



Presenter:

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Personal Income Planning:  
A Generation's Retirement Conundrum

*"Do I Have Enough Money to Retire?"*

# What's at Stake in Income Planning?



- More than 60% of retirees don't have an income plan
- Longstanding advisory relationships are frequently marginalized by income planning experts
- Can you answer the question: Do I have enough money to retire?
- Everything — Gallup Poll Results



op·ti·mist  
'äptəməst/

Noun. 1. An inclination to anticipate the best possible outcome of actions or event.



# prag·ma·tist 'pragmədəst/

Noun. 1. A person who is oriented toward the success or failure of a particular line of action, thought, etc.; a practical person.



# Income Navigator

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Personalized Income Planning



# Income Navigator

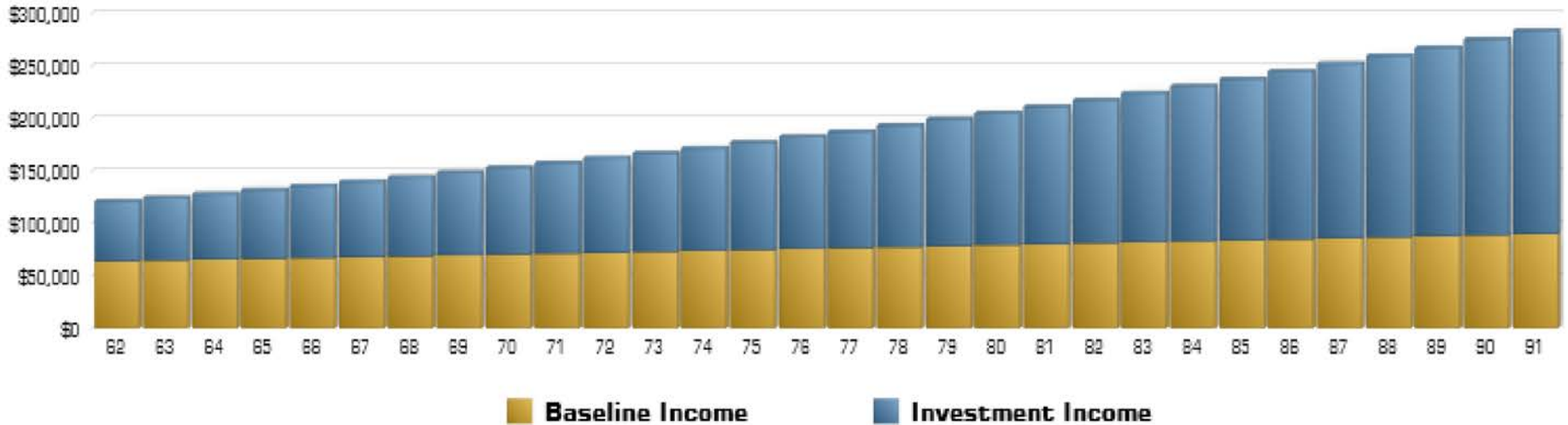


The visual shown above is for illustrative purposes only and does not guarantee success or a certain level of performance.



# Distribution Phase

Assumed Inflation Rate: 3.0%



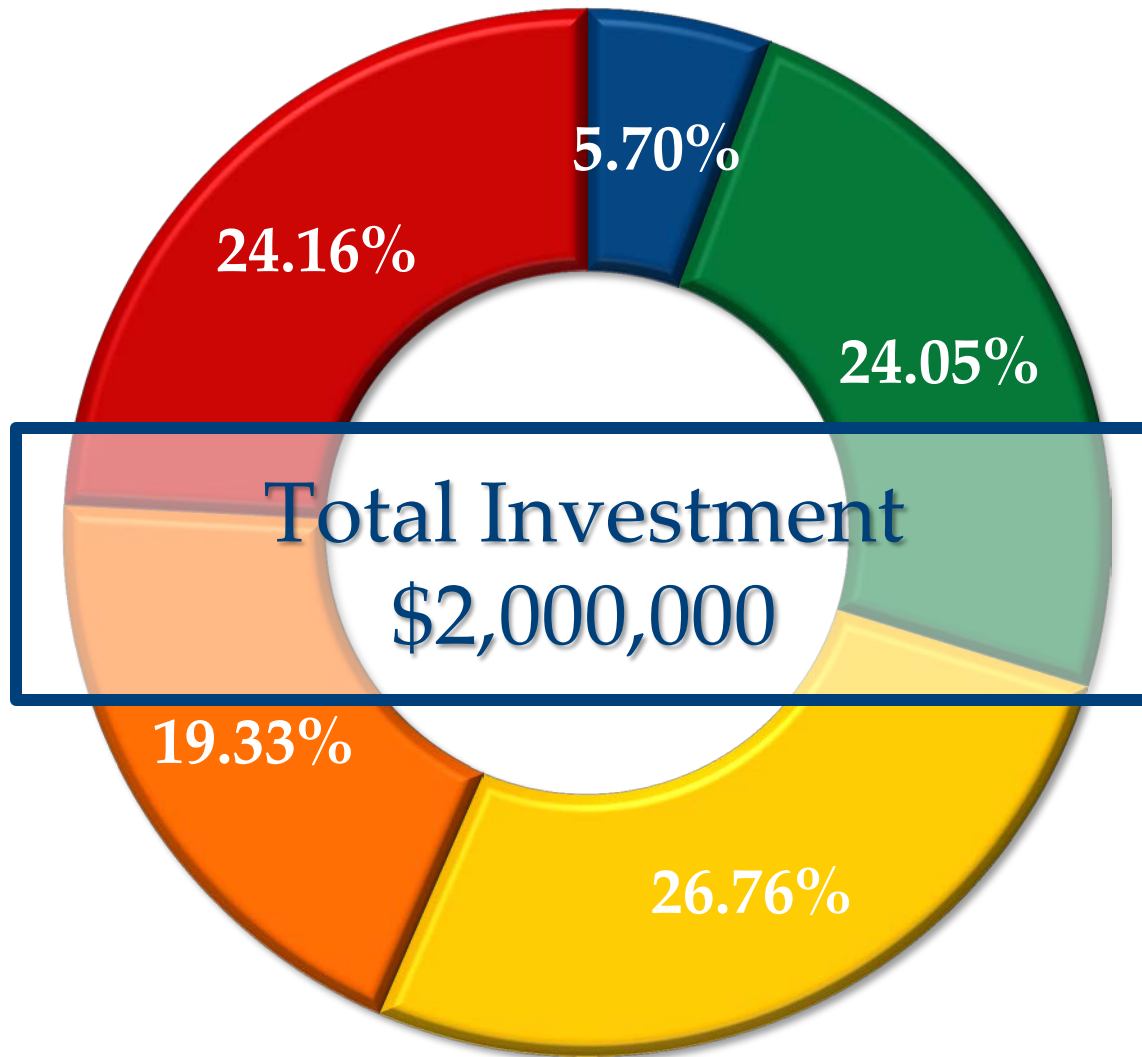
Start Year	End Year	Income Source	Baseline Income	Annual Increase
1	30	John Social Security	\$24,000	1.25%
2	30	Jane Social Security	\$22,000	1.25%
3	30	Jane Pension/Annuity	\$18,000	1.00%

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SAMPLE

# Your Income Navigator Plan

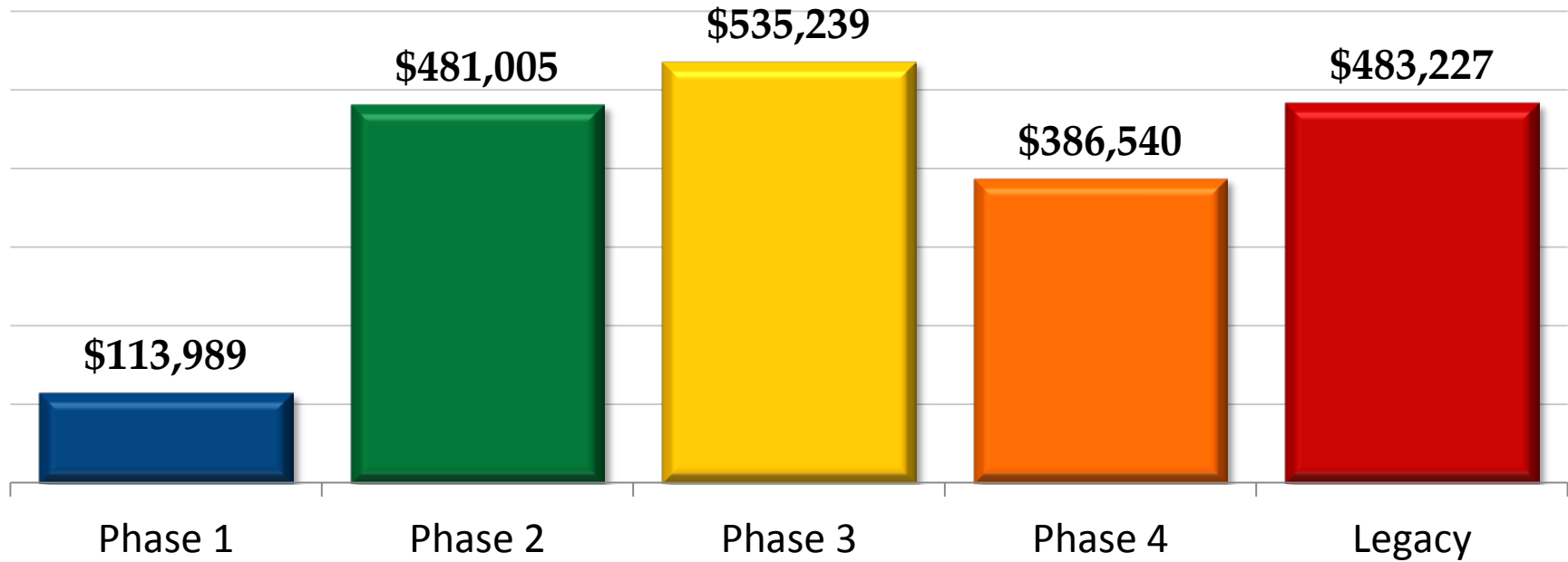


- Phase 1
- Phase 2
- Phase 3
- Phase 4
- Legacy





# Your Income Navigator Plan



	%	Starting Amount	Total Duration	Distribution ROR	Accumulation ROR	Deferral Duration
Phase 1	5.70%	\$113,989.28	Year 1 to 2	0.50%	0.50%	0
Phase 2	24.05%	\$481,004.50	Year 3 to 10	3.00%	3.00%	2
Phase 3	26.76%	\$535,238.96	Year 11 to 20	4.00%	5.00%	10
Phase 4	19.33%	\$386,540.45	Year 21 to 30	5.00%	6.00%	20
Legacy	24.16%	\$483,226.81	Year 30		6.00%	30

The visual shown above is for illustrative purposes only and does not guarantee success or a certain level of performance.



