%	67%	59%	70%
AA	3%	3%	7%	4%
A	19%	13%	17%	12%
BAA	25%	17%	16%	15%
Other/Cash	4%	0%	1%	0%
FEES	0.26%	0.28%	0.32%	
VOLATILITY				
Standard Deviation (5 year)	3.22	3.83	3.53	3.32
PERFORMANCE				
<u>Fixed Income</u>	<u>Gross-of-Fees</u>	<u>Gross-of-Fees</u>	<u>Gross-of-Fees</u>	
1 year	7.17	8.61	6.84	6.98
3 year	5.68	5.66	5.45	5.24
5 year	4.83	4.60	4.90	4.18
10 year	4.88	3.69	4.34	3.64
OTHER IMPORTANT CONSIDERATIONS				
Year Firm Established	1,968	1986	1971	
Who Est. Performance	Team	Team	Team	
Commitment	Well Paid	Owners/Well Paid	Well Paid	
Total Firm Assets	\$204.6B Firm/\$10.7B Strategy	\$4.7B Firm/\$362M Strategy	\$468.5B Firm/\$2.1B Strategy	
Total PMs & Analysts	2	8	107	
Pooled vs. Separate	Separate	Separate	Separate	

* Other category includes municipals, international, & high yield bonds

The prices, quotes or statistics contained herein have been obtained from sources believed to be reliable, however, the accuracy cannot be guaranteed.
Sources: Informa PSN, Zephyr StyleADVISOR, and Morgan Stanley Global Investment Manager Analysis team.

INVESTMENT MANAGER SEARCH

Prepared for:

City of Margate Employee Benefit Fund Trust

November 2020

Graystone Consulting Tampa

David A. Wheeler, CIMA®, CFP®, CRPS®
Senior Vice President
Institutional Consulting Director
Corporate Retirement Director

Scott Owens, CFA®, CIMA®
Senior Vice President
Institutional Consulting Director

100 North Tampa Street, Suite 3000
Tampa, FL 33602
800-282-0655, ext. 2061 / 813-227-2061

Andrew McIlvaine
Institutional Consultant

Important Disclosures

This report must be accompanied by a separate profile document or other report for each mutual fund and exchange-traded fund (ETF), referred to herein as "fund" or "funds", shown in this report, and for each investment manager shown in this report and approved by Morgan Stanley to be offered to investors in any investment advisory program in which you may invest. These separate documents show, for each manager and fund, various information which may include both gross and net performance (which may be more up-to-date than the gross performance shown in this report).

Morgan Stanley has prepared this report for your personal use, at your request, to help you evaluate the investment disciplines and investment managers/funds shown in this report. It is for informational purposes only. It is not a recommendation of a particular portfolio, investment manager or fund. It is not tax or legal advice. The report is based on information you gave Morgan Stanley about your financial situation, investment objectives, risk tolerance and investment time horizon.

IT IS TO BE PRESENTED TO YOU IN A ONE-ON-ONE PRESENTATION WITH YOUR MORGAN STANLEY FINANCIAL ADVISOR OR PRIVATE WEALTH ADVISOR SO THAT YOU HAVE AN OPPORTUNITY TO ASK QUESTIONS.

If you asked us to do so, we have included one or more investment managers/funds that have not been approved by Morgan Stanley to be offered to investors in any investment advisory program in which you may invest. Morgan Stanley does not and will not recommend any such manager/fund for investment in these programs, and has included the manager/fund in the report solely at your request and for your information. The performance shown in this report for any such managers or funds could differ materially from their performance in investment advisory programs offered by firms other than Morgan Stanley. If you have invested with any such manager/fund through another firm, we recommend that you seek information from that firm on the manager's or fund's gross and net performance in its programs.

This report is not complete unless it contains all pages (as indicated in the page numbering below). Please see "Important Notes About Performance" and "Important Notes About this Report" for other important information (including the effect of fees and a summary of the risks associated with particular investment disciplines).

© 2019 Morningstar, Inc. All Rights Reserved. The data contained in this report relating to funds: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this data. Past performance is no guarantee of future results.

Important Notes About Performance

The performance data in this report is historical. Past performance does not guarantee future results.

GROSS PERFORMANCE

The past performance and statistics for investment managers in this report are calculated based on gross performance and do not reflect the deduction of investment management fees and expenses (including Morgan Stanley program fees) that would apply if you invest with any of these managers. The past performance for funds in this report is, and statistics calculated use, gross performance. Returns reflect the funds' internal fees and expenses (such as the funds' management fees and 12b-1 fees), but do not reflect any Morgan Stanley program fees (nor any sales charge or brokerage commission that might apply if you purchased fund shares outside of our investment advisory programs). If you engaged any investment manager or invested in any fund, fees and other expenses would reduce your returns.

NET PERFORMANCE

See the accompanying investment manager profiles for each investment manager in this report for net performance information on the manager. See the accompanying Morningstar profiles for each fund in the report for standardized fund performance (i.e. returns net of any maximum sales charges that apply if you purchase the fund outside of our investment advisory programs) and also returns net of the maximum annual investment advisory fees that apply if you purchase the fund in one of our investment advisory programs. You should carefully read the manager/fund profiles, which may contain more up-to-date performance information than in this report.

NOTE ABOUT ETF PERFORMANCE

For ETFs, performance shown may be based on net asset value (NAV), market price (MKT) or both. The Morningstar profile that must accompany this report shows performance based on both NAV and market price.

COMPOUNDING EFFECT OF FEES AND EXPENSES

The impact of fees and expenses can be material. In most Morgan Stanley investment advisory accounts, fees are deducted quarterly and have a compounding effect on performance. For example, on an account with a 1% annual fee, if the gross annual performance is 6%, the compounding effect of the fees will result in a net performance of approximately 4.94% after one year, 4.81% after three years and 4.66% after five years.

Important Notes About Performance (Cont'd)

GENERAL DISCLOSURE

The investment return and principal value of an investment will fluctuate so that an investor's shares in a fund, when redeemed, may be worth more or less than their original cost, and investments in separately managed accounts may be worth more or less than the original amount. Current performance may be lower or higher than the performance quoted. For performance data for a fund current to the most recent month end, please either contact the fund (at the toll-free number or website address specified in that fund's profile given to you with this report) or call your Financial Advisor or Private Wealth Advisor at the toll-free number on the cover page of this report.

You would not necessarily have obtained the performance results shown in this report if you had invested with these managers or funds for the periods indicated. Actual performance results of accounts vary due to factors such as the timing of contributions and withdrawals, client restrictions, rebalancing schedules, and fees and costs. THE SELECTION OF MANAGERS/FUNDS IN THIS REPORT MAY REFLECT THE BENEFIT OF HINDSIGHT BASED ON HISTORICAL RATES OF RETURN.

In this report, all performance returns for periods of more than one year are annualized returns and for periods of less than one year are not annualized.

See the applicable Morgan Stanley ADV brochure for an explanation of the fees and charges that would apply if you invest with an investment manager or in a fund through a Morgan Stanley investment advisory program. See "Important Notes About This Report" for information on the sources of performance information in this report.

Manager and Fund Designations

Managers shown in this report may be approved managers offered in some or all of Morgan Stanley's Consulting and Evaluation Services program or Select UMA program. Please ask your Financial Advisor or Private Wealth Advisor about availability in particular programs. See "Important Notes About This Report" for more information on how Morgan Stanley approves managers for these programs.

Any strategies designated with "GIS" in this report are managed in the Global Investment Solutions program by a team of portfolio managers employed by Morgan Stanley or third party subadvisors.

For managers in Morgan Stanley's investment advisory programs, the following terms have the following meanings:

- (S) Manager participates in the Select UMA program, performance is Gross of advisory fees
- (n) Manager participates in the Select UMA program, performance is Net of advisory fees
- (C) Manager participates in the Consulting and Evaluation Services program, performance is Gross of advisory fees
- (Cn) Manager participates in the Consulting and Evaluation Services program, performance is Net of advisory fees

The "Inception Date" is, for separately managed accounts, the date when the investment manager began managing the applicable investment discipline and, for funds, the date the fund was established. In either case, this date may be before the investment discipline or fund became available in any applicable Morgan Stanley investment advisory program.

Graystone
Consulting

International Value
Quantitative Analysis

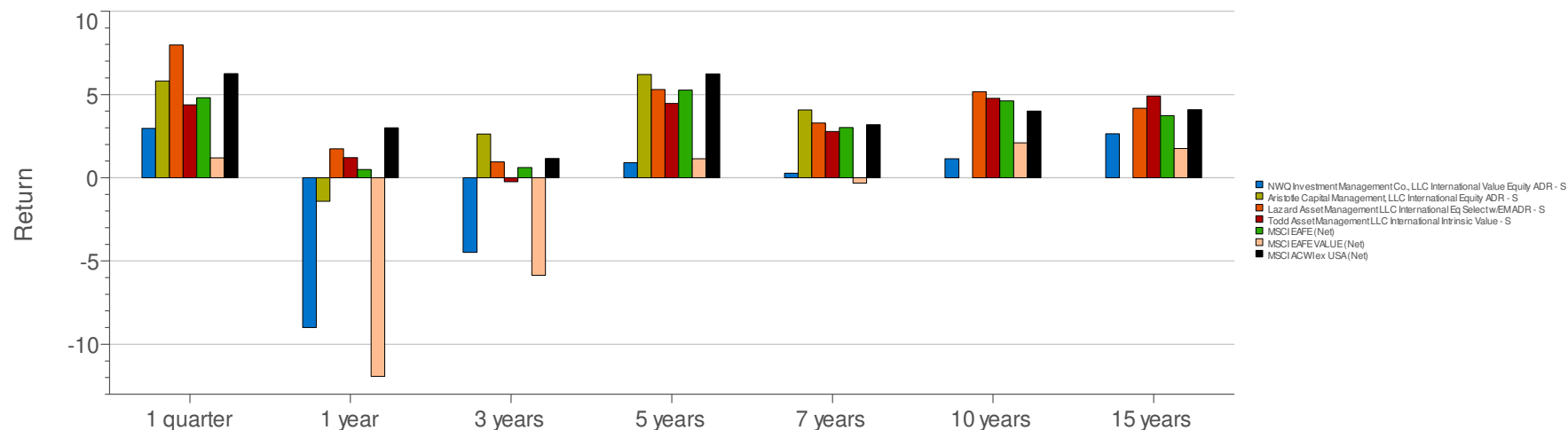
Trailing Periods Return Analysis

Zephyr StyleADVISOR

Zephyr StyleADVISOR: MSSB - Tampa, FL

Manager vs Benchmark: Return

October 2005 - September 2020 (not annualized if less than 1 year)



