SEWERAGE & WATER BOARD OF NEW ORLEANS

PENSION COMMITTEE MEETING
WEDNESDAY, FEBRUARY 6, 2019
9:00 AM

625 ST. JOSEPH STREET
2ND FLOOR BOARD ROOM

Joseph Peychaud, Chair • Ralph Johnson
Lewis Stirling • Lynes Sloss • Jay H. Banks•
Chante' Powell• Christopher Bergeron• Marvin Russell• Latressia Matthews

---

FINAL AGENDA

ROLL CALL

ACTION ITEMS

PRESENTATION ITEMS

a. Chief Financial Officer Overview
   - Update of Ongoing Pension Activities
   - Pension Fund Financial Update

b. Consultants Presentation- Todd Francis

c. New South Capital (Investment Manager)

INFORMATION ITEMS

d. Investment Strategy Quarterly Report

e. Q4- 2018 Plan Comparative Performance Analysis Report
   - 2018 Asset Class Returns
   - Economic Snapshot
   - S&P Sector Snapshot
   - Total Composite Performance Scorecard Period Ending 12/31/2018

EXECUTIVE SESSION

PUBLIC COMMENT

ADJOURNMENT

SEWERAGE & WATER BOARD of NEW ORLEANS

EMPLOYEES' RETIREMENT SYSTEM

Pension Committee Meeting

February 6, 2019

FFC INVESTMENT ADVISORS

of

RAYMOND JAMES®

Consultant’s Presentation 02/06/2019

- Q4-2018 Plan Comparative Performance Analysis Report
  - 2018 Asset Class Returns
  - Economic Snapshot
  - S&P Sector Snapshot
  - Total Composite Performance Scorecard Period Ending 12/31/2018
  - Return Summary and Current Allocation
  - Composite Risk/Return Analysis

- ISQ – January 2019 (information item)

- Fi360 Prudent Practices for Investment Stewards (information item)

- New South Capital SMID Cap Value Equity Review (oral presentation item)
  - Alexander D. McLean, CFA, Principal
  - Patrick J. Danehy, CFA, Principal

ASSET CLASS RETURNS OVER Q4 2018 (%)

Returns for Key Indices – Trailing 12 Months and the Fourth Quarter of 2018 – Ranked in Order of Performance (Best to Worst)

Broad Asset Class Total Returns

T12	Q4
Cash & Cash Alternatives 1.86	U.S. Fixed Income 1.64
U.S. Fixed Income 0.01	Cash & Cash Alternatives 0.57
Blended Portfolio -4.03	Global Real Estate -5.01
U.S. Equity -5.24	Blended Portfolio -6.82
Global Real Estate -6.37	Commodities -9.41
Commodities -11.25	Non-U.S. Equity -11.46
Non-U.S. Equity -14.20	U.S. Equity -14.30

Domestic Equity Total Returns

T12	Q4
Large Growth -1.51	Large Value -11.72
Mid Growth -4.75	Large Blend -13.82
Large Blend -4.78	Mid Value -14.95
Large Value -8.27	Mid Blend -15.37
Mid Blend -9.06	Large Growth -15.89
Small Growth -9.31	Mid Growth -15.99
Small Blend -11.01	Small Value -18.67
Mid Value -12.29	Small Blend -20.20
Small Value -12.86	Small Growth -21.65

S&P 500 Equity Sector Total Returns

T12	Q4
Health Care 6.47	Utilities 1.36
Utilities 4.11	Real Estate -3.83
Cons Disc 0.83	Cons Staples -5.21
Info Tech -0.29	Health Care -8.72
Real Estate -2.22	Materials -12.31
S&P 500 -4.38	Financials -13.11
Cons Staples -8.38	Comm. Serv. -13.19
Comm. Serv. -12.53	S&P 500 -13.52
Financials -13.03	Cons Disc -16.42
Industrials -13.29	Industrials -17.29
Materials -14.70	Info Tech -17.34
Energy -18.10	Energy -23.78

International Equity Total Returns

T12	Q4
EM Eastern Europe -4.36	EM Latin America 0.36
U.S. Large Cap -4.38	EM Eastern Europe -6.86
EM Latin America -6.57	Emerging Markets -7.47
Pacific ex-Japan -10.30	Pacific ex-Japan -7.94
Japan -12.88	EM Asia -9.29
Developed Markets -13.79	United Kingdom -11.78
United Kingdom -14.15	Developed Markets -12.54
Emerging Markets -14.58	Europe ex-UK -13.08
Europe ex-UK -15.14	U.S. Large Cap -13.52
EM Asia -15.45	Japan -14.23

Fixed Income Total Returns

T12	Q4
T-Bill 1.86	Treasury 2.57
Short-Term Bond 1.60	MBS 2.08
Agency 1.34	Agency 1.90
Municipal 1.28	Municipal 1.69
MBS 0.99	Aggregate Bond 1.64
Treasury 0.86	Short-Term Bond 1.18
Aggregate Bond 0.01	Global Bond ex-U.S. 0.91
U.S. Tips -1.26	Long-Term Bond 0.78
High Yield -2.08	T-Bill 0.57
Credit -2.11	Credit 0.01
Global Bond ex-U.S. -2.15	U.S. Tips -0.42
Long-Term Bond -4.68	Emerging Mkt Bond -0.66
Emerging Mkt Bond -5.33	High Yield -4.53

BEST
WORST

Assume all asset classes are U.S. unless otherwise noted | Data as of 12/31/2018 | Ranked in order of performances (best to worst)

All investing involves risk and you may incur a profit or a loss. Past performance is not a guarantee of future results. This material is for informational purposes only and should not be used or construed as a recommendation regarding any security. Indices are unmanaged and cannot accommodate direct investments. An individual who purchases an investment product which attempts to mimic the performance of an index will incur expenses such as management fees and transaction costs which reduce returns. Returns are cumulative total return for stated period, including reinvestment of dividends. Dividends are not guaranteed and a company's future ability to pay dividends may be limited. Source: Morningstar Direct

ECONOMIC SNAPSHOT

DR. SCOTT BROWN
Chief Economist

Recent data suggest that the economic expansion continued at a moderately strong pace in 4Q18, with low and stable inflation. Trade tariffs initially had a significant impact on some sectors, but only a modest impact on overall economic growth and inflation. However, the impact is broadening and there are risks of a further escalation of trade tensions in 2019. Fiscal stimulus (deficit spending) should continue to provide support in early 2019, but the impact will fade. Federal Reserve (Fed) officials expect that some further increases in short-term interest rates will be warranted, but the pace of tightening should slow.

	ECONOMIC INDICATOR	COMMENTARY
FAVORABLE	GROWTH	GDP growth is expected to remain moderately strong, although somewhat slower in 2019, reflecting job market constraints, trade disruptions, and the fading impact of fiscal stimulus.
	EMPLOYMENT	Demand for workers should remain strong and there may be some slack remaining in the labor market, but the pace of job growth is likely to slow as constraints become more binding.
	CONSUMER SPENDING	Job growth remains supportive. The drop in gasoline prices should add to purchasing power.
	THE DOLLAR	Trade policy conflicts and concerns about global economic risks have led to a flight to safety into U.S. Treasuries and the dollar. However, there is some risk of a softening as the Fed nears the peak of its tightening cycle.
	INFLATION	Inflation moderated in the second half of 2018, but should pick up somewhat in early 2019, reflecting higher labor costs (minimum wage increases in some states) and tariffs.
NEUTRAL	BUSINESS INVESTMENT	Sentiment remains strong, although there are some concerns about the negative impact of tariffs. Orders and shipments of capital goods have improved into 3Q18.
	MANUFACTURING	New orders and production have been mixed, but the pace has been generally moderate. Trade tariffs are a concern, disrupting supply chains and dampening expectations for growth in exports.
	HOUSING AND CONSTRUCTION	Builders continue to note supply constraints (a lack of skilled labor, and higher construction costs). Demand remains strong, but customers have balked at higher home prices.
	MONETARY POLICY	Fed policy is closer to neutral, but not there yet. Fed officials expect to raise rates further in 2019, but the pace of tightening should slow.
	LONG-TERM INTEREST RATES	There are a number of factors that would normally put some upward pressure on bond yields. However, investor anxiety has led to a flight to safety, pushing long-term interest rates lower (that may be transitory).
		Tax cuts and added spending provided support for economic growth in 2018 (a bit more than expected), but budget

SECTOR SNAPSHOT

This report is intended to highlight the dynamics underlying the 11 S&P 500 sectors, with a goal of providing a timely assessment to be used in developing your personal portfolio strategy. Our time horizon for the sector weightings is not meant to be short-term oriented. Our goal is to look for trends that can be sustainable for several quarters; yet, given the dynamic nature of financial markets, our opinion could change as market conditions dictate. Most investors should seek diversity to balance risk versus reward. For this reason, even the least-favored sectors may be appropriate for portfolios seeking a more balanced equity allocation.

J. MICHAEL GIBBS
Managing Director of Equity Portfolio & Technical Strategy

	SECTOR	S&P WEIGHT	TACTICAL COMMENTS
OVERWEIGHT	INFORMATION TECHNOLOGY	20.3%	Earnings revisions continue to tick lower; a trend that may persist in the near term. If trade talks fail to improve and tariffs move to 25% and expand, the sector will suffer adversely. Valuation does not provide the support it did during the last rough spot for the equity market (2015-2016). Nonetheless, with little evidence suggesting the current fundamental weakness is nothing more than slowing as opposed to outright contraction, we maintain an overweight position.
	HEALTH CARE	15.7%	The top performing sector in 2018 remains favorable. Still, we feel the sector is vulnerable to short-term underperformance given that significant market declines often end with leading sectors collapsing. Despite this near-term risk, the defensive characteristics, generally healthy fundamental trends, and reasonable valuation support an overweight stance.
	INDUSTRIALS	9.1%	Our overweight stance will continue to suffer if the flattening yield curve and equity market volatility are accurately forecasting slowing macro trends in the months ahead. However, if the current healthy economic data does not roll over, the sector is likely set-up for strong relative performance over the next 12-months. Valuation is compelling and current earnings growth projected for 2019 (+10.8%) is well ahead of overall growth expected for the S&P 500.
	ENERGY	5.5%	This overweight position is suffering as crude oil moves lower. With the sector deeply oversold, negative sentiment, and the equity market near (in our opinion) a decent bounce, we remain overweight. Additionally, supply and demand for this commodity-influenced sector will eventually move in favor of higher prices as low price levels will ultimately result in less supply and hence higher prices; assuming global demand holds up.
EQUAL WEIGHT	FINANCIALS	12.9%	Tight correlation to the flattening yield curve keeps us equal weight despite attractive valuation and expectations for solid earnings gains in 2019. Technical trends are weak and also justify an equal weight.
	COMM. SERVICES	10.0%	Potential increased government scrutiny of social media companies (largest weighting in the sector) influence an equal weight despite compelling qualities of the sector (valuation and improving relative technical trading trends).
	CONSUMER DISCRETIONARY	9.9%	Expensive valuation along with sluggish technical trading trends for the equal weight index (average consumer discretion stock) cause us to remain equal weight, despite what should be a favorable fundamental back-drop of ample jobs and low energy prices.
UNDERWEIGHT	CONSUMER STAPLES	7.6%	The defensive sectors, such as consumer staples, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now.
	UTILITIES	3.3%	Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors, such as utilities, that are working now. Q4 earnings are expected to grow by 0.15%, slowest of all sectors and downwardly revised from 9.84% on 9/30.
	REAL ESTATE	3.0%	The defensive sectors, such as real estate, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now. Q4 estimates have held steady at 8.9% expected earnings growth, although 2019 estimated growth is slowest of all sectors at 3.7%.
	MATERIALS	2.6%	The deeply cyclical materials are suffering in the market decline, and for now, we remain underweight. Sharp downward earnings estimate revisions for Q4, now reflecting 9.1% growth (from 17.7% expected on 9/30). 2019 earnings estimate is 5.9%.