# Your Income Navigator Plan Year by Year

SAMPLE

Year	Age	Baseline Income	Investment Income	Total Income	Phase 1	Phase 2	Phase 3	Phase 4	Legacy	Total
1	62	\$64,000	\$56,000	\$120,000	\$58,559	\$495,435	\$562,001	\$409,733	\$512,220	\$2,037,948
2	63	\$64,755	\$58,845	\$123,600	\$0	\$510,298	\$590,101	\$434,317	\$542,954	\$2,077,669
3	64	\$65,519	\$61,789	\$127,308		\$463,818	\$619,606	\$460,376	\$575,531	\$2,119,330
4	65	\$66,291	\$64,836	\$131,127		\$412,896	\$650,586	\$487,998	\$610,063	\$2,161,544
5	66	\$67,075	\$67,986	\$135,061		\$357,297	\$683,116	\$517,278	\$646,666	\$2,204,357
6	67	\$67,866	\$71,247	\$139,113		\$296,769	\$717,271	\$548,315	\$685,466	\$2,247,821
7	68	\$68,666	\$74,620	\$143,286		\$231,052	\$753,135	\$581,214	\$726,594	\$2,291,994
8	69	\$69,477	\$78,108	\$147,585		\$159,875	\$790,792	\$616,087	\$770,190	\$2,336,944
9	70	\$70,298	\$81,714	\$152,012		\$82,957	\$830,331	\$653,052	\$816,402	\$2,382,742
10	71	\$71,127	\$85,446	\$156,573		\$0	\$871,848	\$692,235	\$865,386	\$2,429,469
11	72	\$71,967	\$89,303	\$161,270			\$817,419	\$733,769	\$917,309	\$2,468,497
12	73	\$72,817	\$93,291	\$166,108			\$756,825	\$777,795	\$972,347	\$2,506,967
13	74	\$73,678	\$97,413	\$171,091			\$689,684	\$824,463	\$1,030,688	\$2,544,835
14	75	\$74,548	\$101,676	\$176,224			\$615,596	\$873,931	\$1,092,529	\$2,582,055
15	76	\$75,429	\$106,082	\$181,511			\$534,138	\$926,367	\$1,158,081	\$2,618,585
16	77	\$76,319	\$110,637	\$186,956			\$444,866	\$981,949	\$1,227,566	\$2,654,381
17	78	\$77,221	\$115,344	\$192,565			\$347,317	\$1,040,866	\$1,301,220	\$2,689,402
18	79	\$78,133	\$120,209	\$198,342			\$241,001	\$1,103,318	\$1,379,293	\$2,723,611
19	80	\$79,058	\$125,234	\$204,292			\$125,407	\$1,169,517	\$1,462,051	\$2,756,974
20	81	\$79,992	\$130,429	\$210,421			\$0	\$1,239,688	\$1,549,774	\$2,789,462

Clark Capital Management Group has prepared this projection relying upon information about the investor's financial circumstances and specific investment goals provided by the investor and/or the investor's personal financial advisor. The projection is hypothetical and provided solely as information which should be carefully weighed and evaluated by the investor with the assistance of the investor's personal financial advisor. It is not guaranteed that any of the investment recommendations or projections made here will be profitable or provide a given level of income in the future. In making projections of investment results at different phases of the model, Clark Capital has utilized the Firm's financial and market research, historical market activity as well as external sources of research which contribute to the Firm's asset allocation process and the continuous refinement of the proprietary econometric models. There is no guarantee that the projections will be seen to be correct and there may be significant deviation between projections and actual results of particular investments or group of investments. Before investing, the investor should consider their investment goals and risk comfort level and consult with their investment advisor and tax professional. Past performance does not guarantee future results.



# Your Income Navigator Plan Year by Year

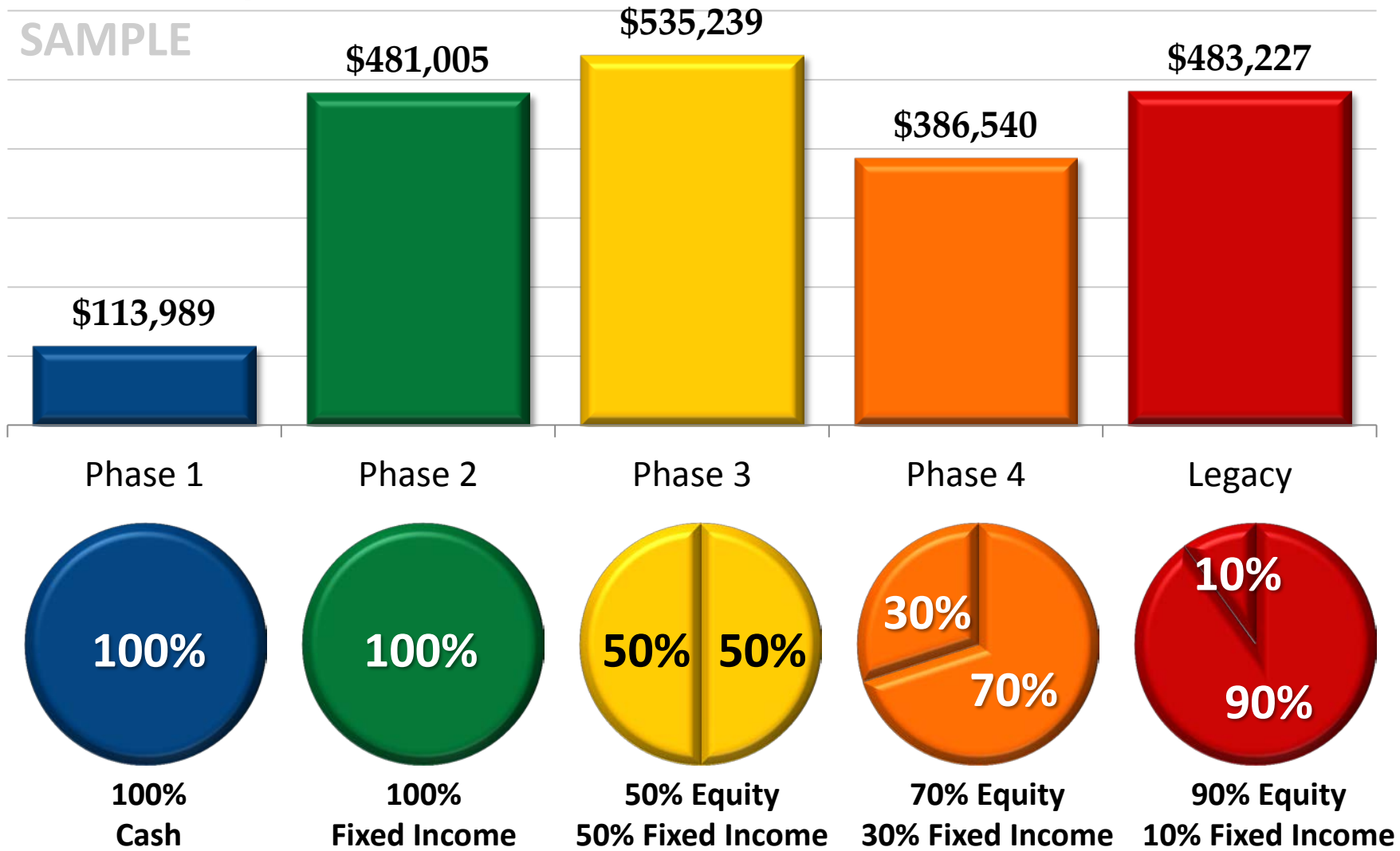
SAMPLE

Age	Baseline Income	Investment Income	Total Income	Phase 1	Phase 2
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65	\$66,291	\$64,836	\$131,127		\$412,896
66	\$67,075	\$67,986	\$135,061		\$357,297
67	\$67,866	\$71,247	\$139,113		\$296,769

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# Your Objectives Drive the Investment Plan



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This is not a recommendation to buy or sell a security or to adopt a particular investment strategy. Please see attached disclosures.

# How Powerful Is Our Approach?



- The Potential to:
  - ❖ Minimize the impact of investor emotions — reduce the risk of bad decisions.
  - ❖ Increase close rate with HNW prospects.
  - ❖ Reduce fee/performance based conversations with your clients — Stickier assets
  - ❖ Grows your AUM through consolidation of assets and increased referrals

Submit Form

ADVISOR INFORMATION

Today's Date		<b>Click to Insert Logo Here</b>
Date Analysis Needed		
Financial Advisor Name		
Firm Name		

HOUSEHOLD INFORMATION

Household Name		
	Spouse 1	Spouse 2
Client Name		
Birth Date		
Current Age		
Target Retirement Date		

Would you like help introducing the income plan/proposal to your client?  Yes  No

Preferred Inflation Assumption  2%  3%  4%  Other

Please enter any existing accounts that will be used to fund this income plan. Provide client statements if available.

	Registration Names	Account Type	Current Value
1			\$
2			\$
3			\$
4			\$
5			\$
6			\$
7			\$
	Current Investable Assets		\$

Accumulation Period

When will you begin taking withdrawals (year)?

If you intend to begin taking withdrawals immediately, enter the current year above and ignore the Contribution section below.

Please enter the Contributions you intend to make during the Accumulation Period in the section below.

Contribution Description	Contribution Amount	Start Year	End Year	COLA*
	\$			
	\$			
	\$			
	\$			
	\$			

\*Cost of Living Adjustment Percentage

General Account Information

Accumulation Period Information



Submit Form

Distribution Period

If you have a desired monthly income amount during your Distribution Period, please enter it below.

Gross Monthly Income Required (Pre-Tax Dollars) \$

OPTIONAL. Please complete this section if your Gross Monthly Income Required will change over time.

Time Frame	Time Frame Description	Duration Years	Monthly Income Need
1			\$
2			\$
3			\$
4			\$
5			\$

Please enter the income that will supplement your investment plan during the Distribution Period.

Annual Income Sources	Spouse 1	Start Year	End Year	COLA*	Spouse 2	Start Year	End Year	COLA*
Social Security	\$				\$			
Defined Benefit/Pension	\$				\$			
Annuities	\$				\$			
Business/Property Sale	\$				\$			
Inheritance	\$				\$			
Other 1	\$				\$			
Other 2	\$				\$			
Other 3	\$				\$			

\*Cost of Living Adjustment Percentage

Distribution Period Information

Legacy

OPTIONAL: If you wish to leave a specific legacy amount at the end of the investment plan, please enter the amount below.

Desired Legacy Amount \$

Maximize Legacy  Yes

Maximizing your legacy ensures that the largest amount possible will remain after your monthly income needs are met. If you choose that option, DO NOT enter a Desired Legacy Amount.