Manager vs Benchmark: Return

October 2005 - September 2020 (not annualized if less than 1 year)

	1 quarter	1 year	3 years	5 years	7 years	10 years	15 years
NWQ Investment Management Co., LLC International Value Equity ADR - S	2.97%	-9.00%	-4.49%	0.90%	0.27%	1.13%	2.64%
Aristotle Capital Management, LLC International Equity ADR - S	5.80%	-1.41%	2.62%	6.19%	4.08%	N/A	N/A
Lazard Asset Management LLC International Eq Select w/EM ADR - S	7.97%	1.73%	0.95%	5.30%	3.28%	5.16%	4.17%
Todd Asset Management LLC International Intrinsic Value - S	4.38%	1.22%	-0.24%	4.47%	2.77%	4.76%	4.90%
MSCI EAFE (Net)	4.80%	0.49%	0.62%	5.26%	3.01%	4.62%	3.73%
MSCI EAFE VALUE (Net)	1.19%	-11.93%	-5.86%	1.14%	-0.33%	2.10%	1.76%
MSCI ACWI ex USA (Net)	6.25%	3.00%	1.16%	6.23%	3.18%	4.00%	4.09%

Calendar-Year Return Analysis

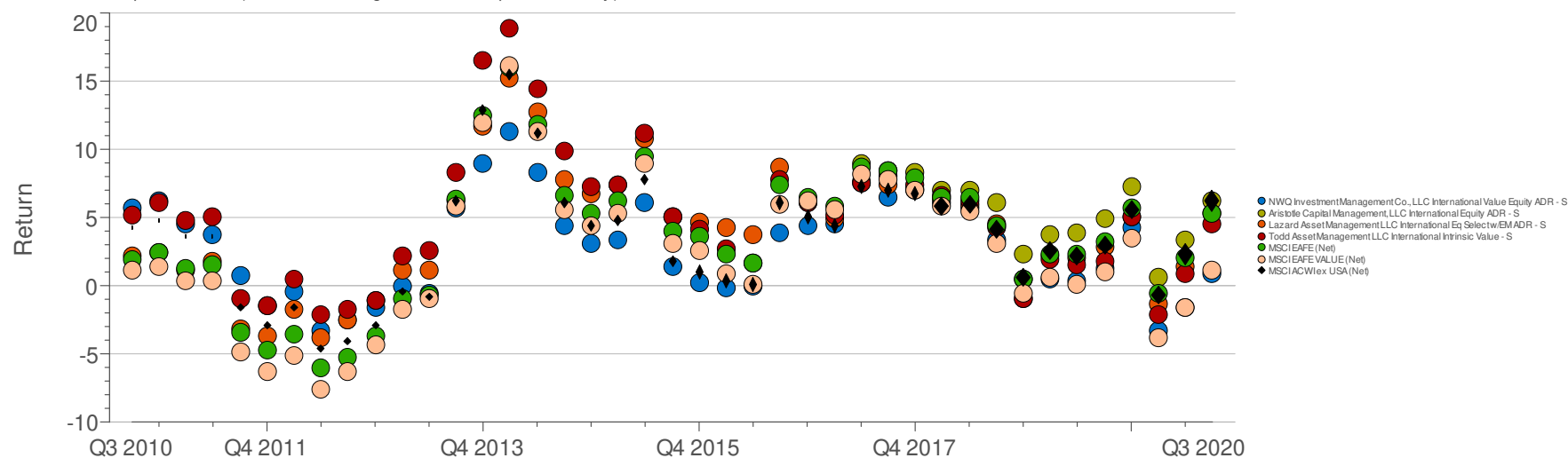
Calendar Year Return As of September 2020

	YTD	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
NWQ Investment Management Co., LLC International Value Equity ADR - S	-16.30%	18.90%	-17.22%	22.02%	1.35%	1.09%	-7.82%	22.64%	7.34%	-17.44%	16.38%	21.68%	-26.40%	7.70%	20.70%	17.81%	30.15%	47.11%	2.70%
Aristotle Capital Management, LLC International Equity ADR - S	-7.84%	22.94%	-8.25%	23.78%	0.83%	1.04%	-3.40%	22.42%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Lazard Asset Management LLC International Eq Select wEM ADR - S	-4.78%	20.21%	-14.76%	29.00%	-0.69%	-2.68%	-3.85%	16.69%	23.93%	-7.23%	7.72%	20.58%	-36.40%	8.35%	26.15%	17.38%	N/A	N/A	N/A
Todd Asset Management LLC International Intrinsic Value - S	-8.89%	29.24%	-18.00%	26.53%	-2.77%	-1.93%	-3.93%	23.06%	19.00%	-11.04%	13.51%	44.97%	-45.62%	16.29%	29.41%	N/A	N/A	N/A	N/A
MSCI EAFE (Net)	-7.09%	22.01%	-13.79%	25.03%	1.00%	-0.81%	-4.90%	22.78%	17.32%	-12.14%	7.75%	31.78%	-43.38%	11.17%	26.34%	13.54%	20.25%	38.59%	-15.94%
MSCI EAFE VALUE (Net)	-18.31%	16.09%	-14.78%	21.44%	5.02%	-5.68%	-5.39%	22.95%	17.69%	-12.17%	3.25%	34.23%	-44.09%	5.96%	30.38%	13.80%	24.33%	45.30%	-15.91%
MSCI ACWI ex USA (Net)	-5.44%	21.51%	-14.20%	27.19%	4.50%	-5.66%	-3.87%	15.29%	16.83%	-13.71%	11.15%	41.45%	-45.53%	16.65%	26.65%	16.62%	20.91%	40.83%	-14.95%

5-Year Rolling Periods Return Analysis

Manager vs Benchmark: Return

October 2005 - September 2020 (20-Quarter Moving Windows, Computed Quarterly)



Manager vs Benchmark: Return

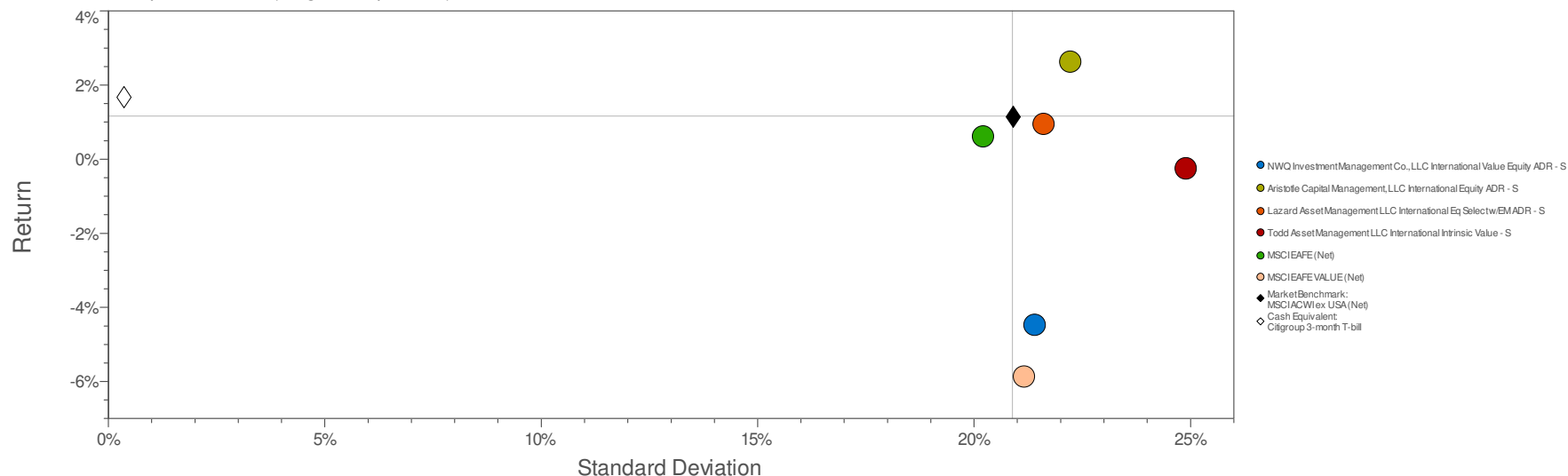
October 2005 - September 2020 (20-Quarter Moving Windows, Computed Quarterly)

	Sep 2020	Sep 2019	Sep 2018	Sep 2017	Sep 2016	Sep 2015	Sep 2014	Sep 2013	Sep 2012	Sep 2011	Sep 2010
NWQ Investment Management Co., LLC International Value Equity ADR - S	0.90%	1.22%	3.33%	6.52%	3.85%	1.37%	4.39%	5.67%	-2.46%	0.68%	5.71%
Aristotle Capital Management, LLC International Equity ADR - S	6.19%	4.92%	6.07%	8.44%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Lazard Asset Management LLC International Eq Select w/EM ADR - S	5.30%	2.84%	4.49%	7.36%	8.68%	5.02%	7.84%	6.20%	-2.50%	-3.20%	2.22%
Todd Asset Management LLC International Intrinsic Value - S	4.47%	1.83%	4.26%	8.09%	7.83%	5.06%	9.90%	8.26%	-1.70%	-0.97%	5.18%
MSCI EAFE (Net)	5.26%	3.27%	4.42%	8.38%	7.39%	3.98%	6.56%	6.35%	-5.24%	-3.46%	1.97%
MSCI EAFE VALUE (Net)	1.14%	0.99%	3.14%	7.80%	5.99%	3.06%	5.52%	5.86%	-6.33%	-4.82%	1.09%
MSCI ACWI ex USA (Net)	6.23%	2.90%	4.12%	6.97%	6.04%	1.82%	6.03%	6.26%	-4.12%	-1.57%	4.26%

Risk/Return Analysis – 3 Years

Risk / Return

October 2017 - September 2020 (Single Computation)



