

Fi360

# Fi360

## Leveraging Technology to Scale Fiduciary Processes

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Mitch Mitchell

CSM Team Manager

## Agenda

- Challenge in scaling fiduciary processes
- Rational for including panelists
- Panelist comments
  - Vestwell
  - DFA
  - Riskalyze
- Summary
- Q&A



## Challenge in Scaling Fiduciary Processes

- Fiduciaries bound by duties of LOYALTY and CARE

### LOYALTY

- Serve clients best interests
- Act in good faith
- Manage conflicts appropriately

### CARE

- Be competent
- Demonstrate good judgement
- Exhibit knowledge and competence
- Document activities

## **Challenge in Scaling Fiduciary Processes**

### **- Duty of Care: Human Effort**

- Human involvement required for duty of CARE cited by many critics of fiduciary standard

## Challenge in Scaling Fiduciary Processes

### - Duty of Loyalty: Conflicts

- Need to balance data/tool sources in the context of conflicts



## Challenge in Scaling Fiduciary Processes - Conflicts: Practical Implications

- Target Date Fund Example

Popular/Newer Target Date Tool Providers:

JP Morgan – Compass

American Funds – Target Date Proview

Principal – Target Date Analyzer

American Century – Target Date Risk Dashboard

BlackRock – Target Date Explorer

## **Rationale for Including Panelists - Vestwell**

- Success integrating popular third-parties in their platform (workflow benefits) and creating automated processes .
- Partners include Riskalyze, Morningstar Investment Management, Namely, BNY Mellon, Allianz, and Dimensional Fund Advisors, and Fi360



## **Rationale for Including Panelists - Dimensional Fund Advisors**

- Methodologies Grounded in Modern Portfolio Theory
- Ranked #2 in 2019 Software Survey by Joel Bruckenstein and Bob Veres for Economic Analysis and Stress Testing Tools

## **Rationale for Including Panelists - Riskalyze**

- Risk Tolerance Instrument leader in 2019 Software Survey by Joel Bruckenstein and Bob Veres
- Success helping advisors gather assets

## Identifying Inefficiencies Ripe for Automation

1. Client Reporting - Manual processes must be identified and removed
  - Consolidating multi-recordkeeper data into plan sponsor reporting tools
  - Preparing participant Retirement Income Readiness reports with direct data feeds, not manual entry
2. Multiple Recordkeeper Relationships - Too many idiosyncrasies
  - Proprietary Administrative Protocols
  - Monitoring 100+ funds across multiple platforms - especially non-traditional investment vehicles
  - Managing Relationship Managers at various recordkeepers
3. Multiple Payroll/Year-End Compliance Function - Avoiding unnecessary headaches
4. Burdensome RFP Process - Minimizing the Recordkeeper rodeo
  - Bringing 5 recordkeepers into a bid is wasteful and burdensome - the juice isn't worth the squeeze
  - For better or worse, advisors need to segment their business and pick a preferred provider for that segment





# Leveraging Technology to Enhance, Not Replace, Your Practice

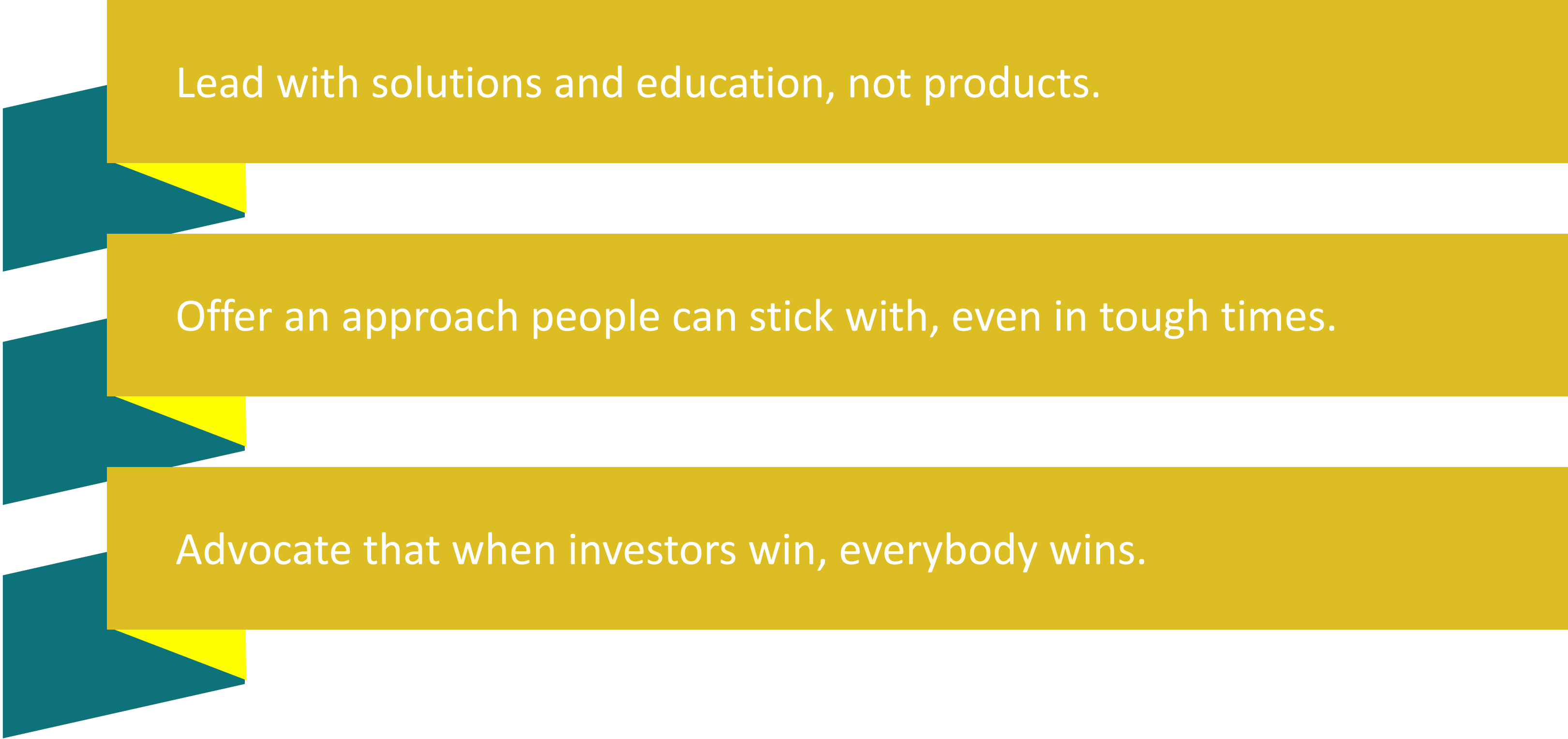
1. Streamlined reporting
2. Integrated payroll
3. Proposal generators
4. Automated fund replacement
5. Consolidated advisor reporting (viewing all funds in one place)



# Dimensional Fund Advisors

- Christine Lubieniecki CFA, Regional Director

# Our Commitment to the Client Experience



Lead with solutions and education, not products.

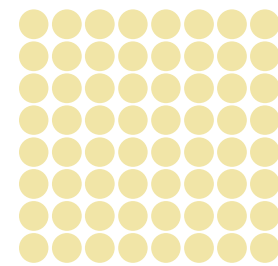
Offer an approach people can stick with, even in tough times.

Advocate that when investors win, everybody wins.



# A Different View of Markets

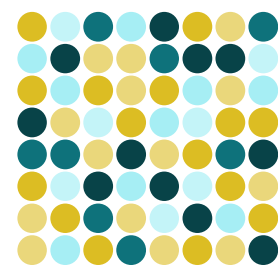
Track  
the Market



## TRADITIONAL INDEXERS

Focus on matching the returns of an index, restricting which securities to hold and when to trade.

Outguess  
the Market



## STOCK PICKERS AND QUANTITATIVE MANAGERS

Rely on predictions and/or backtested simulations to find mispricing or time markets.

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“You don’t have to outguess  
the market to beat it.”

David Booth

Start with  
the Market



## DIMENSIONAL

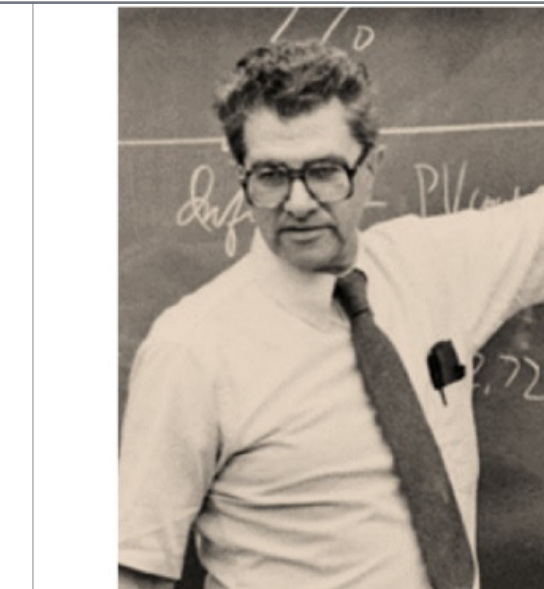
Draws insights from empirical research to emphasize areas of the market with higher expected returns.