NOTES. Enter additional instructions here

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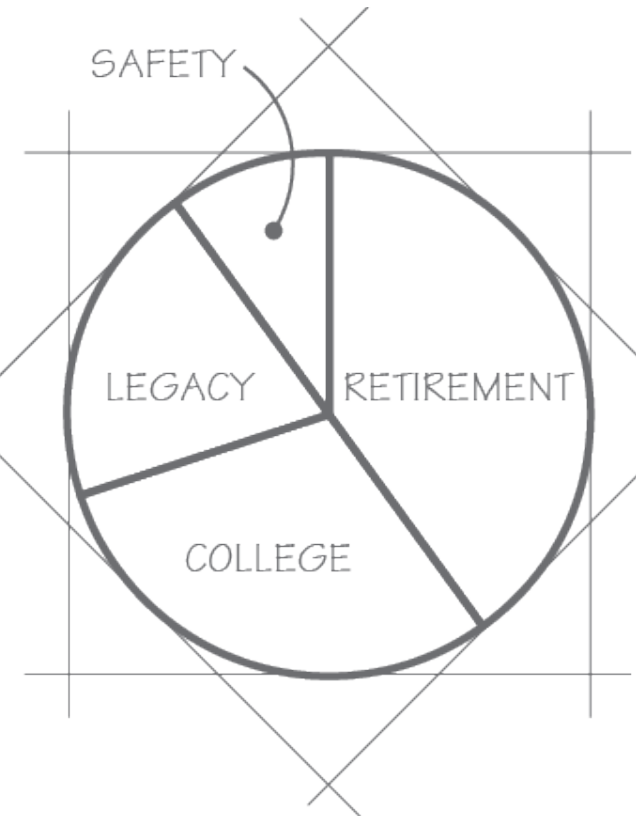
Legacy

# Personalized Experience – Turnkey Partner



## ● Case Design

- ❖ Collaborative Intake Process
- ❖ Design the Income Plan
- ❖ Implement the corresponding investments
- ❖ Monitor and manage each phase of the plan over time





Q&A



# Disclosure



The opinions expressed are those of the Clark Capital Management Group Investment Team. The opinions referenced are as of the date of publication and are subject to change due to changes in the market or economic conditions and may not necessarily come to pass. There is no guarantee of the future performance of any Clark Capital investment portfolio. Material presented has been derived from sources considered to be reliable, but the accuracy and completeness cannot be guaranteed. Nothing herein should be construed as a solicitation, recommendation or an offer to buy, sell or hold any securities, other investments or to adopt any investment strategy or strategies. For educational use only. This information is not intended to serve as investment advice. This material is not intended to be relied upon as a forecast or research. The investment or strategy discussed may not be suitable for all investors. Investors must make their own decisions based on their specific investment objectives and financial circumstances. Past performance does not guarantee future results.

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The S&P 500 measures the performance of the 500 leading companies in leading industries of the U.S. economy, capturing 75% of U.S. equities.

The MSCI EAFE Index is a free float-adjusted market capitalization index that is designed to measure the equity market performers of developed markets outside the U.S. and Canada.

The MSCI World Index is a freefloat-adjusted market capitalization index that is designed to measure global developed market equity performance.

The MSCI World Index ex. U.S. is a freefloat-adjusted market capitalization index that is designed to measure global developed market equity performance excluding the U.S.

The MSCI Asia ex. Japan is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of Asia, excluding Japan. The MSCI AC Asia ex Japan Index consists of the following 10 developed and emerging market country indices: China, Hong Kong, India, Indonesia, Korea, Malaysia, Philippines, Singapore, Taiwan, and Thailand.

The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets.

The Russell 3000® Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

The VIX Index is a forward looking index of market risk which shows expectation of volatility over the coming 30 days.

Barclays U.S. Government/Credit Bond Index measures the performance of U.S. dollar denominated U.S. Treasuries and government-related & investment grade U.S. corporate securities that have a remaining maturity of greater than one year.

The Barclays U.S. Aggregate Bond Index covers the U.S. investment-grade fixed-rate bond market, including government and credit securities, agency mortgage pass-through securities, asset-backed securities and commercial mortgage-based securities. To qualify for inclusion, a bond or security must have at least one year to final maturity, and be rated investment grade Baa3 or better, dollar denominated, non-convertible, fixed rate and publicly issued.

The Barclays U.S. Corporate High-Yield Index covers the USD-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The iPath® S&P 500 Dynamic VIX ETN is designed to provide investors with exposure to the S&P 500® Dynamic VIX Futures™ Total

Return Index.

The S&P 500® Dynamic VIX Futures™ Total Return Index (the "Index") is designed to dynamically allocate between the S&P 500® VIX Short-Term Futures™ Index Excess Return and the S&P 500® VIX Mid-Term Futures™ Index Excess Return by monitoring the steepness of the implied volatility curve. The Index seeks to react positively to overall increases in market volatility and aims to lower the roll cost of investments linked to future implied volatility.

Index returns include the reinvestment of income and dividends. The returns for these unmanaged indexes do not include any transaction costs, management fees or other costs. It is not possible to make an investment directly in any index.

The relative strength measure is based on historical information and should not be considered a guaranteed prediction of market activity. It is one of many indicators that may be used to analyze market data for investing purposes. The relative strength measure has certain limitations such as the calculation results being impacted by an extreme change in a security price.

Morningstar is the largest independent research organization serving more than 5.2 million individual investors, 210,000 Financial Advisors, and 1,700 institutional clients around the world. For each separate account with at least a three-year history, Morningstar calculates a Morningstar Rating™ based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a separate account's monthly performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of separate accounts in each category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars and the bottom 10% receive 1 star. The Overall Morningstar Rating for a separate account is derived from a weighted average of the performance figures associated with its three-, five- and ten-year Morningstar Rating metrics.

Investnet, Inc. (NYSE:ENV) and Investment Advisor magazine selected finalists for the 13th Annual Separately Managed Account (SMA) Manager and Strategist of the Year Awards using Investnet|PMC's proprietary, systematic, and multi-factor methodology for evaluating managers. This framework takes a variety of qualitative and quantitative criteria in to consideration, such as investment process and style, performance, firm profile, customer service, and tax efficiency. To qualify for an SMA Manager and Strategist of the Year Award, a manager's team must have at least three years of experience running a strategy with \$200 million or more in assets. A manager's product is also required to be reported through Investnet|PMC's Premium Research solutions, which includes more than 54,000 advisors and 2,500 companies including: U.S. banks, wealth management and brokerage firms, Registered Investment Advisers, and Internet services companies.

The ranking shown above is not indicative of the adviser's future performance and may not be representative of any one client's experience because the rating reflects an average of all, or a sample of all, the experiences of the adviser's clients. Please see attached disclosures.

The Thomson Reuters Lipper Fund Awards, granted annually, highlight funds and fund companies that have excelled in delivering consistently strong risk-adjusted performance relative to their peers. The Lipper Fund Awards are based on the Lipper Leader for Consistent Return rating, which is a risk-adjusted performance measure calculated over 36, 60 and 120 months. The fund with the highest Lipper Leader for Consistent Return (Effective Return) value in each eligible classification wins the Lipper Fund Award. For more information, see [Lipperalpha.financial.thomsonreuters.com/lipper](http://Lipperalpha.financial.thomsonreuters.com/lipper) Although Lipper makes reasonable efforts to ensure the accuracy and reliability of the data contained herein, the accuracy is not guaranteed by Lipper. Awards and rankings are only one form of performance measurement.

Top Guns Manager of the Decade is a recognition from Informa Investment Solutions PSN, an independent, national money manager database. This designation may not be representative of any one client's experience because the rating reflects an average of all, or a sample of all, the experiences of Mr. Soslow's clients. This information does not reflect the experience of clients of Clark Capital Management Group, Inc. and is not indicative of future performance. For the periods when the designation was made, the recognition was for the Navigator International Equity/ADR strategy managed by Mr. Soslow. The PSN universes were created using the information collected through the PSN investment manager questionnaire and use only gross of fee returns; they do not reflect any management fees, transaction cost or expenses. PSN Top Guns investment managers must claim that they are GIPs compliant. Mutual fund and commingled fund products are not included in the universe. Products must have an R-Squared of 0.80 or greater relative to the style benchmark for the latest ten year period. Moreover, products must have returns greater than the style benchmark for the latest ten year period and also Standard Deviation less than the style benchmark for the latest ten year period and also Standard Deviation less than the style benchmark for the latest ten year period. At this point, the top ten performers for the latest 10-year period become the PSN Top Guns of the Decade. The complete list of PSN Top Guns and an overview of the methodology is available at <http://www.informais.com/resources/psn-top-guns>.



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**Calculation Methodology:** Composite returns assume reinvestment of income and other earnings, are gross of withholding taxes, if any, and are reported in U.S. dollars. Net returns presented reflect the deduction of a model investment advisory fee of 3% which is the highest wrap fee charged by any sponsor. Internal dispersion is calculated using the equal-weighted average deviation of annual account returns for those accounts included in the composite for the entire year. Trade date accounting is used. Leverage is not used in the composite. The composites are comprised of all fully discretionary accounts managed in the strategy for one full month, including those accounts no longer with the firm. Closed accounts are included through the completion of the last full month of eligibility. A copy of the complete list and description of Clark Capital's composites, verification and performance examination reports, and policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

# Compliant Presentation Navigator<sup>®</sup> Fixed Income Total Return Composite



## Navigator Fixed Income Total Return Composite

Composite Inception and Creation Date: 1/1/2005

	Note A: Pure Gross Total Return	Net of 3.0%	BBgBarc U.S. Corporate High Yield Bond	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	-0.50%	-3.44%	-4.47%	0.04%	1538	\$168.036	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	1.27%	-1.72%	2.45%	0.04%	1170	\$159.359	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	4.46%	1.38%	7.44%	0.05%	2542	\$210.085	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	10.44%	7.20%	15.81%	0.19%	3259	\$251.999	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	6.85%	3.70%	4.98%	0.18%	3380	\$182.770	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	14.86%	11.50%	15.12%	0.08%	2759	\$101.753	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	41.33%	37.26%	58.21%	0.42%	1679	\$53.854	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	4.15%	1.08%	-26.16%	0.29%	784	\$20.382	100%	3%	\$1,032.3
1/1/2007 to 12/31/2007	2.81%	-0.23%	1.87%	0.53%	41	\$2.583	100%	20%	\$1,109.0
1/1/2006 to 12/31/2006	9.62%	6.41%	11.85%	0.10%	7	\$0.890	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	8.69%	5.50%	6.57%
Cumulative Since Inception	150.20%	80.20%	101.30%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	4.57%	5.34%
2014	4.66%	4.56%
2013	5.27%	6.50%
2012	6.29%	7.18%
2011	8.99%	11.24%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> Fixed Income Total Return Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2005 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator Fixed Income Total Return composite is designed to maximize total return by rotational management of a fixed income portfolio invested in Low Quality Bonds (high-yield), High Quality Corporate and Government Bonds, and Short-term Treasuries. The strategy seeks to take advantage of the performance differential between segments of the bond market under different market conditions. Through investment in segments of the fixed income market believed to be the strongest performer in the near term, the portfolio may have the opportunity to outperform the broad bond market without exposure to the risk of the equity market. Active management supported by in-depth, internally generated research seeks to pursue superior performance results with greater consistency and lower volatility of returns. The portfolio may invest in exchange-traded funds and mutual funds targeting high yield corporate, investment grade corporate, government, government agency and treasury fixed income sectors. The strategy has an unconstrained allocation policy. The goal of the strategy is capital preservation while outperforming an unmanaged buy and hold investment.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the BBgBarc U.S. Corporate High-Yield Index. The BBgBarc U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> High Dividend Equity Composite