Return & Risk Analysis

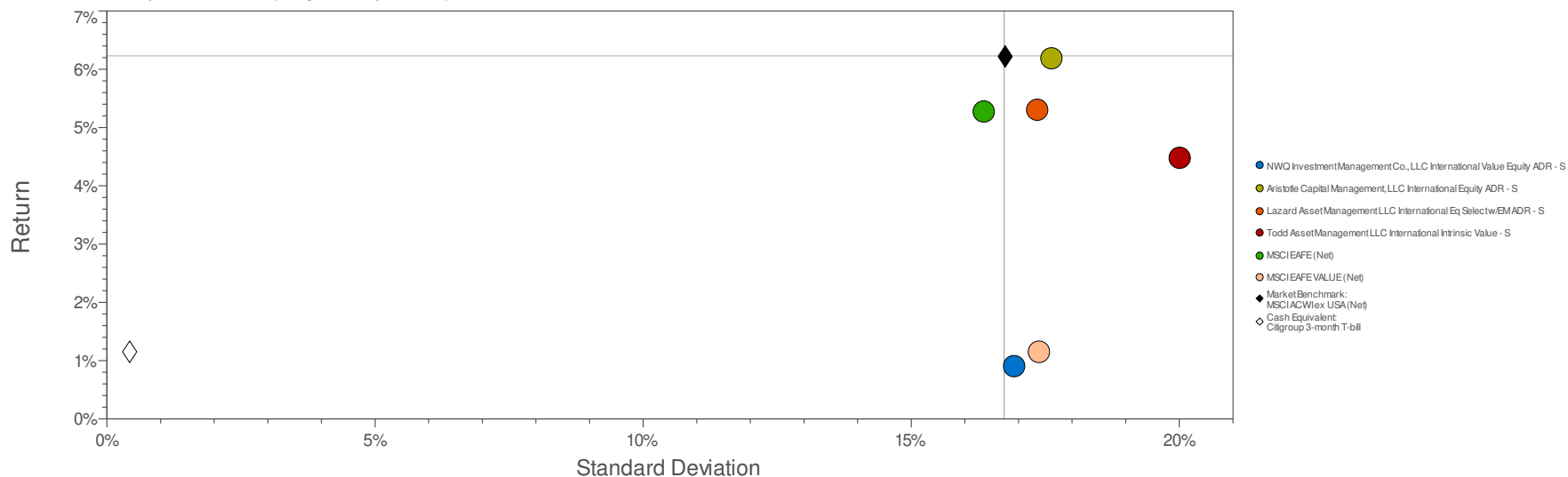
October 2017 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Treynor Ratio vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	Sortino Ratio (MAR = 0.00%)	R-Squared vs. Market
NWQ Investment Management Co., LLC International Value Equity ADR - S	-4.49%	-5.65%	21.38%	1.01	-6.09	-28.52%	76.83%	113.22%	-5.42%	-0.29	-0.25	97.28%
Aristotle Capital Management, LLC International Equity ADR - S	2.62%	1.45%	22.22%	1.05	0.93	-25.60%	109.45%	99.32%	1.63%	0.04	0.16	96.80%
Lazard Asset Management LLC International Eq Selectw/EM ADR - S	0.95%	-0.22%	21.61%	1.03	-0.68	-24.38%	103.72%	104.07%	-0.14%	-0.03	0.06	98.92%
Todd Asset Management LLC International Intrinsic Value - S	-0.24%	-1.40%	24.89%	1.18	-1.60	-26.71%	109.20%	114.52%	-1.06%	-0.08	-0.01	97.92%
MSCI EAFE (Net)	0.62%	-0.55%	20.20%	0.96	-1.07	-22.83%	93.19%	97.64%	-0.55%	-0.05	0.04	99.29%
MSCI EAFE VALUE (Net)	-5.86%	-7.02%	21.15%	1.00	-7.55	-28.96%	67.96%	113.85%	-6.77%	-0.36	-0.33	96.79%
MSCI ACWI ex USA (Net)	1.16%	0.00%	20.89%	1.00	-0.49	-23.36%	100.00%	100.00%	0.00%	-0.02	0.08	100.00%

Risk/Return Analysis – 5 Years

Risk / Return

October 2015 - September 2020 (Single Computation)



Return & Risk Analysis

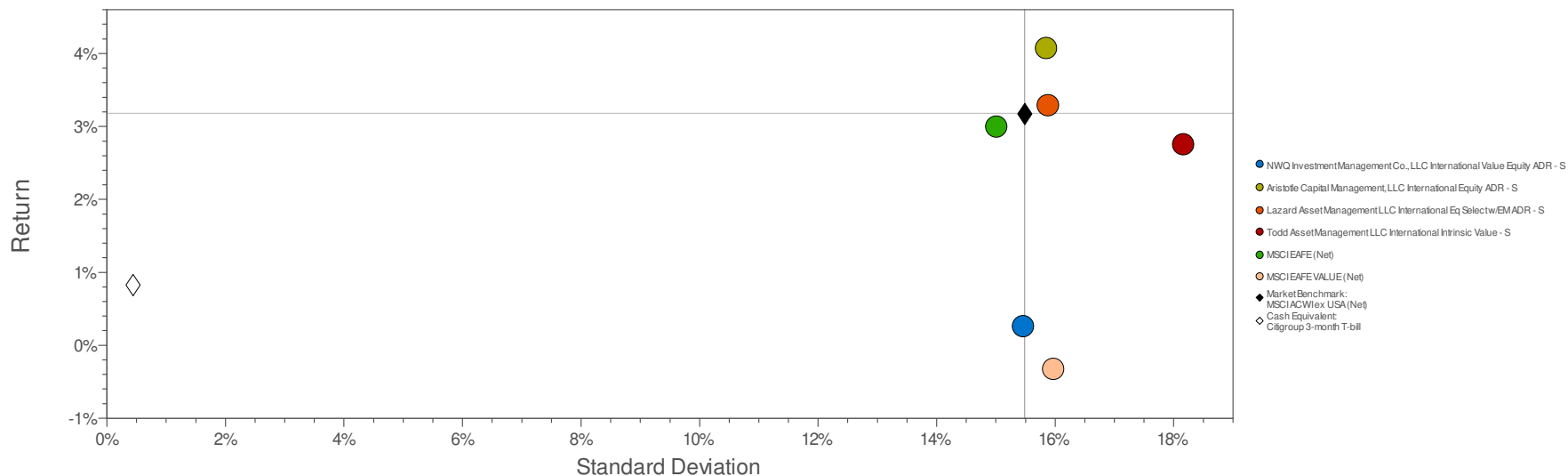
October 2015 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Treynor Ratio vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	Sortino Ratio (MAR = 0.00%)	R-Squared vs. Market
NWQ Investment Management Co., LLC International Value Equity ADR - S	0.90%	-5.33%	16.92%	0.99	-0.26	-28.52%	73.82%	113.88%	-4.92%	-0.02	0.07	96.00%
Aristotle Capital Management, LLC International Equity ADR - S	6.19%	-0.04%	17.61%	1.03	4.91	-25.60%	101.13%	101.83%	-0.06%	0.29	0.48	95.30%
Lazard Asset Management LLC International Eq Selective EM ADR - S	5.30%	-0.93%	17.35%	1.02	4.06	-24.38%	99.04%	107.06%	-0.93%	0.24	0.42	96.85%
Todd Asset Management LLC International Intrinsic Value - S	4.47%	-1.76%	20.01%	1.18	2.82	-26.71%	108.63%	126.01%	-2.38%	0.17	0.31	97.01%
MSCI EAFE (Net)	5.26%	-0.97%	16.34%	0.97	4.24	-22.83%	95.77%	103.22%	-0.76%	0.25	0.45	98.53%
MSCI EAFE VALUE (Net)	1.14%	-5.09%	17.39%	1.00	-0.02	-28.96%	76.43%	115.12%	-4.69%	-0.00	0.08	93.01%
MSCI ACWI ex USA (Net)	6.23%	0.00%	16.74%	1.00	5.08	-23.36%	100.00%	100.00%	0.00%	0.30	0.53	100.00%

Risk/Return Analysis – 7 Years

Risk / Return

October 2013 - September 2020 (Single Computation)



Return & Risk Analysis

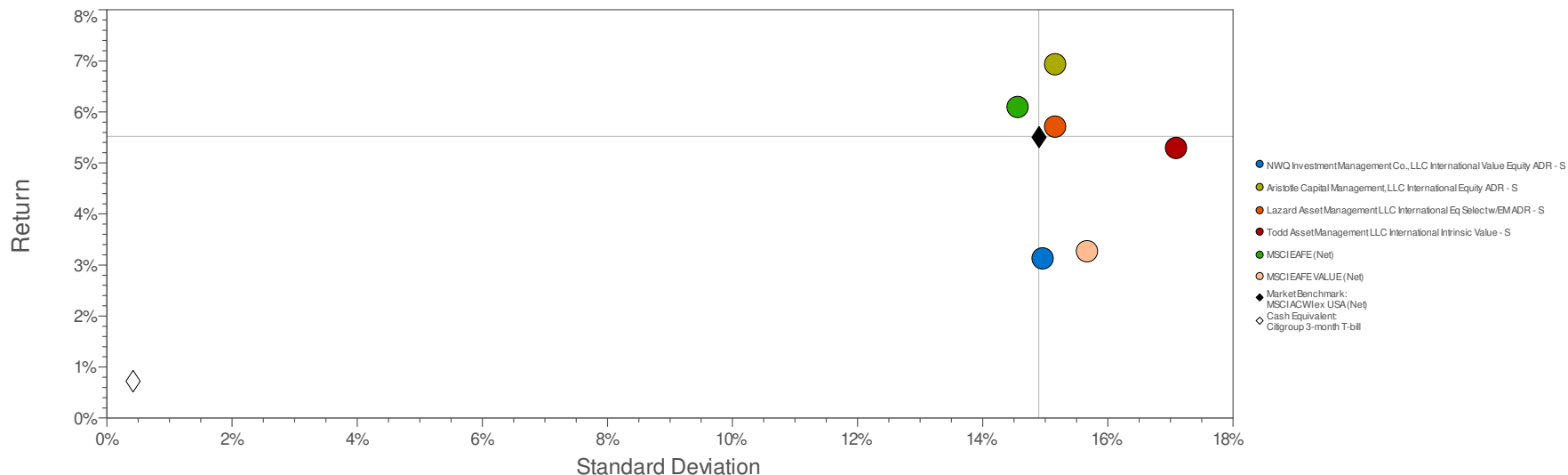
October 2013 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Treynor Ratio vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	Sortino Ratio (MAR = 0.00%)	R-Squared vs. Market
NWQ Investment Management Co., LLC International Value Equity ADR - S	0.27%	-2.91%	15.47%	0.97	-0.58	-28.52%	83.63%	108.08%	-2.65%	-0.04	0.02	93.59%
Aristotle Capital Management, LLC International Equity ADR - S	4.08%	0.90%	15.85%	0.99	3.27	-25.60%	105.15%	97.62%	0.99%	0.20	0.35	94.29%
Lazard Asset Management LLC International Eq Selectw/EMADR - S	3.28%	0.10%	15.88%	1.01	2.43	-24.38%	103.76%	102.99%	0.14%	0.15	0.28	96.65%
Todd Asset Management LLC International Intrinsic Value - S	2.77%	-0.41%	18.16%	1.15	1.69	-26.71%	112.35%	115.95%	-0.58%	0.11	0.21	95.93%
MSCI EAFE (Net)	3.01%	-0.17%	15.00%	0.96	2.27	-22.83%	98.40%	99.82%	-0.07%	0.15	0.27	98.26%
MSCI EAFE VALUE (Net)	-0.33%	-3.51%	15.98%	1.00	-1.16	-28.96%	82.55%	112.13%	-3.28%	-0.07	-0.03	93.36%
MSCI ACWI ex USA (Net)	3.18%	0.00%	15.49%	1.00	2.35	-23.36%	100.00%	100.00%	0.00%	0.15	0.28	100.00%

