

# Printing Local 72 Pension Fund

Performance Review  
June 2020

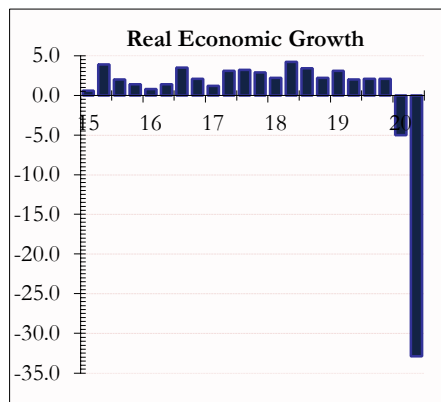


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## ECONOMIC ENVIRONMENT

### Stabilizing?

The first half of 2020 has been a tale of two markets. Q1 2020 was marked by unprecedented volatility as the coronavirus pandemic



spread globally. The quarter culminated in the fastest descent into a bear market in the history of the United States. The second quarter, however, turned out to be the best quarter for domestic equity markets in over 20 years. Aggressive fiscal stimulus, rapid Fed policy

action, vaccine and therapeutics optimism, and faster-than-expected rebounds in economic data contributed to strong performance.

While equity markets have rebounded sharply, with broad market indices hovering near all-time highs, the state of the economy remains varied. Advance estimates of Q2 2020 GDP from the U.S. Bureau of Economic Analysis decreased at an annual rate of 32.9%.

Several data points indicate that we may be on the path to a V-shaped recovery:

- The U.S. manufacturing ISM for June was strong, coming in at 52.6, up from 43.1 in May, and ahead of Wall Street estimates of 49.8. Figures over 50 represent expansion.
- The housing market has remained stunningly resilient.

- U.S. retail sales rose 17% month-over-month in May.
- Private-sector payrolls rose by 2.4 million in June according to the ADP National Employment Report and Moody's Analytics.

There are indications though that the headline data and substantial stimulus has masked the real underlying problems in the economy:

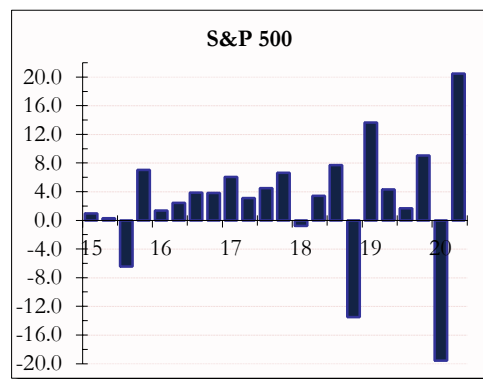
- Unemployment in the United States has been, and remains, in the double digits for three months straight. The economy lost approximately 13 million jobs throughout Q2.
- More than 180 companies in the S&P 500 have withdrawn their forecasts for 2020, according to FactSet. Only 49 companies have issued guidance for the second quarter, the lowest since 2006.
- Incomes in the United States have been supported, thus far, by stimulus checks and unusually generous unemployment benefits, which are due to expire at the end of July. If these payments are not maintained, there could be a significant reduction in household incomes in the second half of the year.
- In the U.S., the number of infections is rising again.

Full-year estimates for GDP are between -4% and -10%, according to Bloomberg.

## DOMESTIC EQUITIES

### Duck Market

Calm on the surface, but turbulent underneath, the United States equity markets rebounded sharply and outperformed all other



major equity markets. However, while on the surface, domestic equity markets seem to be pricing in a V-shaped economic recovery, sector and sub-sector performance tells a much more differentiated story.

For example, online retailers are up substantially on the year, while department stores are down sharply with some declaring outright bankruptcy. Many of the worst-performing sectors in the first quarter continued to lag in the Q2 rally, the exception being energy stocks. The energy sector, the single worst-performing industry in Q1, rebounded sharply as oil prices partially recovered.

Growth markets continue to outpace their value counterparts. Most of the growth performance advantage can be explained by comparing the performance of the technology sector to the financial industry, the dominant sectors in their respective benchmarks. The technology sector gained 31.3% in the second quarter, bringing its year-to-date return to 15.9%. In comparison, the financial sector gained only 16.3%, bringing its year-to-date return to -16.4%. The differential is 15.0% for the quarterly returns, and 32.3% year-to-date.

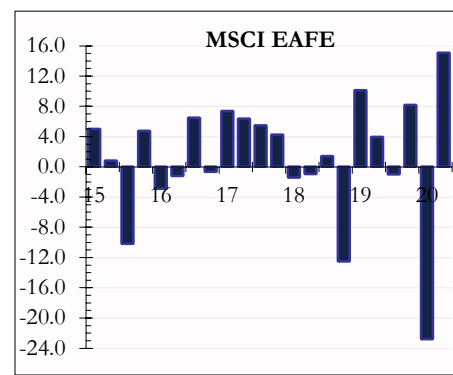
While the growth factor continues to outpace the struggling value factor, there was a slight change in another well-known factor: size. For the first time in close to three years, small capitalization companies outperformed their larger counterparts. Small-capitalization stocks, as measured by the Russell 2000, outperformed the Russell 1000 by 3.6%. This divergence was peculiar, given the indices differing technology, energy, and financial exposures.

The sectors that tend to be more income-focused and “risk-off” underperformed in Q2. U.S. REITs gained 9.6% as fears of delinquencies hindered them from keeping pace with the broad market. Utilities were the worst-performing sector in the quarter, with the largest companies holding up best. Large capitalization utilities were up 4% compared to their smaller peers who lost 0.5%.

## INTERNATIONAL EQUITIES

### Bounce Back

Developed international stocks, as measured by the MSCI EAFE, made substantial gains during the quarter (+15.2%). It was a solid

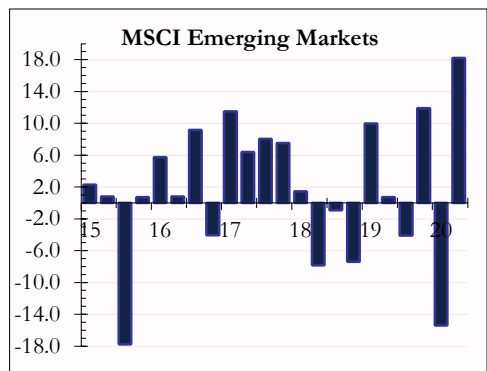


quarter for equities as central banks and governments provided enormous amounts of stimulus, and economies started to reopen. All but one country among those in the EAFE index saw positive returns over the quarter. The five most heavily weighted

countries in the index saw gains above 9%. Their combined weighting of 70% bolstered the total return.

The Eurozone did well as countries began to lift lockdown restrictions. Germany gained 27.4%, as the government announced a fresh stimulus of €130 billion to jumpstart the economy. This round will bring its total stimulus to €1.2 trillion in 2020, roughly equivalent to 35% of 2019 GDP.

Emerging Market equities gained 18.1% in Q2 2020 (as measured by the MSCI Emerging Markets index), 2.9% more than their more developed international peers. This was the index's most substantial quarterly return in over a decade.



The top five countries by weighting, which total 73% of the index, all gained more than 16% in the quarter.

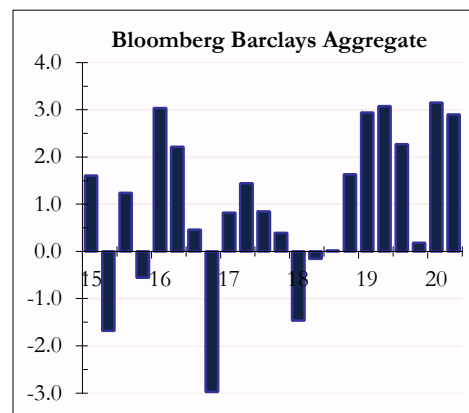
Exporter markets Thailand (+23.8%) and Taiwan (+21.4%) outperformed the general index on the hope of a recovery in global exports in the second half of the year.

## BOND MARKET

### Risk On

The broad U.S. fixed income market, as measured by the Bloomberg Barclays Aggregate, delivered positive returns in Q2, increasing 2.9%. Credit spreads tightened as government

programs started bearing fruit, and fundamental concerns were pushed aside. The sectors that were hardest hit in Q1 saw the



largest rebound. High yield securities gained 10.2%, as investors' appetite for yield assuaged fears of more delinquencies. The laggards for the quarter were the securities that tend to be the most risk-off, treasuries (+0.5%) and mortgage-backed securities (+0.7%).

Yields along the treasury curve stayed relatively range-bound in Q2. For 5-year notes, the yield decreased 8 basis points to 0.29%. While with the 30-year notes, yields increased by 6 basis points to 1.41%.

The global aggregate index was up 3.3% while emerging market debt surged 10.0%.

A decline of 22 basis points to 1.26% for Italian yields was a surprise in the international bond market. Italian bonds benefited from a coordinated effort by Eurozone countries to support member countries.

## CASH EQUIVALENTS

### Effectively Zero

The three-month T-Bill returned 0.03% for the second quarter. Return expectations are as low as they have ever been.

## Economic Statistics

|                         | Current Quarter | Previous Quarter |
|-------------------------|-----------------|------------------|
| GDP*                    | -32.9%          | -5.0%            |
| Unemployment            | 11.2%           | 4.4%             |
| CPI All Items Year/Year | 0.6%            | 1.5%             |
| Fed Funds Rate          | 0.25%           | 0.25%            |
| Industrial Capacity     | 68.6%           | 73.5%            |
| U.S. Dollars per Euro   | 1.12            | 1.10             |

## Major Index Returns

| Index            | Quarter | 12 Months |
|------------------|---------|-----------|
| Russell 3000     | 22.0%   | 6.5%      |
| S&P 500          | 20.5%   | 7.5%      |
| Russell Midcap   | 24.6%   | -2.3%     |
| Russell 2000     | 25.4%   | -6.7%     |
| MSCI EAFE        | 15.1%   | -4.7%     |
| MSCI Emg Markets | 18.2%   | -3.0%     |
| NCREIF ODCE      | -1.6%   | 3.8%      |
| U.S. Aggregate   | 2.9%    | 8.7%      |
| 90 Day T-bills   | 0.0%    | 1.2%      |

## Domestic Equity Return Distributions

| Quarter |      |      |      | Trailing Year |       |      |      |
|---------|------|------|------|---------------|-------|------|------|
|         | VAL  | COR  | GRO  |               | VAL   | COR  | GRO  |
| LC      | 14.3 | 21.8 | 27.8 | LC            | -8.9  | 7.5  | 23.3 |
| MC      | 19.9 | 24.6 | 30.3 | MC            | -11.8 | -2.3 | 11.9 |
| SC      | 18.9 | 25.4 | 30.6 | SC            | -17.5 | -6.7 | 3.4  |

## Market Summary

- Global Equity markets rebound sharply
- Growth continues to outpace value
- Small-cap outpaces Large-Cap
- Credit spreads tighten
- Estimates of Q2 GDP show a large contraction

## INVESTMENT RETURN

On June 30th, 2020, the Printing Local 72 Pension Fund's Manning & Napier portfolio was valued at \$11,042,226, representing an increase of \$623,881 from the March quarter's ending value of \$10,418,345. Last quarter, the Fund posted withdrawals totaling \$725,000, which offset the portfolio's net investment return of \$1,348,881. Income receipts totaling \$49,326 plus net realized and unrealized capital gains of \$1,299,555 combined to produce the portfolio's net investment return.