Adds value through implementation that has been tested, repeated, and refined for more than three decades.



# A Heritage of Leading Research

The bar for research at Dimensional has been set by the best in the field

|                                                                                                      |                                                                                                                                                                                                        |                                                                                                                        |                                                                                     |  |                                                                                       |                                                                                        |
|------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
|                     |                                                                                                                      |                                     |  |  |    |     |
| Eugene Fama                                                                                          | Kenneth French                                                                                                                                                                                         | Robert Merton                                                                                                          | Robert Novy-Marx                                                                    |  | Merton Miller                                                                         | Myron Scholes                                                                          |
| University of Chicago<br>Dimensional Director and Consultant, Dimensional, <sup>1</sup> 1981–present | Dartmouth College<br>Consultant, Dimensional, <sup>1</sup> 1986–present<br>Co-Chair of the Investment Research Committee, Dimensional, <sup>1</sup> 2006–present<br>Dimensional Director, 2006–present | MIT<br>Director, Dimensional US Mutual Funds, 2003–2009<br>Resident Scientist, Dimensional Holdings Inc., 2010–present | University of Rochester<br>Consultant, Dimensional, <sup>1</sup> 2014–present       |  | University of Chicago<br>Independent Director, Dimensional US Mutual Funds, 1981–2000 | Stanford University<br>Independent Director, Dimensional US Mutual Funds, 1981–present |

“At Dimensional, we don’t jump on every new idea that comes along.  
We’re looking for what will stand up over a long period of time.”

Eugene Fama  
Nobel laureate, 2013

1. Dimensional Fund Advisors LP.  
"Dimensional Directors" refers to the Board of Directors of the general partner of Dimensional Fund Advisors LP, an affiliate of Dimensional Fund Advisors Canada ULC.



# Dimensional Funds

## Equity Strategies

### MARKETWIDE

#### TOTAL MARKET

Emerging Markets Core Equity  
Global Equity  
International Core Equity  
International Vector Equity  
Selectively Hedged Global Equity  
US Core Equity 1  
US Core Equity 2  
US Vector Equity  
World Core Equity  
World ex US Core Equity

#### LARGE CAP

Emerging Markets  
Enhanced US Large Company  
Large Cap International  
US Large Cap Equity  
US Large Company

#### SPECIALIZED

Emerging Markets Social Core Equity  
Emerging Markets Sustainability Core 1  
International Social Core Equity  
International Sustainability Core 1  
US Social Core Equity 2  
US Sustainability Core 1

#### TAX MANAGEMENT

TA US Core Equity 2  
TA World ex US Core Equity  
Tax-Managed US Equity

### COMPONENT

#### GLOBAL

Global Small Company  
World ex US Targeted Value  
World ex US Value

#### US

US Large Cap Growth  
US Large Cap Value  
US High Relative Profitability Portfolio  
US Micro Cap  
US Small Cap  
US Small Cap Growth  
US Small Cap Value  
US Targeted Value

#### DEVELOPED EX US

International  
Large Cap Growth  
International High Relative Profitability Portfolio  
International Small Cap Growth  
International Small Cap Value  
International Small Company  
International Value

#### EMERGING MARKETS

Emerging Markets  
Small Cap  
Emerging Markets Value

#### TAX MANAGEMENT

Tax-Managed International Value  
Tax-Managed US Marketwide Value  
Tax-Managed US Small Cap  
Tax-Managed US Targeted Value

## Fixed Income Strategies

#### ULTRA-SHORT-TERM

One-Year Fixed Income

#### SHORT-TERM

CA Short-Term Municipal Bond  
Selectively Hedged Global Fixed Income  
Short-Duration Real Return  
Short-Term Extended Quality  
Short-Term Government  
Short-Term Municipal Bond  
Two-Year Fixed Income  
Two-Year Global Fixed Income  
Two-Year Government

#### INTERMEDIATE OR LONGER

CA Intermediate Municipal Bond  
CA Municipal Real Return Portfolio  
Diversified Fixed Income Portfolio  
Five-Year Global Fixed Income  
Global Core Plus Fixed Income  
Global Sustainability Fixed Income  
Inflation Protected Securities  
Intermediate Govt. Fixed Income  
Intermediate-Term Extended Quality  
Intermediate-Term Municipal Bond  
Investment Grade Portfolio  
MN Municipal Bond  
Municipal Bond  
Municipal Real Return  
NY Municipal Bond  
Social Fixed Income  
Targeted Credit  
World ex-US Govt. Fixed Income

## Balanced and Additional Strategies

#### BALANCED

Global Allocation 25/75  
Global Allocation 60/40

#### ADDITIONAL

Commodity Strategy  
Global Real Estate Securities  
International Real Estate Securities  
Real Estate Securities

## Target Date Retirement Income Strategies

Dimensional Retirement Income Fund  
2005 Target Date Retirement Income Fund  
2010 Target Date Retirement Income Fund  
2015 Target Date Retirement Income Fund  
2020 Target Date Retirement Income Fund  
2025 Target Date Retirement Income Fund  
2030 Target Date Retirement Income Fund  
2035 Target Date Retirement Income Fund  
2040 Target Date Retirement Income Fund  
2045 Target Date Retirement Income Fund  
2050 Target Date Retirement Income Fund  
2055 Target Date Retirement Income Fund  
2060 Target Date Retirement Income Fund



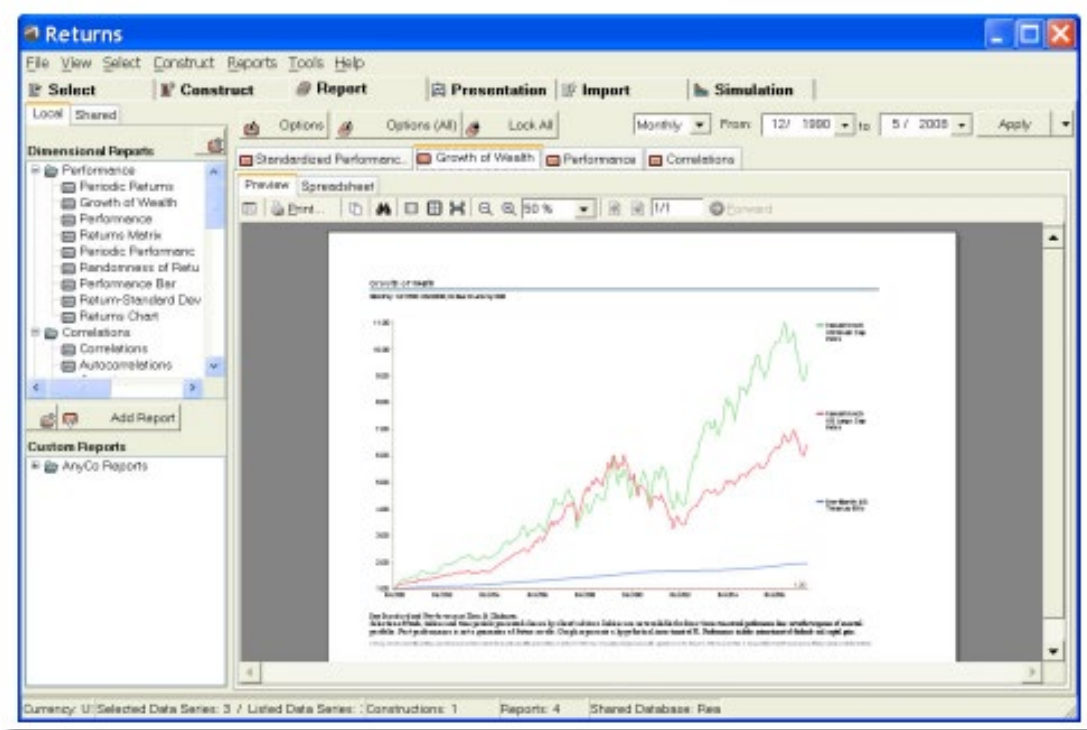
Flagship equity funds, relative 15-year performance as of December 31, 2018

[illegible]