Risk/Return Analysis – 8 ¼ Years

Risk / Return

July 2012 - September 2020 (Single Computation)



Return & Risk Analysis

July 2012 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Treynor Ratio vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	Sortino Ratio (MAR = 0.00%)	R-Squared vs. Market
NWQ Investment Management Co., LLC International Value Equity ADR - S	3.13%	-2.38%	14.96%	0.97	2.49	-28.52%	85.60%	104.36%	-2.03%	0.16	0.27	92.89%
Aristotle Capital Management, LLC International Equity ADR - S	6.93%	1.42%	15.14%	0.98	6.33	-25.60%	106.22%	94.39%	1.54%	0.41	0.64	93.28%
Lazard Asset Management LLC International Eq Selectw/EM ADR - S	5.71%	0.20%	15.15%	1.00	5.00	-24.38%	102.68%	101.54%	0.24%	0.33	0.53	96.45%
Todd Asset Management LLC International Intrinsic Value - S	5.31%	-0.21%	17.10%	1.12	4.11	-26.71%	108.12%	112.11%	-0.60%	0.27	0.44	94.97%
MSCI EAFE (Net)	6.09%	0.57%	14.57%	0.97	5.55	-22.83%	102.05%	97.14%	0.72%	0.37	0.60	97.76%
MSCI EAFE VALUE (Net)	3.28%	-2.24%	15.67%	1.01	2.52	-28.96%	90.11%	108.79%	-2.07%	0.16	0.28	92.88%
MSCI ACWIex USA (Net)	5.52%	0.00%	14.90%	1.00	4.80	-23.36%	100.00%	100.00%	0.00%	0.32	0.53	100.00%

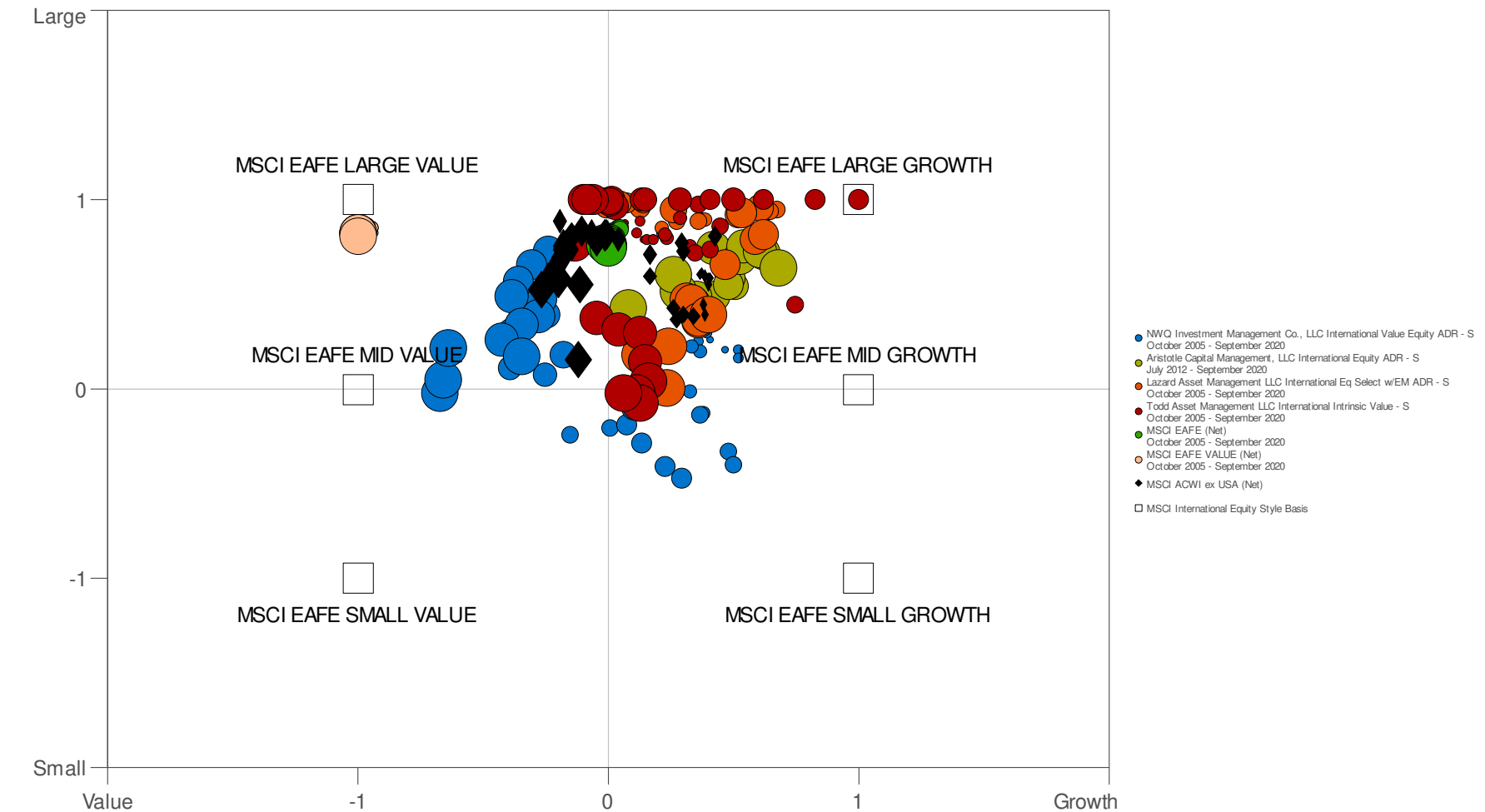
Style Analysis

Zephyr StyleADVISOR

Zephyr StyleADVISOR: MSSB - Tampa, FL

Manager Style

October 2005 - September 2020 (20-Quarter Moving Windows, Computed Quarterly)



Graystone
Consulting

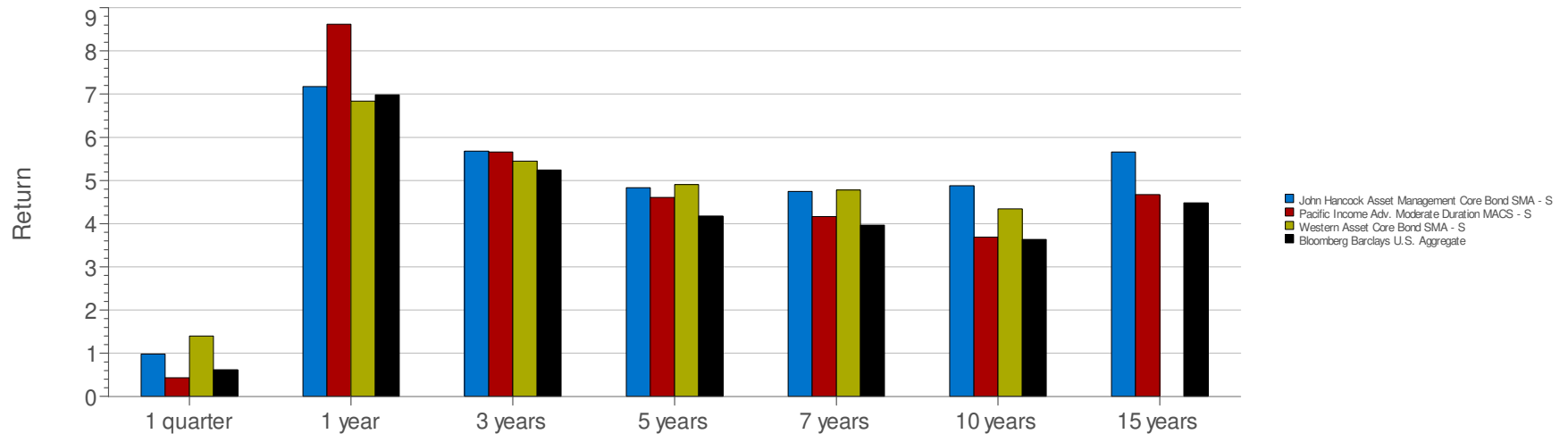
Core Fixed Income
Quantitative Analysis

Trailing Periods Return Analysis

Zephyr StyleADVISOR

Zephyr StyleADVISOR: MSSB - Tampa, FL

Manager vs Benchmark: Return
October 2005 - September 2020 (not annualized if less than 1 year)



Manager vs Benchmark: Return

October 2005 - September 2020 (not annualized if less than 1 year)

	1 quarter	1 year	3 years	5 years	7 years	10 years	15 years
John Hancock Asset Management Core Bond SMA - S	0.98%	7.17%	5.68%	4.83%	4.75%	4.88%	5.66%
Pacific Income Adv. Moderate Duration MACS - S	0.43%	8.61%	5.66%	4.60%	4.16%	3.69%	4.68%
Western Asset Core Bond SMA - S	1.40%	6.84%	5.45%	4.90%	4.78%	4.34%	N/A
Bloomberg Barclays U.S. Aggregate	0.62%	6.98%	5.24%	4.18%	3.97%	3.64%	4.48%