## RELATIVE PERFORMANCE

### Total Fund

For the second quarter, the Manning & Napier portfolio returned 12.8%, which was 0.4% above the 55% S&P 500 / 45% Aggregate Index's return of 12.4% and ranked in the 17th percentile of the Taft Hartley universe. Over the trailing year, the portfolio returned 12.9%, which was 4.2% above the benchmark's 8.7% return, ranking in the 1st percentile. Since June 2010, the portfolio returned 10.0% annualized and ranked in the 4th percentile. The 55% S&P 500 / 45% Aggregate Index returned an annualized 9.6% over the same period.

### Large Cap Equity

The large cap equity portion of the portfolio returned 20.0% last quarter; that return was 0.6% less than the Manning & Napier Equity Index's return of 20.6% and ranked in the 56th percentile of the Large Cap universe. Over the trailing twelve-month period, this component returned 16.6%, 12.9% above the benchmark's 3.7% performance, ranking in the 22nd percentile. Since June 2010, this component returned 14.8% on an annualized basis and ranked in the 30th percentile. The Manning & Napier Equity Index returned an annualized 11.7% during the same period.

## Fixed Income

During the second quarter, the fixed income component returned 4.3%, which was 1.4% greater than the Bloomberg Barclays Aggregate Index's return of 2.9% and ranked in the 51st percentile of the Core Fixed Income universe. Over the trailing year, the fixed income portfolio returned 8.3%, which was 0.4% less than the benchmark's 8.7% return, and ranked in the 80th percentile. Since June 2010, this component returned 3.7% per annum and ranked in the 99th percentile. The Bloomberg Barclays Aggregate Index returned an annualized 3.8% over the same time frame.

## ASSET ALLOCATION

At the end of the second quarter, large cap equities comprised 59.5% of the total portfolio (\$6.6 million), while the portfolio's fixed income component totaled 39.4% (\$4.3 million) and cash & equivalent comprised the remaining 1.1% (\$123,446).

## EQUITY ANALYSIS

Last quarter, the Manning & Napier Large Cap portfolio was allocated across ten of the eleven industry sectors shown in our analysis. Relative to the Russell 3000 index, the portfolio was overweight in the Communication Services, Consumer Discretionary, Consumer Staples, Energy, Materials, and Real Estate sectors. The Financials, Health Care, Industrials, and Information Technology sectors were underweight, while the Utilities sector was vacant.

The Manning & Napier stock portfolio underperformed the benchmark in eight sectors, including the overweight Consumer Discretionary, Consumer Staples, Energy, Materials, and Real Estate sectors. The Communication Services sector had impressive gains, along with a

heavy allocation, but that was not enough to counter the weakness seen in the other sectors. At the end of the quarter, the benchmark beat the portfolio by 0.6%.

## BOND ANALYSIS

At the end of the quarter, nearly 60% of the total bond portfolio was comprised of USG quality securities. Corporate securities, rated AAA through BBB made up the remainder, giving the portfolio an overall average quality rating of AAA-AA. The average maturity of the portfolio was 6.48 years, less than the Bloomberg Barclays Aggregate Index's 8.14-year maturity. The average coupon was 2.92%.

### RETURNS SINCE MARCH 31, 2007

|                                    |            |
|------------------------------------|------------|
| <b>Total Portfolio</b>             | <b>7.4</b> |
| <b>Total Portfolio (Net)</b>       | <b>6.7</b> |
| <i>55% S&amp;P / 45% Aggregate</i> | <i>6.9</i> |
| <b>Equity</b>                      | <b>9.8</b> |
| <i>Equity Index</i>                | <i>7.0</i> |
| <i>S&amp;P 500</i>                 | <i>8.3</i> |
| <b>Fixed Income</b>                | <b>5.1</b> |
| <i>Barclays Aggregate</i>          | <i>4.6</i> |

**ING LOCAL 72 PENSION FUND**  
**FISCAL YEARS ENDING FEB. 28/29**

|                                    | Fiscal Year | Fiscal Year | Fiscal Year  | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year  | Fiscal Year |
|------------------------------------|-------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|
|                                    | 2007        | 2008        | 2009         | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016         | 2017        |
| <b>Total Portfolio</b>             | <b>9.0</b>  | <b>0.5</b>  | <b>-27.2</b> | <b>40.3</b> | <b>16.8</b> | <b>3.9</b>  | <b>12.3</b> | <b>18.1</b> | <b>9.5</b>  | <b>-8.9</b>  | <b>15.0</b> |
| <b>Total Portfolio (Net)</b>       | <b>8.3</b>  | <b>-0.2</b> | <b>-27.9</b> | <b>39.6</b> | <b>16.1</b> | <b>3.2</b>  | <b>11.5</b> | <b>17.3</b> | <b>8.8</b>  | <b>-9.5</b>  | <b>14.3</b> |
| <i>55% S&amp;P / 45% Aggregate</i> | <i>9.1</i>  | <i>1.4</i>  | <i>-25.5</i> | <i>32.2</i> | <i>14.9</i> | <i>6.9</i>  | <i>8.8</i>  | <i>13.6</i> | <i>10.8</i> | <i>-2.6</i>  | <i>13.9</i> |
| <b>Equity</b>                      | <b>N/A</b>  | <b>-3.5</b> | <b>-39.3</b> | <b>63.6</b> | <b>24.6</b> | <b>2.9</b>  | <b>18.2</b> | <b>30.5</b> | <b>13.8</b> | <b>-15.7</b> | <b>23.9</b> |
| <i>75% R3000 / 25% ACWI exUS</i>   | <i>17.0</i> | <i>6.1</i>  | <i>-40.0</i> | <i>37.3</i> | <i>23.7</i> | <i>1.9</i>  | <i>12.1</i> | <i>23.2</i> | <i>10.9</i> | <i>-10.2</i> | <i>24.7</i> |
| <i>S&amp;P 500</i>                 | <i>12.0</i> | <i>-3.6</i> | <i>-43.3</i> | <i>53.5</i> | <i>22.6</i> | <i>5.1</i>  | <i>13.5</i> | <i>25.4</i> | <i>15.5</i> | <i>-6.2</i>  | <i>25.0</i> |
| <b>Fixed Income</b>                | <b>5.7</b>  | <b>11.6</b> | <b>7.0</b>   | <b>8.1</b>  | <b>5.8</b>  | <b>8.4</b>  | <b>3.6</b>  | <b>0.9</b>  | <b>2.7</b>  | <b>0.6</b>   | <b>2.0</b>  |
| <i>Barclays Aggregate</i>          | <i>5.4</i>  | <i>7.3</i>  | <i>2.1</i>   | <i>9.3</i>  | <i>5.0</i>  | <i>8.4</i>  | <i>3.1</i>  | <i>0.2</i>  | <i>5.0</i>  | <i>1.5</i>   | <i>1.4</i>  |
| <b>Market Value</b>                | 8,136,214   | 24,607,540  | 16,270,263   | 20,340,204  | 21,403,245  | 19,569,520  | 19,690,079  | 20,776,255  | 20,220,597  | 16,039,185   | 15,737,646  |

|                                    | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year  |
|------------------------------------|-------------|-------------|-------------|--------------|
|                                    | 2018        | 2019        | 2020        | To Date 2021 |
| <b>Total Portfolio</b>             | <b>10.0</b> | <b>3.5</b>  | <b>12.5</b> | <b>6.6</b>   |
| <b>Total Portfolio (Net)</b>       | <b>9.4</b>  | <b>2.7</b>  | <b>11.9</b> | <b>6.2</b>   |
| <i>55% S&amp;P / 45% Aggregate</i> | <i>9.4</i>  | <i>4.3</i>  | <i>10.1</i> | <i>4.5</i>   |
| <b>Equity</b>                      | <b>19.5</b> | <b>3.2</b>  | <b>14.9</b> | <b>9.7</b>   |
| <i>75% R3000 / 25% ACWI exUS</i>   | <i>17.7</i> | <i>2.23</i> | <i>5.1</i>  | <i>3.8</i>   |
| <i>S&amp;P 500</i>                 | <i>17.1</i> | <i>4.7</i>  | <i>8.2</i>  | <i>5.7</i>   |
| <b>Fixed Income</b>                | <b>-0.2</b> | <b>3.3</b>  | <b>10.4</b> | <b>2.6</b>   |
| <i>Barclays Aggregate</i>          | <i>0.5</i>  | <i>3.2</i>  | <i>11.7</i> | <i>2.3</i>   |
| <b>Market Value</b>                | 14,635,818  | 12,457,692  | 11,271,278  | 11,042,226   |

\*All returns are time-weighted percent.

\* Fiscal year returns represent performance from March 1st through the last day of February.

## EXECUTIVE SUMMARY

## PERFORMANCE SUMMARY

|                                 | Quarter | YTD   | 1 Year | 3 Year | 5 Year | 10 Year |
|---------------------------------|---------|-------|--------|--------|--------|---------|
| <b>Total Portfolio - Gross</b>  | 12.8    | 5.6   | 12.9   | 9.7    | 8.1    | 10.0    |
| <i>TAFT HARTLEY RANK</i>        | (17)    | ( 1)  | ( 1)   | ( 2)   | ( 2)   | ( 4)    |
| <b>Total Portfolio - Net</b>    | 12.6    | 5.0   | 11.9   | 8.9    | 7.4    | 9.3     |
| 55 S&P / 45 AGG                 | 12.4    | 1.5   | 8.7    | 8.7    | 8.1    | 9.6     |
| Shadow Index                    | 13.7    | 1.1   | 7.3    | 7.1    | 7.0    | 8.8     |
| <b>Large Cap Equity - Gross</b> | 20.0    | 4.9   | 16.6   | 13.9   | 11.4   | 14.8    |
| <i>LARGE CAP RANK</i>           | (56)    | (23)  | (22)   | (27)   | (31)   | (30)    |
| Equity Index                    | 20.6    | -5.3  | 3.7    | 7.9    | 8.2    | 11.7    |
| Russell 3000                    | 22.0    | -3.5  | 6.5    | 10.0   | 10.0   | 13.7    |
| ACWI Ex US                      | 16.3    | -10.8 | -4.4   | 1.6    | 2.7    | 5.5     |
| MSCI World                      | 19.5    | -5.5  | 3.4    | 7.3    | 7.5    | 10.6    |
| S&P 500                         | 20.5    | -3.1  | 7.5    | 10.7   | 10.7   | 14.0    |
| <b>Fixed Income - Gross</b>     | 4.3     | 6.0   | 8.3    | 5.0    | 3.8    | 3.7     |
| <i>CORE FIXED INCOME RANK</i>   | (51)    | (54)  | (80)   | (97)   | (99)   | (99)    |
| Aggregate Index                 | 2.9     | 6.1   | 8.7    | 5.3    | 4.3    | 3.8     |