## Navigator High Dividend Equity Composite

Composite Inception and Creation Date: 1/1/2005

	<b>Note A: Pure Gross Total Return</b>	<b>Net of 3.0%</b>	<b>S&amp;P 500</b>	<b>Internal Dispersion</b>	<b>Number of Portfolios</b>	<b>Composite Assets (In Millions)</b>	<b>Percent of Composite Charged a Bundled Fee</b>	<b>Percent of Non-Fee Accounts</b>	<b>Total Firm Assets (In Millions)</b>
1/1/2015 to 12/31/2015	1.06%	-1.93%	1.38%	0.11%	1075	\$170.833	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	12.98%	9.67%	13.69%	0.10%	430	\$101.418	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	28.83%	25.10%	32.39%	0.22%	135	\$45.371	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	8.92%	5.72%	16.00%	0.46%	41	\$11.621	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	6.59%	3.45%	2.11%	0.39%	10	\$3.452	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	14.41%	11.06%	15.06%	*	8	\$2.256	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	25.32%	21.67%	26.46%	*	6	\$1.801	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-29.18%	-31.34%	-37.00%	*	1	\$0.159	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	8.73%	5.53%	5.49%	*	2	\$0.438	100%	0%	\$1,109.0
1/1/2006 to 12/31/2006	14.53%	11.18%	15.79%	*	2	\$0.453	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	7.36%	4.20%	7.09%
Cumulative Since Inception	118.49%	57.29%	112.36%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

### 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	9.69%	10.62%
2014	8.24%	9.10%
2013	9.94%	12.11%
2012	13.11%	15.30%
2011	16.09%	18.97%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> High Dividend Equity Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2005 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

Composite Description: The Navigator High Dividend Equity composite invests in high-quality domestic and international equities, REITs, preferred stocks, exchange-traded funds and closed end funds. The goal of the strategy is to provide above average dividend income with capital appreciation. The focus is on reasonably priced, multi-capitalized stocks with strong valuation characteristics. Only securities with strong and absolute relative values are considered for use in the composite and is diversified across several broad economic sectors. Fundamental and quantitative analysis is used in determining the stocks to be included in the composite such as: revenue growth, price/cash flow, price/book, P/E, ROE (return on equity), price/sales, dividend yield, PEG ratios and earnings momentum. Generally, 35 to 55 securities are held in the composite. Preferred stocks, REITs, ETFs and closed end funds are also considered for the composite. The sell discipline considers dividend reductions, weakening earnings trends and declining margins over 2-3 consecutive quarters. Relative performance to market peers is also a factor. The strategy seeks to provide capital appreciation with current income on a consistent basis by applying a fundamental investment approach that is focused on securities with above average dividend yield.

Fee Schedule: The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

Benchmark Description: The benchmark is the S&P 500 Index. The S&P 500 measures the performance of the 500 leading companies in leading industries of the U.S. economy, capturing 75% of U.S. equities.

The benchmark for this composite is used because the S&P 500 is widely known and is generally representative of U.S. equities. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> International Equity/ADR Composite

## Navigator International Equity/ADR Composite

Composite Inception and Creation Date: 1/1/2008

	Note A: Pure Gross Total Return	Net of 3.0%	MSCI ACWI ex U.S.	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions) <sup>oo</sup>
1/1/2015 to 12/31/2015	4.31%	1.23%	-5.66%	0.26%	728	\$75.948	100%	1%	\$2,308.7
1/1/2014 to 12/31/2014	9.37%	6.15%	-3.87%	0.64%	239	\$30.373	100%	1%	\$2,082.3
1/1/2013 to 12/31/2013	19.79%	16.29%	15.29%	*	109	\$17.515	100%	1%	\$1,966.6
1/1/2012 to 12/31/2012	18.28%	14.83%	16.83%	*	1	\$0.214	0%	0%	N/A
1/1/2011 to 12/31/2011	-5.75%	-8.56%	-13.71%	*	1	\$0.182	0%	0%	N/A
1/1/2010 to 12/31/2010	15.79%	12.40%	11.15%	*	1	\$0.194	0%	0%	N/A
1/1/2009 to 12/31/2009	48.13%	43.88%	41.45%	*	1	\$0.169	0%	0%	N/A
1/1/2008 to 12/31/2008	-41.24%	-43.07%	-45.53%	*	2	\$0.180	0%	0%	N/A
As of 12/31/2015	Annualized Since Inception	5.51%	2.39%	-1.27%	*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.				
	Cumulative Since Inception	53.53%	20.82%	-9.72%					

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

**\*\***Anthony Soslow joined Clark Capital Management Group on 3/31/13 and as such "Total Firm Assets" are only applicable as of 4/1/13

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	11.41%	12.30%
2014	10.94%	12.99%
2013	14.36%	16.46%
2012	16.97%	19.53%
2011	19.75%	23.04%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> International Equity/ADR Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator International Equity/ADR portfolio primarily invests in American depository receipts (ADRs) of companies with market capitalizations generally falling between \$300 million and \$250 billion and that are constituents of the MSCI All Country ex US Index. Our investment process is both quantitative and qualitative incorporating proprietary models and analytical techniques that search for companies that possess three characteristics: superior quality, attractive value and improving business prospects. By purchasing the undervalued ADRs of companies with a durable competitive advantage whose businesses have accelerating momentum, we tend to benefit over time as the spread between price and value narrows and as values increase. Our risk controls are sensitive to company and sector diversification to reduce both overall portfolio volatility and tracking error to the benchmark. The goal of the portfolio is to deliver consistent excess returns over a full market cycle at/or below benchmark volatility. The performance results prior to 4/1/2013 were achieved by Anthony Soslow while at his prior firm, using a substantially similar investment style. Anthony Soslow joined Clark Capital Management Group on 3/31/2013.

**Composite History:** The composite was managed by Global Capital Management, Inc. (Anthony Soslow - manager) from 1/1/2008 to 3/31/2013. From 03/31/2013 to present, the composite is managed by Clark Capital (Anthony Soslow – lead manager). Pure gross results prior to 4/1/13 reflect the deduction of transaction costs.

In January 2016, the 2011 three-year standard deviation for the composite and the benchmark was revised from 16.98% and 19.53%, respectively.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the MSCI All Country World ex USA Total Return (MSCI ACWI), a market capitalization weighted index designed to provide a broad measure of equity-market performance throughout the world. The MSCI ACWI is maintained by Morgan Stanley Capital International, and is comprised of stocks from both developed and emerging markets. Benchmark returns are net of withholding taxes. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> Small Cap Core U.S. Equity Composite

## Navigator Small Cap Core U.S. Equity Composite

Composite Inception and Creation Date: 6/1/2005

	Note A: Pure Gross Total Return	Net of 3.0%	Russell 2000	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions) <sup>100</sup>
1/1/2015 to 12/31/2015	1.76%	-1.25%	-4.41%	0.37%	157	\$17.405	100%	14%	\$2,308.7
1/1/2014 to 12/31/2014	8.53%	5.34%	4.89%	0.27%	68	\$12.239	100%	20%	\$2,082.3
1/1/2013 to 12/31/2013	40.22%	36.18%	38.82%	*	58	\$11.197	100%	20%	\$1,966.6
1/1/2012 to 12/31/2012	11.84%	8.56%	16.35%	*	3	\$1.689	0%	0%	N/A
1/1/2011 to 12/31/2011	3.27%	0.21%	-4.18%	*	3	\$1.589	0%	0%	N/A
1/1/2010 to 12/31/2010	23.18%	19.59%	26.85%	*	2	\$1.707	0%	0%	N/A
1/1/2009 to 12/31/2009	21.61%	18.06%	27.17%	*	2	\$1.362	0%	0%	N/A
1/1/2008 to 12/31/2008	-34.23%	-36.25%	-33.79%	*	2	\$6.599	0%	0%	N/A
1/1/2007 to 12/31/2007	-2.11%	-5.02%	-1.57%	*	2	\$10.942	0%	0%	N/A
1/1/2006 to 12/31/2006	10.11%	6.88%	16.37%	*	1	\$0.278	0%	0%	N/A

As of  
12/31/2015

Annualized Since Inception	7.71%	4.54%	7.38%
Cumulative Since Inception	119.47%	59.94%	112.38%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

\*\*Anthony Soslow joined Clark Capital Management Group on 3/31/13 and as such "Total Firm Assets" are only applicable as of 4/1/13

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	13.89%	14.16%
2014	13.29%	13.31%
2013	16.80%	16.68%
2012	18.73%	20.48%
2011	24.82%	25.34%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> Small Cap Core U.S. Equity Composite

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Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator Small Cap Core U.S. Equity portfolio primarily invests in stocks of companies with market capitalizations generally falling between \$300 million and \$3 billion and that are constituents of the Russell 2000 Small Cap Index. Our investment process is both quantitative and qualitative incorporating proprietary models and analytical techniques that search for companies that possess three characteristics: superior quality, attractive value and improving business prospects. By purchasing the undervalued shares of companies with a Durable Competitive Advantage whose businesses have accelerating momentum, we tend to benefit over time as the spread between price and value narrows and as value increases. Our risk controls are sensitive to company and sector diversification to reduce both overall portfolio volatility and tracking error to the benchmark. The goal of the portfolio is to deliver consistent excess returns over a full market cycle at/or below benchmark volatility. The performance results prior to 4/1/2013 were achieved by Anthony Soslow while at his prior firm, using a substantially similar investment style. Anthony Soslow joined Clark Capital Management Group on 3/31/2013.