Sewerage and Water Board of New Orleans ERS Total Composite

As of December 31, 2018

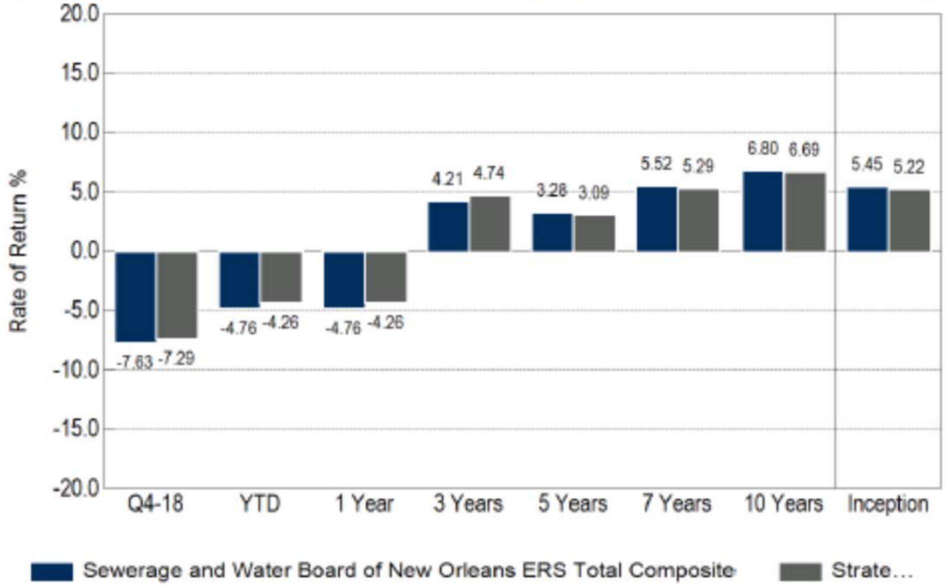
	Market Value ($)	% of Portfolio	1 Mo (%)	3 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
			Ending December 31, 2018									
Sewerage and Water Board of New Orleans ERS Total Composite	**204,983,835**	**100.00**	**-4.31**	**-7.63**	**-3.75**	**-3.75**	**4.58**	**3.50**	**5.68**	**6.92**	**5.51**	**Jul-02**
Strategic Asset Allocation			*-4.06*	*-7.29*	*-4.26*	*-4.26*	*4.74*	*3.09*	*5.29*	*6.69*	*5.22*	*Jul-02*
Equity Composite	**101,392,800**	**49.46**	**-8.51**	**-13.35**	**-5.53**	**-5.53**	--	--	--	--	**-5.53**	**Jan-18**
NewSouth Capital	26,502,349	12.93	-9.68	-11.67	-0.30	-0.30	7.02	6.37	10.43	--	12.02	Sep-11
Russell 2500			*-10.96*	*-18.49*	*-10.00*	*-10.00*	*7.32*	*5.15*	*10.97*	--	*12.66*	*Sep-11*
Barrow Hanley Mewhinney & Strauss	21,790,082	10.63	-8.36	-12.21	-5.16	-5.16	7.10	6.21	10.59	10.91	6.05	Sep-06
Russell 1000 Value			*-9.60*	*-11.72*	*-8.27*	*-8.27*	*6.95*	*5.95*	*11.02*	*11.18*	*5.80*	*Sep-06*
Chicago Equity Partners	19,987,996	9.75	-9.30	-15.95	-6.43	-6.43	7.27	7.42	11.83	13.13	7.66	Jun-06
Russell 1000			*-9.11*	*-13.82*	*-4.78*	*-4.78*	*9.09*	*8.21*	*12.63*	*13.28*	*7.84*	*Jun-06*
Earnest Partners	17,057,356	8.32	-5.95	-13.02	-16.38	-16.38	4.55	0.86	4.83	--	5.69	Oct-11
MSCI ACWI ex USA			*-4.53*	*-11.46*	*-14.20*	*-14.20*	*4.48*	*0.68*	*4.85*	--	*5.21*	*Oct-11*
iShares S&P 500 Growth ETF	16,055,018	7.83	-8.44	-14.62	-0.10	-0.10	--	--	--	--	10.68	Mar-16
S&P 500 Growth			*-8.62*	*-14.71*	*-0.01*	*-0.01*	--	--	--	--	*13.90*	*Mar-16*
Fixed Income Composite	**79,847,561**	**38.95**	**1.30**	**0.67**	**-0.27**	**-0.27**	--	--	--	--	**-0.27**	**Jan-18**
Pyramis Global Advisors	79,819,717	38.94	1.31	0.68	-0.28	-0.28	3.25	3.20	3.26	5.91	4.67	May-07
BBgBarc US Universal TR			*1.56*	*1.17*	*-0.26*	*-0.26*	*2.56*	*2.72*	*2.53*	*4.06*	*4.04*	*May-07*
Zazove Associates, LLC (Residual Asset)	27,844	0.01	-11.07	-8.28	20.97	20.97	--	--	--	--	20.97	Dec-17
ICE BofAML Convertibles Securities TR			*-4.62*	*-9.78*	*0.68*	*0.68*	--	--	--	--	*0.68*	*Dec-17*
Real Estate Composite	**6,473,597**	**3.16**	**-7.84**	**-6.33**	**-5.79**	**-5.79**	--	--	--	--	**-5.79**	**Jan-18**
Vanguard Real Estate ETF	6,473,597	3.16	-7.84	-6.33	-5.79	-5.79	2.27	7.46	8.11	--	8.56	May-10
MSCI US REIT			*-8.38*	*-7.05*	*-5.83*	*-5.83*	*1.53*	*6.43*	*7.05*	--	*7.50*	*May-10*
Alternatives Composite	**16,997,915**	**8.29**	**-1.59**	**-5.40**	**-4.16**	**-4.16**	--	--	--	--	**-4.16**	**Jan-18**
Prisma Capital Partners	16,979,120	8.28	-1.59	-5.41	-4.21	-4.21	0.42	0.73	3.09	4.23	2.60	May-07
HFRI Fund of Funds Composite Index			*-1.60*	*-4.85*	*-3.92*	*-3.92*	*1.34*	*1.42*	*2.94*	*3.13*	*1.01*	*May-07*
Equitas Capital Advisors (Residual Asset)	18,796	0.01	-0.15	-0.46	-1.82	-1.82	--	--	--	--	-1.82	Jan-18
HFRI Fund of Funds Composite Index			*-1.60*	*-4.85*	*-3.92*	*-3.92*	--	--	--	--	*-3.92*	*Jan-18*
Cash & Equivalents	**271,962**	**0.13**										
Cash Account	271,962	0.13										

Sewerage and Water Board of New Orleans ERS Total Composite

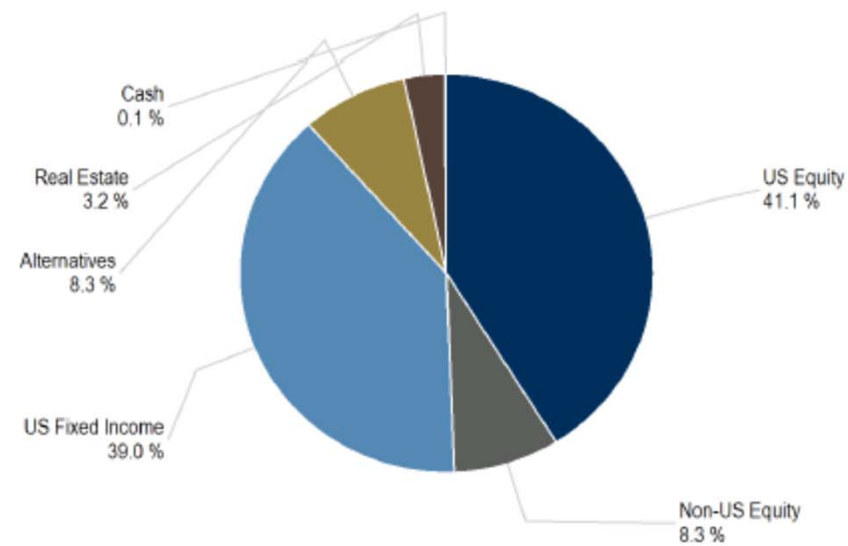
Sewerage and Water Board of New Orleans ERS Total Composite Performance

As of December 31, 2018

Return Summary (%)



Current Allocation

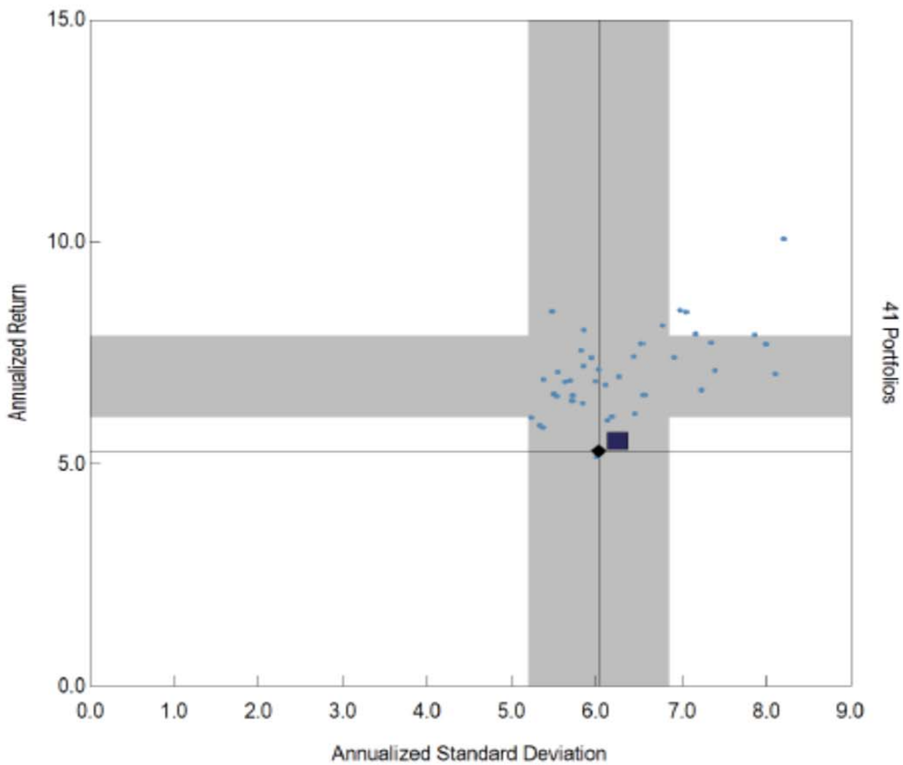


Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Risk/Return

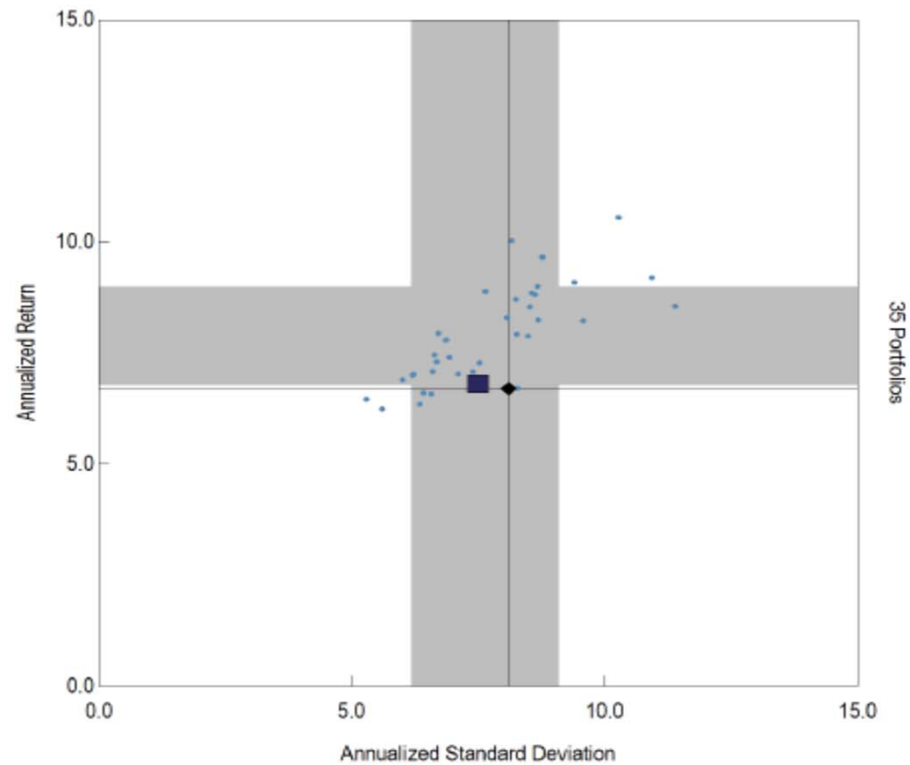
As of December 31, 2018

7 Year Risk/Return



- Sewerage and Water Board of New Orleans ERS Total Composite
- Strategic Asset Allocation
- 68% Confidence Interval
- InvestorForce Public DB $50mm-$250mm Gross

10 Year Risk/Return



- Sewerage and Water Board of New Orleans ERS Total Composite
- Strategic Asset Allocation
- 68% Confidence Interval
- InvestorForce Public DB $50mm-$250mm Gross

NEWSOUTH

SMALL/MID CAP VALUE REVIEW

PREPARED FOR

Sewerage & Water Board, New Orleans

Alexander D. McLean, CFA, Principal

Patrick J. Danehy, CFA, Principal

February 6, 2019

NEWSOUTH CAPITAL MANAGEMENT, INC.