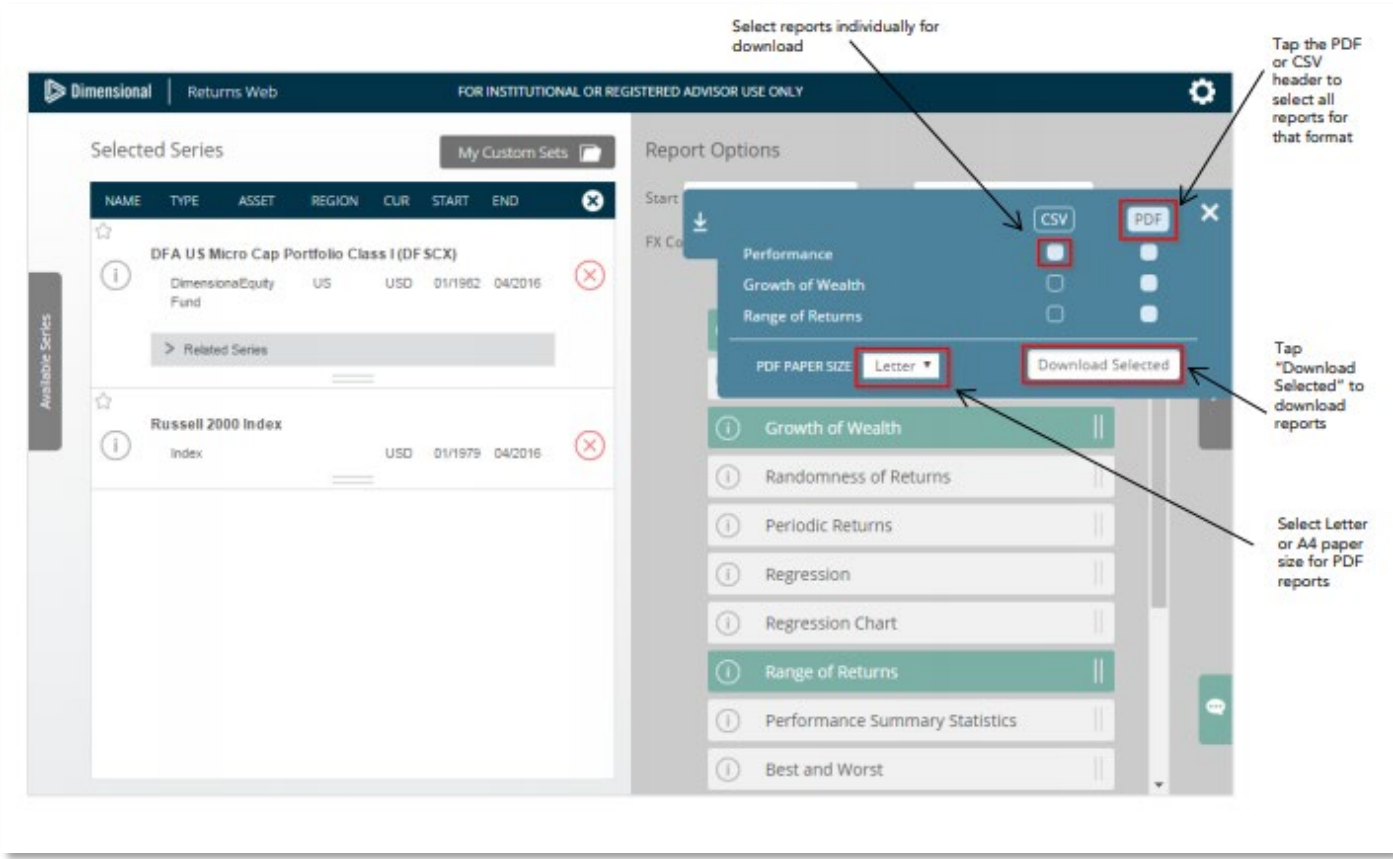


# Tools

## The Evolution of the Returns Program



## Returns Web



## My Retirement Income Calculator

This calculator is designed to help give you a sense of how much income your savings may provide in retirement based on several inputs and an assumed asset allocation that shifts over time.

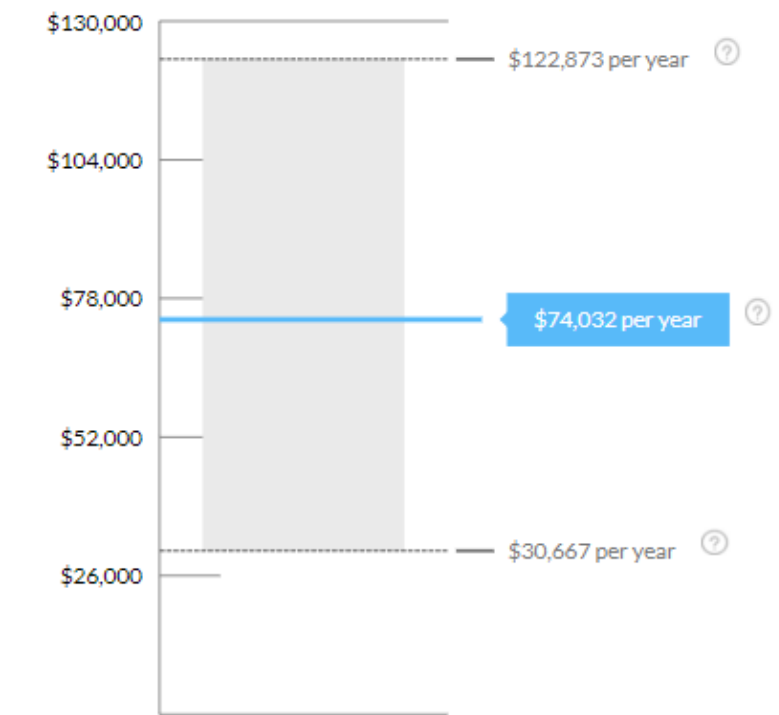
### How to Read This Calculator

|                                      |                                                                               |
|--------------------------------------|-------------------------------------------------------------------------------|
| Account Balance                      | \$200,000                                                                     |
| Current Annual Income                | \$120,000                                                                     |
| Your Monthly Contribution            | \$ % 8% <input type="button" value="up"/> <input type="button" value="down"/> |
| Your Employer's Monthly Contribution | \$ % 4% <input type="button" value="up"/> <input type="button" value="down"/> |
| Retirement Age                       | 65 <input type="button" value="up"/> <input type="button" value="down"/>      |
| Withdrawal Period                    | 25 <input type="button" value="up"/> <input type="button" value="down"/>      |
| Social Security (Annual)             | \$0 <input type="button" value="plus"/> <input type="button" value="minus"/>  |
| Other Income (Annual)                | \$0 <input type="button" value="plus"/> <input type="button" value="minus"/>  |

☒ Apply IRS 401(k) contribution limits. For more information on these limits, please visit the [IRS website](#).

Select a Chart

### Total Estimated Retirement Income







# Why did you become an advisor?







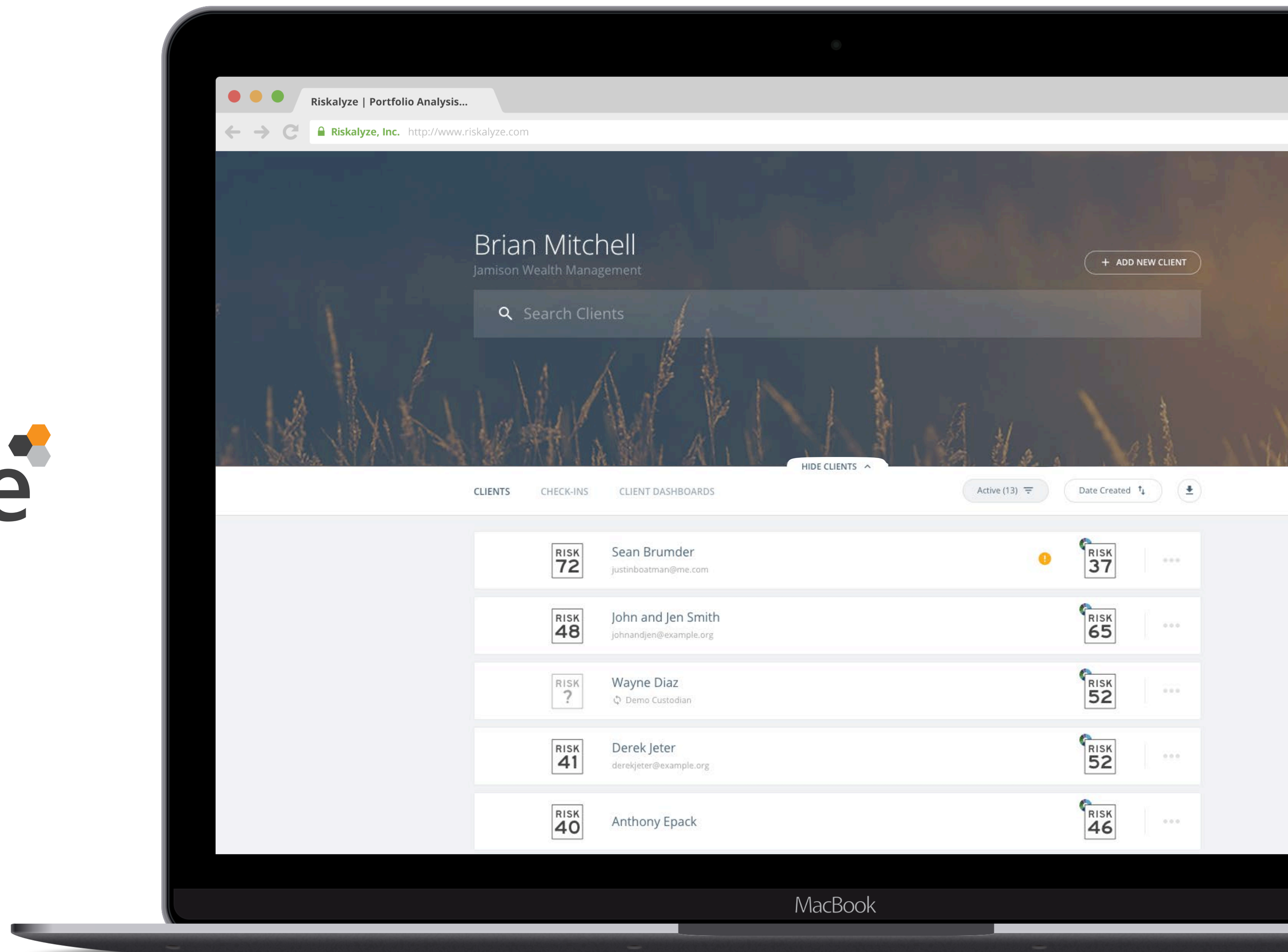
What are the greatest challenges facing advisors and fiduciaries?