Calendar-Year Return Analysis

Calendar Year Return As of September 2020

	YTD	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
John Hancock Asset Management Core Bond SMA - S	6.97%	9.31%	0.40%	4.56%	3.63%	1.03%	7.05%	-0.10%	9.80%	6.53%	11.19%	20.56%	-6.01%	6.35%
Pacific Income Adv. Moderate Duration MACS - S	8.43%	8.90%	-0.49%	3.81%	3.89%	-0.89%	5.74%	-1.93%	4.45%	6.41%	6.08%	6.83%	7.05%	7.44%
Western Asset Core Bond SMA - S	6.27%	10.14%	-0.53%	5.02%	3.80%	1.47%	7.41%	-1.71%	5.93%	7.28%	9.16%	12.51%	1.99%	5.81%
Bloomberg Barclays U.S. Aggregate	6.79%	8.72%	0.01%	3.54%	2.65%	0.55%	5.97%	-2.02%	4.21%	7.84%	6.54%	5.93%	5.24%	6.97%

3-Year Rolling Periods Return Analysis

Manager vs Benchmark: Return

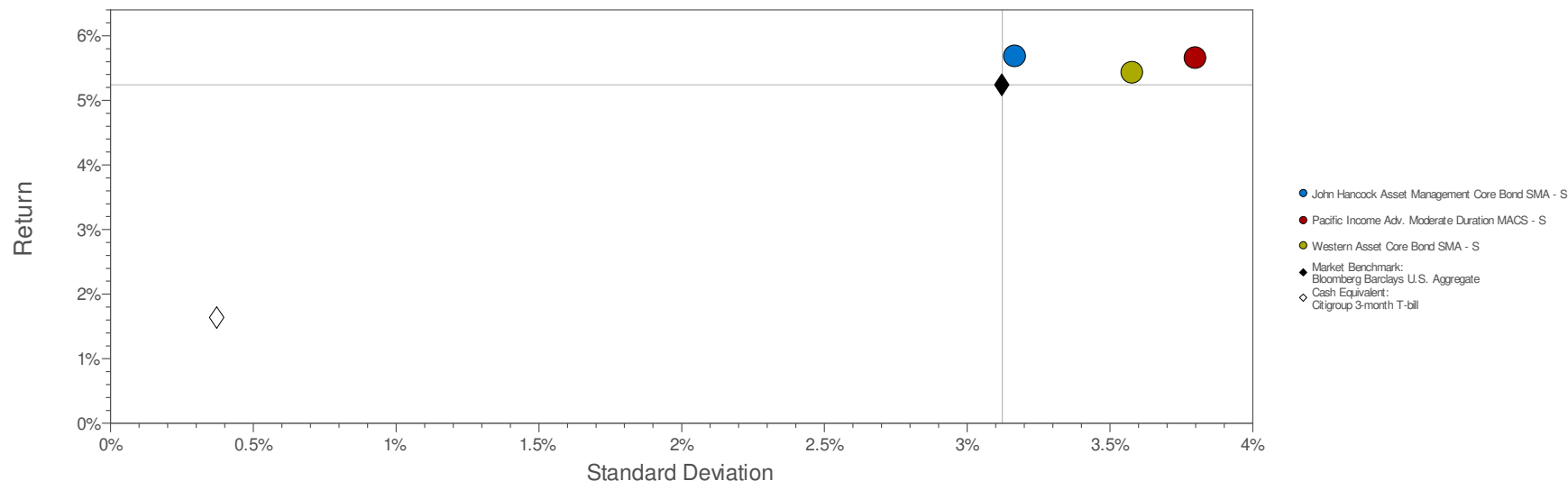
October 2009 - September 2020 (12-Quarter Moving Windows, Computed Quarterly)

	Sep 2020	Sep 2019	Sep 2018	Sep 2017	Sep 2016	Sep 2015	Sep 2014	Sep 2013	Sep 2012
John Hancock Asset Management Core Bond SMA - S	5.68	3.73	2.23	3.41	4.98	3.18%	5.46%	5.19%	9.59%
Pacific Income Adv. Moderate Duration MACS - S	5.66	2.97	1.55	2.52	3.91	1.56%	2.61%	2.59%	5.61%
Western Asset Core Bond SMA - S	5.45	3.60	2.44	3.85	5.29	2.47%	3.59%	3.32%	7.63%
Bloomberg Barclays U.S. Aggregate	5.24	2.92	1.31	2.71	4.03	1.71%	2.43%	2.86%	6.19%

Risk/Return Analysis – 3 Years

Risk / Return

October 2017 - September 2020 (Single Computation)



Return & Risk Analysis

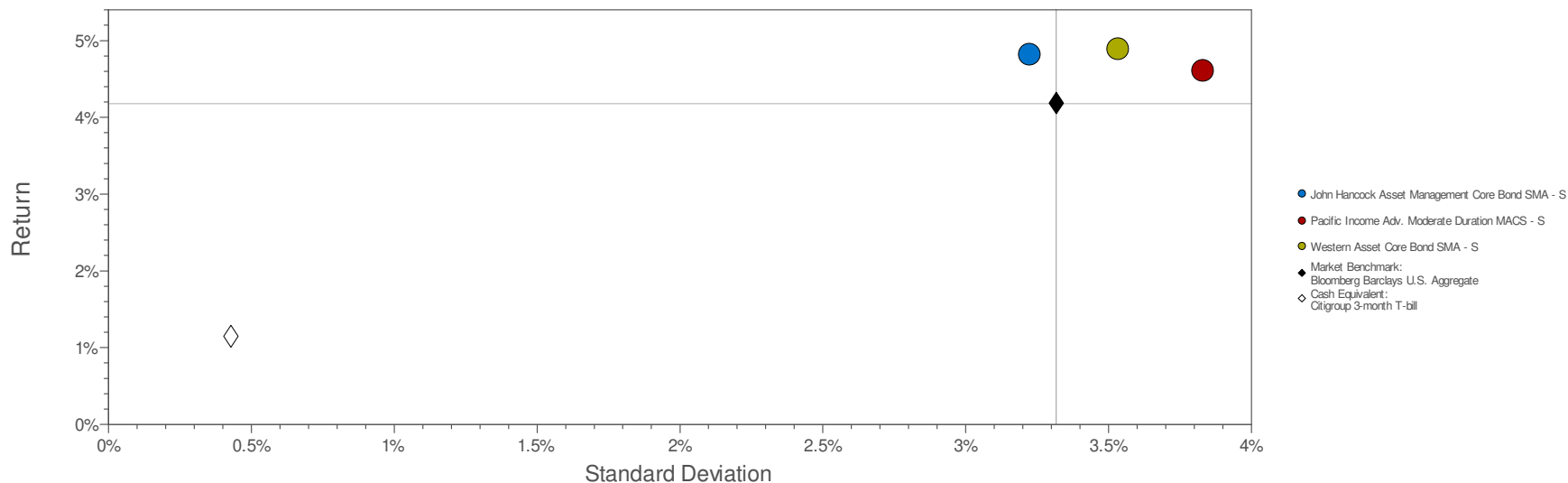
October 2017 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
John Hancock Asset Management Core Bond SMA - S	5.68%	0.44%	3.16%	0.94	-1.25%	104.76%	71.82%	0.73%	1.27	86.42%
Pacific Income Adv. Moderate Duration MACS - S	5.66%	0.42%	3.79%	1.15	-1.90%	109.09%	117.81%	-0.37%	1.06	90.13%
Western Asset Core Bond SMA - S	5.45%	0.20%	3.58%	0.90	-1.80%	104.68%	111.15%	0.73%	1.06	61.65%
Bloomberg Barclays U.S. Aggregate	5.24%	0.00%	3.12%	1.00	-1.62%	100.00%	100.00%	0.00%	1.15	100.00%

Risk/Return Analysis – 5 Years

Risk / Return

October 2015 - September 2020 (Single Computation)



Return & Risk Analysis

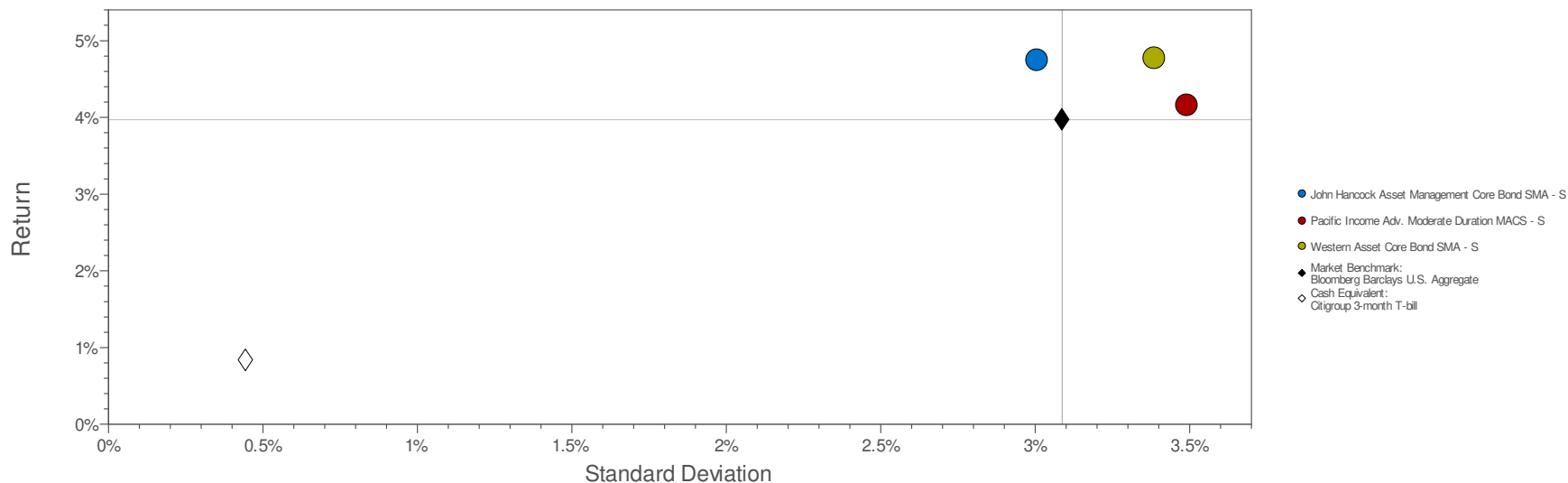
October 2015 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
John Hancock Asset Management Core Bond SMA - S	4.83%	0.65%	3.22%	0.93	-2.56%	108.64%	81.44%	0.94%	1.14	90.92%
Pacific Income Adv. Moderate Duration MACS - S	4.60%	0.43%	3.83%	1.12	-2.78%	111.06%	112.95%	-0.05%	0.90	93.35%
Western Asset Core Bond SMA - S	4.90%	0.73%	3.53%	0.93	-2.84%	111.46%	88.25%	1.01%	1.06	76.10%
Bloomberg Barclays U.S. Aggregate	4.18%	0.00%	3.32%	1.00	-2.98%	100.00%	100.00%	0.00%	0.91	100.00%