Tel: 901.761.5561

www.newsouthcapital.com

TABLE OF CONTENTS

NEWSOUTH

SECTION I

NEWSOUTH CAPITAL MANAGEMENT, INC.
REVIEW AND UPDATE JANUARY 2019

STABILITY/CULTURE

- Founded in 1985 - $3.3 billion AUM (12/31/18)
- 19 employees - Memphis based
- 9 investment professionals averaging 21 years experience with NewSouth - 8 CFAs
- Minimal professional turnover
- Stability and culture maintained through hiring practices, economic incentives, and shared beliefs
- Long-term client tenure, like-minded investors of our approach

OWNERSHIP/INDEPENDENCE

- 9 partners own 88%
- 2 passive investors own 12%
- An 11% and 6% share buyback from two passive shareholders completed in 2013 and 2016. Additional 6% share buyback from retired partner in January 2019
- Ownership redistribution - succession planning

DISTINGUISHING CHARACTERISTICS

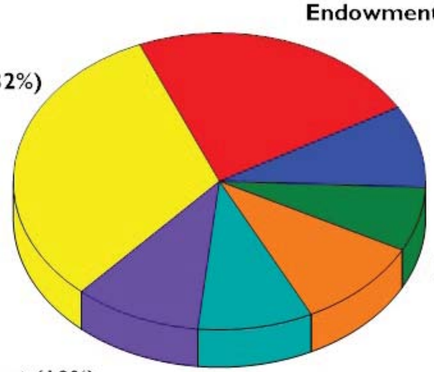
- Independent ownership structure
- Quality, experience, and motivation of our investment team
- Winning investment approach - concentrated
- Sound qualitative approach to risk control
- AUM - substantive but not compromising investment flexibility
- Structured so clients deal with decision makers

We strive to be known for our investment skills, the merits of our specialized investment approach, the efficiency of our client communication, and values we seek to exemplify in the way we conduct our business. We place a premium on partnering with institutional clients who fully understand and embrace our approach.

INVESTMENT MANDATES

STRATEGY	INCEPTION	TARGET CAP RANGE	CAPACITY
Small Cap Value	1983	$500 million to $2.5 billion	$1.2 billion
Small/Mid Cap Value	1996	$500 million to $15.0 billion	$1.5 billion
Mid Cap Value	1981	$2.5 billion to $15.0 billion	$5.0 billion
Value Opportunity	2000	$1.0 billion +	$3.0 billion

CLIENTS BY TYPE - 12/31/18



REPRESENTATIVE CLIENTS*

Baylor College of Medicine (TX)
International Paper Company (CT)
Ohio Public Employees Retirement System (OH)
Phoebe Putney Health System, Inc. (GA)
Shelby County Equity Retirement System (TN)
The Texas A&M University System (TX)
The University of Tennessee (TN)
Weil, Gotshal & Manges LLP (NY)

* In accordance with SEC policy, NewSouth makes the following disclosures concerning this list of clients. It is not known whether the listed clients approve or disapprove of NewSouth or the advisory services provided. NewSouth selected clients representing a wide range of account sizes, types (corporate, pension, municipal, endowment/foundation, taxable and tax-exempt), geographic location, long and short term relationships, and clients who are similar to and readily recognizable by a prospective client.

ORGANIZATION

Trow Gillespie
President

OPERATIONS

Stephanie Simpson
Administration

David Newman
Chief Financial Officer

TRADING

Andrew MacQueen

CLIENT RELATIONS

Patrick Danehy

Christine Burns Patti

INVESTMENT TEAM

	Industry Experience	NEWSOUTH
Steve Morrow, CIO	43	33
Brooke Morrow	40	31
Alexander McLean	21	19
Andrew Rutlin	22	6
Michael Bailey	8	4

ADMINISTRATIVE TEAM

Emily Boyce · Robbin Esterman · Shelley Floyd · Liza Martindale · Annette Noles · Patricia Prather · Karen Scherrod · Mary Webb

One Investment Team... One Philosophy... One Process... Four Mandates

PARTNERS AND MANAGEMENT TEAM

Paul Trowbridge Gillespie, Jr., President, Co-Founder
B.A. Vanderbilt University, 1969
Started Firm in 1985 - Client Service, Marketing and Firm Management
Formerly Vice President and Secretary, Co-Founder, Southeastern Asset Management, Inc., (1975–1985); First Tennessee Investment Management, Inc. (1973–1975); First Tennessee Bank Trust Investment Department (1970–1973)

D. Stephen Morrow, CFA, Chief Investment Officer, Co-Founder
B.A. University of Virginia, 1975
Started Firm in 1985 - Chief Investment Officer - Head of Investment Team
Formerly Vice President, Southeastern Asset Management, Inc. (1980–1985); First Tennessee Investment Management, Inc.(1975–1980)

Brooke A. Morrow, CFA, Principal
B.A. Hollins University, Phi Beta Kappa, 1978; M.B.A. The Colgate-Darden School of Business, University of Virginia, 1983
Joined Firm in 1987 - Investment Team
Formerly Investment Officer, Dominion Bankshares (1978–1981); Manager Strategic Planning, Manager Finance/Sales Analysis, Federal Express Corporation (1983–1987)

Andrew L. MacQueen, CFA, Principal
B.A. Rhodes College, 1987
Joined Firm in 1988 - Head Trader
Formerly Fixed Income Analyst, First Tennessee Investment Management (1987–1988)

Patrick J. Danehy, CFA, Principal
B.A. Appalachian State University, 1986
Joined Firm in 1994 - Client Service, Marketing and Compliance
Formerly Vice President/Senior Strategist, Commerce Investment Corporation (1993-1994); Financial Analyst, Consulting Services Group (1990–1993); Audit Senior, Coopers & Lybrand (1987–1990)

Alexander D. McLean, CFA, Principal
B.A. University of North Carolina at Chapel Hill, 1992; M.B.A. The Wharton School, University of Pennsylvania, 1997
Joined Firm in 1999 - Investment Team
Formerly Associate, Security Capital Group, Inc. (1997–1999); Export Manager, Intertrans Corporation (1994–1995); Import Manager, Intertrans de Mexico, S.A de C.V. (1993–1994); Faculty, The St. Paul's School (1992–1993)

Christine Burns Patti, CFA, Principal
B.S. University of Connecticut, 1982; M.B.A. University of Connecticut, 1987
Joined Firm in 2010 – Business Development and Client Service
Formerly Vice President-Marketing, DKR Capital (2005-2008); Director-Institutional Relationship Management, Credit Suisse Asset Management (2004-2005); First Vice President, Schroder Investment Management (2000–2004); Director-National Account Sales, MetLife (1990-2000); Director-Asset Management Sales, The Travelers (1987-1990)

Andrew B. Rutlin, CFA, Principal
B.B.A. University of Wisconsin, 1996
Joined Firm in 2012 – Investment Team
Formerly Research Analyst, Netols Asset Management (2009-2012); Research Analyst, Thornburg Investment Management (2008-2009); Vice President and Equity Analyst, Nicholas Company, Inc. (1998–2008); Research Analyst, Robert W. Baird & Co., Inc. (1996-1998)

Michael N. Bailey, CFA
B. Accy. & B.A. University of Mississippi, Phi Beta Kappa, 2002; MSc London School of Economics & Political Science, 2003; J.D. University of Virginia School of Law, 2011; M.B.A. The Colgate-Darden School of Business University of Virginia, 2011, Faculty Award for Academic Excellence
Joined Firm in 2014 – Investment Team
Formerly Associate, Goldman, Sachs & Co. (2010-2014)

HALLMARKS OF OUR APPROACH

- A distinct emphasis on **bottom-up stock selection** – our dominant source of return (variability)
- A **value investor** - unencumbered by arbitrary style distinctions
- We seek **high quality** – in management, durable financials and growing cash flows
- Dual interests in generating attractive **absolute and relative returns**
- A **medium to long term** investment orientation and time horizon
- **Team driven** research, stock selection, and portfolio construction
- Potential exposure to three **different categories of value stocks**
- **High conviction investing** - portfolio holds our best 25 to 35 ideas
- A clear emphasis on **controlling absolute risk** – an adequate margin of safety applied to quality businesses protects against loss of principal

INVESTMENT PHILOSOPHY

We manage equity portfolios based on our observations and beliefs:

- For identifiable reasons, stock prices fluctuate in relatively wide ranges around company valuations.
- Bottom-up stock selection is the highest quality source of excess return.
- Our opportunity universe is a market of companies, not a stock market. We own partial interests in businesses, and our investment time horizon reflects this view.
- We avoid businesses that we cannot confidently value.
- It is important to have thorough knowledge about a company and its industry. However, the key is to identify where our insights differ from the market and understand our degree of conviction in these insights.
- High levels of diversification are a weak substitute for knowledge. Our strategy is best accomplished by concentrating investments in the 25 to 35 best values we can find.
- Risk is a multifaceted concept. While we understand and accept the use of index benchmarks for performance comparisons, our risk control methods emphasize avoiding mistakes in assessing the companies we own and minimizing the performance impact when a mistake does occur. A "margin of safety" for individual holdings and assuring portfolio diversification far supersede concerns related to benchmark risk.
- Our conviction in individual holdings varies based on our assessment of the fundamentals and the margin of safety. Position size is directly related to conviction.
- All holdings, even wonderful businesses, should be sold when the market price becomes too dear.
- Our money is invested the same way we invest for our clients.

QUALITIES WE SEEK IN A COMPANY

CAPITAL PRESERVATION
Understandable Business Model
Sound Capital Structure

INTRINSIC VALUE GROWTH
Earnings Power Growth
Free Cash Flow Generation
Asset Optimization
Sustainable Competitive Advantages

COMPANY

DISCOUNTED VALUATION
Significant Discount to Appraisal
Identification of Variant View

MANAGEMENT QUALITY
Operational Skill
Capital Allocation Process
Owner Mentality

DECISION FLOW

Idea Generation

Financial Screens
Wall Street Research
Boutique Research Providers
Industry Publications / Conferences
SEC Filings – 13D, 13F, 13G
Insider Transactions

↓

Fundamental Analysis

Company Financial Reports – AR, 10-K, 10-Qs
Industry Analysis / Competitive Environment
Management Review – Track Record, Shareholder Orientation
Valuation Analysis
Catalysts – Restructurings, M & A, Management Change, Spin-Offs

↓

Develop, Debate Investment Thesis

Review by Equity Research Team
Examine Risk / Return Tradeoff

↓

Action

Establish Position | **Place on Monitor List** | **Reject**

THE NEWSOUTH APPROACH TO VALUE MANAGEMENT

	Average Observed Allocation
Quantifiable — Current	
1. "Mechanistic" Value	0%
Enhanced Index, Quantitative & Diversified	
2. Deep Discount	20%
Contrarian	
Insight Oriented — Future Projections	
3. Reorganizations	20%
4. Discounted Franchise Businesses	60%
5. High Growth Companies	0%

NEWSOUTH APPROACH TO VALUE INVESTING

	Deep Discounts	Reorganizations	Discounted Franchise Businesses
Definition	*Fallen Angels; Contrarian Plays; Companies whose current share prices overly discount near and/or long-term fundamental problems. Extreme negative investor sentiment leads to deep discounts to intrinsic value.*	*Underperforming companies undergoing a restructuring or turnaround possessing understated, underutilized assets or poorly performing business segments that can be restructured, sold or spun off to create shareholder value.*	*High return, high cash flow generating businesses with strong balance sheets, excellent management and defensible franchises.*
Portfolio Exposure	20% average - range of 15% to 25%	20% average - range of 15% to 25%	60% average - range of 50% to 80%
Valuation Methods/ Metrics	Price/"Normalized" EPS Price/Asset Value Price/Free Cash Flow	Sum of the Parts Analysis Price/Earnings Price/Cash Flow Price/Asset Value Price/Book Value	Discounted Cash Flow Price/Earnings Price/Cash Flow
Projected Holding Period	1 to 3 years	1 to 5 years	3 years to perpetuity
Company Examples	Aerojet Rocketdyne Holdings CoreCivic Inc.	Cars.com Inc. TEGNA Inc.	Autozone Inc. Thermo Fisher Scientific Inc. Zebra Technologies Corp.

INTERNAL PORTFOLIO GUIDELINES & CONSTRUCTION

- 25 to 35 Companies
- Objective to be Fully Invested

- Portfolio Construction Considerations
  - 35% maximum in any one sector;
    20% maximum per industry
  - The sector impact varies among sectors
  - Proprietary macro and micro factor exposure analysis

- Position Sizing
  - 10% soft cap
  - 2% to 3% entry level
  - Largest positions

Top 5	Top 10
25% to 30%	40% to 55%

- Conviction-Based Sizing
  - Discount
  - Business Risk
  - Our Information Advantage
  - Growth of Intrinsic Value
  - A Catalyst
  - Liquidity
  - Diversification

RISK CONTROL

Risk is the probability of underperforming expectations.

Risk is multi-faceted.

OUR RISK CONTROL EFFORTS EMPHASIZE:

Process

- Instills objectivity
- Utilizes devil's advocate perspectives
- Re-evaluates positions whose intrinsic value is marked down
- Company ownership mindset impacts time horizon and turnover

Individual Stocks

- Businesses we understand
- Margin of safety
  Value > Market Price
- Strong financial position
- Competent management
- Confirmation of variant view

Portfolio

- Diversification
  - Stock-specific risks
  - Macro factors
  - Industries and sectors
- Position size limits
- Concentration

Risk Control Does Not Involve

- Targeting low tracking error
- Owning low conviction stocks for diversification reasons
- Beta or price volatility metrics

SELL DISCIPLINE

Turnover

- ❑ 20%–35% in dollar terms
- ❑ On average, we add and eliminate six holdings per year

Reasons for Sale of a Position

	Expected Frequency
■ **Successful Positions**	
❑ Valuation — company approaches or exceeds fair value	30%
❑ We identify an idea which is better	20%
❑ The company is acquired	15%
■ **Mistakes**	
❑ Unforeseen competitive pressures	20%
❑ Poor execution by management	15%

NEWSOUTH

We are Confident in Our Ability to Positively Impact Client Portfolios.