**INVESTING FEELS BROKEN TO THE AVERAGE INVESTOR**

**INVESTORS SABOTAGE DREAMS WITH FEAR-BASED, SHORT-TERM DECISIONS**

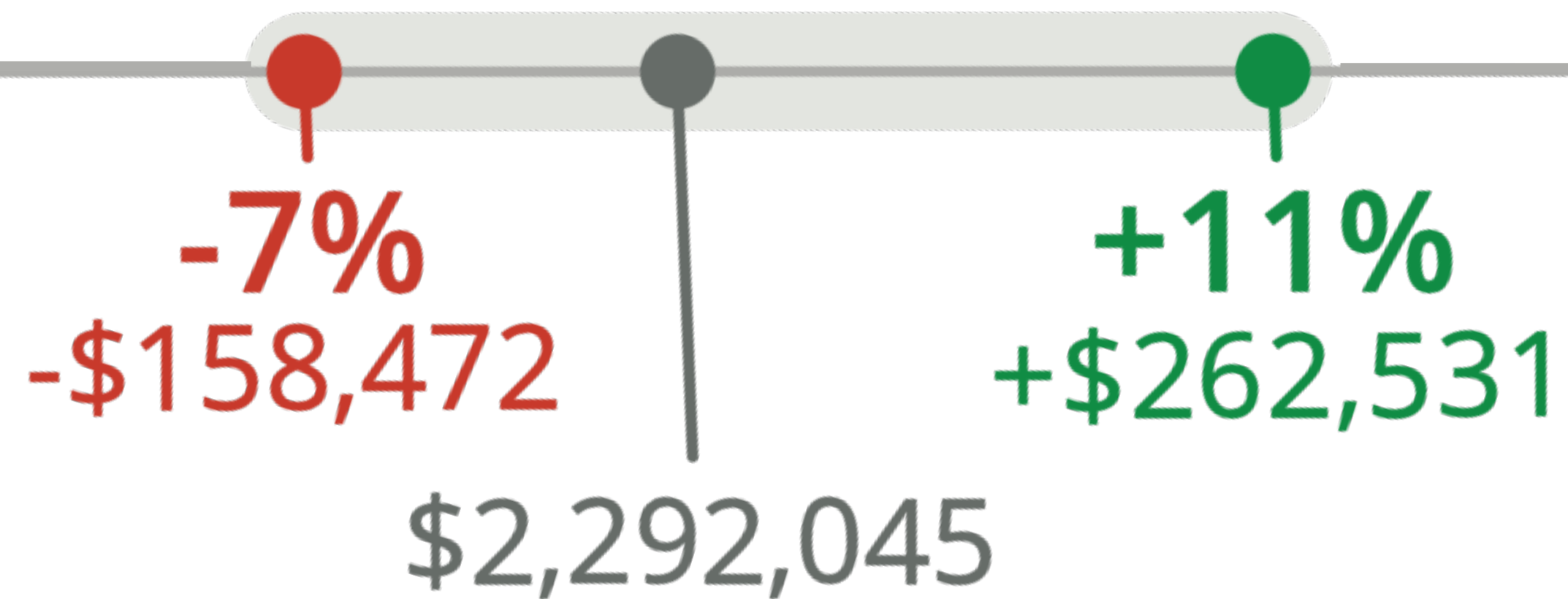
**BEING A FIDUCIARY CAN FEEL LIKE A RACE TO THE BOTTOM**





RISK  
40

95% PROBABILITY (6 MONTHS)





[CLIENTS](#)[RETIREMENT PLANS](#)[MODELS](#)[AUTOPILOT](#) [< ALL CLIENTS](#)

Risk Tolerance

RISK  
42

Doug Lipman  
dipman@example.com  
PROSPECT

RISK  
42

[CREATE REPORT](#)[START MEETING](#)[OVERVIEW](#)[PORTFOLIO](#)[PROPOSALS](#)[RISK NUMBER](#)[CHECK-INS](#)[RETIREMENT MAP](#)[...](#)

Portfolio Risk

RISK  
68

Current Portfolio  
\$2,282,045 • 2 ACCOUNTS

Riskalyze GPA **2.4**

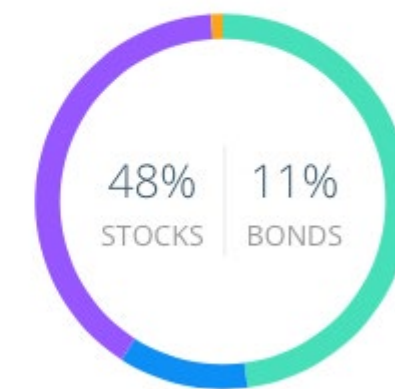
|                         |       |
|-------------------------|-------|
| Potential Annual Return | 0.50% |
| Annual Dividend         | 2.04% |
| Expense Ratio           | 0.08% |

RISK  
68

Current Portfolio  
\$2,282,045 • 2 ACCOUNTS

Riskalyze GPA **2.4**

|                         |       |
|-------------------------|-------|
| Potential Annual Return | 0.50% |
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| Expense Ratio           | 0.08% |

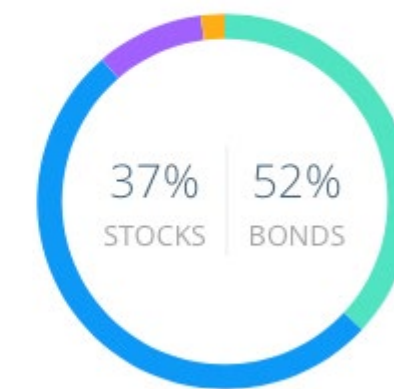


RISK  
41

Proposed Portfolio  
\$2,282,046 • 2 ACCOUNTS

Riskalyze GPA **4.1**

|                         |       |
|-------------------------|-------|
| Potential Annual Return | 5.26% |
| Annual Dividend         | 2.80% |
| Expense Ratio           | 0.60% |

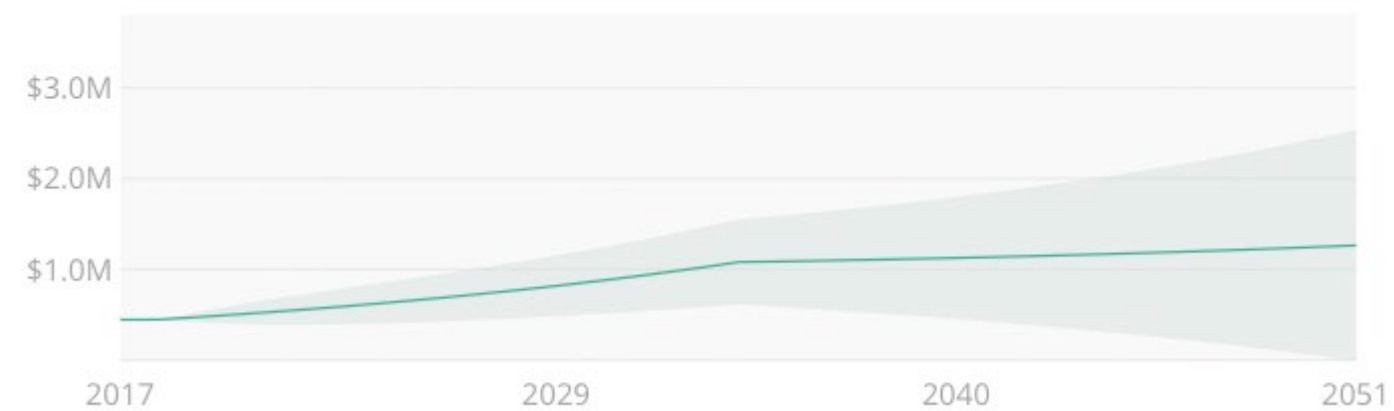


Proposed Risk

Retirement Map  
LAST UPDATED ON INVALID DATE



Retirement Map  
LAST UPDATED ON INVALID DATE



2035  
RETIREMENT YEAR

95%  
PROBABILITY

Risk Capacity





# How to be a fiduciary at scale

No longer can advisors simply ***act*** in the best interest of clients. Now they must be able to ***prove*** it.