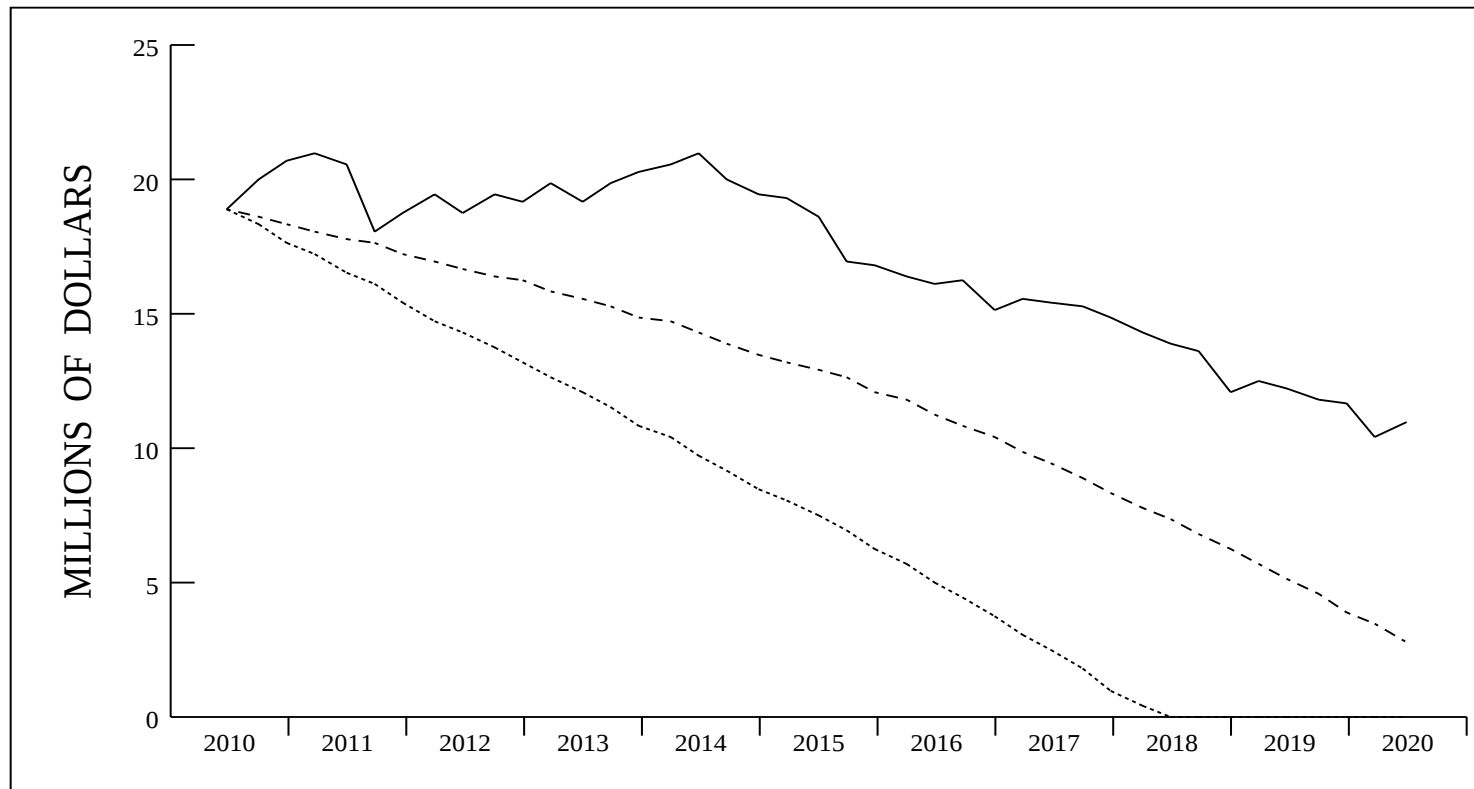
## ASSET ALLOCATION

|                        |               |                      |
|------------------------|---------------|----------------------|
| Large Cap Equity       | 59.5%         | \$ 6,572,655         |
| Fixed Income           | 39.4%         | 4,346,125            |
| Cash                   | 1.1%          | 123,446              |
| <b>Total Portfolio</b> | <b>100.0%</b> | <b>\$ 11,042,226</b> |

## INVESTMENT RETURN

|                        |               |
|------------------------|---------------|
| Market Value 3/2020    | \$ 10,418,345 |
| Contribs / Withdrawals | -725,000      |
| Income                 | 49,326        |
| Capital Gains / Losses | 1,299,555     |
| Market Value 6/2020    | \$ 11,042,226 |

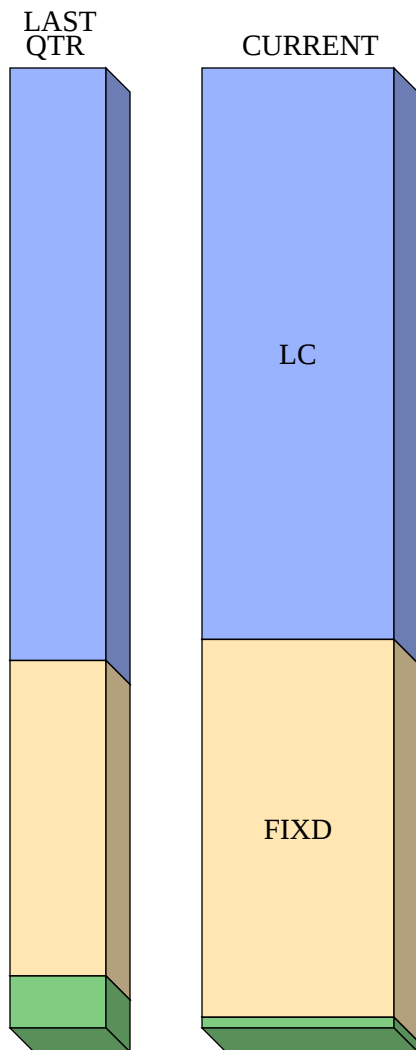
## INVESTMENT GROWTH



— ACTUAL RETURN  
 - - - 7.0%  
 . . . 0.0%

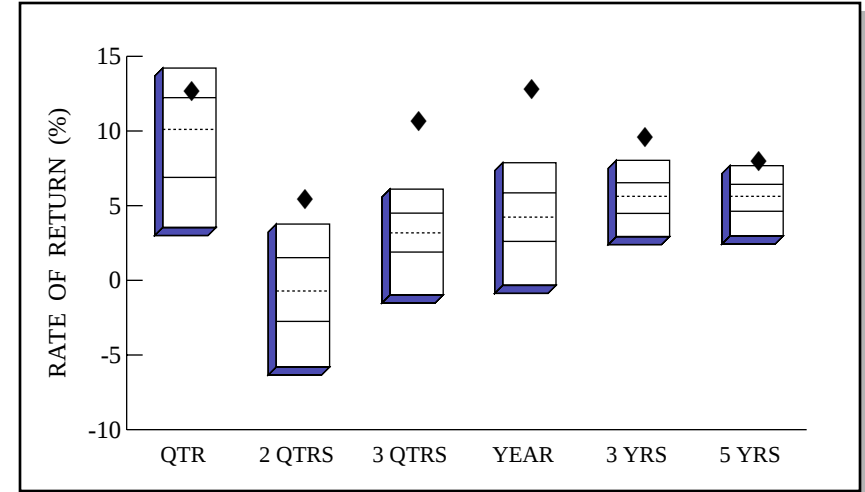
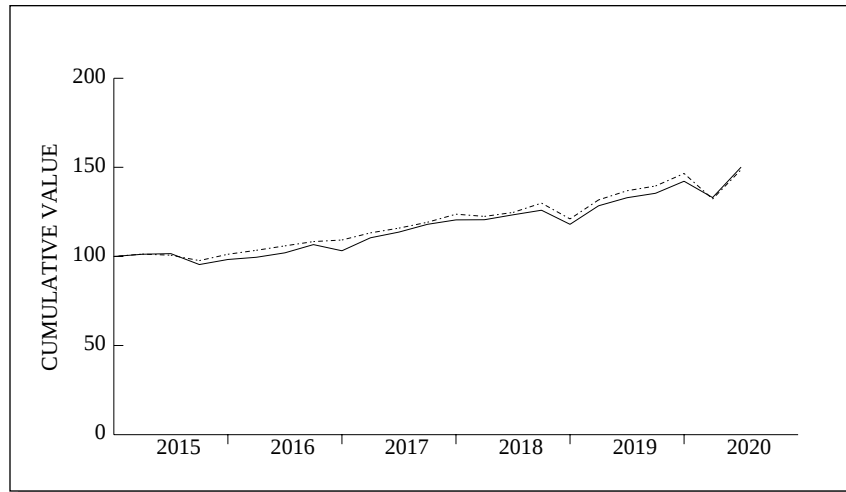
VALUE ASSUMING  
 7.0% RETURN    \$    2,806,806

|                        | LAST<br>QUARTER | PERIOD<br>6/10 - 6/20 |
|------------------------|-----------------|-----------------------|
| BEGINNING VALUE        | \$ 10,418,345   | \$ 18,892,785         |
| NET CONTRIBUTIONS      | -725,000        | - 24,338,385          |
| INVESTMENT RETURN      | 1,348,881       | 16,487,826            |
| ENDING VALUE           | \$ 11,042,226   | \$ 11,042,226         |
| INCOME                 | 49,326          | 3,549,632             |
| CAPITAL GAINS (LOSSES) | 1,299,555       | 12,938,194            |
| INVESTMENT RETURN      | 1,348,881       | 16,487,826            |