Risk/Return Analysis – 7 Years

Risk / Return

October 2013 - September 2020 (Single Computation)



Return & Risk Analysis

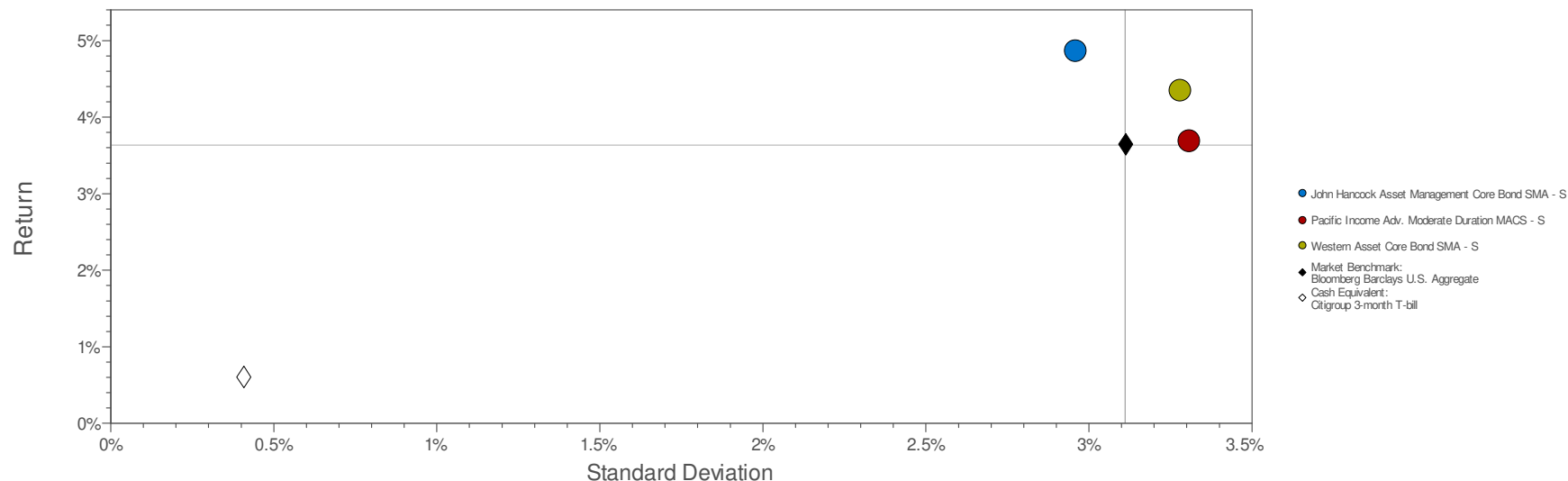
October 2013 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
John Hancock Asset Management Core Bond SMA - S	4.75%	0.78%	3.00%	0.93	-2.56%	109.94%	72.82%	1.04%	1.30	91.33%
Pacific Income Adv. Moderate Duration MACS - S	4.16%	0.19%	3.49%	1.09	-2.78%	105.04%	105.09%	-0.15%	0.95	92.53%
Western Asset Core Bond SMA - S	4.78%	0.81%	3.38%	0.98	-2.84%	114.82%	92.55%	0.87%	1.17	80.22%
Bloomberg Barclays U.S. Aggregate	3.97%	0.00%	3.09%	1.00	-2.98%	100.00%	100.00%	0.00%	1.02	100.00%

Risk/Return Analysis – 10 Years

Risk / Return

October 2010 - September 2020 (Single Computation)



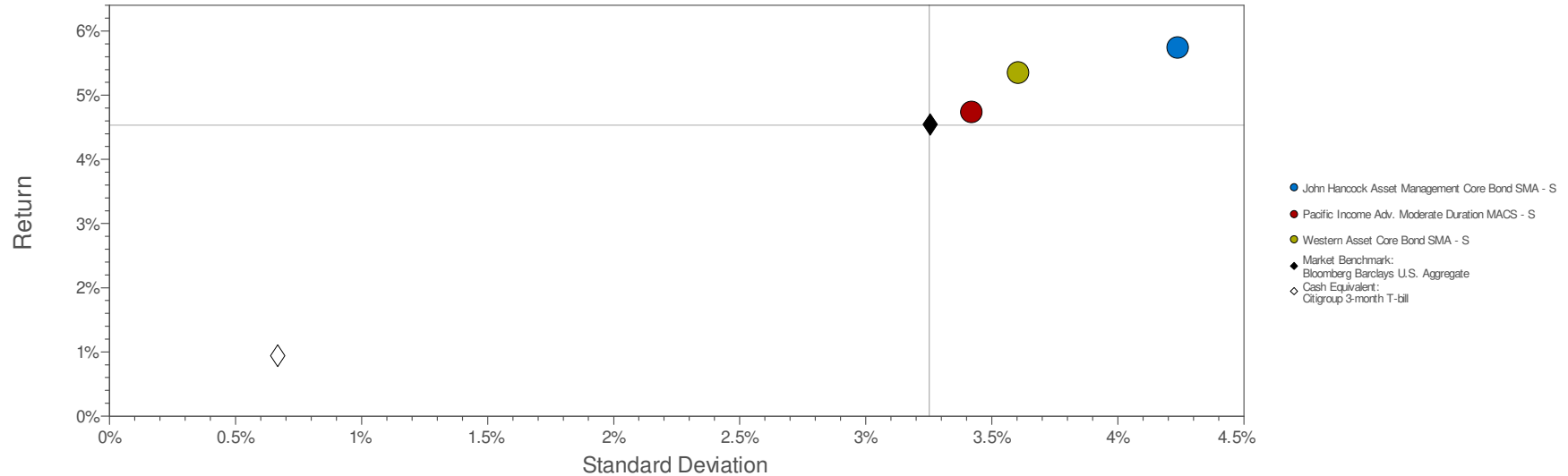
Return & Risk Analysis

October 2010 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
John Hancock Asset Management Core Bond SMA - S	4.88%	1.25%	2.96%	0.82	-2.59%	117.14%	61.33%	1.88%	1.44	73.94%
Pacific Income Adv. Moderate Duration MACS - S	3.69%	0.05%	3.31%	1.02	-2.78%	101.45%	101.29%	-0.02%	0.93	92.51%
Western Asset Core Bond SMA - S	4.34%	0.71%	3.28%	0.96	-2.84%	113.85%	94.98%	0.84%	1.14	83.01%
Bloomberg Barclays U.S. Aggregate	3.64%	0.00%	3.11%	1.00	-2.98%	100.00%	100.00%	0.00%	0.97	100.00%

Risk/Return Analysis – 13 ¾ Years

Risk / Return
January 2007 - September 2020 (Single Computation)



Return & Risk Analysis

January 2007 - September 2020: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
John Hancock Asset Management Core Bond SMA - S	5.74%	1.21%	4.24%	0.80	-6.71%	119.52%	85.07%	2.14%	1.14	37.27%
Pacific Income Adv. Moderate Duration MACS - S	4.73%	0.19%	3.42%	1.02	-2.78%	102.84%	95.99%	0.11%	1.11	93.73%
Western Asset Core Bond SMA - S	5.35%	0.82%	3.60%	0.99	-3.03%	117.12%	110.88%	0.85%	1.23	79.81%
Bloomberg Barclays U.S. Aggregate	4.53%	0.00%	3.25%	1.00	-2.98%	100.00%	100.00%	0.00%	1.11	100.00%

Important Notes About This Report

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS. ACTUAL INDIVIDUAL ACCOUNT RESULTS WILL DIFFER FROM THE PERFORMANCE SHOWN IN THIS REPORT.

INVESTMENT DECISIONS: Do not use this report as the sole basis for investment decisions. Do not select an allocation, investment disciplines or investment managers/funds based on performance alone. Consider, in addition to performance results, other relevant information about each investment manager or fund, as well as matters such as your investment objectives, risk tolerance and investment time horizon.

SOURCE OF PERFORMANCE INFORMATION FOR INVESTMENT MANAGERS AVAILABLE IN CONSULTING AND EVALUATION SERVICES OR SELECT UMA: Each investment manager included in this report that participates in one or more of the Consulting and Evaluation Services or Select UMA programs ("Programs") has a track record of investing assets in the relevant investment discipline. The investment manager's gross performance track record shown in this report consists of its gross performance in either the Morgan Stanley or the Smith Barney form of the Select UMA program (if that investment manager was in the Select UMA program) for periods for which sufficient data is available. If the strategy or similar strategies are available in both the Morgan Stanley and Smith Barney forms of the program, this profile presents the composite for the strategy that is closest to the strategy currently offered in the Select UMA program. If both strategies are equally close, the profile shows the longer of the two composites. For other periods, the gross performance track record is provided by the investment manager and consists of accounts managed by the investment manager in the same or a similar investment discipline, whether at Morgan Stanley or elsewhere (and may include institutional accounts, retail accounts and/or pooled investment vehicles such as mutual funds).

Important Notes About This Report (Cont'd)

There may be differences between the performance in the different forms of the Select UMA program, in different Programs, and between the performance in Programs and performance outside the Programs, due to, among other things, investment and operational differences. For example:

- Institutional accounts included in related performance may hold more securities than the Program accounts, participate in initial public offerings (IPOs) and invest directly in foreign securities (rather than in ADRs).
- Mutual funds included in related performance may hold more securities than the Program accounts, may participate in IPOs, may engage in options and futures transactions, and are subject to certain regulatory limitations.
- Performance results in Select UMA accounts could differ from that in Consulting and Evaluation Services accounts because Select UMA accounts may hold fewer securities, and have automatic rebalancing, wash sale loss and tax harvesting features.