# Fiduciary Checklist

- ☒ Document your process that is the basis for your advice with objectivity.
- ☒ Prove that you know your clients' investments.
- ☒ Manage each client's individual portfolio.
- ☒ Document rationality behind trading activity (or lack thereof).
- ☒ Document annual reviews.





# Models

ACTIVE

DRAFTS

PARTNER STORE

🔍 Search



+ ADD NEW MODEL

## My Models



Mitchell Conservative

+ ADD TAG



Mitchell Moderate

+ ADD TAG



Mitchell Moderate Growth

+ ADD TAG



Mitchell Agressive Growth

+ ADD TAG



BLACKROCK

BlackRock Long Horizon

VIEW ON PARTNER STORE



Long Horizon JB 0/100 ETF

+ ADD TAG

⚡ UPDATE AVAILABLE







# Fiduciary Checklist

- ☒ Document your process that is the basis for your advice with objectivity.
- ☒ Prove that you know your clients' investments.
- ☒ Manage each client's individual portfolio.
- ☒ Document rationality behind trading activity (or lack thereof).
- ☒ Document annual reviews.









Convenience is expensive,  
but trust is priceless.



# riskalyze



## Summary

- It's challenging to profitably serve smaller accounts with a fiduciary standard of care
- Technology can help fiduciary advisors and plan consultants profitably scale practices
- Some of the best technology solutions expose users to conflicts, fiduciary duty requires healthy challenges/skepticism



## Reference Materials

2019 Software Survey by Joel Bruckenstein and Bob Veres

[https://t3technologyhub.com/wp-content/uploads/2019/01/2019-T3-Software-Survey-Report\\_02-05-19.pdf](https://t3technologyhub.com/wp-content/uploads/2019/01/2019-T3-Software-Survey-Report_02-05-19.pdf)

# Questions

Additional information on fiduciary trends can be found at

fi360 Fiduciary Talk Podcast

[www.fi360.com/fiduciarytalk](http://www.fi360.com/fiduciarytalk)

Also available on iTunes

and

fi360 Blog

[www.fi360.com/blog](http://www.fi360.com/blog)

Additional questions can be directed to [support@fi360.com](mailto:support@fi360.com)



# Appendix

# Standardized Performance Data and Disclosures

Performance data shown represents past performance. Past performance is no guarantee of future results, and current performance may be higher or lower than the performance shown. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. To obtain performance data for Dimensional portfolios current to the most recent month-end, access our website at [us.dimensional.com](https://us.dimensional.com).

Consider the investment objectives, risks, and charges and expenses of the Dimensional funds carefully before investing. For this and other information about the Dimensional funds, please read the prospectus carefully before investing. Prospectuses are available by calling Dimensional Fund Advisors collect at (512) 306-7400 or at [us.dimensional.com/prospectus](https://us.dimensional.com/prospectus). Dimensional funds are distributed by DFA Securities LLC.

Dimensional Fund Advisors LP is an investment advisor registered with the Securities and Exchange Commission.

**Risks** include loss of principal and fluctuating value. Investment value will fluctuate, and shares, when redeemed, may be worth more or less than original cost.

**Small and micro cap** securities are subject to greater volatility than those in other asset categories.

**International and emerging markets** investing involves special risks, such as currency fluctuation and political instability. Investing in emerging markets may accentuate these risks.

**Sector-specific investments** focus on a specific segment of the market, which can increase investment risks.

**Fixed income securities** are subject to increased loss of principal during periods of rising interest rates. Fixed income investments are subject to various other risks, including changes in credit quality, liquidity, prepayments, call risk, and other factors. Municipal securities are subject to the risks of adverse economic and regulatory changes in their issuing states.

**Real estate investment** risks include changes in real estate values and property taxes, interest rates, cash flow of underlying real estate assets, supply and demand, and the management skill and creditworthiness of the issuer.

**Sustainability funds** use environmental and social screens that may limit investment opportunities for the fund.

**Commodities** include increased risks, such as political, economic, and currency instability, and may not be suitable for all investors. The portfolio may be more volatile than a diversified fund because the portfolio invests in a smaller number of issuers and commodity sectors.

**The fund prospectuses contain more information about investment risks.**



# Standardized Performance Data and Disclosures

|                      | Symbol | AVERAGE ANNUAL TOTAL RETURNS <sup>1</sup> (%) |         |          |                 | Inception Date | FEES AND EXPENSES <sup>2</sup> (%) |                             |                |                                 |
|----------------------|--------|-----------------------------------------------|---------|----------|-----------------|----------------|------------------------------------|-----------------------------|----------------|---------------------------------|
|                      |        | 1 Year                                        | 5 Years | 10 Years | Since Inception |                | Net Expense Ratio                  | Total (Gross) Expense Ratio | Management Fee | Management Fee after Fee Waiver |
| US Equity Portfolios |        | -5.45                                         | 8.21    | 13.32    | 8.15            |                | 0.15                               | 0.23                        | 0.20           | 0.20                            |
|                      |        | -7.79                                         | 6.89    | 13.19    | 7.65            |                | 0.19                               | 0.19                        | 0.17           | 0.17                            |
|                      |        | -9.62                                         | 5.84    | 12.77    | 7.24            |                | 0.22                               | 0.22                        | 0.20           | 0.20                            |
|                      |        | -5.12                                         | —       | —        | 7.06            |                | 0.25                               | 0.27                        | 0.20           | 0.20                            |
|                      |        | -6.23                                         | 7.50    | —        | 9.95            |                | 0.17                               | 0.17                        | 0.15           | 0.15                            |
|                      |        | -1.99                                         | 9.03    | —        | 12.72           |                | 0.19                               | 0.19                        | 0.17           | 0.17                            |
|                      |        | -11.65                                        | 5.83    | 13.17    | 9.60            |                | 0.27                               | 0.37                        | 0.35           | 0.25                            |
|                      |        | -4.43                                         | 8.42    | 13.07    | 5.53            |                | 0.08                               | 0.08                        | 0.06           | 0.06                            |
|                      |        | -11.60                                        | 4.14    | 13.08    | 11.40           |                | 0.52                               | 0.52                        | 0.50           | 0.50                            |
|                      |        | -12.34                                        | 4.12    | —        | 9.80            |                | 0.38                               | 0.38                        | 0.35           | 0.35                            |
|                      |        | -13.13                                        | 3.87    | 13.39    | 9.79            |                | 0.37                               | 0.37                        | 0.35           | 0.35                            |
|                      |        | -15.13                                        | 2.17    | 12.05    | 10.74           |                | 0.52                               | 0.52                        | 0.50           | 0.50                            |
|                      |        | -15.78                                        | 2.59    | 11.94    | 10.18           |                | 0.37                               | 0.37                        | 0.35           | 0.35                            |
|                      |        | -13.24                                        | 4.01    | 12.10    | 6.58            |                | 0.32                               | 0.32                        | 0.30           | 0.30                            |

1 Performance information as of 12/31/18.

2 Fee and expense information as of the prospectus dated 02/28/19.

2. <sup>2</sup> I have kept the list of full and partial proposals in the appendix.