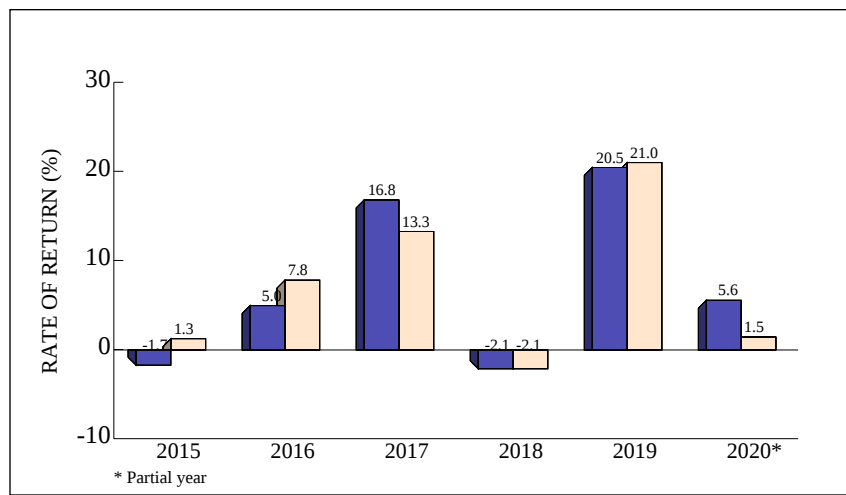
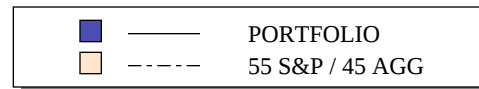


|                                                        | <u>VALUE</u>           | <u>PERCENT</u> | <u>TARGET</u> | DIFFERENCE<br><u>+ / -</u> |
|--------------------------------------------------------|------------------------|----------------|---------------|----------------------------|
| <span style="color: blue;">■</span> LARGE CAP EQUITY   | \$ 6, 572, 655         | 59.5%          | 55.0%         | 4.5%                       |
| <span style="color: orange;">■</span> FIXED INCOME     | 4, 346, 125            | 39.4%          | 45.0%         | -5.6%                      |
| <span style="color: green;">■</span> CASH & EQUIVALENT | 123, 446               | 1.1%           | 0.0%          | 1.1%                       |
| <u>TOTAL FUND</u>                                      | <u>\$ 11, 042, 226</u> | <u>100.0%</u>  |               |                            |

## TOTAL RETURN COMPARISONS



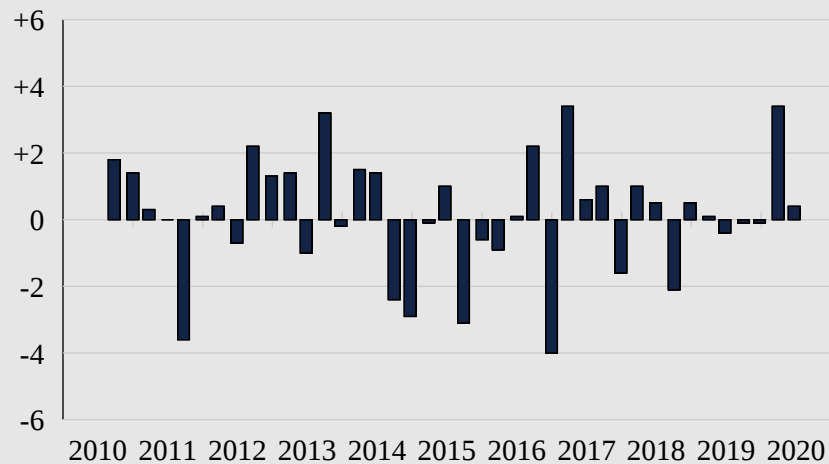
Taft Hartley Universe



\* Partial year

|                    | QTR         | 2 QTRS     | 3 QTRS     | YEAR       | -----ANNUALIZED----- |            |
|--------------------|-------------|------------|------------|------------|----------------------|------------|
|                    |             |            |            |            | 3 YRS                | 5 YRS      |
| RETURN             | 12.8        | 5.6        | 10.8       | 12.9       | 9.7                  | 8.1        |
| (RANK)             | (17)        | (1)        | (1)        | (1)        | (2)                  | (2)        |
| 5TH %ILE           | 14.2        | 3.8        | 6.1        | 7.9        | 8.0                  | 7.7        |
| 25TH %ILE          | 12.2        | 1.5        | 4.5        | 5.9        | 6.5                  | 6.4        |
| MEDIAN             | 10.1        | -0.7       | 3.2        | 4.2        | 5.6                  | 5.6        |
| 75TH %ILE          | 6.9         | -2.8       | 1.9        | 2.6        | 4.5                  | 4.6        |
| 95TH %ILE          | 3.5         | -5.8       | -1.0       | -0.3       | 2.9                  | 3.0        |
| <b>55/45 Index</b> | <b>12.4</b> | <b>1.5</b> | <b>6.5</b> | <b>8.7</b> | <b>8.7</b>           | <b>8.1</b> |

Taft Hartley Universe

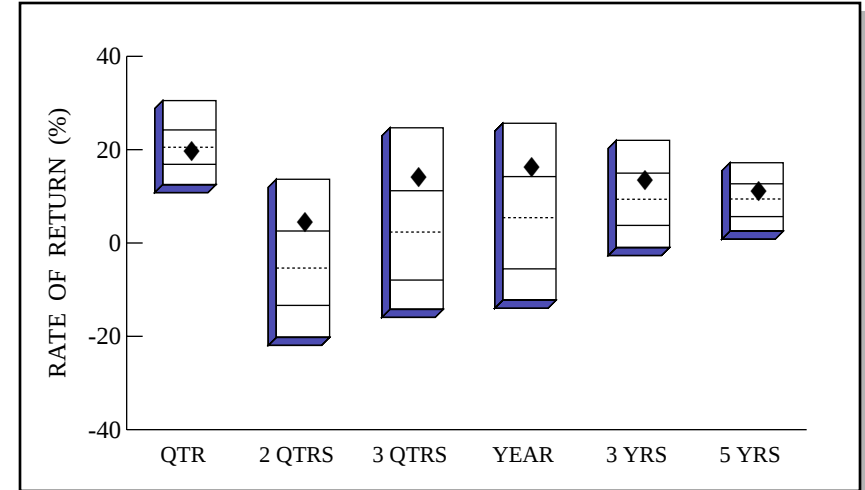
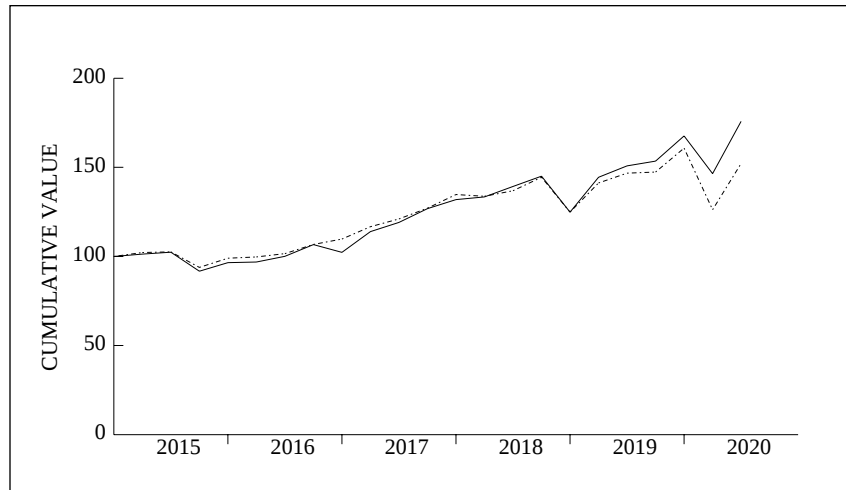
**TOTAL PORTFOLIO QUARTERLY PERFORMANCE SUMMARY****COMPARATIVE BENCHMARK: 55% S&P 500 / 45% AGGREGATE****VARIATION FROM BENCHMARK**

|                                           |             |
|-------------------------------------------|-------------|
| <b>Total Quarters Observed</b>            | <b>40</b>   |
| <b>Quarters At or Above the Benchmark</b> | <b>24</b>   |
| <b>Quarters Below the Benchmark</b>       | <b>16</b>   |
| <b>Batting Average</b>                    | <b>.600</b> |

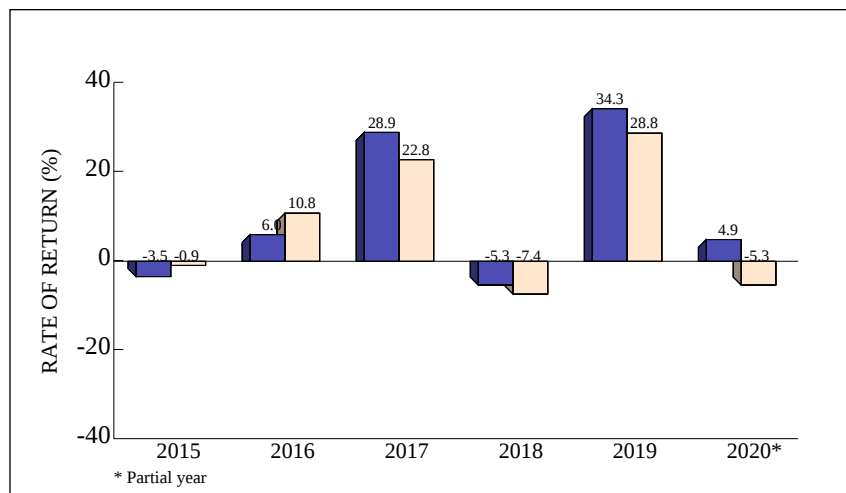
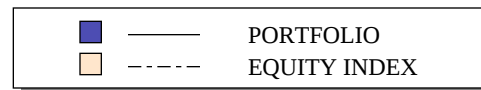
**RATES OF RETURN**

| Date  | Portfolio | Benchmark | Difference |
|-------|-----------|-----------|------------|
| 9/10  | 9.2       | 7.4       | 1.8        |
| 12/10 | 6.7       | 5.3       | 1.4        |
| 3/11  | 3.7       | 3.4       | 0.3        |
| 6/11  | 1.1       | 1.1       | 0.0        |
| 9/11  | -9.8      | -6.2      | -3.6       |
| 12/11 | 7.1       | 7.0       | 0.1        |
| 3/12  | 7.3       | 6.9       | 0.4        |
| 6/12  | -1.2      | -0.5      | -0.7       |
| 9/12  | 6.4       | 4.2       | 2.2        |
| 12/12 | 1.2       | -0.1      | 1.3        |
| 3/13  | 7.1       | 5.7       | 1.4        |
| 6/13  | -0.5      | 0.5       | -1.0       |
| 9/13  | 6.4       | 3.2       | 3.2        |
| 12/13 | 5.4       | 5.6       | -0.2       |
| 3/14  | 3.4       | 1.9       | 1.5        |
| 6/14  | 5.2       | 3.8       | 1.4        |
| 9/14  | -1.7      | 0.7       | -2.4       |
| 12/14 | 0.6       | 3.5       | -2.9       |
| 3/15  | 1.2       | 1.3       | -0.1       |
| 6/15  | 0.4       | -0.6      | 1.0        |
| 9/15  | -6.1      | -3.0      | -3.1       |
| 12/15 | 3.0       | 3.6       | -0.6       |
| 3/16  | 1.3       | 2.2       | -0.9       |
| 6/16  | 2.5       | 2.4       | 0.1        |
| 9/16  | 4.5       | 2.3       | 2.2        |
| 12/16 | -3.2      | 0.8       | -4.0       |
| 3/17  | 7.1       | 3.7       | 3.4        |
| 6/17  | 2.9       | 2.3       | 0.6        |
| 9/17  | 3.8       | 2.8       | 1.0        |
| 12/17 | 2.2       | 3.8       | -1.6       |
| 3/18  | 0.0       | -1.0      | 1.0        |
| 6/18  | 2.3       | 1.8       | 0.5        |
| 9/18  | 2.1       | 4.2       | -2.1       |
| 12/18 | -6.3      | -6.8      | 0.5        |
| 3/19  | 8.9       | 8.8       | 0.1        |
| 6/19  | 3.5       | 3.9       | -0.4       |
| 9/19  | 1.9       | 2.0       | -0.1       |
| 12/19 | 4.9       | 5.0       | -0.1       |
| 3/20  | -6.4      | -9.8      | 3.4        |
| 6/20  | 12.8      | 12.4      | 0.4        |