You should read the investment manager profile accompanying this report for each investment manager. The investment manager profile gives further details on the sources of performance information for a particular investment manager, as well as other calculations of the manager's performance returns (such as performance net of fees and expenses).

SOURCE OF PERFORMANCE INFORMATION FOR GLOBAL INVESTMENT SOLUTION STRATEGIES: In the Global Investment Solutions program, dedicated portfolio managers employed by Morgan Stanley or third party subadvisors make day-to-day investment decisions for clients' accounts invested in various investment strategies. The track record shown in this report for Global Investment Solutions strategies consists of the portfolio management team's gross performance in that strategy in the Global Investment Solutions program (or a predecessor program).

SOURCE OF PERFORMANCE INFORMATION FOR OTHER INVESTMENT MANAGERS: For any investment managers shown in this report that are not available in the Consulting and Evaluation Services or Select UMA programs, the performance data is obtained from databases maintained by parties outside Morgan Stanley. This data has been included for your information, and has not been verified by Morgan Stanley in any way. See "Sources of Information" below. The gross performance shown in this report for these managers could differ materially from their gross performance in investment advisory programs offered by firms other than Morgan Stanley. If you have invested with any such manager through another firm, we recommend that you seek information from that firm on the manager's gross and net performance in its programs.

Important Notes About This Report (Cont'd)

SOURCE OF PERFORMANCE INFORMATION FOR FUNDS: For any fund shown in this report, the performance data is obtained from databases maintained by parties outside Morgan Stanley. This data has been included for your information, and has not been verified by Morgan Stanley in any way. See "Sources of Information" below.

BENCHMARK INDICES: Depending on the composition of your account and your investment objectives, the indices shown in this report may not be appropriate measures for comparison purposes and are therefore presented for illustration only. The indices used in this report may not be the same indices used for comparative purposes in the profile for each investment manager, mutual fund and/or ETF that accompanies this report. Indices are unmanaged. They do not reflect any management, custody, transaction or other expenses, and generally assume reinvestment of dividends, accrued income and capital gains. Performance of selected indices may be more or less volatile than that of any investment manager/fund shown in this report. Past performance of indices does not guarantee future results. You cannot invest directly in an index.

MANAGERS AND FUNDS APPROVED IN MORGAN STANLEY WEALTH MANAGEMENT PROGRAMS: Morgan Stanley Wealth Management approves certain managers and funds offered in its investment advisory programs:

- Morgan Stanley Wealth Management's Global Investment Manager Analysis ("GIMA") team approves managers and funds offered in Consulting and Evaluation Services and Select UMA.
- Managers and funds offered in Institutional Consulting Group and Graystone Consulting programs may be approved by GIMA, approved by Morgan Stanley Wealth Management using another process, or not approved by Morgan Stanley Wealth Management.
- Morgan Stanley Wealth Management does not approve managers in the Investment Management Services consulting program.
- Managers in the Global Investment Solutions (GIS) program are not evaluated by GIMA.

Important Notes About This Report (Cont'd)

If you invest in a manager or fund that is not approved by Morgan Stanley Wealth Management, you are responsible for selecting and/or retaining that manager or fund, and Morgan Stanley Wealth Management does not recommend or monitor that manager or fund. For more information on the approval process in any program, see the applicable ADV brochure, available at www.MorganStanley.com/ADV or from your Financial Advisor or Private Wealth Advisor. If you have any questions about whether or how Morgan Stanley Wealth Management has approved a manager or fund shown in this report, please ask our Financial Advisor or Private Wealth Advisor.

SHARE CLASSES OF FUNDS SHOWN IN THIS REPORT: The share class of a fund shown in this report may differ from the share class available in any Morgan Stanley Wealth Management investment advisory program in which you invest. The performance of the share class in which you invest may differ from that of the share class shown in this report.

REINVESTMENT: The performance results shown in this report assume that all dividends, accrued income and capital gains were reinvested.

SOURCES OF INFORMATION: Although the statements of fact in this report have been obtained from, and are based on, sources that Morgan Stanley believes to be reliable, Morgan Stanley makes no representation as to the accuracy or completeness of the information from sources outside Morgan Stanley. Any such information may be incomplete and you should not use it as the sole basis for investment decisions.

It is important to consider a fund's investment objectives, risks, charges and expenses carefully before investing. The prospectus contains this and other information about the fund. A copy of the prospectus may be obtained from your Financial Advisor or Private Wealth Advisor. Please read the prospectus carefully before investing in the fund.

Important Notes About This Report (Cont'd)

KEY ASSET CLASS RISK CONSIDERATIONS: Investing in securities entails risk including the risk of losing principal. There is no assurance that the investment disciplines and investment managers/funds selected will meet their intended objectives.

Commodities – Diversified: The commodities markets may fluctuate widely based on a variety of factors including changes in supply and demand relationships; governmental programs and policies; national and international political and economic events; war and terrorist events; changes in interest and exchange rates; trading activities in commodities and related contracts; pestilence; weather; technological change; and the price volatility of a commodity. In addition to commodity risk, commodity-linked notes may be subject to special risks, such as risk of loss of interest and principal, lack of a secondary market and risk of greater volatility that do not affect traditional equity and debt securities.

Commodities - Precious Metals: The prices of Commodities - Precious Metals tend to fluctuate widely and in an unpredictable manner, and have historically experienced extended periods of flat or declining prices. The prices of Commodities - Precious Metals are affected by several factors, including global supply and demand, investors' expectations with respect to the rate of inflation, currency exchange rates, interest rates, investment and trading activities of hedge funds and commodity funds, and global or regional political, economic or financial events and situations.

Fixed Income: Fixed income securities are subject to certain inherent risks such as credit risk, reinvestment risk, call risk, and interest rate risk. Fixed income securities are sensitive to changes in prevailing interest rates. When interest rates rise, the value of fixed income securities generally declines. Accordingly, managers or funds that invest in fixed income securities are subject to interest rate risk and portfolio values can decline in value as interest rates rise and an investor can lose principal.

High Yield Fixed Income: As well as being subject to risks relating to fixed income generally (see "Fixed Income"), high yield or "junk" bonds are considered speculative, have significantly higher credit and default risks (including loss of principal), and may be less liquid and more volatile than investment grade bonds. Clients should only invest in high yield strategies if this is consistent with their risk tolerance, and high yield investments should comprise only a limited part of a balanced portfolio.

Important Notes About This Report (Cont'd)

International/Emerging Market: International investing (including investing in particular countries or groups of countries) should be considered only one component of a complete and diversified investment program. Investing in foreign markets may entail greater risks than those normally associated with domestic markets, such as foreign political, currency, economic and market risks. In addition, the securities markets of many emerging markets are substantially smaller, less developed, less liquid and more volatile than the securities markets of the U.S. and other more developed countries. Further, a portfolio that focuses on a single country may be subject to higher volatility than one that is more diversified.

Preferred Securities: Preferred securities are generally subject to the same risks as apply to fixed income securities. (See "Fixed Income.") However, preferred securities (especially equity preferred securities) may rank below traditional forms of debt for the purposes of repayment in the event of bankruptcy. Many preferred securities are "callable" meaning that the issuer may retire the securities at specific prices and dates prior to maturity. If a preferred security is called, the investor bears the risk of reinvesting proceeds at a potentially lower return. Investors may not receive regular distributions on preferred securities. For example, dividends on equity preferred securities may only be declarable in the discretion of the issuer's board and may not be cumulative. Similarly, interest payments on certain debt preferred securities may be deferred by the issuer for periods of up to 10 years or more, in which case the investor would still have income tax liability even though payments would not have been received.

Real Estate: Real estate investments are subject to special risks, including interest rate and property value fluctuations as well as risks related to general and local conditions.

Small and Mid Cap: Investments in small-to medium-sized corporations are generally more vulnerable to financial risks and other risks than larger corporations and may involve a higher degree of price volatility than investments in the broad equity market.

Hedged and Alternatives Strategies: In most Consulting Group investment advisory program, alternative investments are limited to US registered open-end mutual funds, separate account strategies, and ETFs that seek to pursue alternative investment strategies or returns utilizing publicly traded securities. Investment products in this category may employ various investment strategies and techniques for both hedging and more speculative purposes such as short selling, leverage, derivatives, and options, which can increase volatility and the risk of investment loss. Alternative Investments are not suitable for all investors.

Important Notes About This Report (Cont'd)

Managed Futures: Involve a high degree of risk, often involve leveraging and other speculative investment practices that may increase the risk of investment loss, can be highly illiquid, are not required to provide periodic pricing or valuation information to investors, may involve complex tax structures and delays in distributing important tax information, are not subject to the same regulatory requirements as mutual funds, often charge high fees which may offset any trading profits, and in many cases the underlying investments are not transparent and are known only to the investment manager.

Master Limited Partnerships (MLPs) are limited partnerships or limited liability companies whose interests (limited partnership or limited liability company units) are generally traded on securities exchanges like shares of common stock. Investment in MLPs entails different risks, including tax risks, than is the case for other types of investments. Currently, most MLPs operate in the energy, natural resources or real estate sectors and are subject to the risks generally applicable to companies in those sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk. Depending on the ownership vehicle, MLP interests are subject to varying tax treatment.

ALPHA: Synonym of 'value added', linearly similar to the way beta is computed, alpha is the incremental return on a portfolio when the market is stationary. In other words, it is the extra expected return due to non-market factors. This risk-adjusted measurement takes into account both the performance of the market as a whole and the volatility of the portfolio. A positive alpha indicates that a portfolio has produced returns above the expected level at that level of risk, and vice versa for a negative alpha.

ANNUALIZED RETURN: The constant rate of return that, compounded annually, would yield the same overall return for a period of more than one year as the actual return observed for that period.

ANNUALIZED EXCESS RETURN: Excess return represents the difference between the manager's return and the return of a benchmark for that manager. Annualized excess return is calculated by taking the annualized return of the original series and forming the difference between the two. A positive annualized excess return implies that the manager outperformed the benchmark over the time period shown.