# Standardized Performance Data and Disclosures

| Symbol                   | AVERAGE ANNUAL TOTAL RETURNS <sup>1</sup> (%) |         |          |                 | Inception Date | FEES AND EXPENSES <sup>2</sup> (%) |                             |                |                                 |
|--------------------------|-----------------------------------------------|---------|----------|-----------------|----------------|------------------------------------|-----------------------------|----------------|---------------------------------|
|                          | 1 Year                                        | 5 Years | 10 Years | Since Inception |                | Net Expense Ratio                  | Total (Gross) Expense Ratio | Management Fee | Management Fee after Fee Waiver |
| Non-US Equity Portfolios | -15.47                                        | 0.60    | 10.22    | 7.43            |                | 0.54                               | 0.64                        | 0.60           | 0.50                            |
|                          | -19.66                                        | 3.39    | 9.96     | 8.96            |                | 0.54                               | 0.64                        | 0.60           | 0.50                            |
|                          | -15.25                                        | 1.87    | 8.77     | 6.99            |                | 0.52                               | 0.52                        | 0.47           | 0.47                            |
|                          | -13.62                                        | 1.82    | 8.12     | 6.50            |                | 0.47                               | 0.57                        | 0.52           | 0.42                            |
|                          | -17.56                                        | 3.07    | 11.13    | 10.50           |                | 0.70                               | 0.90                        | 0.85           | 0.65                            |
|                          | —                                             | —       | —        | 0.38            |                | 0.85                               | 0.86                        | 0.70           | 0.70                            |
|                          | -11.93                                        | 1.85    | 8.19     | 9.59            |                | 0.54                               | 0.64                        | 0.60           | 0.50                            |
|                          | -17.40                                        | 0.89    | 7.51     | 4.04            |                | 0.30                               | 0.30                        | 0.27           | 0.27                            |
|                          | -13.48                                        | —       | —        | -3.17           |                | 0.35                               | 0.35                        | 0.25           | 0.25                            |
|                          | -12.92                                        | 0.91    | —        | 4.33            |                | 0.30                               | 0.30                        | 0.25           | 0.25                            |
|                          | -17.96                                        | 3.30    | —        | 7.06            |                | 0.55                               | 0.57                        | 0.50           | 0.50                            |
|                          | -23.31                                        | 0.93    | 8.71     | 6.71            |                | 0.68                               | 0.68                        | 0.65           | 0.65                            |
|                          | -19.42                                        | 1.96    | 9.53     | 6.31            |                | 0.53                               | 0.53                        | 0.40           | 0.40                            |
|                          | -17.49                                        | -0.35   | 6.11     | 5.67            |                | 0.43                               | 0.63                        | 0.60           | 0.40                            |
|                          | -18.98                                        | 0.91    | 7.97     | 3.74            |                | 0.48                               | 0.48                        | 0.45           | 0.45                            |
|                          | -19.51                                        | 6.13    | 7.61     | 5.16            |                | 0.53                               | 0.63                        | 0.60           | 0.50                            |
|                          | -14.14                                        | 0.44    | 6.16     | 5.19            |                | 0.23                               | 0.23                        | 0.20           | 0.20                            |
|                          | -19.77                                        | -1.65   | 12.62    | 8.56            |                | 0.58                               | 0.68                        | 0.60           | 0.50                            |
|                          | -17.00                                        | 1.02    | —        | 2.75            |                | 0.39                               | 0.37                        | 0.32           | 0.32                            |
|                          | -20.38                                        | 1.55    | —        | 5.49            |                | 0.66                               | 0.66                        | 0.58           | 0.58                            |
|                          | -16.69                                        | 0.34    | —        | 3.59            |                | 0.52                               | 0.74                        | 0.47           | 0.47                            |

<sup>1</sup> Performance information as of 12/31/18.  
<sup>2</sup> Fees and expense ratios as of the prospectus dated 02/28/19.  
Certain portfolios have been fee waived and expense assumption arrangements with the advisor in these cases, fees and expenses are not fully disclosed under certain circumstances to waive certain fees and to assume certain expenses of the portfolio. Unless otherwise stated in the prospectus, fees and expenses are not disclosed on a continuing basis for the one year period of the prospectus. The fees and expenses are disclosed on a continuing basis for the one year period of the prospectus. The fees and expenses are disclosed on a continuing basis for the one year period of the prospectus. The fees and expenses are disclosed on a continuing basis for the one year period of the prospectus. Please read the portfolio prospectus for details and more information.



# Standardized Performance Data and Disclosures

|                        | Symbol | AVERAGE ANNUAL TOTAL RETURNS <sup>1</sup> (%) |         |          |                 | Inception Date | FEES AND EXPENSES <sup>2</sup> (%) |                             |                |                                 |
|------------------------|--------|-----------------------------------------------|---------|----------|-----------------|----------------|------------------------------------|-----------------------------|----------------|---------------------------------|
|                        |        | 1 Year                                        | 5 Years | 10 Years | Since Inception |                | Net Expense Ratio                  | Total (Gross) Expense Ratio | Management Fee | Management Fee after Fee Waiver |
| Tax Managed Portfolios |        | -9.43                                         | 5.97    | 12.78    | 6.33            |                | 0.24                               | 0.24                        | 0.22           | 0.22                            |
|                        |        | -9.88                                         | 5.43    | 12.32    | 5.92            |                |                                    |                             |                |                                 |
|                        |        | -5.22                                         | 4.64    | 10.68    | 5.09            |                |                                    |                             |                |                                 |
|                        |        | -16.87                                        | 1.08    | 7.66     | 2.14            |                | 0.36                               | 0.36                        | 0.32           | 0.32                            |
|                        |        | -17.25                                        | 0.63    | 7.25     | 1.76            |                |                                    |                             |                |                                 |
|                        |        | -9.43                                         | 0.97    | 6.40     | 1.81            |                |                                    |                             |                |                                 |
|                        |        | -17.32                                        | -0.51   | 5.81     | 5.00            |                | 0.53                               | 0.53                        | 0.50           | 0.50                            |
|                        |        | -17.72                                        | -1.07   | 5.37     | 4.48            |                |                                    |                             |                |                                 |
|                        |        | -9.55                                         | -0.17   | 4.93     | 4.35            |                |                                    |                             |                |                                 |
|                        |        | -5.39                                         | 7.81    | 12.77    | 7.59            |                | 0.22                               | 0.22                        | 0.20           | 0.20                            |
|                        |        | -5.81                                         | 7.36    | 12.35    | 7.26            |                |                                    |                             |                |                                 |
|                        |        | -2.86                                         | 6.10    | 10.66    | 6.35            |                |                                    |                             |                |                                 |
|                        |        | -10.23                                        | 5.64    | 13.30    | 7.01            |                | 0.37                               | 0.57                        | 0.55           | 0.35                            |
|                        |        | -11.36                                        | 4.78    | 12.68    | 6.56            |                |                                    |                             |                |                                 |
|                        |        | -5.20                                         | 4.39    | 11.16    | 5.87            |                |                                    |                             |                |                                 |
|                        |        | -13.12                                        | 3.87    | 12.46    | 8.63            |                | 0.47                               | 0.47                        | 0.45           | 0.45                            |
|                        |        | -13.90                                        | 2.96    | 11.89    | 8.24            |                |                                    |                             |                |                                 |
|                        |        | -7.16                                         | 2.98    | 10.43    | 7.43            |                |                                    |                             |                |                                 |
|                        |        | -16.24                                        | 3.03    | 12.22    | 9.10            |                | 0.44                               | 0.44                        | 0.42           | 0.42                            |
|                        |        | -17.21                                        | 1.90    | 11.42    | 8.43            |                |                                    |                             |                |                                 |
|                        |        | -8.87                                         | 2.34    | 10.22    | 7.84            |                |                                    |                             |                |                                 |

[illegible]

# Standardized Performance Data and Disclosures

| Symbol                  | AVERAGE ANNUAL TOTAL RETURNS <sup>1</sup> (%) |         |          |                 | Inception Date | FEES AND EXPENSES <sup>2</sup> (%) |                             |                |
|-------------------------|-----------------------------------------------|---------|----------|-----------------|----------------|------------------------------------|-----------------------------|----------------|
|                         | 1 Year                                        | 5 Years | 10 Years | Since Inception |                | Net Expense Ratio                  | Total (Gross) Expense Ratio | Management Fee |
| Fixed Income Portfolios | 1.36                                          | 2.30    | —        | 2.13            |                | 0.23                               | 0.23                        | 0.20           |
|                         | -0.46                                         | —       | —        | -0.57           |                | 0.30                               | 0.32                        | 0.20           |
|                         | 1.24                                          | 0.84    | 1.35     | 1.63            |                | 0.22                               | 0.22                        | 0.20           |
|                         | 1.07                                          | —       | —        | 0.10            |                | 0.15                               | 0.26                        | 0.12           |
|                         | 1.68                                          | 1.95    | 2.80     | 5.11            |                | 0.27                               | 0.27                        | 0.25           |
|                         | —                                             | —       | —        | -0.08           |                | 0.30                               | 0.31                        | 0.25           |
|                         | -1.29                                         | 1.73    | 3.73     | 3.80            |                | 0.12                               | 0.12                        | 0.10           |
|                         | 0.92                                          | 2.23    | 2.64     | 5.91            |                | 0.13                               | 0.13                        | 0.10           |
|                         | -2.10                                         | 3.31    | —        | 3.48            |                | 0.22                               | 0.22                        | 0.20           |
|                         | 1.34                                          | 2.27    | —        | 1.51            |                | 0.22                               | 0.22                        | 0.20           |
|                         | -0.24                                         | 2.68    | —        | 3.05            |                | 0.22                               | 0.22                        | 0.20           |
|                         | -8.34                                         | 3.84    | —        | 0.05            |                | 0.15                               | 0.14                        | 0.10           |
|                         | 0.81                                          | —       | —        | -0.04           |                | 0.32                               | 0.38                        | 0.25           |
|                         | 1.20                                          | —       | —        | 1.44            |                | 0.23                               | 0.24                        | 0.20           |
|                         | -0.51                                         | —       | —        | 0.54            |                | 0.23                               | 0.24                        | 0.20           |
|                         | 1.02                                          | —       | —        | 1.57            |                | 0.25                               | 0.25                        | 0.20           |
|                         | 1.87                                          | 0.84    | 0.92     | 4.54            |                | 0.17                               | 0.17                        | 0.15           |
|                         | 1.83                                          | 0.56    | 2.13     | 1.08            |                | 0.17                               | 0.17                        | 0.15           |
|                         | 0.11                                          | 0.98    | —        | 0.81            |                | 0.23                               | 0.23                        | 0.20           |
|                         | 1.34                                          | 1.64    | —        | 2.83            |                | 0.22                               | 0.22                        | 0.20           |
|                         | 1.17                                          | 0.98    | 1.53     | 4.83            |                | 0.19                               | 0.19                        | 0.17           |
|                         | 1.21                                          | 0.82    | 1.24     | 1.68            |                | 0.22                               | 0.22                        | 0.20           |
|                         | 0.75                                          | —       | —        | 1.62            |                | 0.20                               | 0.23                        | 0.19           |
|                         | 1.78                                          | 0.84    | 1.02     | 2.90            |                | 0.21                               | 0.21                        | 0.15           |
|                         | 1.91                                          | 0.90    | 1.06     | 3.04            |                | 0.17                               | 0.17                        | 0.15           |
|                         | 1.42                                          | 0.58    | 0.79     | 2.87            |                | 0.20                               | 0.20                        | 0.15           |
|                         | 3.28                                          | 4.95    | —        | 4.25            |                | 0.20                               | 0.21                        | 0.18           |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         |                                               |         |          |                 |                |                                    |                             |                |
|                         | -11.21                                        | -7.57   | —        | -6.64           |                | 0.32                               | 0.32                        | 0.30           |