- An independently-owned organization
- Incentives in place to promote a high energy, positive culture and stability
- An investment team well experienced in research and working together
- A winning investment approach — concentrated value orientation unencumbered by artificial restrictions
- A sound, qualitative approach to risk control
- Assets under management large enough to sustain a robust firm but kept below a level that would compromise investment flexibility
- Client communication directly with investment professionals

SECTION II

THE SEWERAGE & WATER BOARD OF NEW ORLEANS EMPLOYEES' RETIREMENT SYSTEM

Period Ending 12/31/18

			Annualized		
	QTD	YTD	3 YR	5 YR	Inception*
Net of Fees	**-11.9%**	**-1.3%**	**6.2%**	**5.6%**	**10.9%**
Russell 2500	**-18.5**	**-10.0**	**7.3**	**5.2**	**11.2**
Russell 2500 Value	**-17.1**	**-12.4**	**6.6**	**4.2**	**10.4**

* Inception August 17, 2011

NEWSOUTH

NSCM SMALL/MID CAP VALUE

1/1/18 to 12/31/18

Top 5 Performance Contributors

	Stock Return*	Percent Contribution
Cardtronics PLC	68.5%	1.0%
Zebra Technologies Corp Cl A	53.4%	2.6%
Dun & Bradstreet Corp.	21.5%	0.4%
Travelport Worldwide Ltd	21.4%	0.7%
Thermo Fisher Scientific Inc.	18.2%	1.0%

Top 5 Performance Detractors

	Stock Return*	Percent Contribution
Hanesbrands Inc.	-38.4%	-1.6%
LKQ Corp.	-36.7%	-1.3%
Brookdale Sr Living Inc.	-29.1%	-0.6%
Howard Hughes Corp.	-25.6%	-0.9%
Cars.com Inc.	-25.5%	-0.5%

New Positions

FMC Corp.
Hanesbrands Inc.
Nielsen Holdings PLC
Qurate Retail Group Inc QVC Group**

Additions to Current Positions

Discovery Comm Cl A
FMC Corp.
Hanesbrands Inc.
LKQ Corp.
Nielsen Holdings PLC
Qurate Retail, Inc.
Travelport Worldwide Ltd
ViaSat Inc.

Reductions to Current Positions

Aerojet Rocketdyne Holdings
CGI Group Inc. Class A
Xylem Inc.
Service Corp International

Liquidated Positions

Brookdale Sr Living Inc.
Cardtronics PLC
Dun & Bradstreet Corp.
HSN Inc.**
Scripps Networks Interactive

**Individual security performance based on the gross return for the time period.*
***Liberty Interactive QVC Group/Qurate Retail Group Inc QVC Group acquired HSN Inc.*

NEWSOUTH CAPITAL MANAGEMENT, INC.

PORTFOLIO SUMMARY
THE SEWERAGE & WATER BOARD OF NEW ORLEANS
EMPLOYEES' RETIREMENT SYSTEM

December 31, 2018

Security Type	Adjusted Cost	Market Value	Pct. Assets	Cur. Yield	Est.Annual Income
Equities					
Common Stocks					
Technology	3,582,712	5,102,430	19.3	1.0	51,531
Health Care	655,921	2,058,868	7.8	0.3	6,256
Consumer Discretionary & Services	6,922,469	7,148,991	27.0	1.8	130,214
Materials & Processing	1,007,084	872,728	3.3	2.2	18,880
Producer Durables	3,711,785	6,380,422	24.1	1.0	63,736
Financial Services	2,045,311	2,707,532	10.2	1.6	42,656
Common Stocks	17,925,282	24,270,971	91.6	1.3	313,273
	17,925,282	24,270,971	91.6	1.3	313,273
Cash & Equivalents					
Cash & Equivalents	2,229,697	2,229,697	8.4	2.4	53,967
	2,229,697	2,229,697	8.4	2.4	53,967
TOTAL PORTFOLIO	**20,154,979**	**26,500,668**	**100.0**	**1.4**	**367,241**

NEWSOUTH CAPITAL MANAGEMENT, INC.

PORTFOLIO APPRAISAL
THE SEWERAGE & WATER BOARD OF NEW ORLEANS
EMPLOYEES' RETIREMENT SYSTEM

December 31, 2018

Quantity	Security	Adj Unit Cost	Total Adjusted Cost	Price	Market Value	Pct. Assets	Cur. Yield
Cash & Equivalents							
	Cash & Equivalents		2,202,749		2,202,749	8.3	2.5
	Dividends Receivable		26,948		26,948	0.1	0.0
			2,229,697		2,229,697	8.4	2.4
Common Stocks							
Technology							
17,600	Amdocs LTD	38.87	684,194	58.58	1,031,008	3.9	1.7
19,800	CGI Group Inc - Class A	40.75	806,920	61.19	1,211,562	4.6	0.0
55,900	Open Text Corp	18.46	1,031,753	32.60	1,822,340	6.9	1.9
17,600	ViaSat Inc	60.22	1,059,844	58.95	1,037,520	3.9	0.0
			3,582,712		5,102,430	19.3	1.0
Health Care							
9,200	Thermo Fisher Scientific Inc	71.30	655,921	223.79	2,058,868	7.8	0.3
			655,921		2,058,868	7.8	0.3
Consumer Discretionary & Services							
1,200	Autozone Inc.	424.81	509,777	838.34	1,006,008	3.8	0.0
12,700	Cars.com Inc	18.58	235,956	21.50	273,050	1.0	0.0
34,500	Discovery Inc Cl A	24.65	850,520	24.74	853,530	3.2	0.0
67,100	Hanesbrands Inc.	17.44	1,170,119	12.53	840,763	3.2	4.8
24,000	LKQ Corp	30.30	727,295	23.73	569,520	2.1	0.0
30,700	Nielsen Holdings PLC	26.25	805,832	23.33	716,231	2.7	6.0
29,900	Qurate Retail Inc	24.00	717,454	19.52	583,648	2.2	0.0

NEWSOUTH CAPITAL MANAGEMENT, INC.

PORTFOLIO APPRAISAL
THE SEWERAGE & WATER BOARD OF NEW ORLEANS
EMPLOYEES' RETIREMENT SYSTEM

December 31, 2018

Quantity	Security	Adj Unit Cost	Total Adjusted Cost	Price	Market Value	Pct. Assets	Cur. Yield
16,100	Service Corp International	9.73	156,591	40.26	648,186	2.4	1.7
58,700	TEGNA Inc	13.14	771,055	10.87	638,069	2.4	2.6
65,300	Travelport Worldwide Ltd	14.98	977,871	15.62	1,019,986	3.8	1.9
			6,922,469		7,148,991	27.0	1.8
Materials & Processing							
11,800	FMC Corp	85.35	1,007,084	73.96	872,728	3.3	2.2
			1,007,084		872,728	3.3	2.2
Producer Durables							
37,600	Aerojet Rocketdyne Holdings	18.29	687,580	35.23	1,324,648	5.0	0.0
16,000	Flowserve Corp	35.12	561,918	38.02	608,320	2.3	2.0
15,500	MSC Industrial Direct Co-A	69.28	1,073,796	76.92	1,192,260	4.5	3.3
14,900	Xylem Inc	32.66	486,581	66.72	994,128	3.8	1.3
14,200	Zebra Technologies Corp Cl A	63.51	901,911	159.23	2,261,066	8.5	0.0
			3,711,785		6,380,422	24.1	1.0
Financial Services							
24,800	CoreCivic Inc	27.83	690,144	17.83	442,184	1.7	9.6
19,800	Fiserv Inc	19.48	385,698	73.49	1,455,102	5.5	0.0
8,300	Howard Hughes Corp	116.80	969,469	97.62	810,246	3.1	0.0
			2,045,311		2,707,532	10.2	1.6

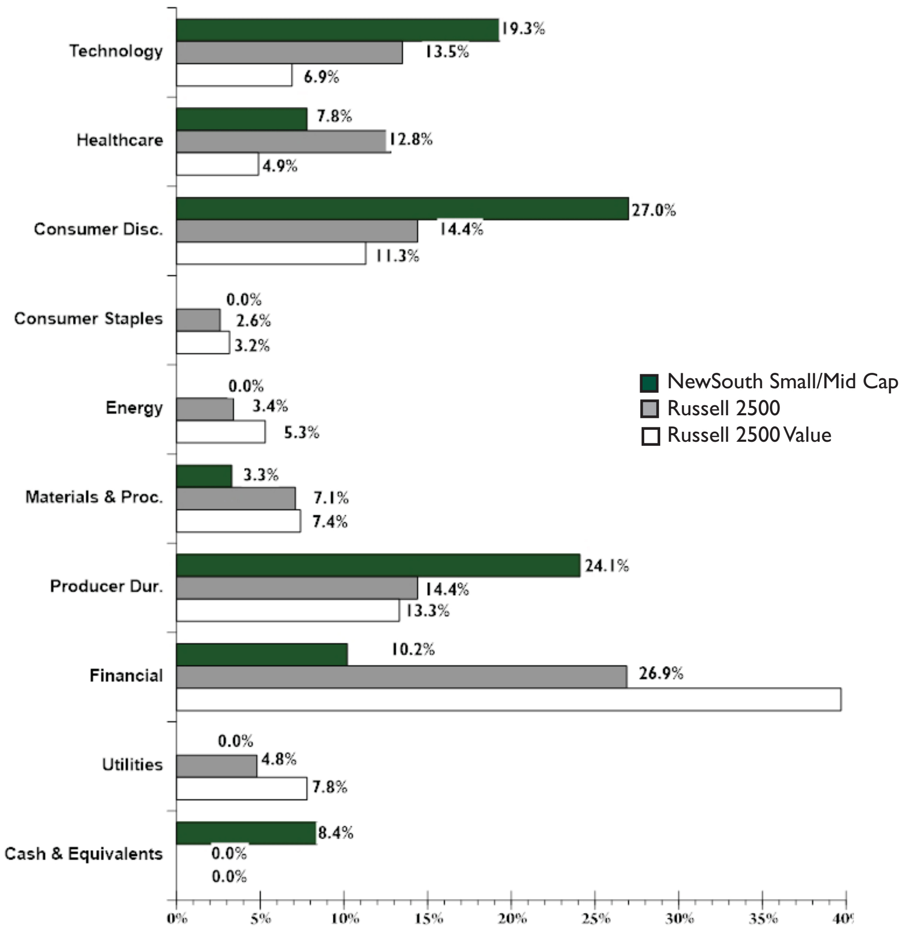
PORTFOLIO APPRAISAL
THE SEWERAGE & WATER BOARD OF NEW ORLEANS
EMPLOYEES' RETIREMENT SYSTEM
December 31, 2018

Quantity	Security	Adj Unit Cost	Total Adjusted Cost	Price	Market Value	Pct. Assets	Cur. Yield
	Common Stocks Total		17,925,282		24,270,971	91.6	1.3
TOTAL PORTFOLIO			**20,154,979**		**26,500,668**	**100.0**	**1.4**

PORTFOLIO CHARACTERISTICS

Small/Mid Cap Value Equity
12/31/18

Sector Diversification*



Market Cap Distribution

	Market Capitalization
High	$ 90.1 billion
Low	$ 1.5 billion
Median	$ 7.9 billion
Average	$11.9 billion
Weighted Average	$ 15.3 billion

Top 10 Holdings*

Zebra Technologies Corp Cl A	8.5%
Thermo Fisher Scientific Inc	7.8%
Open Text Corp	6.9%
Fiserv Inc	5.5%
Aerojet Rocketdyne Holdings	5.0%
CGI Group Inc - Class A	4.6%
MSC Industrial Direct Co-A	4.5%
ViaSat Inc	3.9%
Amdocs LTD	3.9%
Travelport Woldwide Ltd	3.8%
Percentage of total portfolio	54.4%

Sector data based on Russell/Mellon Analytical Services, LLC categorization.

*The NSCM Small/Mid Cap Value sector weights and ten largest holdings are included as supplemental information and complement a full disclosure which can be found at the end of this presentation.

PORTFOLIO ACTIVITY

Small/Mid Cap Value Equity

Year	Dollar Turnover	Companies Added	Companies Eliminated
2002	36%	8	5
2003	23%	7	8
2004	31%	7	10
2005	28%	5	6
2006	28%	8	7
2007	16%	2	4
2008	23%	4	4
2009	29%	7	4
2010	32%	8	6
2011	10%	6	4
2012	15%	6	5
2013	12%	2	7
2014	14%	7	4
2015	11%	3	3
2016	8%	0	3
2017	7%	3	4
2018	19%	4	5

*The NSCM Small/Mid Cap Value portfolio activity is included as supplemental information and complements a full disclosure which can be found at the end of this presentation.