# LARGE CAP EQUITY RETURN COMPARISONS



Large Cap Universe



\* Partial year

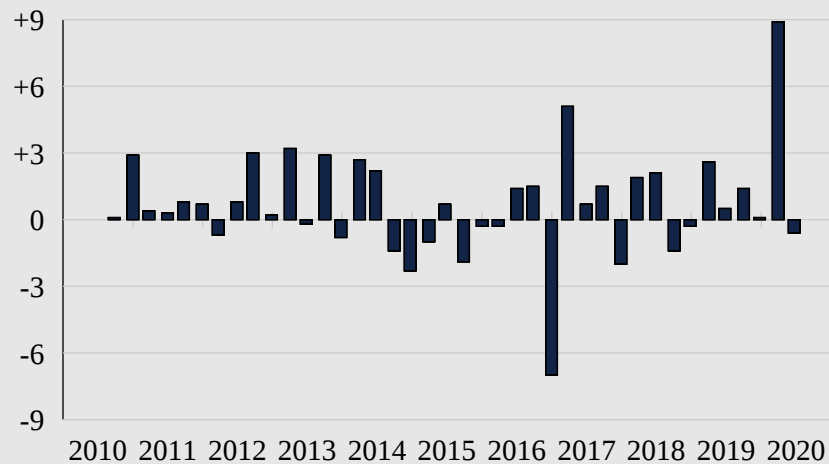
|                   | QTR         | 2 QTRS      | 3 QTRS     | YEAR       | -----ANNUALIZED----- | 3 YRS      | 5 YRS      |
|-------------------|-------------|-------------|------------|------------|----------------------|------------|------------|
| RETURN            | 20.0        | 4.9         | 14.5       | 16.6       |                      | 13.9       | 11.4       |
| (RANK)            | (56)        | (23)        | (23)       | (22)       |                      | (27)       | (31)       |
| 5TH %ILE          | 30.5        | 13.6        | 24.7       | 25.7       |                      | 22.0       | 17.2       |
| 25TH %ILE         | 24.2        | 2.6         | 11.2       | 14.2       |                      | 15.0       | 12.7       |
| MEDIAN            | 20.5        | -5.4        | 2.3        | 5.4        |                      | 9.4        | 9.4        |
| 75TH %ILE         | 16.8        | -13.4       | -8.0       | -5.5       |                      | 3.8        | 5.7        |
| 95TH %ILE         | 12.5        | -20.2       | -14.2      | -12.3      |                      | -1.0       | 2.5        |
| <b>Equity Idx</b> | <b>20.6</b> | <b>-5.3</b> | <b>3.3</b> | <b>3.7</b> |                      | <b>7.9</b> | <b>8.2</b> |

Large Cap Universe

## LARGE CAP EQUITY QUARTERLY PERFORMANCE SUMMARY

COMPARATIVE BENCHMARK: MANNING & NAPIER EQUITY INDEX

### VARIATION FROM BENCHMARK

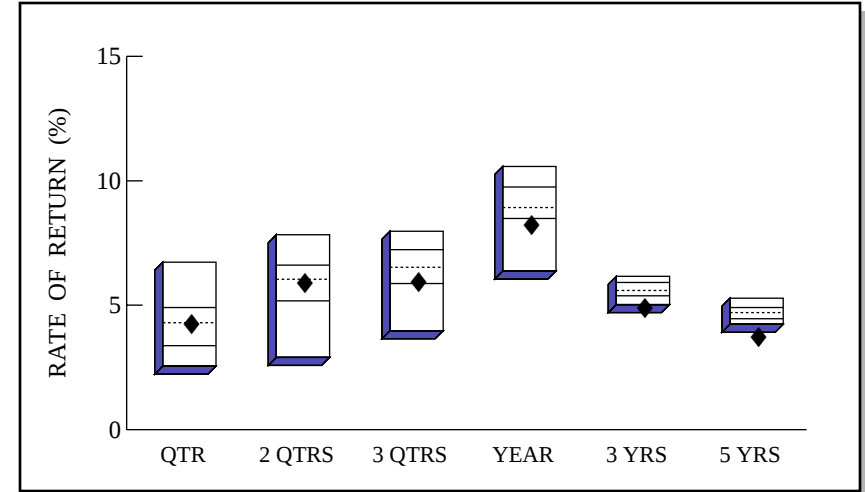
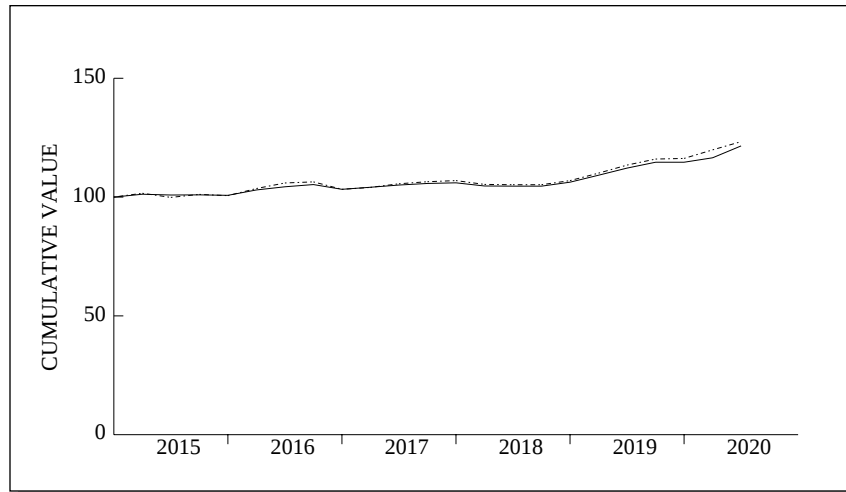


|                                           |             |
|-------------------------------------------|-------------|
| <b>Total Quarters Observed</b>            | <b>40</b>   |
| <b>Quarters At or Above the Benchmark</b> | <b>26</b>   |
| <b>Quarters Below the Benchmark</b>       | <b>14</b>   |
| <b>Batting Average</b>                    | <b>.650</b> |

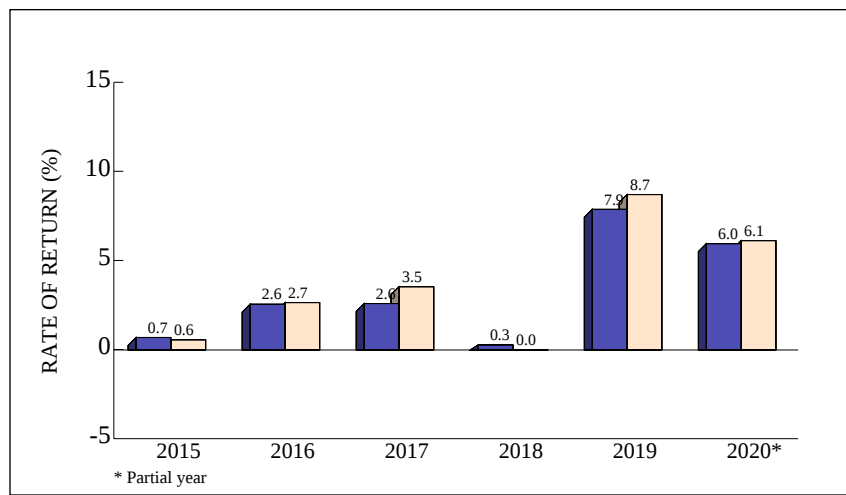
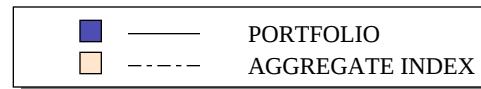
### RATES OF RETURN

| Date  | Portfolio | Benchmark | Difference |
|-------|-----------|-----------|------------|
| 9/10  | 12.9      | 12.8      | 0.1        |
| 12/10 | 13.4      | 10.5      | 2.9        |
| 3/11  | 6.0       | 5.6       | 0.4        |
| 6/11  | 0.4       | 0.1       | 0.3        |
| 9/11  | -15.6     | -16.4     | 0.8        |
| 12/11 | 10.7      | 10.0      | 0.7        |
| 3/12  | 11.8      | 12.5      | -0.7       |
| 6/12  | -3.4      | -4.2      | 0.8        |
| 9/12  | 9.6       | 6.6       | 3.0        |
| 12/12 | 1.8       | 1.6       | 0.2        |
| 3/13  | 12.3      | 9.1       | 3.2        |
| 6/13  | 1.1       | 1.3       | -0.2       |
| 9/13  | 10.2      | 7.3       | 2.9        |
| 12/13 | 8.0       | 8.8       | -0.8       |
| 3/14  | 4.3       | 1.6       | 2.7        |
| 6/14  | 7.2       | 5.0       | 2.2        |
| 9/14  | -2.7      | -1.3      | -1.4       |
| 12/14 | 0.6       | 2.9       | -2.3       |
| 3/15  | 1.3       | 2.3       | -1.0       |
| 6/15  | 1.0       | 0.3       | 0.7        |
| 9/15  | -10.4     | -8.5      | -1.9       |
| 12/15 | 5.2       | 5.5       | -0.3       |
| 3/16  | 0.4       | 0.7       | -0.3       |
| 6/16  | 3.3       | 1.9       | 1.4        |
| 9/16  | 6.5       | 5.0       | 1.5        |
| 12/16 | -4.1      | 2.9       | -7.0       |
| 3/17  | 11.4      | 6.3       | 5.1        |
| 6/17  | 4.5       | 3.8       | 0.7        |
| 9/17  | 6.5       | 5.0       | 1.5        |
| 12/17 | 4.0       | 6.0       | -2.0       |
| 3/18  | 1.1       | -0.8      | 1.9        |
| 6/18  | 4.4       | 2.3       | 2.1        |
| 9/18  | 4.1       | 5.5       | -1.4       |
| 12/18 | -13.9     | -13.6     | -0.3       |
| 3/19  | 15.7      | 13.1      | 2.6        |
| 6/19  | 4.4       | 3.9       | 0.5        |
| 9/19  | 1.8       | 0.4       | 1.4        |
| 12/19 | 9.2       | 9.1       | 0.1        |
| 3/20  | -12.6     | -21.5     | 8.9        |
| 6/20  | 20.0      | 20.6      | -0.6       |