**Composite History:** The composite was managed by Global Capital Management, Inc. (Anthony Soslow - manager) from 6/1/2005 to 3/31/2013. From 03/31/2013 to present, the composite is managed by Clark Capital (Anthony Soslow – lead manager). Pure gross results prior to 4/1/13 reflect the deduction of transaction costs.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the Russell 2000. The Russell 2000 Index measures the performance of the 2000 smallest U.S. companies based on total market capitalization in the Russell 3000, which represents approximately 10% of Russell 3000 total market capitalization. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> All Cap Core U.S. Equity Composite

## Navigator All Cap Core U.S. Equity Composite

Composite Inception and Creation Date: 1/1/2005

	<b>Note A: Pure Gross Total Return</b>	<b>Net of 3.0%</b>	<b>Russell 3000</b>	<b>Internal Dispersion</b>	<b>Number of Portfolios</b>	<b>Composite Assets (in Millions)</b>	<b>Percent of Composite Charged a Bundled Fee</b>	<b>Percent of Non-Fee Accounts</b>	<b>Total Firm Assets (in Millions)</b>
1/1/2015 to 12/31/2015	2.73%	-0.31%	0.48%	0.23%	885	\$91.106	100%	5%	\$2,308.7
1/1/2014 to 12/31/2014	12.12%	8.83%	12.56%	0.19%	672	\$70.104	100%	6%	\$2,082.3
1/1/2013 to 12/31/2013	38.11%	34.13%	33.55%	0.22%	609	\$57.657	100%	7%	\$1,966.6
1/1/2012 to 12/31/2012	14.67%	11.31%	16.42%	0.49%	921	\$63.798	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	1.20%	-1.80%	1.03%	0.49%	1451	\$101.285	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	18.26%	14.80%	16.93%	0.35%	1450	\$175.831	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	26.35%	22.67%	28.34%	0.47%	1112	\$131.622	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-39.78%	-41.65%	-37.31%	0.36%	505	\$49.506	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	13.82%	10.48%	5.14%	0.26%	414	\$58.600	100%	0%	\$1,109.0
1/1/2006 to 12/31/2006	19.23%	15.75%	15.72%	0.54%	282	\$40.295	100%	0%	\$1,011.2
As of 12/31/2015	Annualized Since Inception	8.20%	5.02%	7.24%	*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.				
	Cumulative Since Inception	137.99%	71.33%	115.78%					

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	11.04%	10.73%
2014	10.51%	9.42%
2013	14.09%	12.71%
2012	17.20%	15.95%
2011	18.85%	19.62%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> All Cap Core U.S. Equity Composite

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Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2005 through 12/31/2010, 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator All Cap Core U.S. Equity portfolio primarily invests in stocks of companies with market capitalizations generally falling between \$300 million and \$400 billion and that are constituents of the Russell 3000 Broad Market Index. Our investment process is both quantitative and qualitative incorporating proprietary models and analytical techniques that search for companies that possess three characteristics: superior quality, attractive value and improving business prospects. By purchasing the undervalued shares of companies with a durable competitive advantage whose businesses have accelerating momentum, we tend to benefit over time as the spread between price and value narrows and as value increases. Our risk controls are sensitive to company and sector diversification to reduce both overall portfolio volatility and tracking error to the benchmark. The goal of the portfolio is to deliver consistent excess returns over a full market cycle at/or below benchmark volatility.

**Composite History:** The composite was sub-advised by Global Capital Management, Inc. (Anthony Soslow and Phil Mendelsohn - co-managers) from 1/1/2005 to 6/30/2009. The composite was managed by Clark Capital (Phil Mendelsohn – lead manager) from 7/1/2009 to 3/31/2012. The composite was sub-advised by Palliser Bay Capital Management (Phil Mendelsohn – lead manager) from 4/1/2012 to 3/31/2013. From 03/31/2013 to present, the composite is managed by Clark Capital (Anthony Soslow – lead manager).

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The Benchmark is the Russell 3000. The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The S&P 500 measures the performance of the 500 leading companies in leading industries of the U.S. economy, which represents 75% of U.S. equities. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> SMID Cap Core U.S. Equity Composite

## Navigator SMID Cap Core U.S. Equity Composite

Composite Inception and Creation Date: 4/1/2013

	<b>Note A: Pure Gross Total Return</b>	<b>Net of 3.0%</b>	<b>Russell 2500</b>	<b>Internal Dispersion</b>	<b>Number of Portfolios</b>	<b>Composite Assets (in Millions)</b>	<b>Percent of Composite Charged a Bundled Fee</b>	<b>Percent of Non-Fee Accounts</b>	<b>Total Firm Assets (in Millions)</b>
1/1/2015 to 12/31/2015	4.44%	1.35%	-2.90%	0.14%	56	\$10.054	100%	14%	\$2,308.7
1/1/2014 to 12/31/2014	13.59%	10.26%	7.07%	0.39%	14	\$4.989	100%	27%	\$2,082.3
4/1/2013 to 12/31/2013	26.13%	23.39%	21.22%	*	8	\$3.454	100%	34%	\$1,966.6
As of 12/31/2015	Annualized Since Inception	15.78%	12.40%	8.78%	*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.				
	Cumulative Since Inception	49.63%	37.90%	26.03%					

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

### 3-Year Annualized Ex-post Standard Deviation

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> SMID Cap Core U.S. Equity Composite

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Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 4/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator SMID Cap Core U.S. Equity portfolio primarily invests in stocks of companies with market capitalizations generally falling between \$300 million and \$5 billion and that are constituents of the Russell 2500 Small-Mid Cap Index. Our investment process is both quantitative and qualitative incorporating proprietary models and analytical techniques that search for companies that possess three characteristics: superior quality, attractive value and improving business prospects. By purchasing the undervalued shares of companies with a Durable Competitive Advantage whose businesses have accelerating momentum, we tend to benefit over time as the spread between price and value narrows and as value increases. Our risk controls are sensitive to company and sector diversification to reduce both overall portfolio volatility and tracking error to the benchmark. The goal of the portfolio is to deliver consistent excess returns over a full market cycle at/or below benchmark volatility.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the Russell 2500. The Russell 2500 Index measures the performance of the small to mid-cap segment of the U.S. equity universe, commonly referred to as "smid" cap. The Russell 2500 is a subset of the Russell 3000<sup>®</sup> Index. It includes approximately 2500 of the smallest securities based on a combination of their market cap and current index membership. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> Taxable Fixed Income Composite

## Navigator Taxable Fixed Income Composite

Composite Inception and Creation Date: 4/1/2002

	<b>Note A: Pure Gross Total Return</b>	<b>Net of 3.0%</b>	<b>BBgBarc Intermediate U.S. Corporate Index</b>	<b>Internal Dispersion</b>	<b>Number of Portfolios</b>	<b>Composite Assets (in Millions)</b>	<b>Percent of Composite Charged a Bundled Fee</b>	<b>Percent of Non-Fee Accounts</b>	<b>Total Firm Assets (in Millions)</b>
1/1/2015 to 12/31/2015	0.99%	-2.00%	1.08%	0.65%	209	\$70.892	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	6.27%	3.14%	4.35%	0.92%	150	\$53.525	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	2.60%	-0.43%	0.08%	0.74%	92	\$34.987	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	8.26%	5.07%	8.84%	1.15%	72	\$33.276	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	9.24%	6.03%	5.52%	2.31%	71	\$33.202	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	8.06%	4.90%	8.27%	1.02%	67	\$31.456	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	15.20%	11.83%	18.56%	1.97%	37	\$16.450	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	2.02%	-0.99%	-4.82%	1.87%	27	\$12.150	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	5.75%	2.63%	5.10%	0.98%	31	\$12.714	100%	0%	\$1,109.0
1/1/2006 to 12/31/2006	4.67%	1.59%	4.55%	0.62%	14	\$5.875	100%	0%	\$1,011.2

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	3.36%	2.75%
2014	2.96%	2.86%
2013	2.71%	3.27%
2012	2.23%	3.10%
2011	3.04%	4.42%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

As of  
12/31/2015

Annualized Since Inception	6.14%	3.01%	5.30%
Cumulative Since Inception	126.86%	50.41%	103.47%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.



# Compliant Presentation Navigator<sup>®</sup> Taxable Fixed Income Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator Taxable Fixed Income composite invests in corporate bonds, government bonds, mortgage securities and taxable municipal bonds. The composite is managed to opportunistically take advantage of changing expectations regarding the shape of the yield curve, credit spreads, and sector valuation. The average duration of the composite is maintained at the intermediate range of four to eight years in order to limit interest rate risk, but bonds of longer maturities of 20 to 25 years may be purchased in order to build a higher yielding composite. The composite is generally fully invested and is appropriately diversified by sector, issuer, and credit quality. The composite seeks to provide current income.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The BBgBarc Intermediate U.S. Corporate Index is designed to measure the performance of U.S. corporate bonds that have a maturity of greater than or equal to 1 year and less than 10 years. The Index is a component of the BBgBarc U.S. Corporate Index and includes investment grade, fixed-rate, taxable, U.S. dollar-denominated debt with \$250 million or more par amount outstanding, issued by U.S. and non-U.S. industrial, utility, and financial institutions. Benchmark returns are net of withholding taxes. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers. The benchmark for this composite was changed on 5/1/2016 to better reflect the maturity and duration of the composite. The previous benchmark was Barclays U.S. Govt/Credit Bond. The benchmark returns for all periods reflect the Barclays Intermediate U.S. Corporate Index.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.





# Compliant Presentation Navigator<sup>®</sup> Tax-Free Fixed Income Composite

## Navigator Tax Free Fixed Income Composite

Composite Inception and Creation Date: 1/1/2000

	Note A: Pure Gross Total Return	Net of 3.0%	BBgBarc Municipal 5 Yr. Bond	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	3.35%	0.30%	2.43%	0.58%	112	\$72.062	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	8.82%	5.63%	3.19%	1.59%	77	\$50.413	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	-2.14%	-5.04%	0.81%	1.22%	67	\$42.175	100%	1%	\$1,966.6
1/1/2012 to 12/31/2012	6.10%	2.98%	2.96%	1.02%	56	\$45.025	100%	1%	\$2,337.4
1/1/2011 to 12/31/2011	9.36%	6.15%	6.93%	1.36%	53	\$43.713	100%	1%	\$2,442.0
1/1/2010 to 12/31/2010	3.29%	0.24%	3.40%	1.04%	51	\$36.149	100%	1%	\$2,297.0
1/1/2009 to 12/31/2009	11.26%	7.99%	7.40%	2.36%	39	\$26.453	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-1.10%	-4.03%	5.78%	1.47%	21	\$16.953	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	3.62%	0.56%	5.15%	0.77%	29	\$13.867	100%	0%	\$1,109.0
1/1/2006 to 12/31/2006	4.32%	1.24%	3.34%	0.43%	30	\$16.746	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	4.95%	1.86%	4.50%
Cumulative Since Inception	116.61%	34.21%	102.16%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	3.02%	2.13%
2014	3.31%	2.14%
2013	3.48%	2.38%
2012	3.12%	2.42%
2011	3.68%	3.33%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.