SECTION III

NEWSOUTH

NSCM SMALL/MID CAP VALUE COMPOSITE PERFORMANCE

Period Ending 12/31/18

				Annualized		
	QTD	YTD	3 YR	5 YR	10 YR	Inception*
Gross of Fees	**-11.9%**	**-0.7%**	**6.7%**	**6.1%**	**16.4%**	**10.3%**
Net of Fees	**-12.1**	**-1.4**	**5.9**	**5.4**	**15.6**	**9.7**
Russell 2500	**-18.5**	**-10.0**	**7.3**	**5.2**	**13.2**	**8.8**
Russell 2500 Value	**-17.1**	**-12.4**	**6.6**	**4.2**	**11.6**	**9.5**

* Inception May 31, 1996

Note: Past performance is not indicative of future results. Please see our full disclosure which can be found at the end of this presentation.

ANNUAL PERFORMANCE

NSCM Small/Mid Cap Value Equity Composite – Tax Exempt

	Gross of Fees	Net of Fees	Russell 2500	Russell 2500 Value	Russell 2500 Growth	Number of Portfolios	Internal Dispersion	3-Yr STDV	Russell 2500 3-Yr STDV	Russell 2500 Value 3-Yr STDV	Russell 2500 Growth 3-Yr STDV	Total Composite Assets (Millions)	Total Firm Assets (Millions)	Percent of Comp with Bundled Fees
1996*	12.4%	12.1%	4.6%	12.8%	-2.8%	1	N/A					$34.0	$1,852.4	0.0%
1997	30.2%	29.5%	24.4%	33.1%	14.8%	1	N/A					$33.0	$1,870.2	0.0%
1998	-6.3%	-6.9%	0.4%	-1.9%	3.1%	1	N/A					$39.9	$1,858.9	0.0%
1999	12.6%	12.0%	24.1%	1.5%	55.5%	1	N/A					$58.6	$2,025.3	0.0%
2000	7.0%	6.5%	4.3%	20.8%	-16.1%	7	4.9%	23%	22%	17%	34%	$297.2	$2,370.9	2.3%
2001	1.5%	0.9%	1.2%	9.7%	-10.8%	7	1.7%	21%	21%	15%	35%	$298.9	$2,363.5	2.4%
2002	-27.4%	-27.8%	-17.8%	-9.9%	-29.1%	6	2.4%	23%	22%	16%	34%	$243.1	$1,682.9	2.2%
2003	35.4%	34.7%	45.5%	44.9%	46.3%	4	N/A	22%	20%	17%	27%	$133.9	$1,725.7	0.0%
2004	19.5%	18.8%	18.3%	21.6%	14.6%	4	N/A	19%	17%	16%	20%	$188.4	$1,645.8	0.0%
2005	12.3%	11.7%	8.1%	7.7%	8.2%	3	N/A	13%	13%	13%	15%	$123.5	$1,453.2	0.0%
2006	24.1%	23.1%	16.2%	20.2%	12.3%	5	N/A	11%	12%	11%	13%	$113.7	$1,382.5	1.0%
2007	4.4%	3.7%	1.4%	-7.3%	9.7%	4	N/A	11%	12%	11%	13%	$117.5	$1,341.7	0.9%
2008	-29.3%	-29.7%	-36.8%	-32.0%	-41.5%	3	N/A	21%	19%	18%	21%	$110.8	$939.5	0.0%
2009	61.3%	60.4%	34.4%	27.7%	41.7%	3	N/A	28%	24%	25%	25%	$193.4	$1,105.0	0.0%
2010	36.0%	35.1%	26.7%	24.8%	28.9%	3	N/A	29%	27%	27%	27%	$238.5	$1,474.6	0.0%
2011	1.5%	0.9%	-2.5%	-3.4%	-1.6%	6	0.4	24%	23%	24%	23%	$290.9	$2,064.5	0.0%
2012	17.5%	16.8%	17.9%	19.2%	16.1%	9	0.4	18%	19%	18%	20%	$351.0	$2,596.7	1.4%
2013	29.2%	28.4%	36.8%	33.3%	40.7%	16	0.5	14%	16%	15%	16%	$860.1	$3,365.6	1.2%
2014	11.5%	10.8%	7.1%	7.1%	7.1%	16	0.2	11%	12%	11%	13%	$689.7	$3,732.0	1.6%
2015	-0.6%	-1.3%	-2.9%	-5.5%	-0.2%	17	0.2	12%	12%	12%	13%	$876.9	$4,262.9	1.2%
2016	9.3%	8.4%	17.6%	25.2%	9.7%	18	0.3	12%	14%	13%	15%	$918.3	$4,584.6	1.2%
2017	11.9%	11.2%	16.8%	10.4%	24.5%	17	0.5	11%	12%	12%	13%	$928.2	$4,588.9	1.3%
2018 (Estimate)	-0.7%	-1.4%	-10.0%	-12.4%	-7.5%	14	0.2	11%	14%	14%	15%	$763.0	$3,302.4	1.3%

* Represents the last seven months of 1996

Note: Past performance is not indicative of future results. Please see the following page for our disclosure.

NEWSOUTH

NSCM SMALL/MID CAP VALUE DISCLOSURE STATEMENT

NewSouth Capital Management, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. NewSouth Capital Management, Inc. has been independently verified for the periods January 1, 1999 through September 30, 2018. 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 NewSouth Small/Mid Cap Composite has been examined for the periods January 1, 1999 through September 30, 2018. The verification and performance examination reports are available upon request. NewSouth Capital Management, Inc. is defined as an independent investment management firm that is not affiliated with any parent organization. Information regarding the firm's policies and procedures for valuing portfolio, calculating and reporting performance results, and preparing compliant presentations are available upon request. This composite was created in March of 1998. A complete list and description of the firm's composites is available upon request. The NewSouth Small/Mid Cap Value Composite focuses on companies which sell at reasonable market multiples of earnings and/or book value based on historical data and which NewSouth believes have the potential for above average free cash flow over the next 2-3 years. Also, we look for companies which possess other catalysts which will cause the market to recognize the intrinsic value of the company. The accounts included in the composite will invest primarily in companies with market capitalizations similar in size to those found in the Russell 2500 Index. However, our composite accounts will differ from its benchmark with fewer holdings concentrated in fewer economic sectors. NewSouth believes that the Russell 2500 Value and the Russell 2500 indices are appropriate benchmarks to use when evaluating the performance results of this composite. The Russell 2500 Growth index performance results are included here for general information purposes only.

All returns are calculated and reported in U.S. Dollars and are calculated as of calendar month ends. The minimum account size for this composite is $1,000,000. Beginning April 1, 2008, composite policy requires the temporary removal of any portfolio incurring a client initiated significant cash outflow of 10% of portfolio assets.

The composite represents 100% of the discretionary, tax-exempt assets in fee-paying small-mid cap value accounts invested with a small-mid cap value mandate. Internal dispersion is calculated using the equal weighted standard deviation of all portfolios that were included in the composite for the entire year and is shown as N/A where there are 3 or fewer accounts included for the entire year. Gross of fee performance results do not reflect the impact of management fees or custodian fees. Net of fee returns are calculated using actual fees. Actual fees incurred by advisory clients may vary. Wrap or bundled fee accounts may be included in the composite. If accounts of this type are included in the composite, gross of fee performance results reflect the impact of the non-management fee portion of the total wrap fee while net of fee performance results reflect the impact of both the management and non-management fee portion of the wrap fee. Non-management fee portions of a wrap fee are defined as any fee paid by the client to another party to cover transaction fees, reporting, custody, or consulting. The composite results reflect the reinvestment of dividends, capital gains, and other earnings. Performance of taxable accounts may differ because taxable accounts may be managed to reduce the impact of taxes. NewSouth's published fee schedule for investment management services is 1.00% on the first $25 million of assets, 0.85% on the next $25 million, and 0.75% on all assets above $50 million. The account minimum is $10,000,000. Past performance is not indicative of future results.

ACA
COMPLIANCE GROUP
PERFORMANCE SERVICES

Verification and Performance Examination Report

NewSouth Capital Management, Inc.

We have verified whether NewSouth Capital Management, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018. We have also conducted a performance examination of the Firm's Small/Mid (SMID) Cap Value Composite for the periods from April 1, 2017 through September 30, 2018. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and Small/Mid (SMID) Cap Value Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018.

A verification covering the periods from January 1, 1999 through March 31, 2017 was performed by Ashland Partners & Company, LLP, whose report expressed an unqualified opinion thereon. On June 28, 2017, ACA Performance Services, LLC acquired the investment performance service business of Ashland Partners & Company, LLP.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the Small/Mid (SMID) Cap Value Composite and calculated the Small/Mid (SMID) Cap Value Composite's performance for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards; and
- Prepared and presented the Small/Mid (SMID) Cap Value Composite's accompanying compliant presentation for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards.

A performance examination of the Firm's Small/Mid (SMID) Cap Value Composite covering the periods from January 1, 1999 through March 31, 2017 was performed by Ashland Partners & Company, LLP, whose report expressed an unqualified opinion thereon. On June 28, 2017, ACA Performance Services, LLC acquired the investment performance service business of Ashland Partners & Company, LLP.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's Small/Mid (SMID) Cap Value Composite.

ACA Performance Services, LLC

ACA Performance Services, LLC
November 29, 2018

ACA Performance Services, LLC 1370 Broadway, 12th Floor New York, NY 10018
Phone: (212) 951-1030 www.acacompliancegroup.com/aca-performance-services

NEWSOUTH CAPITAL MANAGEMENT, INC.
SMALL/MID (SMID) CAP VALUE COMPOSITE
QUARTERLY PERFORMANCE PRESENTATION
PAGE 1 OF 2

Asset-Weighted Performance Gross and Net of Fees
Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2018	Gross	1.54%	1.82%	8.98%		12.67% *
	Net	1.37%	1.64%	8.78%		12.07% *
2017	Gross	5.44%	(1.72%)	4.28%	3.57%	11.90%
	Net	5.26%	(1.91%)	4.11%	3.39%	11.20%
2016	Gross	5.37%	0.93%	1.59%	1.12%	9.26%
	Net	5.17%	0.75%	1.41%	0.92%	8.44%
2015	Gross	6.17%	0.86%	(10.00%)	3.11%	(0.62%)
	Net	5.96%	0.72%	(10.15%)	2.93%	(1.30%)
2014	Gross	2.13%	6.54%	(2.43%)	5.07%	11.54%
	Net	1.95%	6.34%	(2.60%)	4.88%	10.75%
2013	Gross	6.64%	3.50%	7.14%	9.28%	29.23%
	Net	6.52%	3.33%	6.96%	9.09%	28.43%
2012	Gross	8.81%	(5.91%)	9.63%	4.68%	17.50%
	Net	8.65%	(6.03%)	9.43%	4.52%	16.78%
2011	Gross	8.28%	(1.14%)	(16.47%)	13.53%	1.51%
	Net	8.13%	(1.29%)	(16.62%)	13.37%	0.89%
2010	Gross	11.82%	(10.16%)	15.00%	17.68%	35.97%
	Net	11.62%	(10.29%)	14.80%	17.51%	35.08%
2009	Gross	(12.90%)	27.45%	35.55%	7.22%	61.35%
	Net	(13.09%)	27.27%	35.42%	7.07%	60.39%
2008	Gross	2.03%	11.37%	(14.61%)	(27.08%)	(29.25%)
	Net	1.85%	11.24%	(14.74%)	(27.25%)	(29.73%)

ACA Performance Services, LLC 1370 Broadway, 12th Floor New York, NY 10018
Phone: (212) 951-1030 www.acacompliancegroup.com/aca-performance-services

NEWSOUTH CAPITAL MANAGEMENT, INC.
SMALL/MID (SMID) CAP VALUE COMPOSITE
QUARTERLY PERFORMANCE PRESENTATION
PAGE 2 OF 2

Asset-Weighted Performance Gross and Net of Fees
Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2007	Gross	3.46%	12.10%	(3.69%)	(6.53%)	4.40%
	Net	3.29%	11.92%	(3.86%)	(6.70%)	3.70%
2006	Gross	10.16%	1.43%	(0.89%)	12.10%	24.14%
	Net	9.99%	1.26%	(1.22%)	11.92%	23.13%
2005	Gross	(1.06%)	0.69%	7.32%	5.07%	12.33%
	Net	(1.20%)	0.56%	7.14%	4.90%	11.66%
2004	Gross	7.85%	2.07%	(2.23%)	11.03%	19.50%
	Net	7.70%	1.94%	(2.41%)	10.87%	18.78%
2003	Gross	(5.37%)	21.22%	5.02%	12.37%	35.38%
	Net	(5.50%)	21.10%	4.90%	12.20%	34.70%
2002	Gross	2.40%	(14.46%)	(23.05%)	7.66%	(27.43%)
	Net	2.28%	(14.59%)	(23.18%)	7.52%	(27.84%)
2001	Gross	(0.51%)	11.55%	(23.02%)	18.76%	1.46%
	Net	(0.64%)	11.41%	(23.13%)	18.60%	0.92%
2000	Gross	(0.83%)	2.88%	2.30%	2.53%	7.01%
	Net	(0.94%)	2.75%	2.18%	2.39%	6.48%
1999	Gross	(2.74%)	25.95%	(13.24%)	5.95%	12.59%
	Net	(2.88%)	25.80%	(13.36%)	5.80%	11.99%

*** Represents non-annualized partial period performance ending on September 30, 2018.**

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm

ACA Performance Services, LLC 1370 Broadway, 12th Floor New York, NY 10018
Phone: (212) 951-1030 www.acacompliancegroup.com/aca-performance-services

Comparative Performance Analysis Report
Q4 2018

Sewerage and Water Board of New Orleans ERS
Employees' Retirement System
Pension Committee

Presented by:

Octave J. Francis III, CIMA®
Managing Director

RAYMOND JAMES

For Institutional Client Use Only

Not approved for rollover solicitations.