<sup>1</sup> Performance information as of 12/31/18.

<sup>2</sup> Fees and expense ratios for the period ended 02/28/19.

Certain portfolios have been disclosed with a waiver and expense assumption arrangements with the advisor. In these cases, the advisor has contacted the relevant regulatory bodies under certain circumstances to waive certain fees and/or assume certain expenses of the portfolio. Unless otherwise stated in the prospectus, the advisor may amend or discontinue these arrangements at any time, one year from the date of the prospectus. The net expense ratio of each fund and the net operating expenses of the portfolio are listed in the accompanying table. Please read the portfolio prospectus for details and more information.



# Standardized Performance Data and Disclosures

|                                            |        | AVERAGE ANNUAL TOTAL RETURNS <sup>1</sup> (%) |         |          |                 |                | FEES AND EXPENSES <sup>2</sup> (%) |                             |                |
|--------------------------------------------|--------|-----------------------------------------------|---------|----------|-----------------|----------------|------------------------------------|-----------------------------|----------------|
|                                            | Symbol | 1 Year                                        | 5 Years | 10 Years | Since Inception | Inception Date | Net Expense Ratio                  | Total (Gross) Expense Ratio | Management Fee |
| Global Portfolios                          |        |                                               |         |          |                 |                |                                    |                             |                |
| Global Allocation 25/75 Portfolio          | DGTSX  | -1.85                                         | 2.37    | 4.77     | 4.08            | 12/24/2003     | 0.26                               | 0.42                        | 0.20           |
| Global Allocation 60/40 Portfolio          | DGSIX  | -6.41                                         | 3.49    | 8.08     | 5.77            | 12/24/2003     | 0.28                               | 0.49                        | 0.25           |
| Global Equity Portfolio                    | DGEIX  | -11.49                                        | 4.44    | 10.93    | 7.25            | 12/24/2003     | 0.30                               | 0.57                        | 0.30           |
| Global Small Company Portfolio             | DGLIX  | -15.96                                        | —       | —        | 0.09            | 1/18/2017      | 0.49                               | 0.90                        | 0.45           |
| Selectively Hedged Global Equity Portfolio | DSHGX  | -11.69                                        | 4.26    | —        | 8.59            | 11/14/2011     | 0.34                               | 0.60                        | 0.30           |
| World Core Equity Portfolio                | DREIX  | -12.30                                        | 3.95    | —        | 7.85            | 3/7/2012       | 0.32                               | 0.59                        | 0.30           |
| Real Estate Portfolios                     |        |                                               |         |          |                 |                |                                    |                             |                |
|                                            |        | -4.15                                         | 6.63    | 11.19    | 4.71            |                | 0.24                               | 0.35                        | 0.20           |
|                                            |        | -6.90                                         | 3.47    | 9.22     | 0.37            |                | 0.28                               | 0.28                        | 0.25           |
|                                            |        | -2.99                                         | 8.51    | 12.41    | 9.54            |                | 0.18                               | 0.19                        | 0.17           |
| Social and Sustainability Portfolios       |        |                                               |         |          |                 |                |                                    |                             |                |
|                                            |        | -14.88                                        | 2.00    | 8.68     | 4.96            |                | 0.53                               | 0.53                        | 0.47           |
|                                            |        | —                                             | —       | —        | -16.86          |                | 0.65                               | 0.73                        | 0.50           |
|                                            |        | —                                             | —       | —        | 1.15            |                | 0.28                               | 0.33                        | 0.24           |
|                                            |        | -17.38                                        | 0.68    | —        | 4.78            |                | 0.33                               | 0.33                        | 0.29           |
|                                            |        | -15.53                                        | 0.71    | 6.86     | 1.70            |                | 0.37                               | 0.34                        | 0.30           |
|                                            |        | -0.32                                         | —       | —        | 0.39            |                | 0.27                               | 0.25                        | 0.20           |
|                                            |        | -9.98                                         | 5.38    | 12.46    | 5.62            |                | 0.28                               | 0.28                        | 0.25           |
|                                            |        | -6.73                                         | 7.05    | 13.29    | 8.53            |                | 0.25                               | 0.25                        | 0.23           |

<sup>1</sup> Performance information as of 12/31/18.  
<sup>2</sup> Fees and expense ratios as of the prospectus dated 02/28/19.  
Certain portfolios have been disclosed with a waiver and expense assumption arrangements with the advisor. In these cases, the advisor has contacted the relevant regulatory authorities to determine if the advisor is permitted to disclose this information. Unless otherwise stated in the prospectus, the advisor may amend or discontinue these arrangements at any time, on a year-for-year basis, from the date of the prospectus. The expense ratios listed are annualized operating expenses of the portfolio, net of applicable taxes, such as the waiver and expense assumption arrangements. Please read the portfolio prospectus for details and more information.