# Compliant Presentation Navigator<sup>®</sup> Tax-Free Fixed Income Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital Management Group claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital Management Group has been independently verified for the periods January 1, 2002 through December 31, 2015. The verification report is available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator Tax Free Fixed Income composite was formerly known as Navigator Premier Tax-free Fixed Income. The Navigator Tax-Free Fixed Income composite is comprised of those accounts invested in very high credit quality (average quality is Investment Grade or better) individual tax free municipal securities. The portfolio is constructed to control risk through maintaining duration in the portfolios (a measure of interest rate sensitivity) of between four and seven years. The strategy seeks to provide current income on a consistent basis by applying a fundamental investment approach. Active management in the portfolios seeks to provide returns to the stated benchmark through state, sector and security selection. Portfolio turnover will vary based on market opportunities such as tax loss harvesting and yield curve shifts.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the Barclays 5 Year Municipal Index. The Barclays 5-Year Municipal Bond Index is the 5 Year (4-6) component of the Municipal Bond index. It is a rules-based, market-value-weighted index engineered for the tax-exempt bond market. The index tracks general obligation bonds, revenue bonds, insured bonds, and pre-refunded bonds rated Baa3/BBB- or higher by at least two of the ratings agencies. The benchmark for this composite is used because the Barclays 5 Year Municipal Index is generally representative of U.S. municipal fixed income. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers. The benchmark for this composite was changed on 6/30/2011 to better reflect the credit quality of the composite. The previous benchmark was Barclays Municipal 5yr GO. The benchmark returns for all periods reflect the Barclays 5 Year Municipal Bond Index.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.

# Compliant Presentation Navigator<sup>®</sup> Alternative Composite

## Navigator Alternative Composite

Composite Inception and Creation Date: 9/1/2007

	<b>Note A: Pure Gross Total Return</b>	<b>Net of 3.0%</b>	<b>HFRX Global Hedge Fund Index</b>	<b>Internal Dispersion</b>	<b>Number of Portfolios</b>	<b>Composite Assets (in Millions)</b>	<b>Percent of Composite Charged a Bundled Fee</b>	<b>Percent of Non-Fee Accounts</b>	<b>Total Firm Assets (in Millions)</b>
1/1/2015 to 12/31/2015	3.57%	0.51%	-3.64%	0.18%	1333	\$36.103	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	2.52%	-0.51%	-0.58%	0.11%	1593	\$41.417	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	3.99%	0.92%	6.72%	0.12%	1864	\$52.441	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	7.38%	4.22%	3.51%	0.17%	2752	\$55.157	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	-6.36%	-9.14%	-8.87%	0.15%	4046	\$75.976	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	12.81%	9.50%	5.19%	0.17%	4117	\$96.223	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	22.22%	18.66%	13.40%	2.03%	2674	\$67.190	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-19.40%	-21.83%	-23.25%	0.43%	1389	\$34.670	100%	0%	\$1,032.3
9/1/2007 to 12/31/2007	8.43%	7.37%	1.48%	*	82	\$5.073	100%	0%	\$1,109.0

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	5.98%	3.73%
2014	6.53%	3.13%
2013	9.08%	4.17%
2012	11.82%	4.56%
2011	14.13%	5.06%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

As of  
12/31/2015

Annualized Since Inception	3.56%	0.50%	-1.31%
Cumulative Since Inception	33.80%	4.24%	-10.40%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

# Compliant Presentation Navigator<sup>®</sup> Alternative Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The composite has been examined for the following period(s): 9/1/2007 through 12/31/2015. The verification and performance examination reports are available upon request. Verification does not ensure the accuracy of any specific composite presentation.

**Composite Description:** The Navigator Alternative composite is constructed from a wide range of investment opportunities including long and short allocation among U.S. equity, international equity, U.S. fixed income, international fixed income, real estate, commodities and precious metals, currencies, energy and absolute/hedge strategies. The objective is to provide investors with capital appreciation independent of the direction of the traditional equity markets. The use of alternative investments in concert with traditional assets in a total investment plan may result in lower composite volatility and increased returns due to the increase in portfolio diversity and the lack of correlation between alternative and traditional investments. ETFs are utilized when possible as they may provide diversification, limit specific security risk, and provide tax efficiencies. Mutual funds may also be utilized. The portfolio has an unconstrained asset allocation policy and seeks capital appreciation by applying a disciplined quantitative investment approach that is non-correlated to the equity markets.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the HFRX Global Hedge Fund Index. The HFRX Global Hedge Fund Index is designed to be representative of the overall composition of the hedge fund universe. It is comprised of all eligible hedge fund strategies; including but not limited to convertible arbitrage, distressed securities, equity hedge, equity market neutral, event driven, macro, merger arbitrage, and relative value arbitrage. The strategies are asset weighted based on the distribution of assets in the hedge fund industry. Hedge Fund Research, Inc. (HFR) utilizes a UCITSIII compliant methodology to construct the HFRX Hedge Fund Indices. The methodology is based on defined and predetermined rules and objective criteria to select and rebalance components to maximize representation of the Hedge Fund Universe. HFRX Indices utilize state-of-the-art quantitative techniques and analysis, multi-level screening, cluster analysis, Monte-Carlo simulations and optimization techniques to ensure that each Index is a pure representation of its corresponding investment focus. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.

# Compliant Presentation Navigator<sup>®</sup> U.S. Style Opportunity Composite

## Navigator U.S. Style Opportunity Composite

Composite Inception and Creation Date: 1/1/2005

	Note A: Pure Gross Total Return	Net of 3.0%	Russell 3000	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	1.88%	-1.14%	0.48%	0.22%	1369	\$53.992	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	9.73%	6.51%	12.56%	0.07%	1631	\$70.898	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	32.62%	28.79%	33.55%	0.08%	1895	\$83.899	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	11.07%	7.81%	16.42%	0.06%	2856	\$106.965	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	-2.66%	-5.55%	1.03%	0.18%	4209	\$152.784	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	24.59%	20.96%	16.93%	0.12%	4365	\$179.097	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	31.18%	27.38%	28.34%	0.24%	2926	\$130.674	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-35.51%	-37.49%	-37.31%	0.43%	1486	\$58.544	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	3.41%	0.36%	5.14%	*	198	\$23.332	100%	0%	\$1,109.0
1/1/2006 to 12/31/2006	16.43%	13.03%	15.72%	*	5	\$0.363	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	6.93%	3.78%	7.24%
Cumulative Since Inception	108.95%	50.38%	115.78%

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	11.06%	10.73%
2014	9.76%	9.42%
2013	12.64%	12.71%
2012	16.23%	15.95%
2011	19.81%	19.62%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

# Compliant Presentation Navigator<sup>®</sup> U.S. Style Opportunity

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**Composite Description:** The Navigator U.S. Style Opportunity composite invests in exchange-traded funds through strategic rotation among U.S. equity styles (Growth & Value) and capitalizations (Large, Medium and Small). The portfolio is then opportunistically overweighted in the market segments expected to be the most profitable in the near term – large or small cap, growth or value – and underweighted in those segments expected to be weaker. The strategy is passively managed using a strategic allocation of broad based market indices, rebalanced annually. The portfolio has an unconstrained asset allocation policy and seeks to maximize returns through a rigorous investment discipline that seeks to take advantage of the performance differential between segments of the equity market under different market conditions. Style and capitalization rotation are employed in an effort to take advantage of emerging opportunities and to minimize the effect of securities that are no longer optimal for the composite. The goal of the strategy is to outperform an unmanaged buy and hold investment, reduce the effects of broad market declines and to provide capital appreciation.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The benchmark is the Russell 3000. The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.

# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 25-75 Composite

## Navigator MultiStrategy 25-75 Composite

Composite Inception and Creation Date: 12/1/2006

	Note A: Pure Gross Total Return	Net of 3.0%	25% Russell 3000 & 75% BBgBarc US Corporate High Yield	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	-0.13%	-3.09%	-3.23%	0.08%	36	\$3.559	100%	1%	\$2,308.7
1/1/2014 to 12/31/2014	3.32%	0.27%	4.98%	*	4	\$0.576	100%	5%	\$2,082.3
1/1/2013 to 12/31/2013	11.54%	8.27%	13.97%	*	1	\$0.267	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	11.16%	7.90%	15.96%	*	1	\$0.244	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	4.58%	1.50%	3.99%	*	1	\$0.256	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	17.15%	13.73%	15.57%	*	2	\$0.319	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	32.81%	28.96%	50.74%	*	3	\$0.284	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-6.14%	-8.93%	-28.94%	*	4	\$0.468	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	4.13%	1.06%	2.69%	*	4	\$0.460	100%	0%	\$1,109.0
12/1/2006 to 12/31/2006	0.85%	0.60%	1.12%	*	1	\$0.178	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	8.24%	5.05%	6.65%
Cumulative Since Inception	105.20%	56.47%	79.49%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

### 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	5.13%	6.29%
2014	5.40%	5.33%
2013	6.12%	7.66%
2012	7.71%	8.84%
2011	9.70%	12.15%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 25-75 Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Navigator MultiStrategy 25-75 composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request.

Composite Description: The Navigator MultiStrategy 25-75 composite consists of portfolios with a 25% allocation to equity and 75% allocation to fixed income. The equity allocation provides exposure to the U.S equity market using strategic rotation among U.S. equity styles (Growth & Value) and capitalizations (Large, Medium and Small). The strategy is passively managed using a strategic allocation of broad based market indices, rebalanced annually. The fixed income allocation is designed to maximize total return by rotational management of a fixed income portfolio invested in Low Quality Bonds (high-yield), High Quality Corporate and Government Bonds, and Short-term Treasuries. The segments of the portfolio have an unconstrained asset allocation policy and seek to take advantage of the performance differentials between segments of both the equity market and segments of the bond market under different market conditions. The goal of the composite is to preserve capital while outperforming an unmanaged buy and hold investment.

It was recently discovered that in the benchmark return for 2007, there was a typo. The benchmark showed -6.51 versus 6.51. There was no impact to any annualized returns or any other returns.