TRANSACTION RECORDS AND PORTFOLIO VALUATIONS HAVE BEEN OBTAINED FROM THIRD-PARTY SOURCES. THOUGH EVERY EFFORT HAS BEEN MADE TO ENSURE CORRECTNESS, RAYMOND JAMES CANNOT GUARANTEE THE ACCURACY OR COMPLETENESS OF THE REPORTS.

PLEASE NOTE:

AVAILABLE TO YOU UPON WRITTEN REQUEST, AT NO COST, IS AN INVESTMENT ADVISORY DISCLOSURE DOCUMENT (RAYMOND JAMES' FORM ADV, PART 2A).
IF YOU WOULD LIKE A COPY, PLEASE CONTACT YOUR RAYMOND JAMES REPRESENTATIVE.

GLOBAL MARKET OBSERVATIONS

Quarterly Economic & Market Commentary
Q4 2018

Taylor Krystkowiak, Investment Strategy Analyst

IN THIS ISSUE:

RAYMOND JAMES

DOMESTIC MARKETS

The ghosts of past trade and monetary policy, which had long beleaguered markets around the globe, seemed to have finally come back to visit domestic markets. The collateral damage caused by tariffs and a heavy-handed Federal Reserve seem to have finally caught up with American stocks.

Ghost of Market Past…
Page 4

DEVELOPED MARKETS

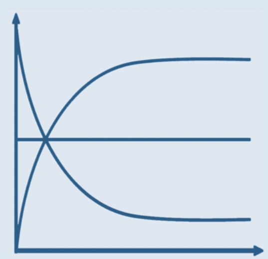
UK Prime Minister Theresa May has suffered yet another stunning (though unsurprising) setback in her bid to formalize Britain's exit from the European Union. In spite of the certainty of the vote, the path forward remains as uncertain as ever. Yet, Europe now faces a much more pervasive threat: slowing economic growth.

May-Day
Page 5

EMERGING MARKETS

Throughout the year, emerging markets have been facing the collateral consequences of hawkish Federal Reserve policy and the trade war between the U.S. and China. Since the U.S. government announced its first round of tariffs in February, share prices across the emerging world have come under significant pressure, particularly those in China.

Collateral Consequences
Page 6



CREDIT MARKETS

As volatility gripped the markets at the end of the year, investors fled from equities and flocked to government bonds. The Federal Reserve has raised its benchmark interest rate four times throughout 2018, which has flattened the yield curve substantially. While hawks have previously prevailed, it appears that a dovish détente has come home to roost.

Dovish Détente?
Page 7

ASSET CLASS RETURNS OVER Q4 2018 (%)

Returns for Key Indices – Trailing 12 Months and the Fourth Quarter of 2018 – Ranked in Order of Performance (Best to Worst)

Broad Asset Class Total Returns

T12	Q4
Cash & Cash Alternatives 1.86	U.S. Fixed Income 1.64
U.S. Fixed Income 0.01	Cash & Cash Alternatives 0.57
Blended Portfolio -4.03	Global Real Estate -5.01
U.S. Equity -5.24	Blended Portfolio -6.82
Global Real Estate -6.37	Commodities -9.41
Commodities -11.25	Non-U.S. Equity -11.46
Non-U.S. Equity -14.20	U.S. Equity -14.30

Domestic Equity Total Returns

T12	Q4
Large Growth -1.51	Large Value -11.72
Mid Growth -4.75	Large Blend -13.82
Large Blend -4.78	Mid Value -14.95
Large Value -8.27	Mid Blend -15.37
Mid Blend -9.06	Large Growth -15.89
Small Growth -9.31	Mid Growth -15.99
Small Blend -11.01	Small Value -18.67
Mid Value -12.29	Small Blend -20.20
Small Value -12.86	Small Growth -21.65

S&P 500 Equity Sector Total Returns

T12	Q4
Health Care 6.47	Utilities 1.36
Utilities 4.11	Real Estate -3.83
Cons Disc 0.83	Cons Staples -5.21
Info Tech -0.29	Health Care -8.72
Real Estate -2.22	Materials -12.31
S&P 500 -4.38	Financials -13.11
Cons Staples -8.38	Comm. Serv. -13.19
Comm. Serv. -12.53	S&P 500 -13.52
Financials -13.03	Cons Disc -16.42
Industrials -13.29	Industrials -17.29
Materials -14.70	Info Tech -17.34
Energy -18.10	Energy -23.78

International Equity Total Returns

T12	Q4
EM Eastern Europe -4.36	EM Latin America 0.36
U.S. Large Cap -4.38	EM Eastern Europe -6.86
EM Latin America -6.57	Emerging Markets -7.47
Pacific ex-Japan -10.30	Pacific ex-Japan -7.94
Japan -12.88	EM Asia -9.29
Developed Markets -13.79	United Kingdom -11.78
United Kingdom -14.15	Developed Markets -12.54
Emerging Markets -14.58	Europe ex-UK -13.08
Europe ex-UK -15.14	U.S. Large Cap -13.52
EM Asia -15.45	Japan -14.23

Fixed Income Total Returns

T12	Q4
T-Bill 1.86	Treasury 2.57
Short-Term Bond 1.60	MBS 2.08
Agency 1.34	Agency 1.90
Municipal 1.28	Municipal 1.69
MBS 0.99	Aggregate Bond 1.64
Treasury 0.86	Short-Term Bond 1.18
Aggregate Bond 0.01	Global Bond ex-U.S. 0.91
U.S. Tips -1.26	Long-Term Bond 0.78
High Yield -2.08	T-Bill 0.57
Credit -2.11	Credit 0.01
Global Bond ex-U.S. -2.15	U.S. Tips -0.42
Long-Term Bond -4.68	Emerging Mkt Bond -0.66
Emerging Mkt Bond -5.33	High Yield -4.53

BEST

WORST

Assume all asset classes are U.S. unless otherwise noted | Data as of 12/31/2018 | Ranked in order of performances (best to worst)

All investing involves risk and you may incur a profit or a loss. Past performance is not a guarantee of future results. This material is for informational purposes only and should not be used or construed as a recommendation regarding any security. Indices are unmanaged and cannot accommodate direct investments. An individual who purchases an investment product which attempts to mimic the performance of an index will incur expenses such as management fees and transaction costs which reduce returns. Returns are cumulative total return for stated period, including reinvestment of dividends. Dividends are not guaranteed and a company's future ability to pay dividends may be limited. Source: Morningstar Direct

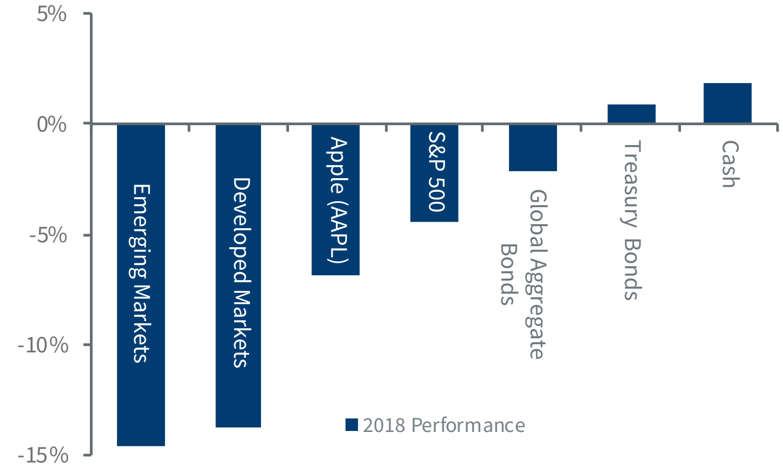
GHOST OF MARKETS PAST…

’Twas the night before Christmas, as investors were confronted with a clatter and a rush to see what was the matter. Alas, it was neither a visit from St. Nick nor a dusting of snow, but a bruising bout of volatility for global stock markets that saw the S&P 500 fall 65 points on Christmas Eve, closing at its lowest level since April 2017. The fall, which began in October and crescendoed in December, wiped out 2018 market gains across the board and dragged down nearly every asset class with the exception of cash and government bonds (see charts). Given that December has traditionally been a relatively reliable month for positive market momentum (December 2018 proved to be the worst December for stock market returns since 1931), it is little surprise that end-of-year cheer was in short supply. As they woke up on Christmas morning, bewildered investors wondered who stole the Santa rally.

The ghosts of past trade and monetary policy, which had long beleaguered markets around the globe, seemed to have finally come back to visit domestic markets. The collateral damage caused by tariffs and a heavy-handed Federal Reserve (see *Dovish Détente,* p. 7) seem to have finally caught up with American stocks. Despite the volatility it faced at the beginning of 2018, the S&P 500 index appeared to possess an air of invulnerability relative to its global index peers as it marched higher through October. No longer. As noted and anticipated by every edition of this commentary throughout 2018, markets continue to be bridled by the ongoing fallout of protectionist trade policy and the dangerous duel between China and the U.S. Though both nations are engaged in renewed trade talks under the guise of a temporary truce brokered in the wake of the recent G20 summit (which postponed an increase in U.S. tariffs from January to March), much uncertainty remains.

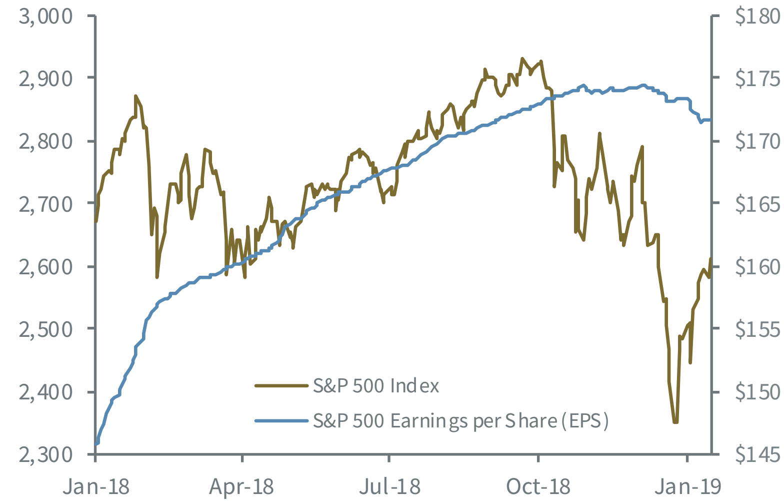
Such uncertainty is now manifest in falling key economic data (see *Collateral Consequences*, p. 6), prompting fears of a worldwide economic slowdown. Even Apple, easily one of the most dominant technology titans, was felled amidst the turmoil. Though it was briefly the world’s first publicly traded company valued at $1 trillion and has long buoyed markets with its performance, it too was no longer impervious. Apple’s most recent quarterly earnings report lowered its future sales estimates, citing both the trade war and the subsequent economic slowdown as causes. Although U.S. tax cuts had broadly boosted corporate earnings growth, their one-time effect is waning (see chart). Given that markets are priced on forward looking expectations rather than present circumstances, future returns will be dependent upon certainty surrounding trade policy and its economic impact.

PRESENT…



Source: Morningstar Direct as of 01/15/2019

YET TO COME…?



Source: FactSet as of 01/15/2019

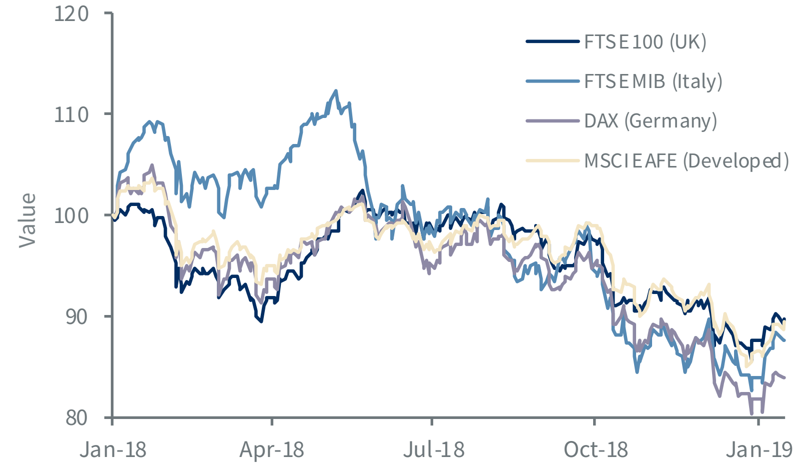
MAY-DAY

UK Prime Minister Theresa May has suffered yet another stunning (though unsurprising) setback in her bid to formalize Britain's exit (Brexit) from the European Union (EU). On 15 January, Parliament delivered a resounding rejection of May's beleaguered Brexit deal. 230 members of parliament (MPs) voted down the proposal (118 from May's own Conservative party). While the margin of defeat was noteworthy (it was the widest suffered by a sitting prime minister in modern British history), the result was not. The vote was widely expected to fail, which was confirmed by the rather muted market reaction in the immediate aftermath of the result. In spite of the certainty of the vote, the path forward remains as uncertain as ever.