# FIXED INCOME RETURN COMPARISONS



Core Fixed Income Universe



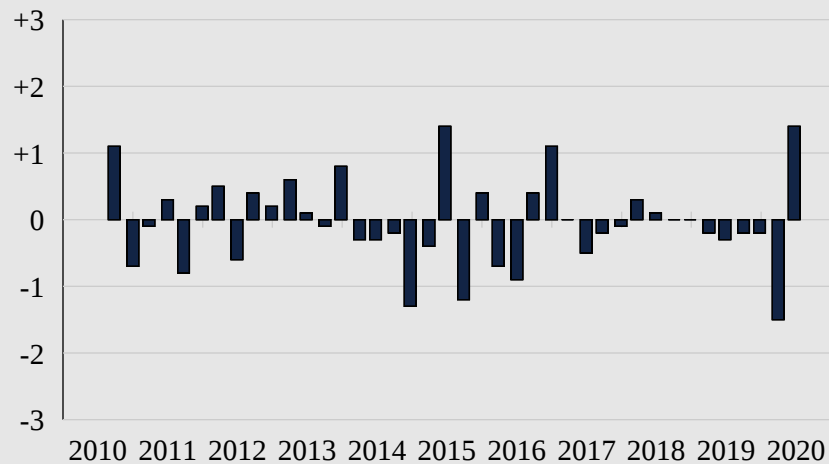
|            | QTR        | 2 QTRS     | 3 QTRS     | YEAR       | -----ANNUALIZED-----<br>3 YRS | 5 YRS      |
|------------|------------|------------|------------|------------|-------------------------------|------------|
| RETURN     | 4.3        | 6.0        | 6.0        | 8.3        | 5.0                           | 3.8        |
| (RANK)     | (51)       | (54)       | (73)       | (80)       | (97)                          | (99)       |
| 5TH %ILE   | 6.7        | 7.8        | 8.0        | 10.6       | 6.2                           | 5.3        |
| 25TH %ILE  | 4.9        | 6.6        | 7.2        | 9.8        | 5.9                           | 4.9        |
| MEDIAN     | 4.3        | 6.0        | 6.5        | 8.9        | 5.6                           | 4.7        |
| 75TH %ILE  | 3.4        | 5.2        | 5.9        | 8.5        | 5.4                           | 4.5        |
| 95TH %ILE  | 2.6        | 2.9        | 4.0        | 6.4        | 5.0                           | 4.2        |
| <b>Agg</b> | <b>2.9</b> | <b>6.1</b> | <b>6.3</b> | <b>8.7</b> | <b>5.3</b>                    | <b>4.3</b> |

Core Fixed Income Universe

## FIXED INCOME QUARTERLY PERFORMANCE SUMMARY

### COMPARATIVE BENCHMARK: BLOOMBERG BARCLAYS AGGREGATE INDEX

#### VARIATION FROM BENCHMARK

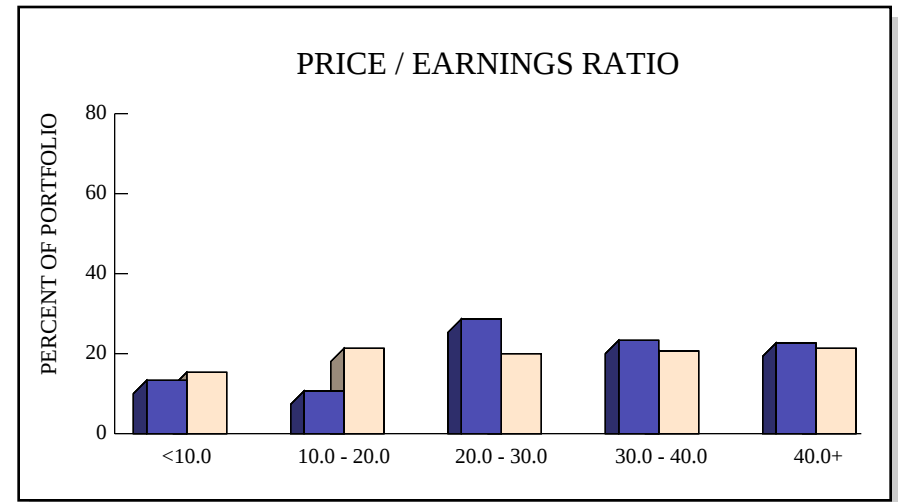
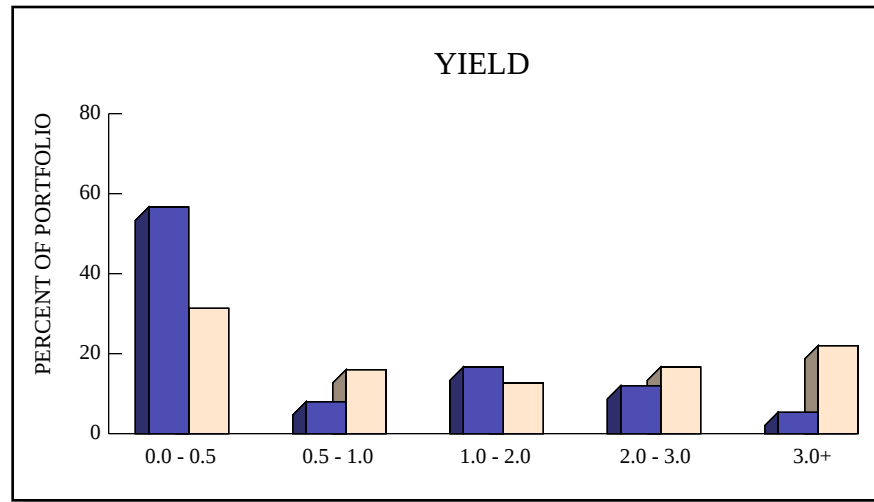


|                                           |             |
|-------------------------------------------|-------------|
| <b>Total Quarters Observed</b>            | <b>40</b>   |
| <b>Quarters At or Above the Benchmark</b> | <b>19</b>   |
| <b>Quarters Below the Benchmark</b>       | <b>21</b>   |
| <b>Batting Average</b>                    | <b>.475</b> |

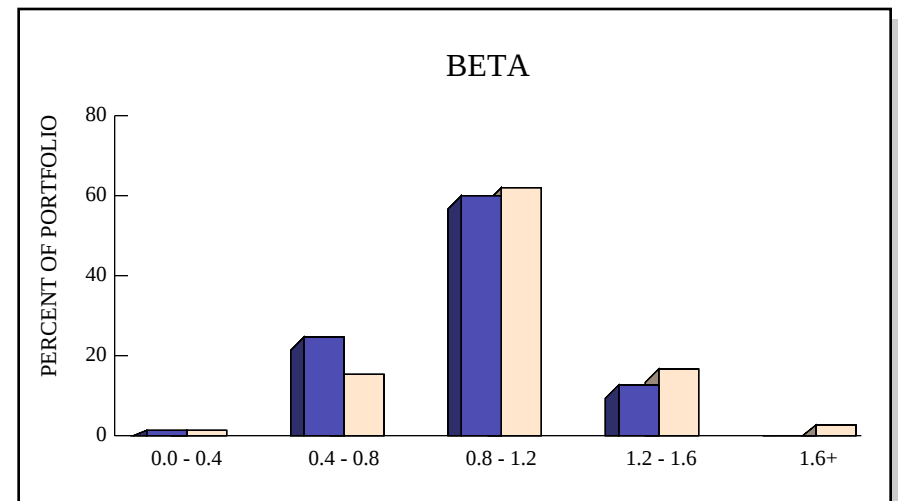
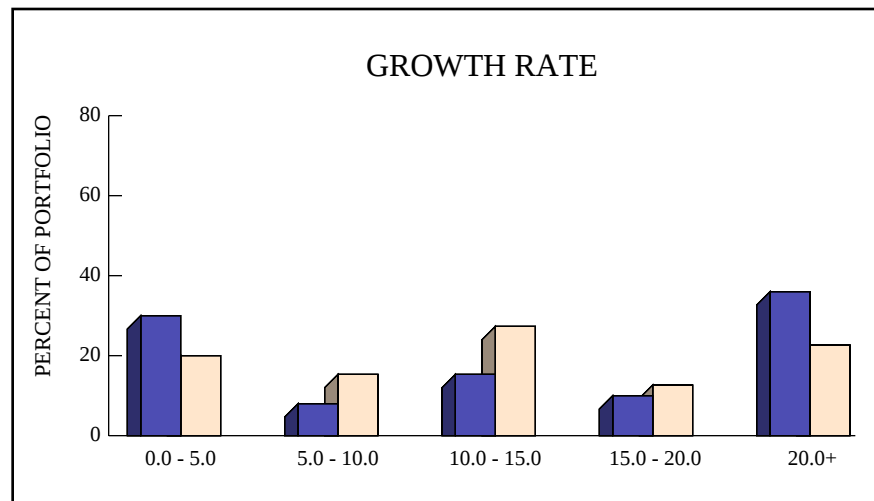
#### RATES OF RETURN

| Date  | Portfolio | Benchmark | Difference |
|-------|-----------|-----------|------------|
| 9/10  | 3.6       | 2.5       | 1.1        |
| 12/10 | -2.0      | -1.3      | -0.7       |
| 3/11  | 0.3       | 0.4       | -0.1       |
| 6/11  | 2.6       | 2.3       | 0.3        |
| 9/11  | 3.0       | 3.8       | -0.8       |
| 12/11 | 1.3       | 1.1       | 0.2        |
| 3/12  | 0.8       | 0.3       | 0.5        |
| 6/12  | 1.5       | 2.1       | -0.6       |
| 9/12  | 2.0       | 1.6       | 0.4        |
| 12/12 | 0.4       | 0.2       | 0.2        |
| 3/13  | 0.5       | -0.1      | 0.6        |
| 6/13  | -2.2      | -2.3      | 0.1        |
| 9/13  | 0.5       | 0.6       | -0.1       |
| 12/13 | 0.7       | -0.1      | 0.8        |
| 3/14  | 1.5       | 1.8       | -0.3       |
| 6/14  | 1.7       | 2.0       | -0.3       |
| 9/14  | 0.0       | 0.2       | -0.2       |
| 12/14 | 0.5       | 1.8       | -1.3       |
| 3/15  | 1.2       | 1.6       | -0.4       |
| 6/15  | -0.3      | -1.7      | 1.4        |
| 9/15  | 0.0       | 1.2       | -1.2       |
| 12/15 | -0.2      | -0.6      | 0.4        |
| 3/16  | 2.3       | 3.0       | -0.7       |
| 6/16  | 1.3       | 2.2       | -0.9       |
| 9/16  | 0.9       | 0.5       | 0.4        |
| 12/16 | -1.9      | -3.0      | 1.1        |
| 3/17  | 0.8       | 0.8       | 0.0        |
| 6/17  | 0.9       | 1.4       | -0.5       |
| 9/17  | 0.6       | 0.8       | -0.2       |
| 12/17 | 0.3       | 0.4       | -0.1       |
| 3/18  | -1.2      | -1.5      | 0.3        |
| 6/18  | -0.1      | -0.2      | 0.1        |
| 9/18  | 0.0       | 0.0       | 0.0        |
| 12/18 | 1.6       | 1.6       | 0.0        |
| 3/19  | 2.7       | 2.9       | -0.2       |
| 6/19  | 2.8       | 3.1       | -0.3       |
| 9/19  | 2.1       | 2.3       | -0.2       |
| 12/19 | 0.0       | 0.2       | -0.2       |
| 3/20  | 1.6       | 3.1       | -1.5       |
| 6/20  | 4.3       | 2.9       | 1.4        |