Fee Schedule: The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

Benchmark Description: The MultiStrategy 25-75 benchmark consists of a 25% allocation to the Russell 3000 and a 75% allocation to the BBgBarc US Corporate High Yield. The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The BBgBarc U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The benchmark for this composite is based upon the approximate allocation of equities and fixed income in the MultiStrategy composite. The Russell 3000 is generally representative of broad based equities. The BBgBarc US Corporate High Yield is generally representative of broad based U.S. fixed income. Index returns are rebalanced annually and reflect the reinvestment of income and other earnings, are provided to represent the investment environment during the time period shown and are not covered by the report of independent verifiers. The benchmark for this composite was changed on 5/1/2017 to better reflect the fixed income characteristics of the composite. The previous benchmark for the fixed income segment of the composite was the Barclays U.S. Aggregate Bond. The benchmark returns for all periods now consist of 25% Russell 3000 & 75% BBgBarc US Corporate High Yield. Additional information regarding the benchmark change is available upon request.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 50-50 Composite

## Navigator MultiStrategy 50-50 Composite

Composite Inception and Creation Date: 11/1/2006

	Note A: Pure Gross Total Return	Net of 3.0%	50% Russell 3000 & 50% BBgBarc US Corporate High Yield	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	0.62%	-2.36%	-1.99%	0.05%	90	\$6.312	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	5.39%	2.28%	7.51%	0.03%	12	\$0.945	100%	3%	\$2,082.3
1/1/2013 to 12/31/2013	18.78%	15.31%	20.50%	0.08%	9	\$0.877	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	11.16%	7.90%	16.11%	0.10%	10	\$0.876	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	2.59%	-0.44%	3.00%	0.13%	11	\$1.082	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	19.73%	16.24%	16.03%	0.12%	14	\$1.285	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	32.54%	28.70%	43.27%	0.17%	17	\$1.481	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-17.50%	-19.98%	-31.73%	0.11%	17	\$1.194	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	3.83%	0.77%	3.51%	0.07%	25	\$2.805	100%	0%	\$1,109.0
11/1/2006 to 12/31/2006	2.67%	2.16%	3.10%	0.00%	4	\$0.981	100%	0%	\$1,011.2

As of  
12/31/2015

Annualized Since Inception	7.88%	4.71%	6.87%
Cumulative Since Inception	100.47%	52.47%	83.89%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

### 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	6.93%	7.61%
2014	6.69%	6.52%
2013	8.05%	9.18%
2012	10.34%	10.97%
2011	12.74%	14.00%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 50-50 Composite

Past performance does not guarantee future results. Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on this performance or any other performance illustrations when making investment decisions.

Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Navigator MultiStrategy 50-50 composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request.

**Composite Description:** The Navigator MultiStrategy 50-50 composite consists of portfolios with a 50% allocation to equity and 50% allocation to fixed income. The equity allocation provides exposure to the U.S. equity market using strategic rotation among U.S. equity styles (Growth & Value) and capitalizations (Large, Medium and Small). The strategy is passively managed using a strategic allocation of broad based market indices, rebalanced annually. The fixed income allocation is designed to maximize total return by rotational management of a fixed income portfolio invested in Low Quality Bonds (high-yield), High Quality Corporate and Government Bonds, and Short-term Treasuries. The segments of the portfolio have an unconstrained asset allocation policy and seek to take advantage of the performance differentials between segments of both the equity market and segments of the bond market under different market conditions. The goal of the composite is to outperform an unmanaged buy and hold investment, reduce the effects of broad market declines and to provide capital appreciation.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The MultiStrategy 50-50 benchmark consists of a 50% allocation to the Russell 3000 and a 50% allocation to the BBgBarc US Corporate High Yield. The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The BBgBarc U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The benchmark for this composite is based upon the approximate allocation of equities and fixed income in the MultiStrategy composite. The Russell 3000 is generally representative of broad based equities. The BBgBarc US Corporate High Yield is generally representative of broad based U.S. fixed income. Index returns are rebalanced annually and reflect the reinvestment of income and other earnings, are provided to represent the investment environment during the time period shown and are not covered by the report of independent verifiers. The benchmark for this composite was changed on 5/1/2017 to better reflect the fixed income characteristics of the composite. The previous benchmark for the fixed income segment of the composite was the Barclays U.S. Aggregate Bond. The benchmark returns for all periods now consist of 50% Russell 3000 & 50% BBgBarc US Corporate High Yield. Additional information regarding the benchmark change is available upon request.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.

# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 75-25 Composite

## Navigator MultiStrategy 75-25 Composite

Composite Inception and Creation Date: 9/1/2006

	Note A: Pure Gross Total Return	Net of 3.0%	75% Russell 3000 & 25% BBgBarc US Corporate High Yield	Internal Dispersion	Number of Portfolios	Composite Assets (in Millions)	Percent of Composite Charged a Bundled Fee	Percent of Non-Fee Accounts	Total Firm Assets (in Millions)
1/1/2015 to 12/31/2015	1.49%	-1.51%	-0.76%	0.05%	54	\$4.334	100%	0%	\$2,308.7
1/1/2014 to 12/31/2014	7.51%	4.35%	10.03%	0.06%	12	\$1.050	100%	0%	\$2,082.3
1/1/2013 to 12/31/2013	25.93%	22.27%	27.02%	0.13%	8	\$0.749	100%	0%	\$1,966.6
1/1/2012 to 12/31/2012	11.30%	8.03%	16.26%	0.07%	8	\$0.638	100%	0%	\$2,337.4
1/1/2011 to 12/31/2011	-1.23%	-4.16%	2.01%	0.10%	12	\$0.931	100%	0%	\$2,442.0
1/1/2010 to 12/31/2010	22.25%	18.69%	16.48%	0.07%	13	\$1.081	100%	0%	\$2,297.0
1/1/2009 to 12/31/2009	31.70%	27.89%	35.81%	0.12%	15	\$1.304	100%	0%	\$1,668.0
1/1/2008 to 12/31/2008	-27.17%	-29.38%	-34.52%	0.15%	23	\$1.660	100%	0%	\$1,032.3
1/1/2007 to 12/31/2007	3.57%	0.51%	4.32%	0.06%	47	\$5.730	100%	0%	\$1,109.0
9/1/2006 to 12/31/2006	7.11%	6.06%	8.56%	0.00%	21	\$2.685	100%	0%	\$1,011.2

## 3-Year Annualized Ex-post Standard Deviation

Year	Composite	Benchmark
2015	9.07%	9.12%
2014	8.25%	7.92%
2013	10.50%	10.89%
2012	13.45%	13.37%
2011	16.35%	16.55%

The 3-year annualized ex-post standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for periods prior to 2011 or when there are less than 36 monthly composite returns.

As of  
12/31/2015

Annualized Since Inception	7.51%	4.34%	7.30%
Cumulative Since Inception	96.50%	48.68%	92.99%

\*Internal dispersion is not presented for periods of less than a full year, or for annual periods that include less than 5 accounts for the full year.

**Note A:** Pure gross-of-fees performance returns are presented as supplemental information and do not reflect the deduction of any trading costs, fees, or expenses. Therefore, returns will be reduced by advisory and other expenses.

# Compliant Presentation Navigator<sup>®</sup> MultiStrategy 75-25 Composite

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Clark Capital claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. Clark Capital has been independently verified for the periods January 1, 2002 through December 31, 2015. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Navigator MultiStrategy 75-25 composite has been examined for the following period(s): 1/1/2013 through 12/31/2015. The verification and performance examination reports are available upon request.

**Composite Description:** The Navigator MultiStrategy 75-25 composite consists of portfolios with a 75% allocation to equity and 25% allocation to fixed income. The equity allocation provides exposure to the U.S. equity market using strategic rotation among U.S. equity styles (Growth & Value) and capitalizations (Large, Medium and Small). The strategy is passively managed using a strategic allocation of broad based market indices, rebalanced annually. The fixed income allocation is designed to maximize total return by rotational management of a fixed income portfolio invested in Low Quality Bonds (high-yield), High Quality Corporate and Government Bonds, and Short-term Treasuries. The segments of the portfolio have an unconstrained asset allocation policy and seeks to take advantage of the performance differentials between segments of both the equity market and segments of the bond market under different market conditions. The goal of the composite is to outperform an unmanaged buy and hold investment, reduce the effects of broad market declines and to provide capital appreciation.

**Fee Schedule:** The maximum total wrap fee is 3.00%. The total wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual fees may differ from the fees used in this presentation depending upon account size, investments, and agreement with the client.

**Benchmark Description:** The MultiStrategy 75-25 benchmark consists of a 75% allocation to the Russell 3000 and a 25% allocation to the BBgBarc US Corporate High Yield. The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The BBgBarc U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The benchmark for this composite is based upon the approximate allocation of equities and fixed income in the MultiStrategy composite. The Russell 3000 is generally representative of broad based equities. The BBgBarc US Corporate High Yield is generally representative of broad based U.S. fixed income. Index returns are rebalanced annually and reflect the reinvestment of income and other earnings, are provided to represent the investment environment during the time period shown and are not covered by the report of independent verifiers. The benchmark for this composite was changed on 5/1/2017 to better reflect the fixed income characteristics of the composite. The previous benchmark for the fixed income segment of the composite was the Barclays U.S. Aggregate Bond. The benchmark returns for all periods now consist of 75% Russell 3000 & 25% BBgBarc US Corporate High Yield. Additional information regarding the benchmark change is available upon request.

The volatility (beta) of the Composite may be greater or less than its respective benchmarks. It is not possible to invest in these indices.



# Morningstar Information

The Morningstar Rating™ for funds, or “star rating”, is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds, and separate accounts) with at least a three-year history. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a separate account’s monthly performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of separate accounts in each category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars and the bottom 10% receive 1 star. The Overall Morningstar Rating for a separate account is derived from a weighted average of the performance figures associated with its three-, five- and ten-year Morningstar Rating metrics.

The **Morningstar High-Yield Bond Category** represents portfolios that concentrate on lower-quality bonds, which are riskier than those of higher-quality companies. These portfolios generally offer higher yields than other types of portfolios, but they are also more vulnerable to economic and credit risk. These portfolios primarily invest in U.S. high-income debt securities where at least 65% or more of bond assets are not rated or are rated by a major agency such as Standard & Poor's or Moody's at the level of BB (considered speculative for taxable bonds) and below.

The **Morningstar Tactical Allocation Category** represents portfolios that seek to provide capital appreciation and income by actively shifting allocations across investments. These portfolios have material shifts across equity regions, and bond sectors on a frequent basis. To qualify for the tactical allocation category, the fund must have minimum exposures of 10% in bonds and 20% in equity. Next, the fund must historically demonstrate material shifts in sector or regional allocations either through a gradual shift over three years or through a series of material shifts on a quarterly basis. Within a three year period, typically the average quarterly changes between equity regions and bond sectors exceeds 15% or the difference between the maximum and minimum exposure to a single equity region or bond sector exceeds 50%.

The **Morningstar Allocation—30% to 50% Equity Category** represents portfolios that seek to provide both income and capital appreciation by investing in multiple asset classes, including stocks, bonds, and cash. These portfolios are dominated by domestic holdings and have equity exposures between 30% and 50%.