BEST AND WORST PERIOD RETURNS: The best period return for a time window is simply the maximum of the returns for that period inside this window. Similarly, the worst period return for a time window is the minimum of the returns for that period inside this window. To calculate the best one-year return for a return series, the program moves a one-year time window along the series and calculates the compound return for each of these windows. The best one-year return is the maximum of the returns thus found. Similarly, the worst one-year return is the minimum of the returns thus found. Therefore, best and worst one-year returns do not refer to calendar years.

BETA: The measure of a portfolio's risk in relation to the market (for example, the S&P 500) or to an alternative benchmark or factors. Roughly speaking, a portfolio with a beta of 1.5 will have moved, on average, 1.5 times the market return. According to asset pricing theory, beta represents the type of risk, systematic risk, which cannot be diversified away. When using beta, there are a number of issues that you need to be aware of: (1) betas may change through time; (2) betas may be different depending on the direction of the market (i.e. betas may be greater for down moves in the market rather than up moves); (3) the estimated beta will be biased if the portfolio does not frequently trade; and (4) the beta is not necessarily a complete measure of risk (you may need multiple betas). Also, note that the beta is a measure of co movement, not volatility. It is possible for a security to have a zero beta and higher volatility than the market.

CORRELATION: Statistical method to measure how closely related the variances of two series are. Assets that are highly correlated would be expected to react in similar ways to changing market conditions.

CUMULATIVE RETURN: The total return on an investment over a specified time period.

CUMULATIVE EXCESS RETURN: Excess return represents the difference between the manager's return and the return of a benchmark for that manager. Cumulative excess return is calculated by taking the cumulative return of the original series and forming the difference between the two. A positive cumulative excess return implies that the manager outperformed the benchmark over the time period shown.

DOWNSIDE CAPTURE RATIO: For each portfolio, this is calculated by (1) identifying the calendar quarters in which the portfolio's benchmark index had negative returns and then (2) for those quarters, dividing the portfolio's annualized net performance by the benchmark index's performance. For investors, the lower the downside capture ratio, the better. For example, a downside capture ratio of 90% means that the portfolio's losses were only 90% of the market's losses (as represented by the benchmark index).

DOWNSIDE DEVIATION: Similar to Standard Deviation, but Downside Deviation captures the range of expected returns only on the down side [when the returns fall below the minimum acceptable return (MAR)].

DRAWDOWN (MAXIMUM DRAWDOWN): The Maximum loss (compounded, not annualized) that the manager incurred during any sub-period of the time period shown.

DRAWDOWN BEGIN DATE: the first date of the sub-period used to calculate the maximum drawdown

DRAWDOWN END DATE: The last date of the sub period used to calculate the maximum drawdown

DRAWDOWN LENGTH: The number of periods (months or quarters depending on the periodicity of the data) the sub-period used to calculate the maximum drawdown

DRAWDOWN RECOVERY DATE: Date at which the compounded returns regain the peak level that was reached before the drawdown began

DRAWDOWN RECOVERY LENGTH: Number of periods it takes to reach the recovery level from maximum drawdown end date

EXCESS RETURN: The difference between the returns of two portfolios. Usually excess return is the difference between a portfolio's return and the return of a benchmark for that portfolio.

GAIN TO LOSS RATIO: Divides the average gain in an up period by the average loss in a down period. A higher Gain to Loss Ratio is more favorable.

HIGH WATER MARK: The High Water Mark represents the peak level of the manager's return, as represented by the peak of the cumulative return series.

HIGH WATER MARK DATE: The date which the High Water Mark was reached.

UNDER WATER LOSS: Loss incurred between the high water mark date and the end of the period analyzed

UNDER WATER LENGTH: Length of the time interval that begins with the high water mark and ends with the analysis period

TO HIGH WATER MARK: The percentage of gain that the manager/fund needs to regain the peak level of the cumulative return series

INFORMATION RATIO: Measures the active return of the manager divided by the manager's active risk. Active return is the annualized differences of the manager and the benchmark index, while active risk is measured by tracking error. The higher the information ratio, the better. An information ratio of 0 implies that a manager/fund (or benchmark index, if applicable) has provided a return that is equivalent to the risk of the benchmark return.

MAR: Stands for "Minimum Acceptable Return." This represents the lowest return possible that could be considered a successful result of the investment. In most cases, the MAR will either be defined as 0 (meaning no negative return) or as the return of a cash benchmark (meaning the investment had a higher return than simply keeping the investment amount in the relatively safe investment of money market funds). Please refer to the specific chart/statistic to see the specific MAR used in the illustration.

MANAGER STYLE (RETURNS BASED STYLE ANALYSIS): A measure for analyzing the style of a portfolio's returns when compared with the quarterly returns on a number of selected style indices (the "Style Basis"). These style indices represent distinct investment styles or asset classes such as large cap value, large cap growth, small cap growth, small cap value, government bonds, or cash equivalents asset classes. Style analysis uses a calculation procedure that finds the combination of selected indices that best tracks (i.e. that has the highest correlation to) a given manager's return series. This allows the advisor to capture an accurate picture of the investment style of the manager without viewing the underlying holdings.

OMEGA: A measure of volatility designed to capture the entire return distribution (useful for investments that do not have normal return distributions), the Omega is tied to a MAR (see above) and shows the ratio of the entire upside performance to the entire downside, with the MAR representing the dividing line between upside and downside. (e.g. If MAR = 0.00%, any positive return is captured in the upside and any negative return is captured in the downside).

PAIN INDEX: Represents the frequency, the depth, and the width of the manager/fund's drawdowns. The Pain Index captures the information for every period in which the manager/fund is negative. A higher Pain Index indicates that the manager/fund had a more negative result when considering not just the depth (lowest return) but also the frequency of negative returns (frequency) and the amount of time that the return remained negative (width).

PAIN RATIO: A risk/return ratio which uses the Pain Index as the measure of risk. The higher the Pain Ratio, the better the risk-adjusted return of the portfolio.

ROLLING WINDOW: Indicates that the chart or statistic was evaluated using periodic smaller windows of data on a rolling basis. As an example, a 20 Quarter Rolling Window (Annual Roll) over a 10 year period indicates that 5 year (20 quarter) periods of time were evaluated from the start date, moving forward one year at a time, for the duration of the 10 year period, resulting in 5 "windows". Evaluating data this way allows us to remove end point bias and determine a measure of consistency in performance.

R-SQUARED: Used to show how much of a portfolio's variability can be accounted for by the market. For example, if a portfolio's R-Squared is 0.79, then 79% of the portfolio's variability is due to market conditions. As R-Squared approaches 100%, the portfolio is more closely correlated with the market.

SHARPE RATIO: Developed by William F. Sharpe, this calculation measures a ratio of return to volatility. It is useful in comparing two portfolios or stocks in terms of risk-adjusted return. The higher the Sharpe Ratio, the better the risk-adjusted return of the portfolio. It is calculated by first subtracting the risk free rate (Citigroup 3-month T-bill) from the return of the portfolio, then dividing by the standard deviation of the portfolio. Using Sharpe ratios to compare and select among investment alternatives can be difficult because the measure of risk (standard deviation) penalizes portfolios for positive upside returns as much as the undesirable downside returns.

SINGLE COMPUTATION: For a single computation chart, StyleADVISOR calculates the information over the entire time period shown as a single data point. AS an example, in a chart showing 10 years of performance, a "Single Computation" would represent the statistic shown over the entire 10 year window.

STANDARD DEVIATION: A statistical measure of the degree to which the performance of a portfolio varies from its average performance during a specified period. The higher the standard deviation, the greater the volatility of the portfolio's performance returns relative to its average return. A portfolio's returns can be expected to fall within plus or minus one standard deviation, relative to its average return, two-thirds of the time, and fall within plus or minus two standard deviations relative to its average return, 95% of the time. For example, if a portfolio had a return of 5% and a standard deviation of 13% then, if future volatility of returns is similar to historical volatility (which may not be the case):

- About two-thirds of the time, the future returns could be expected to fall between -8% and 18% (being 5% +/- 13%)
- About 95% of the time, the future returns could be expected to fall between -21% and 31% (being 5% +/- 26%).

In performance measurement, it is generally assumed that a larger standard deviation means that great risk was taken to achieve the return.

STYLE BASIS: A set of indices that represent the broad asset category being utilized. The Style Basis is used in the equation that calculates the Manager Style (see definition). The "Manager Style" chart shows the specific benchmarks utilized in the Style Basis. The following Style Bases would be appropriate for the asset classes shown below:

- Domestic Equity: Russell Generic Corners; Russell 6 Way Style basis; S&P Pure Style Basis
- International Equity: MSCI Regional Style Basis; MSCI World Ex USA Style Basis; MSCI International Equity Style Basis; S&P Regional International Indexes, S&P International 4 Way Style Basis
- Global Equity: MSCI World Style Basis; MSCI World Regional Indexes; MSCI Global Equity Style Basis
- Fixed income: Citigroup Corporate Bond Indexes; BofA Merrill Lynch Fixed Income Indexes; Citigroup Govt Fixed Income Indexes; Global Bond Indexes

STYLE BENCHMARK: A unique benchmark calculated for each manager/fund based on the Returns Based Style Analysis described above. The "Asset Allocation" chart in Zephyr shows the specific weightings used for the Style Benchmark for each manager or fund.

TRACKING ERROR: A measurement that indicates the standard deviation of the difference between a selected market index and a portfolio's returns. The portfolio's returns are then compared to the index's returns to determine the amount of excess return, which produces a tracking error. A low tracking error indicates that the portfolio is tracking the selected index closely or has roughly the same returns as the index.

UPSIDE CAPTURE RATIO: For each portfolio, this is calculated by (1) identifying the calendar quarters in which the portfolio's benchmark index had positive returns and then (2) for those quarters, dividing the portfolio's annualized net performance by the benchmark index's performance. A percentage less than 100% indicates that the portfolio "captured" less performance than the benchmark index, while a percentage greater than 100% indicates the portfolio captured more performance than the benchmark index. For investors, the higher the upside capture ratio, the better. For example, if the annualized performance of an benchmark index during "up" markets (when its returns were zero or positive) is 20.8% and the portfolio's annualized performance during the same period is 16.8%, then the portfolio's upside capture ratio is $16.8\% / 20.8\% = 80.7\%$, meaning the portfolio "captured" 80.7% of the upside performance of the index. Stated another way, the portfolio in this example performed almost 20% worse than the market during up periods.

VARIANCE: A measure of how spread out a distribution is. It is computed as the average squared deviation of each number from its mean.