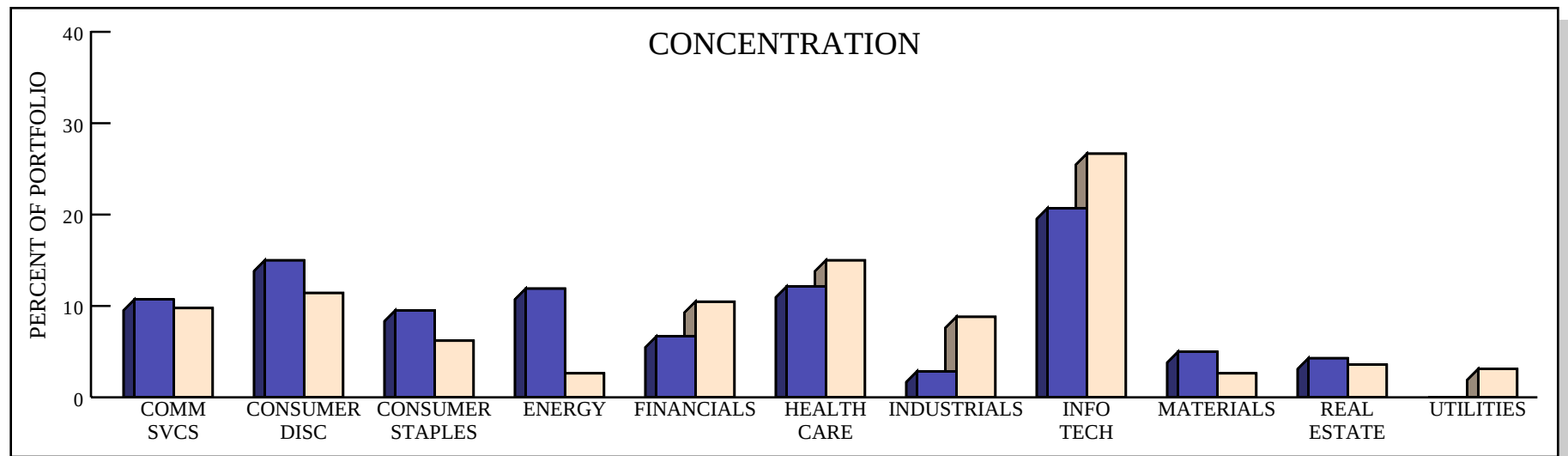
# STOCK CHARACTERISTICS



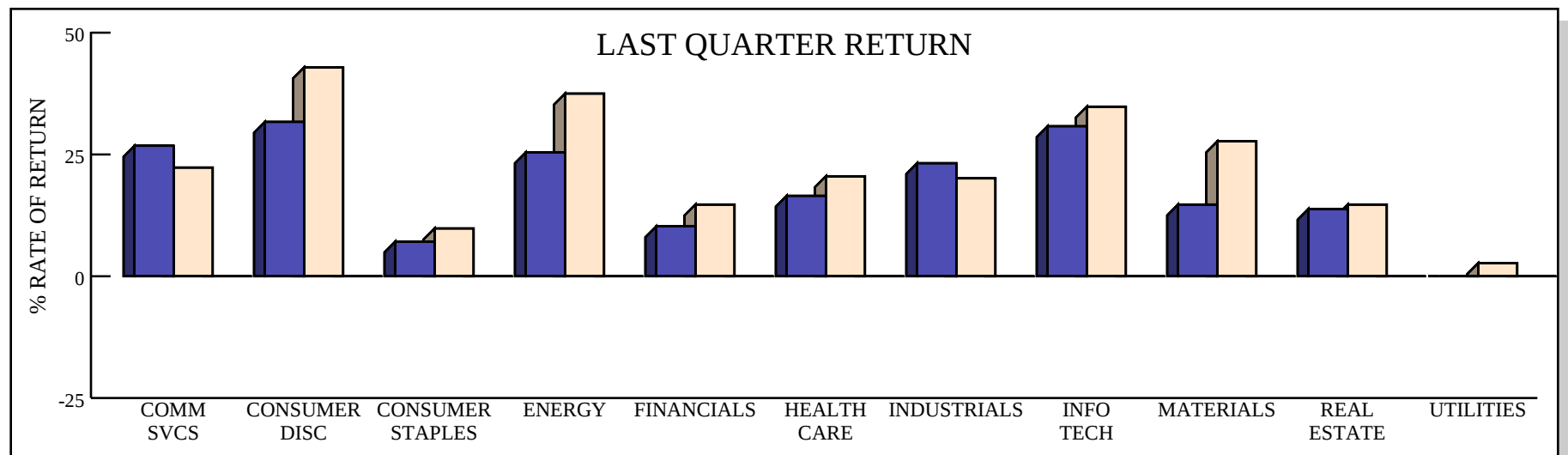
|              | # HOLDINGS | YIELD | GROWTH | P/E  | BETA |
|--------------|------------|-------|--------|------|------|
| PORTFOLIO    | 62         | 0.9%  | 15.1%  | 43.5 | 0.94 |
| RUSSELL 3000 | 3,009      | 2.0%  | 14.9%  | 38.0 | 1.01 |



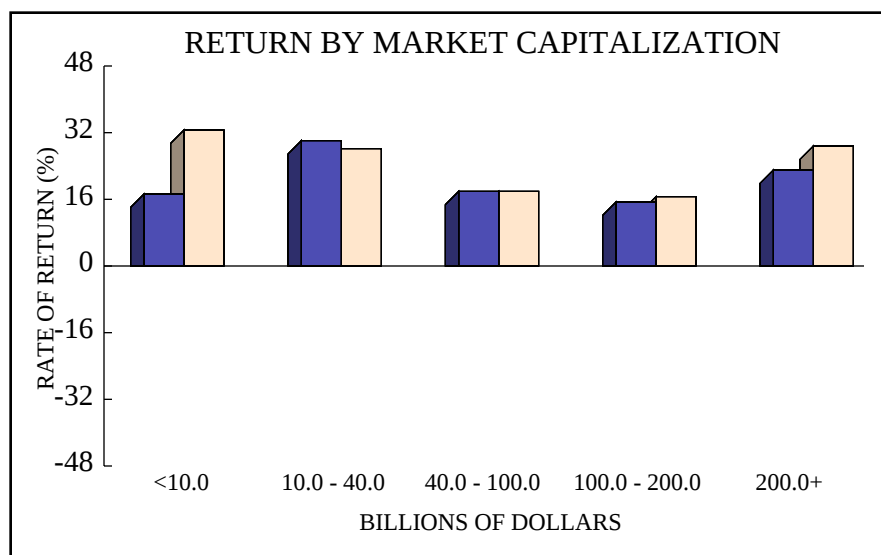
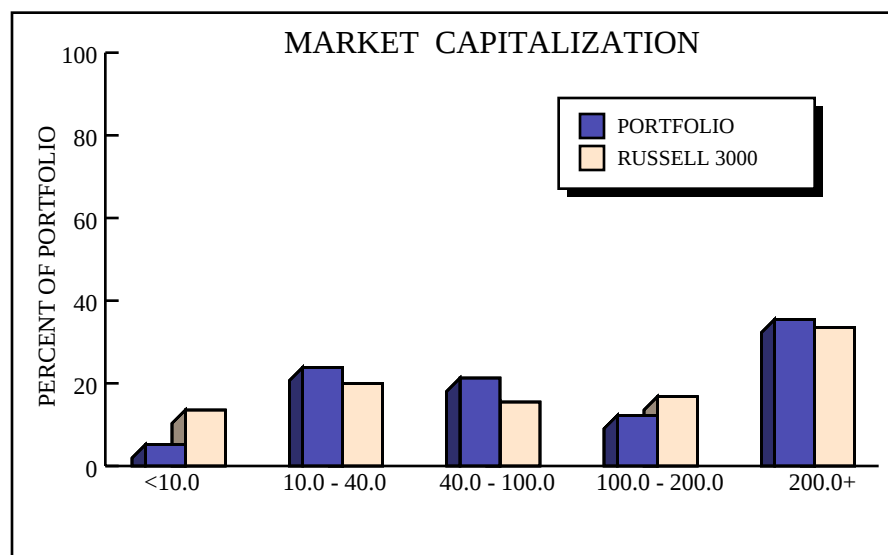
# STOCK INDUSTRY ANALYSIS