## Relative Performance for Standardized Periods

Funds with more than 15 years of history as of December 31, 2018

|                                                  |        |                                | Prior Year                                            |                                    |                                           | Prior 5 Years                                         |                                    |                                           | Prior 10 Years                                        |                                    |                                           | Prior 15 Years                                        |                                    |                                           |
|--------------------------------------------------|--------|--------------------------------|-------------------------------------------------------|------------------------------------|-------------------------------------------|-------------------------------------------------------|------------------------------------|-------------------------------------------|-------------------------------------------------------|------------------------------------|-------------------------------------------|-------------------------------------------------------|------------------------------------|-------------------------------------------|
|                                                  |        |                                | Dimensional Placement/<br>Funds at Start <sup>1</sup> | Number of Investments <sup>2</sup> | Average Index Fund Placement <sup>3</sup> | Dimensional Placement/<br>Funds at Start <sup>1</sup> | Number of Investments <sup>2</sup> | Average Index Fund Placement <sup>3</sup> | Dimensional Placement/<br>Funds at Start <sup>1</sup> | Number of Investments <sup>2</sup> | Average Index Fund Placement <sup>3</sup> | Dimensional Placement/<br>Funds at Start <sup>1</sup> | Number of Investments <sup>2</sup> | Average Index Fund Placement <sup>3</sup> |
| Fund Name                                        | Ticker | Morningstar Category (US Fund) |                                                       |                                    |                                           |                                                       |                                    |                                           |                                                       |                                    |                                           |                                                       |                                    |                                           |
| US Large Cap Value Portfolio I                   | DFLVX  | Large Value                    | 1,019/1,309                                           | 1,242                              | 503                                       | 329/1,207                                             | 937                                | 280                                       | 31/1,290                                              | 686                                | 201                                       | 47/1,008                                              | 432                                | 175                                       |
| US Large Company Portfolio                       | DFUSX  | Large Blend                    | 316/1,484                                             | 1,398                              | 472                                       | 81/1,455                                              | 1,069                              | 250                                       | 139/1,663                                             | 804                                | 235                                       | 100/1,408                                             | 528                                | 194                                       |
| US Micro Cap Portfolio I                         | DFSCX  | Small Blend                    | 305/827                                               | 767                                | 207                                       | 176/701                                               | 540                                | 157                                       | 66/662                                                | 392                                | 150                                       | 85/440                                                | 223                                | 74                                        |
| US Small Cap Portfolio I                         | DFSTX  | Small Blend                    | 436/827                                               | 767                                | 207                                       | 214/701                                               | 540                                | 157                                       | 46/662                                                | 392                                | 150                                       | 61/440                                                | 223                                | 74                                        |
| US Small Cap Value Portfolio I                   | DFSVX  | Small Value                    | 186/432                                               | 417                                | 137                                       | 184/394                                               | 327                                | 133                                       | 55/389                                                | 228                                | 95                                        | 41/248                                                | 130                                | 50                                        |
| US Targeted Value Portfolio I                    | DFEVX  | Small Value                    | 221/432                                               | 417                                | 137                                       | 150/394                                               | 327                                | 133                                       | 60/389                                                | 228                                | 95                                        | 26/248                                                | 130                                | 50                                        |
| Large Cap International Portfolio I              | DFALX  | Foreign Large Blend            | 253/788                                               | 737                                | 215                                       | 163/689                                               | 506                                | 174                                       | 141/688                                               | 379                                | 170                                       | 76/452                                                | 201                                | 103                                       |
| International Value Portfolio I                  | DFIVX  | Foreign Large Value            | 205/336                                               | 313                                | 72                                        | 67/328                                                | 225                                | 73                                        | 28/312                                                | 149                                | 36                                        | 11/170                                                | 76                                 | 51                                        |
| International Small Cap Value Portfolio I        | DISVX  | Foreign Small/Mid Value        | 53/70                                                 | 61                                 | 18                                        | 17/53                                                 | 43                                 | 15                                        | 11/58                                                 | 22                                 | 11                                        | 2/44                                                  | 9                                  | -                                         |
| International Small Company Portfolio I          | DFISX  | Foreign Small/Mid Blend        | 41/115                                                | 110                                | 28                                        | 20/84                                                 | 67                                 | 27                                        | 28/69                                                 | 50                                 | 23                                        | 9/30                                                  | 22                                 | -                                         |
| Asia Pacific Small Company Portfolio I           | DFRSX  | Pacific/Asia ex-Japan Stk      | 47/88                                                 | 83                                 | 28                                        | 58/108                                                | 59                                 | 33                                        | 13/63                                                 | 29                                 | 18                                        | 13/47                                                 | 21                                 | 11                                        |
| Continental Small Company Portfolio I            | DFCSX  | Europe Stock                   | 105/133                                               | 119                                | 42                                        | 4/108                                                 | 70                                 | 28                                        | 5/100                                                 | 52                                 | 32                                        | 3/103                                                 | 43                                 | 30                                        |
| Japanese Small Company Portfolio I               | DFJSX  | Japan Stock                    | 40/53                                                 | 50                                 | 22                                        | 7/37                                                  | 25                                 | 13                                        | 8/54                                                  | 14                                 | 10                                        | 3/38                                                  | 10                                 | 8                                         |
| Enhanced US Large Co. Portfolio I                | DFELX  | Large Blend                    | 602/1,484                                             | 1,398                              | 472                                       | 142/1,455                                             | 1,069                              | 250                                       | 88/1,663                                              | 804                                | 235                                       | 131/1,408                                             | 528                                | 194                                       |
| Emerging Markets Portfolio I                     | DFEMX  | Diversified Emerging Mkts      | 178/866                                               | 833                                | 271                                       | 113/726                                               | 531                                | 267                                       | 77/375                                                | 237                                | 152                                       | 21/186                                                | 115                                | 56                                        |
| Emerging Markets Small Cap Portfolio I           | DEMSX  | Diversified Emerging Mkts      | 515/866                                               | 833                                | 271                                       | 17/726                                                | 531                                | 267                                       | 5/375                                                 | 237                                | 152                                       | 3/186                                                 | 115                                | 56                                        |
| Emerging Markets Value Portfolio I               | DFEVX  | Diversified Emerging Mkts      | 81/866                                                | 833                                | 271                                       | 106/726                                               | 531                                | 267                                       | 73/375                                                | 237                                | 152                                       | 7/186                                                 | 115                                | 56                                        |
| Tax-Managed International Value Portfolio        | DTMIX  | Foreign Large Value            | 196/336                                               | 313                                | 72                                        | 82/328                                                | 225                                | 73                                        | 36/312                                                | 149                                | 36                                        | 9/170                                                 | 76                                 | 51                                        |
| Tax-Managed US Equity Portfolio                  | DTMEX  | Large Blend                    | 586/1,484                                             | 1,398                              | 472                                       | 281/1,455                                             | 1,069                              | 250                                       | 217/1,663                                             | 804                                | 235                                       | 106/1,408                                             | 528                                | 194                                       |
| Tax-Managed US Marketwide Value Portfolio        | DTMMX  | Large Value                    | 875/1,309                                             | 1,242                              | 503                                       | 375/1,207                                             | 937                                | 280                                       | 25/1,290                                              | 686                                | 201                                       | 33/1,008                                              | 432                                | 175                                       |
| Tax-Managed US Small Cap Portfolio               | DFTSX  | Small Blend                    | 434/827                                               | 767                                | 207                                       | 213/701                                               | 540                                | 157                                       | 110/662                                               | 392                                | 150                                       | 109/440                                               | 223                                | 74                                        |
| Tax-Managed US Targeted Value Portfolio          | DTMVX  | Small Value                    | 235/432                                               | 417                                | 137                                       | 110/394                                               | 327                                | 133                                       | 47/389                                                | 228                                | 95                                        | 53/248                                                | 130                                | 50                                        |
| Real Estate Securities Portfolio I               | DFREX  | Real Estate                    | 15/275                                                | 249                                | 83                                        | 14/254                                                | 191                                | 68                                        | 16/229                                                | 138                                | 53                                        | 23/176                                                | 94                                 | 44                                        |
| One-Year Fixed Income Portfolio I                | DFIHX  | Ultrashort Bond                | 51/191                                                | 186                                | 101                                       | 83/159                                                | 122                                | 67                                        | 44/111                                                | 59                                 | 57                                        | 22/102                                                | 45                                 | -                                         |
| Short-Term Government Portfolio I                | DFFGX  | Short Government               | 43/108                                                | 104                                | 28                                        | 23/127                                                | 93                                 | 37                                        | 19/128                                                | 68                                 | 36                                        | 11/146                                                | 64                                 | 38                                        |
| Short Term Municipal Bond I                      | DFSMX  | Muni National Short            | 106/208                                               | 202                                | 62                                        | 106/198                                               | 162                                | 108                                       | 82/163                                                | 108                                | 71                                        | 61/147                                                | 79                                 | -                                         |
| Two-Year Global Fixed Income Portfolio I         | DFGFX  | World Bond                     | 30/324                                                | 308                                | 138                                       | 140/341                                               | 244                                | 146                                       | 128/214                                               | 138                                | 100                                       | 78/137                                                | 82                                 | -                                         |
| Five-Year Global Fixed Income Portfolio I        | DFGBX  | World Bond                     | 35/324                                                | 308                                | 138                                       | 60/341                                                | 244                                | 146                                       | 94/214                                                | 138                                | 100                                       | 57/137                                                | 82                                 | -                                         |
| Intermediate Government Fixed Income Portfolio I | DFIGX  | Intermediate Government        | 27/259                                                | 235                                | 51                                        | 27/273                                                | 194                                | 67                                        | 52/291                                                | 150                                | 111                                       | 11/284                                                | 116                                | 63                                        |

# Data Appendix

US-domiciled open-end mutual fund data is from Morningstar.

Equity fund sample includes the Morningstar historical categories: Diversified Emerging Markets, Europe Stock, Foreign Large Blend, Foreign Large Growth, Foreign Large Value, Foreign Small/Mid Blend, Foreign Small/Mid Growth, Foreign Small/Mid Value, Global Real Estate, Japan Stock, Large Blend, Large Growth, Large Value, Mid-Cap Blend, Mid-Cap Growth, Mid-Cap Value, Miscellaneous Region, Pacific/Asia ex-Japan Stock, Real Estate, Small Blend, Small Growth, Small Value, World Large Stock, and World Small/Mid Stock.

Fixed income fund sample includes the Morningstar historical categories: Corporate Bond, High Yield Bond, Inflation-Protected Bond, Intermediate Government, Intermediate-Term Bond, Long Government, Muni California Intermediate, Muni California Long, Muni Massachusetts, Muni Minnesota, Muni National Intermediate, Muni National Long, Muni National Short, Muni New Jersey, Muni New York Intermediate, Muni New York Long, Muni Ohio, Muni Pennsylvania, Muni Single State Intermediate, Muni Single State Long, Muni Single State Short, Short Government, Short-Term Bond, Ultrashort Bond, and World Bond.

Additional information regarding Morningstar's historical categories is available from Dimensional upon request.

Index funds and fund-of-funds are excluded from the sample. Net assets for funds with multiple share classes or feeder funds are a sum of the individual share class total net assets. The return, expense ratio, and turnover for funds with multiple share classes are taken as the asset-weighted average of the individual share class observations. Fund share classes are aggregated at the strategy level using Morningstar FundID.

Each fund is evaluated relative to the Morningstar benchmark assigned to the fund's category at the start of the evaluation period. Surviving funds are those with return observations for every month of the sample period. Winner funds are those that survived and whose cumulative net return over the period exceeded that of their respective Morningstar category benchmark. Loser funds are funds that did not survive the period or whose cumulative net return did not exceed their respective Morningstar category benchmark.

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