The **Morningstar Allocation—70% to 85% Equity Category** represents portfolios that seek to provide both income and capital appreciation by investing in multiple asset classes, including stocks, bonds, and cash. These portfolios are dominated by domestic holdings and have equity exposures between 70% and 85%.

The **Morningstar Large Blend Category** represents portfolios that are fairly representative of the overall US stock market in size, growth rates and price. Stocks in the top 70% of the capitalization of the US equity market are defined as large cap. The blend style is assigned to portfolios where neither growth nor value characteristics predominate. These portfolios tend to invest across the spectrum of US industries, and owing to their broad exposure, the portfolios' returns are often similar to those of the S&P 500 Index.

The **Morningstar Long-Short Equity Category** represents portfolios that hold sizeable stakes in both long and short positions in equities, exchange traded funds, and related derivatives. Some funds that fall into this category will shift their exposure to long and short positions depending on their macro outlook or the opportunities they uncover through bottom-up research. At least 75% of the assets are in equity securities or derivatives, and funds in the category will typically have beta values to relevant benchmarks of between 0.3 and 0.8 over a three-year period.



# Morningstar Information (continued)

The **Morningstar Multisector Bond Category** represents portfolios that seek income by diversifying their assets among several fixed income sectors, usually U.S. government obligations, U.S. corporate bonds, foreign bonds, and high-yield U.S. debt securities. These portfolios typically hold 35% to 65% of bond assets in securities that are not rated or are rated by a major agency such as Standard & Poor's or Moody's at the level of BB (considered speculative for taxable bonds) and below.

The **Morningstar Muni National Intermediate Muni Category** represents portfolios that invest in bonds issued by various state and local governments to fund public projects. The income from these bonds is generally free from federal taxes. To lower risk, these portfolios spread their assets across many states and sectors. These portfolios have durations of 4.5 to 7.0 years (or, if duration is unavailable, average maturities of five to 12 years).

The **Morningstar Large Blend Category** represents portfolios that are fairly representative of the overall US stock market in size, growth rates and price. Stocks in the top 70% of the capitalization of the US equity market are defined as large cap. The blend style is assigned to portfolios where neither growth nor value characteristics predominate. These portfolios tend to invest across the spectrum of US industries, and owing to their broad exposure, the portfolios' returns are often similar to those of the S&P 500 Index.

The **Morningstar Small Blend Category** represents portfolios that favor U.S. firms at the smaller end of the market-capitalization range. Some aim to own an array of value and growth stocks while others employ a discipline that leads to holdings with valuations and growth rates close to the small-cap averages. Stocks in the bottom 10% of the capitalization of the U.S. equity market are defined as small cap. The blend style is assigned to portfolios where neither growth nor value characteristics predominate.

The **Morningstar Foreign Large-Blend Category** represents portfolios that invest in a variety of big international stocks. Most of these portfolios divide their assets among a dozen or more developed markets, including Japan, Britain, France, and Germany. These portfolios primarily invest in stocks that have market caps in the top 70% of each economically integrated market (such as Europe or Asia ex-Japan). The blend style is assigned to portfolios where neither growth nor value characteristics predominate. These portfolios typically will have less than 20% of assets invested in U.S. stocks.

The **Morningstar Mid-Cap Blend Category** represents portfolios that invest in U.S. stocks of various sizes and styles, giving it a middle-of-the-road profile. Most shy away from high-priced growth stocks but aren't so price-conscious that they land in value territory. The U.S. mid-cap range for market capitalization typically falls between \$1 billion and \$8 billion and represents 20% of the total capitalization of the U.S. equity market. The blend style is assigned to portfolios where neither growth nor value characteristics predominate.

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For more information on the methodology Morningstar uses to rate separate accounts, please see The New Morningstar Rating for Separate Accounts Fact Sheet, which can be found on the Morningstar website.



# Benchmark Information (for Long-term Client Experience slide)

Individual Bond Strategies	
Navigator Tax Free Fixed Income	BBgBarc Municipal 5 Yr. Bond
Navigator Taxable Fixed Income	BBgBarc Intermediate U.S. Corporate Index
Individual Stock Strategies	
Navigator All Cap Core U.S. Equity	Russell 3000
Navigator High Dividend Equity	Russell 1000 Value
Navigator International Equity/ADR	MSCI ACWI ex U.S.
Navigator Small Cap Core U.S. Equity	Russell 2000
Navigator SMID Cap Core U.S. Equity	Russell 2500
Tactical Strategies	
Navigator Fixed Income Total Return	BBgBarc U.S. Corporate High Yield Bond
Navigator U.S. Style Opportunity	Russell 3000
Navigator Alternative	HFRX Global Hedge Fund Index

The Bloomberg Barclays 5-Year Municipal Bond Index is the 5 Year (4-6) component of the Municipal Bond index. It is a rules-based, market-value-weighted index engineered for the tax-exempt bond market. The index tracks general obligation bonds, revenue bonds, insured bonds, and pre-refunded bonds rated Baa3/BBB- or higher by at least two of the ratings agencies.

The Bloomberg Barclays Intermediate U.S. Corporate Index is designed to measure the performance of U.S. corporate bonds that have a maturity of greater than or equal to 1 year and less than 10 years. The Index is a component of the BBgBarc U.S. Corporate Index and includes investment grade, fixed-rate, taxable, U.S. dollar-denominated debt with \$250 million or more par amount outstanding, issued by U.S. and non-U.S. industrial, utility, and financial institutions. Benchmark returns are net of withholding taxes.

The Russell 3000 Index measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The S&P 500 measures the performance of the 500 leading companies in leading industries of the U.S. economy, which represents 75% of U.S. equities.

The Russell 1000 Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios and lower expected growth values.

The MSCI All Country World ex USA Total Return (MSCI ACWI) is a market capitalization weighted index designed to provide a broad measure of equity-market performance throughout the world. The MSCI ACWI is maintained by Morgan Stanley Capital International, and is comprised of stocks from both developed and emerging markets.

The Russell 2000 Index measures the performance of the 2000 smallest U.S. companies based on total market capitalization in the Russell 3000, which represents approximately 10% of Russell 3000 total market capitalization.

The Russell 2500 Index measures the performance of the small to mid-cap segment of the U.S. equity universe, commonly referred to as "smid" cap. The Russell 2500 is a subset of the Russell 3000® Index. It includes approximately 2500 of the smallest securities based on a combination of their market cap and current index membership.

The Bloomberg Barclays U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The HFRX Global Hedge Fund Index is designed to be representative of the overall composition of the hedge fund universe. It is comprised of all eligible hedge fund strategies; including but not limited to convertible arbitrage, distressed securities, equity hedge, equity market neutral, event driven, macro, merger arbitrage, and relative value arbitrage. The strategies are asset weighted based on the distribution of assets in the hedge fund industry. Hedge Fund Research, Inc. (HFR) utilizes a UCITSIII compliant methodology to construct the HFRX Hedge Fund Indices. The methodology is based on defined and predetermined rules and objective criteria to select and rebalance components to maximize representation of the Hedge Fund Universe. HFRX Indices utilize state-of-the-art quantitative techniques and analysis, multi-level screening, cluster analysis, Monte-Carlo simulations and optimization techniques to ensure that each Index is a pure representation of its corresponding investment focus.



# Statistics Descriptions

**Standard Deviation:** A statistical measure of dispersion about an average which depicts how widely the returns varied over a certain period of time.

**3 Year Standard Deviation:** The 3 year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period.

**Beta:** A measure of systematic risk with respect to a benchmark. Systematic risk is the tendency of the value of the composite and the value of the benchmark to move together. Beta measures the sensitivity of the composite's excess return (total return minus the risk-free return) with respect to the benchmark's excess return that results from their systematic co-movement. It is the ratio of what the excess return of the composite would be to the excess return of the benchmark if there were no composite-specific sources of return. If beta is greater than one, movements in value of the composite that are associated with movements in the value of the benchmark tend to be amplified. If beta is one, they tend to be the same, and if beta is less than one, they tend to be dampened. If such movements tend to be in opposite directions, beta is negative. Beta is measured as the slope of the regression of the excess return on the composite as the dependent variable and the excess return on the benchmark as the independent variable.

The beta of the market is 1.00 by definition. Morningstar calculates beta by comparing a portfolio's excess return over T-bills to the benchmark's excess return over T-bills, so a beta of 1.10 shows that the portfolio has performed 10% better than its benchmark in up markets and 10% worse in down markets, assuming all other factors remain constant. Conversely, a beta of 0.85 indicates that the portfolio's excess return is expected to perform 15% worse than the benchmark's excess return during up markets and 15% better during down markets.

**Alpha:** A measure of the difference between a portfolio's actual returns and its expected performance, given its level of risk as measured by beta. A positive alpha figure indicates the portfolio has performed better than its beta would predict. In contrast, a negative alpha indicates the portfolio has underperformed, given the expectations established by beta. Alpha is calculated by taking the excess average monthly return of the investment over the risk free rate and subtracting beta times the excess average monthly return of the benchmark over the risk free rate.

**Sharpe Ratio:** A risk-adjusted measure developed by Nobel Laureate William Sharpe. It is calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the composite's historical risk-adjusted performance. The Sharpe ratio is calculated for the past 36-month period by dividing a composite's annualized excess returns by the standard deviation of a composite's annualized excess returns. Since this ratio uses standard deviation as its risk measure, it is most appropriately

applied when analyzing a composite that is an investor's sole holding. The Sharpe Ratio can be used to compare two composites directly on how much risk a composite had to bear to earn excess return over the risk-free rate.

**R-Squared:** Reflects the percentage of a portfolio's movements that can be explained by movements in its benchmark.

**Downside Capture Ratio:** Measures a manager's performance in down markets. A down-market is defined as those periods (months or quarters) in which market return is less than 0. In essence, it tells you what percentage of the down-market was captured by the manager. For example, if the ratio is 110%, the manager has captured 110% of the down-market and therefore underperformed the market on the downside.

**Upside Capture Ratio:** Measures a manager's performance in up markets relative to the market (benchmark) itself. It is calculated by taking the security's upside capture return and dividing it by the benchmark's upside capture return.

**Bull Beta:** A measure of the sensitivity of a composite's return to positive changes in its benchmark's return.

**Bear Beta:** A measure of the sensitivity of a composite's return to negative changes in its benchmark's return.

**Best Month:** This is the highest monthly return of the investment since its inception or for as long as data is available.

**Worst Month:** This is the lowest monthly return of the investment since its inception or for as long as data is available.

**Maximum Gain:** The peak to trough incline during a specific record period of an investment or composite. It is usually quoted as the percentage between the peak to the trough.

**Maximum Drawdown:** The peak to trough decline during a specific record period of an investment or composite. It is usually quoted as the percentage between the peak to the trough.