■ PORTFOLIO      ■ RUSSELL 3000

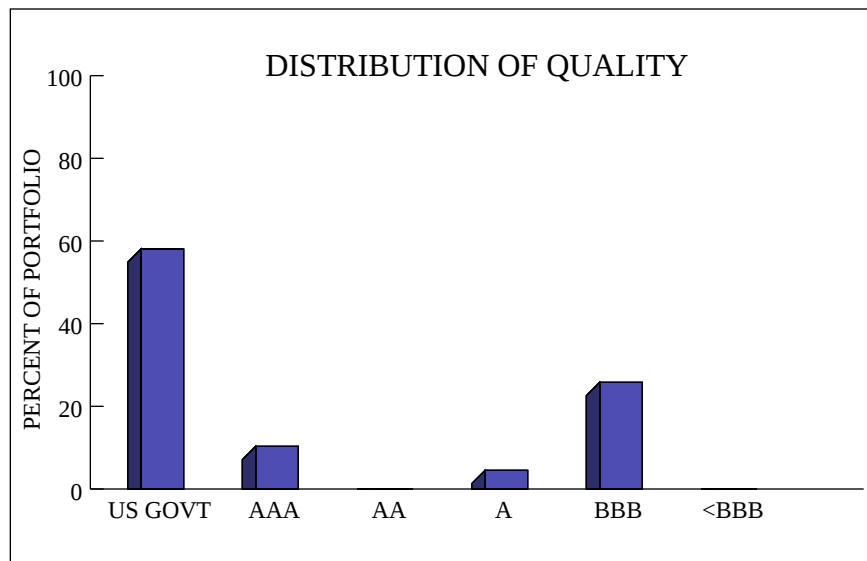
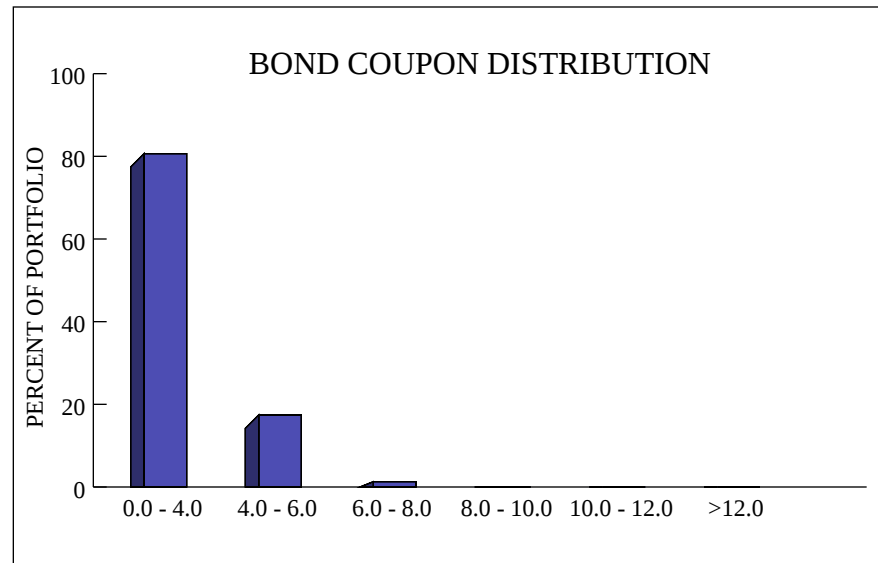
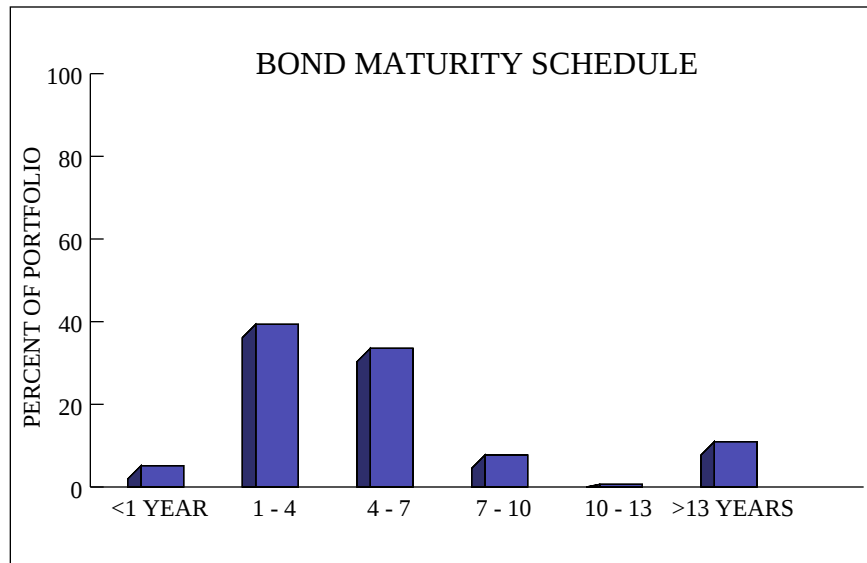


## TOP TEN HOLDINGS



## TOP TEN EQUITY HOLDINGS

| RANK | NAME                         | VALUE      | % EQUITY | RETURN | INDUSTRY SECTOR        | MKT CAP    |
|------|------------------------------|------------|----------|--------|------------------------|------------|
| 1    | MASTERCARD INC CL A          | \$ 317,878 | 4.84%    | 22.6%  | Information Technology | \$ 293.6 B |
| 2    | VISA INC CLASS A SHARES      | 274,301    | 4.17%    | 20.1%  | Information Technology | 325.9 B    |
| 3    | AMAZON COM INC               | 234,500    | 3.57%    | 41.5%  | Consumer Discretionary | 1376.0 B   |
| 4    | NEXON CO                     | 205,387    | 3.12%    | 61.4%  | N/A                    | 21.3 B     |
| 5    | NOVARTIS AG SPONSORED ADR    | 203,065    | 3.09%    | 5.9%   | Health Care            | 215.5 B    |
| 6    | UNILEVER PLC W/I SPONSORED A | 201,410    | 3.06%    | 9.5%   | Consumer Staples       | 64.1 B     |
| 7    | EXPEDIA GROUP INC            | 198,924    | 3.03%    | 46.1%  | Consumer Discretionary | 11.1 B     |
| 8    | MICRON TECHNOLOGY INC        | 195,518    | 2.97%    | 22.5%  | Information Technology | 57.3 B     |
| 9    | JOHNSON & JOHNSON            | 176,491    | 2.69%    | 8.0%   | Health Care            | 370.5 B    |
| 10   | TENCENT HOLDINGS LTD         | 152,796    | 2.32%    | 30.4%  | N/A                    | 646.9 B    |

**BOND CHARACTERISTICS**

|                    | PORTFOLIO | AGGREGATE INDEX |
|--------------------|-----------|-----------------|
| No. of Securities  | 66        | 11,690          |
| Duration           | 5.17      | 6.04            |
| YTM                | 1.29      | 1.25            |
| Average Coupon     | 2.92      | 3.03            |
| Avg Maturity / WAL | 6.48      | 8.14            |
| Average Quality    | AAA-AA    | USG-AAA         |

## APPENDIX - MAJOR MARKET INDEX RETURNS

| <b>Economic Data</b>                     | <b>Style</b>             | <b>QTR</b> | <b>YTD</b> | <b>1 Year</b> | <b>3 years</b> | <b>5 Years</b> |
|------------------------------------------|--------------------------|------------|------------|---------------|----------------|----------------|
| Consumer Price Index                     | Economic Data            | -0.1       | 0.3        | 0.6           | 1.7            | 1.6            |
| <b>Domestic Equity</b>                   | <b>Style</b>             | <b>QTR</b> | <b>YTD</b> | <b>1 Year</b> | <b>3 years</b> | <b>5 Years</b> |
| Russell 3000                             | Broad Equity             | 22.0       | -3.5       | 6.5           | 10.0           | 10.0           |
| S&P 500                                  | Large Cap Core           | 20.5       | -3.1       | 7.5           | 10.7           | 10.7           |
| Russell 1000                             | Large Cap                | 21.8       | -2.8       | 7.5           | 10.6           | 10.5           |
| Russell 1000 Growth                      | Large Cap Growth         | 27.8       | 9.8        | 23.3          | 19.0           | 15.9           |
| Russell 1000 Value                       | Large Cap Value          | 14.3       | -16.3      | -8.9          | 1.8            | 4.6            |
| Russell Mid Cap                          | Midcap                   | 24.6       | -9.1       | -2.3          | 5.8            | 6.7            |
| Russell Mid Cap Growth                   | Midcap Growth            | 30.3       | 4.2        | 11.9          | 14.8           | 11.6           |
| Russell Mid Cap Value                    | Midcap Value             | 19.9       | -18.1      | -11.8         | -0.6           | 3.3            |
| Russell 2000                             | Small Cap                | 25.4       | -13.0      | -6.7          | 2.0            | 4.3            |
| Russell 2000 Growth                      | Small Cap Growth         | 30.6       | -3.1       | 3.5           | 7.8            | 6.8            |
| Russell 2000 Value                       | Small Cap Value          | 18.9       | -23.5      | -17.5         | -4.4           | 1.2            |
| <b>International Equity</b>              | <b>Style</b>             | <b>QTR</b> | <b>YTD</b> | <b>1 Year</b> | <b>3 years</b> | <b>5 Years</b> |
| MSCI All Country World Ex US             | Foreign Equity           | 16.3       | -10.8      | -4.4          | 1.6            | 2.7            |
| MSCI EAFE                                | Developed Markets Equity | 15.1       | -11.1      | -4.7          | 1.3            | 2.5            |
| MSCI EAFE Growth                         | Developed Markets Growth | 17.1       | -3.3       | 4.5           | 6.3            | 5.9            |
| MSCI EAFE Value                          | Developed Markets Value  | 12.7       | -19.0      | -14.0         | -3.9           | -1.0           |
| MSCI Emerging Markets                    | Emerging Markets Equity  | 18.2       | -9.7       | -3.0          | 2.3            | 3.2            |
| <b>Domestic Fixed Income</b>             | <b>Style</b>             | <b>QTR</b> | <b>YTD</b> | <b>1 Year</b> | <b>3 years</b> | <b>5 Years</b> |
| Bloomberg Barclays Aggregate Index       | Core Fixed Income        | 2.9        | 6.1        | 8.7           | 5.3            | 4.3            |
| Bloomberg Barclays Capital Gov't Bond    | Treasuries               | 0.5        | 8.6        | 10.3          | 5.5            | 4.0            |
| Bloomberg Barclays Capital Credit Bond   | Corporate Bonds          | 8.2        | 4.8        | 9.1           | 6.1            | 5.5            |
| Intermediate Aggregate                   | Core Intermediate        | 2.1        | 4.7        | 6.6           | 4.3            | 3.4            |
| ML/BoA 1-3 Year Treasury                 | Short Term Treasuries    | 0.1        | 2.9        | 4.1           | 2.7            | 1.8            |
| Bloomberg Barclays Capital High Yield    | High Yield Bonds         | 10.2       | -3.8       | 0.0           | 3.3            | 4.8            |
| <b>Alternative Assets</b>                | <b>Style</b>             | <b>QTR</b> | <b>YTD</b> | <b>1 Year</b> | <b>3 years</b> | <b>5 Years</b> |
| Bloomberg Barclays Global Treasury Ex US | International Treasuries | 4.1        | 0.8        | 1.0           | 2.9            | 3.3            |
| NCREIF NFI-ODCE Index                    | Real Estate              | -1.6       | -0.6       | 2.2           | 5.7            | 7.3            |
| HFRI FOF Composite                       | Hedge Funds              | 6.2        | -0.4       | 0.9           | 2.4            | 1.6            |

**APPENDIX - DISCLOSURES**

- \* The shadow index is a customized index that matches your portfolio's asset allocation on a quarterly basis. This index was calculated using the following asset classes and corresponding benchmarks:

|                   |                                    |
|-------------------|------------------------------------|
| Large Cap Equity  | Manning & Napier Equity Index      |
| Fixed Income      | Bloomberg Barclays Aggregate Index |
| Cash & Equivalent | 90 Day T Bill                      |
- \* The Manning and Napier Equity Index is comprised of 75% Russell 3000 index and 25% MSCI All Country World Ex-US Index.
- \* Dahab Associates utilizes data provided by a custodian and other vendors it believes are reliable. However, it cannot assume responsibility for errors and omissions therefrom.
- \* All returns were calculated on a time-weighted basis, and are gross of fees unless otherwise noted.
- \* All returns for periods greater than one year are annualized.
- \* Dahab Associates uses the modified duration measure to present average duration.
- \* All values are in US dollars.