Barring an extension of the current deadline, Britain will exit the EU on 29 March, with or without a deal. Without one, the effects of leaving are widely considered to be catastrophic to the British economy. As a result, there is impetus to rework the existing deal or reengineer a new one altogether. Alternatively, the government could seek an extension of the 29 March deadline from the EU, or hold a second referendum. Given the sheer number of Conservative MPs who voted down the deal brokered by their own prime minister, the government's course of action remains anything but clear. However, if the market's muted reaction augurs anything, it is that most investors believe that the government will find a solution that precludes a 'no deal' Brexit (the likeliest outcome favored by most MPs). Then again, most investors also believed that Brexit itself was not supposed to happen either.

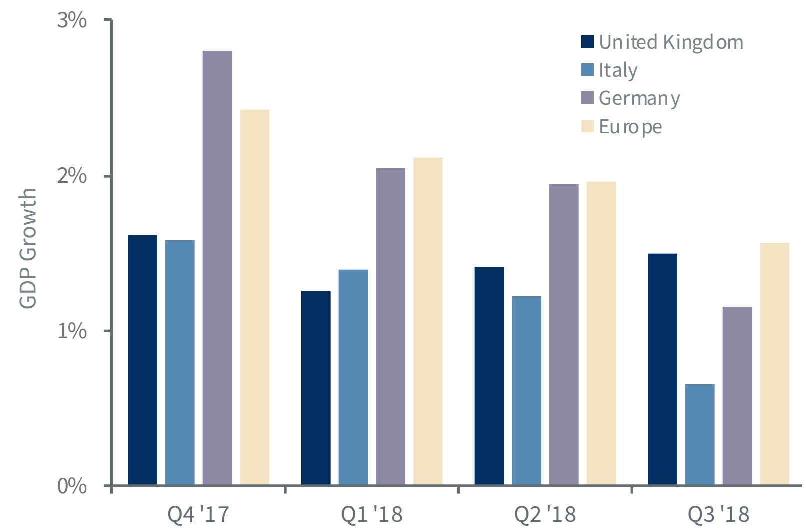
Separately, the other major story out of the continent was a positive resolution between the EU and Italy, which had long remained at loggerheads concerning the latter's budget. On 19 December, Italy agreed to trim its government budget deficit from 2.4% to 2.0% of GDP, an arrangement the EU ultimately found acceptable. The most recent performance of British and Italian stock indices would suggest that most government-induced mischief now remains somewhat managed (see chart). Yet, Europe now faces a much more pervasive threat: slowing economic growth (see chart). The German economy (Europe's largest) has slowed substantially, narrowly avoiding a recession in Q4 2018. Given that Germany has remained immune to much of the political turmoil that has plagued its neighbors (including the recent 'gilets jaunes' protests in France), its slowdown suggests the economic malaise is much more broad-based. Without a significant stimulus to spur a rebound in growth, it remains unclear how Europe will break free from its long streak of stagnation.

MISCHIEF MANAGED?



Source: FactSet as of 01/15/2019 (100 = 1 January 2018 Value)

GROWING, GROWING… GONE?



Source: FactSet as of 01/15/2019

COLLATERAL CONSEQUENCES

While the U.S. was recently and rudely reacquainted with the reality of the trade war and its pervasive impact on share prices (see *Ghosts of Markets Past*, p. 4), emerging markets have already been facing the fallout throughout the year. Since the U.S. government announced its first round of tariffs in February, share prices across the emerging world have come under significant pressure, particularly those in China (see chart). Given that China (by virtue of its sheer size) accounts for an outsized portion of emerging market indices, its underperformance has placed a significant drag on overall emerging market returns.

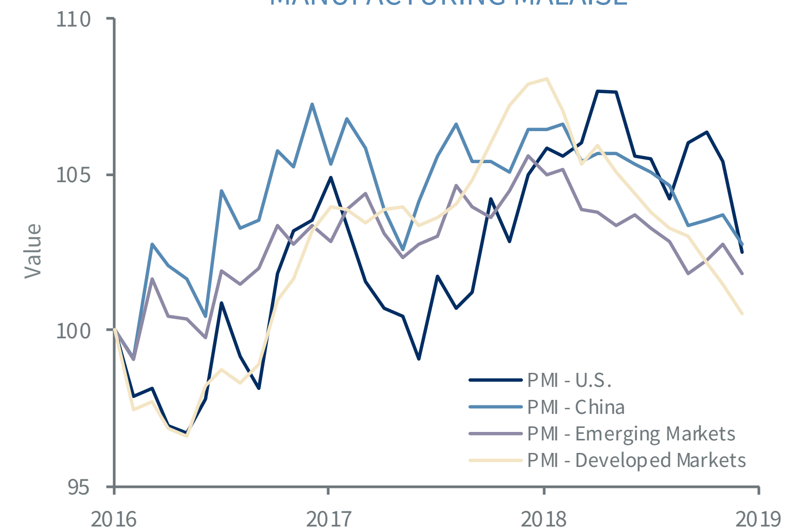
While emerging economies (including China's) have had to contend with the effects of more hawkish Federal Reserve policy (see *A Vexing Vassalage*, Q3 2018 Global Market Observations), the proximate cause of China's underperformance has been the trade war with its largest trading partner. The U.S. is far and away the largest market for Chinese exports (China's exports to the U.S. totaled over $500 billion in 2017). Although the U.S. set tariffs on a number of its trading partners in 2018, its primary target has been China. For a time, President Trump threatened to place tariffs on the entirety of China's exports to the U.S. Such rhetoric has come at a cost. The interconnected nature of global supply chains necessitates a dependence upon certainty, especially in regards to trade policy. While recent negotiations have shown encouraging progress, trade policy was anything but certain throughout the majority of 2018. Signs are now emerging that economic damage has already been done as a result.

One of the collateral consequences of ongoing trade tensions has been a significant reduction in purchasing managers' indices (PMIs), an important indicator of overall economic health (see chart). While the extent of its economic effects may not have been readily evident at the outset of hostilities, the trade war is beginning to take its toll on the global economy. The recent decline would suggest that uncertainty surrounding trade policy has begun to beget widespread malaise throughout manufacturing. Whereas 2017 witnessed a rather synchronized ascent in global PMIs, 2018 has marked a considerable reversal. As evinced by the increased volatility at the close of the year, investors remain concerned that falling PMIs portend a global economic slowdown. A PMI reading below 50 is considered to be a recessionary indicator. PMIs for China and emerging markets as a whole currently stand at 49.71 and 50.30, respectively. Should a lasting resolution to the trade war come to fruition, it would go a long way towards restoring lost certainty.

DRAGGING DRAGON

Source: FactSet as of 01/15/2019 (100 = 1 January 2018 Value)

MANUFACTURING MALAISE



Source: FactSet as of 01/15/2019 (100 = 1 January 2016 Value)

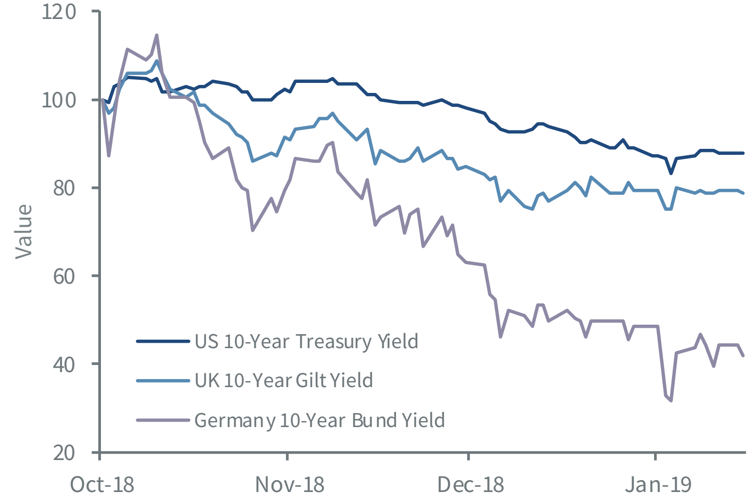
DOVISH DÉTENTE?

As volatility gripped the markets at the end of the year, investors fled from equities and flocked to government bonds. This 'flight to safety' precipitated a corresponding fall in global bond yields (see chart). Since bond prices rise as yields fall, government securities were one of the few assets that ended the year with positive performance (see *Ghosts of Markets Past*, p. 4). And there are yet more reasons why yields on government bonds may not have much more room to go up.

Throughout 2018, the Federal Reserve (Fed), America's central bank, raised its benchmark discount rate four times. This was the highest number of hikes the Fed has made since 2006. While each increase was only 0.25% (25 basis points), the moves have flattened the yield curve substantially. In fact, the yield curve flattened to the point of inversion in between the 2- and 5-year maturity mark. That is to say, the 2-year Treasury Note had a higher yield than the 5-year Treasury Note. Given that longer maturity bonds should yield more than those with shorter maturities, yield curve inversions are considered irregular. When an inversion occurs in between the 2- and 10-year maturity mark (i.e., the 2-year Treasury Note yields more than the 10-year Treasury Note) it has historically heralded an oncoming recession (see chart). When the spread between the 2- and 10-year Treasury Note yield (dark blue line) falls below zero (indicating that an inversion has occurred), a recession follows (light grey bars). While the curve has not yet inverted in this case, it is only 0.18% (18 basis points) above zero.

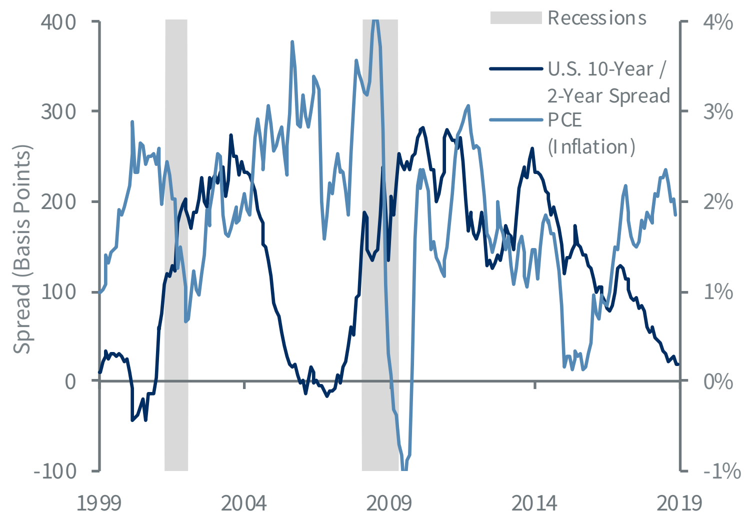
Until recently, the Fed and its chairman, Jerome Powell, have struck a decidedly hawkish tone, meaning that they have been keen to raise interest rates. With unemployment falling to record low levels amidst a strengthening economy, the Fed is tasked with staving off runaway inflation, which would 'overheat' the economic expansion. Yet, in recent months, inflation (light blue line) has remained at (or slightly above) the Fed's 2% target (see chart). This would seem to suggest that the Fed has successfully contained inflation without the need for a significant number of additional rate hikes. However, at its December meeting (during which it raised the discount rate for the fourth time in 2018), the Fed voiced a commitment to further gradual increases. This announcement came amidst an intensifying market selloff, which only worsened after the news. Seeming to recognize the need to temper the central bank's future approach to further increases, Powell later indicated that mild inflation would indeed afford the Fed additional flexibility in setting policy. This more dovish tone (indicating a softer approach to rate hikes) was welcomed by the market. Barring an unexpected rise in inflation, it would appear that this dovish détente has come home to roost.

FLIGHT TO SAFETY…



Source: FactSet as of 01/15/2019 (100 = 1 October 2018 Value)

HOME TO ROOST?



Source: FactSet as of 01/15/2019

ECONOMIC SNAPSHOT

Recent data suggest that the economic expansion continued at a moderately strong pace in 4Q18, with low and stable inflation. Trade tariffs initially had a significant impact on some sectors, but only a modest impact on overall economic growth and inflation. However, the impact is broadening and there are risks of a further escalation of trade tensions in 2019. Fiscal stimulus (deficit spending) should continue to provide support in early 2019, but the impact will fade. Federal Reserve (Fed) officials expect that some further increases in short-term interest rates will be warranted, but the pace of tightening should slow.

