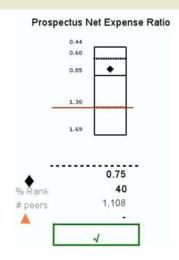
Profile Guide & Bar Chart Basics

Bar Chart Basics

The fi360 bar chart illustrates a percentile breakdown of a peer group. A line is drawn at the 10th, 25th, 50th, 75th and 90th percentiles. The space between the different percentiles indicates the degree of dispersion (spread) and skewness in the data, and identifies outliers.

The investment is plotted using a diamond (\blacklozenge) at its corresponding percentile (1-100) within the peer group. The closer the investment is to the top of the bar chart, the better it is compared to its peers. On select bar charts, an index is also plotted using a triangle (\blacktriangle) for additional comparison.

Lastly, for bar charts that represent an fi360 Fiduciary Score® factor, a red line (-) is drawn at the specified threshold. If the investment is above the red line, it meets the specified fi360 Fiduciary Score® criterion and will show a ($\sqrt{}$). If the investment falls below the red line, it does NOT meet the specified fi360 Fiduciary Score® criterion and will thefore show a (\times).



Calculation of fi360 Bar Charts/Rankings

All of the bar charts are created using the following process:

- 1. For the Fund and GRPA Profiles, raw Morningstar mutual fund and ETF data for all share classes is combined. The Separate Account and Variable Annuity Profiles simply use raw Morningstar data.
- 2. The Morningstar Categories as peer groups.
- 3. The peer group percentiles (10th, 25th, median, 75th and 90th) are calculated.
- 4. A percentile ranking is calculated (1-100)* for the investment compared to its peer group and plot the investment (diamond) on the bar chart (peer group) at its corresponding location. If the investment does not have data available for a particular data point, 'N/Av' is shown on the report.

*The fi360 Fiduciary Score® bar charts can also have a value of 0 which indicates that the fund has passed all of the due diligence criteria and is at the top of its peer group. Visit fi360.com/fi360-Fiduciary-Score for the complete methodology.

fi360 Fiduciary Score

The fi360 Fiduciary Score is a peer percentile ranking of an investment against a set of quantitative due diligence criteria selected to reflect prudent fiduciary management. The criteria include total returns, risk-adjusted returns, expenses, and other portfolio statistics. Investments are ranked according to their ability to meet due diligence criteria every month. The rank becomes the fi360 Fiduciary Score. The fi360 Fiduciary Score Average is a one-, three-, five- or ten-year rolling average of an investments fi360 Fiduciary Score. The fi360 Fiduciary Score represents a suggested course of action and is not intended, nor should it be used, as the sole source of information for reaching an investment decision. Visit the Glossary or fi360.com/fi360-Fiduciary-Score for more information.

fi360 Fiduciary Score: 0 No fiduciary due diligence shortfalls. fi360 Fiduciary Score: 1–25 The investment may be an appropriate choice for use in a fiduciary account.	fi360 Fiduciary Score: 26–50 The investment has noteworthy shortfalls. It may not be an appropriate choice if being considered in a search. However, if already in use, the investment may not need to be replaced.
fi360 Fiduciary Score: 51–75 The investment has considerable shortfalls. It may not be an appropriate choice if being considered in a search. However, if already in use, the investment may not need to be replaced.	fi360 Fiduciary Score: 76–100 The investment has significant shortfalls and may not be appropriate for use in a fiduciary account. Strongly consider replacing the investment if already in use.

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| SMA data as of 12/31/2012



Performance Disclosure

fi360_Portrait_v3_5

Investors should consider the investment objectives, risks, and charges and expenses carefully before investing. The performance information shown represents past performance and is not a guarantee of future results. The investment return and principal value of an investment will fluctuate so that the shares, when redeemed, may be worth more or less than their original cost. The separate account is not FDIC-insured, may lose value and is not guaranteed by a bank or other financial institution. All separate account performance data is reported as a 'composite' of similarl managed portfolios. As such, investors in the same separate account may have slightly different portfolio holdings because each investor has customized account needs, tax considerations and security preferences. The method for calculating composite returns can vary.

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| SMA data as of 12/31/2012

Peer Group Manager	Large Blend 7.00 yrs	Large Blend 8.00 yrs	Large Blend 8.00 yrs	Large Blend	Large Blend	Large Blend 9.00 yrs	Large Blend	Large Blend	Large Blend			
Net Assets (\$	636.60	567.60 √	646.30 √	615.70 √	604.10	622.30 √	509.40 √	590.60 √	668.80 √	621.80	√ 598.40 √	580.50 √
Style	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Blend √	Lg. Growth	Lg. Blend √
Composit	95.20 US Stocks	97.80 US Stocks √	97.80 US Stocks	94.70 US Stocks	98.80 US Stocks	95.90 US Stocks	97.10 US Stocks	98.10 US Stocks	95.30 US Stocks	93.90 US Stocks	93.40 US Stocks	93.80 US Stocks
Data As Of	3/31/2010	6/30/2010	9/30/2010	12/31/2010	3/31/2011	6/30/2011	9/30/2011	12/31/2011	3/31/2012	6/30/2012	9/30/2012	12/31/2012
		R-Square	ed (Percentil	e Rank)				1-Ye	ar Total Ret	urn (Percenti	le Rank)	
10 25 50	•	•	•	•	•	•	10 25 50	>	•	•	•	•
75 90							75 90					

27 38 59

Rank

3-Year Total Return (Percentile Rank)

30 30 32

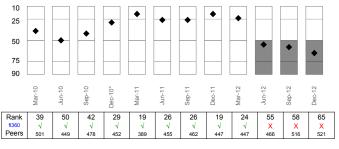
Rank fi360 43 50 40

37 √ **44** √ 511

46

38

38



5-Year Total Return (Percentile Rank)

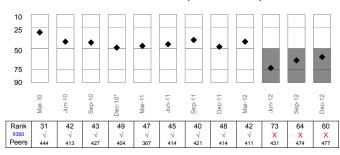
62

50

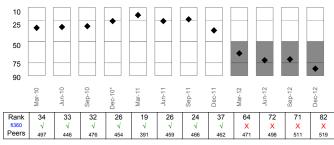
61

50

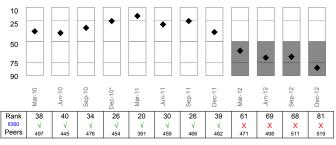
56







Sharpe Ratio (Percentile Rank)



^{*}Starting with the Dec-10 data feed, fi360 began to update data on a monthly basis. Prior to this, only calendar quarter updates were available.

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