DR. SCOTT BROWN
Chief Economist

	ECONOMIC INDICATOR	COMMENTARY
FAVORABLE	GROWTH	GDP growth is expected to remain moderately strong, although somewhat slower in 2019, reflecting job market constraints, trade disruptions, and the fading impact of fiscal stimulus.
FAVORABLE	EMPLOYMENT	Demand for workers should remain strong and there may be some slack remaining in the labor market, but the pace of job growth is likely to slow as constraints become more binding.
FAVORABLE	CONSUMER SPENDING	Job growth remains supportive. The drop in gasoline prices should add to purchasing power.
FAVORABLE	THE DOLLAR	Trade policy conflicts and concerns about global economic risks have led to a flight to safety into U.S. Treasuries and the dollar. However, there is some risk of a softening as the Fed nears the peak of its tightening cycle.
FAVORABLE	INFLATION	Inflation moderated in the second half of 2018, but should pick up somewhat in early 2019, reflecting higher labor costs (minimum wage increases in some states) and tariffs.
NEUTRAL	BUSINESS INVESTMENT	Sentiment remains strong, although there are some concerns about the negative impact of tariffs. Orders and shipments of capital goods have improved into 3Q18.
NEUTRAL	MANUFACTURING	New orders and production have been mixed, but the pace has been generally moderate. Trade tariffs are a concern, disrupting supply chains and dampening expectations for growth in exports.
NEUTRAL	HOUSING AND CONSTRUCTION	Builders continue to note supply constraints (a lack of skilled labor, and higher construction costs). Demand remains strong, but customers have balked at higher home prices.
NEUTRAL	MONETARY POLICY	Fed policy is closer to neutral, but not there yet. Fed officials expect to raise rates further in 2019, but the pace of tightening should slow.
NEUTRAL	LONG-TERM INTEREST RATES	There are a number of factors that would normally put some upward pressure on bond yields. However, investor anxiety has led to a flight to safety, pushing long-term interest rates lower (that may be transitory).
NEUTRAL	FISCAL POLICY	Tax cuts and added spending provided support for economic growth in 2018 (a bit more than expected), but budget deficit projections have risen sharply (a long-term concern given the expected strains on Social Security and Medicare funding).
NEUTRAL	REST OF THE WORLD	Fed rate increases have had a negative impact on emerging market economies and trade policy has disrupted supply chains. Nationalistic tendencies, Brexit, and Italy are concerns. China should do okay.

SECTOR SNAPSHOT

This report is intended to highlight the dynamics underlying the 11 S&P 500 sectors, with a goal of providing a timely assessment to be used in developing your personal portfolio strategy. Our time horizon for the sector weightings is not meant to be short-term oriented. Our goal is to look for trends that can be sustainable for several quarters; yet, given the dynamic nature of financial markets, our opinion could change as market conditions dictate. Most investors should seek diversity to balance risk versus reward. For this reason, even the least-favored sectors may be appropriate for portfolios seeking a more balanced equity allocation.

J. MICHAEL GIBBS
Managing Director of Equity Portfolio & Technical Strategy

	SECTOR	S&P WEIGHT	TACTICAL COMMENTS
OVERWEIGHT	**INFORMATION TECHNOLOGY**	**20.3%**	Earnings revisions continue to tick lower; a trend that may persist in the near term. If trade talks fail to improve and tariffs move to 25% and expand, the sector will suffer adversely. Valuation does not provide the support it did during the last rough spot for the equity market (2015-2016). Nonetheless, with little evidence suggesting the current fundamental weakness is nothing more than slowing as opposed to outright contraction, we maintain an overweight position.
OVERWEIGHT	**HEALTH CARE**	**15.7%**	The top performing sector in 2018 remains favorable. Still, we feel the sector is vulnerable to short-term underperformance given that significant market declines often end with leading sectors collapsing. Despite this near-term risk, the defensive characteristics, generally healthy fundamental trends, and reasonable valuation support an overweight stance.
OVERWEIGHT	**INDUSTRIALS**	**9.1%**	Our overweight stance will continue to suffer if the flattening yield curve and equity market volatility are accurately forecasting slowing macro trends in the months ahead. However, if the current healthy economic data does not roll over, the sector is likely set-up for strong relative performance over the next 12-months. Valuation is compelling and current earnings growth projected for 2019 (+10.8%) is well ahead of overall growth expected for the S&P 500.
OVERWEIGHT	**ENERGY**	**5.5%**	This overweight position is suffering as crude oil moves lower. With the sector deeply oversold, negative sentiment, and the equity market near (in our opinion) a decent bounce, we remain overweight. Additionally, supply and demand for this commodity-influenced sector will eventually move in favor of higher prices as low price levels will ultimately result in less supply and hence higher prices; assuming global demand holds up.
EQUAL WEIGHT	**FINANCIALS**	**12.9%**	Tight correlation to the flattening yield curve keeps us equal weight despite attractive valuation and expectations for solid earnings gains in 2019. Technical trends are weak and also justify an equal weight.
EQUAL WEIGHT	**COMM. SERVICES**	**10.0%**	Potential increased government scrutiny of social media companies (largest weighting in the sector) influence an equal weight despite compelling qualities of the sector (valuation and improving relative technical trading trends).
EQUAL WEIGHT	**CONSUMER DISCRETIONARY**	**9.9%**	Expensive valuation along with sluggish technical trading trends for the equal weight index (average consumer discretion stock) cause us to remain equal weight, despite what should be a favorable fundamental back-drop of ample jobs and low energy prices.
UNDERWEIGHT	**CONSUMER STAPLES**	**7.6%**	The defensive sectors, such as consumer staples, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now.
UNDERWEIGHT	**UTILITIES**	**3.3%**	Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors, such as utilities, that are working now. Q4 earnings are expected to grow by 0.15%, slowest of all sectors and downwardly revised from 9.84% on 9/30.
UNDERWEIGHT	**REAL ESTATE**	**3.0%**	The defensive sectors, such as real estate, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now. Q4 estimates have held steady at 8.9% expected earnings growth, although 2019 estimated growth is slowest of all sectors at 3.7%.
UNDERWEIGHT	**MATERIALS**	**2.6%**	The deeply cyclical materials are suffering in the market decline, and for now, we remain underweight. Sharp downward earnings estimate revisions for Q4, now reflecting 9.1% growth (from 17.7% expected on 9/30). 2019 earnings estimate is 5.9%.

DISCLOSURES

All content written and assembled by Taylor Krystkowiak, Investment Strategy Analyst.

ADDITIONAL DISCLOSURES

Any charts and tables presented herein are for illustrative purposes only and should not be considered as the sole basis for an investment decision. There can be no assurance that the future performance of any specific investment or investment strategy made reference to be profitable or equal any corresponding indicated historical performance level(s). This information should not be construed as a recommendation.

The foregoing content is subject to change at any time without notice. Content provided herein is for informational purposes only. There is no guarantee that these statements, opinions or forecasts provided herein will prove to be correct.

Past performance is not a guarantee of future results. Indices and peer groups are not available for direct investment. Any investor who attempts to mimic the performance of an index or peer group would incur fees and expenses that would reduce returns. All investing involves risk. Asset allocation and diversification does not ensure a profit or protect against a loss. Dividends are not guaranteed and a company's future ability to pay them may be limited.

International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets.

High-yield bonds are not suitable for all investors. The risk of default may increase due to changes in the issuer's credit quality. Price changes may occur due to changes in interest rates and the liquidity of the bond. When appropriate, these bonds should only comprise a modest portion of your portfolio.

Investing in small- and mid-cap stocks are riskier investments which include price volatility, less liquidity and the threat of competition.

Not FDIC or NCUA Insured • No Bank Guarantee • May Lose Value

INDEX DECRIPTIONS

BROAD ASSET CLASS RETURNS

U.S. EQUITY | Russell 3000 Total Return Index: This index represents 3000 large U.S. companies, ranked by market capitalization. It represents approximately 98% of the U.S. equity market. This index includes the effects of reinvested dividends.

NON-U.S. EQUITY | MSCI ACWI Ex USA Net Return Index: The index is a market-capitalization-weighted index maintained by Morgan Stanley Capital International (MSCI) and designed to provide a broad measure of stock performance throughout the world, with the exception of U.S.-based companies. The index includes both developed and emerging markets.

GLOBAL REAL ESTATE | FTSE EPRA/NAREIT Global Net Return Index: This index is designed to track the performance of listed real estate companies and REITs in both developed and emerging markets. By making the index constituents free-float adjusted, liquidity, size and revenue screened, the series is suitable for use as the basis for investment products. Prior to 2009, this asset class was represented by the NASDAQ Global Real Estate Index.

CASH & CASH ALTERNATIVES | FTSE 3 Month U.S. Treasury-Bill Total Return Index: This index is a measurement of the movement of 3-month T-Bills. The income used to calculate the monthly return is derived by subtracting the original amount invested from the maturity value.

FIXED INCOME | Bloomberg Barclays Capital Aggregate Bond Total Return Index: This index represents securities that are SEC-registered, taxable, and dollar denominated. The index covers the U.S. investment grade fixed rate bond market, with index components for government and corporate securities, mortgage pass-through securities, and asset-backed securities.

COMMODITIES | Bloomberg Commodity Total Return Index: The index tracks prices of futures contracts on physical commodities on the commodity markets. The index is designed to minimize concentration in any one commodity or sector. It currently has 22 commodity futures in seven sectors. No one commodity can compose less than 2% or more than 15% of the index, and no sector can represent more than 33% of the index (as of the annual weightings of the components). The weightings for each commodity included in the Bloomberg Commodity Index are calculated in accordance with rules that ensure that the relative proportion of each of the underlying individual commodities reflects its global economic significance and market liquidity. Annual rebalancing and reweighting ensure that diversity is maintained over time.

DOMESTIC EQUITY RETURNS

LARGE GROWTH | Russell 1000 Growth Total Return Index: This index represents a segment of the Russell 1000 Index with a greater-than-average growth orientation. Companies in this index have higher price-to-book and price-earnings ratios, lower dividend yields and higher forecasted growth values. This index includes the effects of reinvested dividends.

MID GROWTH | Russell Mid Cap Growth Total Return Index: This index contains stocks from the Russell Midcap Index with a greater-than-average growth orientation. The stocks are also members of the Russell 1000 Growth Index. This index includes the effects of reinvested dividends.

SMALL GROWTH | Russell 2000 Growth Total Return Index: This index represents a segment of the Russell 2000 Index with a greater-than-average growth orientation. The combined market capitalization of the Russell 2000 Growth and Value Indices will add up to the total market cap of the Russell 2000. This index includes the effects of reinvested dividends.

LARGE BLEND | Russell 1000 Total Return Index: This index represents the 1000 largest companies in the Russell 3000 Index. This index is highly correlated with the S&P 500 Index. This index includes the effects of reinvested dividends.

MID BLEND | Russell Mid Cap Total Return Index: This index consists of the bottom 800 securities in the Russell 1000 Index as ranked by total market capitalization. This index includes the effects of reinvested dividends.

SMALL BLEND | Russell 2000 Total Return Index: This index covers 2000 of the smallest companies in the Russell 3000 Index, which ranks the 3000 largest U.S. companies by market capitalization. The Russell 2000 represents approximately 10% of the Russell 3000 total market capitalization. This index includes the effects of reinvested dividends.

LARGE VALUE | Russell 1000 Value Total Return Index: This index represents a segment of the Russell 1000 Index with a less-than-average growth orientation. Companies in this index have low price-to-book and price-earnings ratios, higher dividend yields and lower forecasted growth values. This index includes the effects of reinvested dividends.

DOMESTIC EQUITY RETURNS (CONT.)

MID VALUE | Russell Mid Cap Value Total Return Index: This index contains stocks from the Russell Midcap Index with a less-than-average growth orientation. The stocks are also members of the Russell 1000 Value Index. This index includes the effects of reinvested dividends.

SMALL VALUE | Russell 2000 Value Total Return Index: This index represents a segment of the Russell 2000 Index with a less-than-average growth orientation. The combined market capitalization of the Russell 2000 Growth and Value Indices will add up to the total market cap of the Russell 2000. This index includes the effects of reinvested dividends.

FIXED INCOME RETURNS

AGGREGATE BOND | Bloomberg Barclays US Agg Bond Total Return Index: The index is a measure of the investment grade, fixed-rate, taxable bond market of roughly 6,000 SEC-registered securities with intermediate maturities averaging approximately 10 years. The index includes bonds from the Treasury, Government-Related, Corporate, MBS, ABS, and CMBS sectors.

HIGH YIELD | Bloomberg Barclays US Corporate High Yield Total Return Index: The index measures the USD-denominated, high yield, fixed-rate 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.

CREDIT | Bloomberg Barclays U.S. Credit Total Return Index: The index measures the investment grade, US dollar-denominated, fixed-rate, taxable corporate and government related bond markets. It is composed of the US Corporate Index and a non-corporate component that includes foreign agencies, sovereigns, supranationals and local authorities.

SHORT-TERM BOND | Bloomberg Barclays US Govt/Credit 1-3 Yr Total Return Index: The index is the 1-3 year component of the Bloomberg Barclays U.S. Government/Credit Index. The Bloomberg Barclays U.S. Government/Credit Index covers treasuries, agencies, publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements.

LONG-TERM BOND | Bloomberg Barclays US Govt/Credit Long Total Return Index: The index is a measure of domestic fixed income securities, including Treasury issues and corporate debt issues, that are rated investment grade (Baa by Moody's Investors Service and BBB by Standard and Poor's) and with maturities of ten years or greater.

MBS | Bloomberg Barclays US MBS Total Return Index: The index tracks agency mortgage backed pass-through securities (both fixed-rate and hybrid ARM) guaranteed by Ginnie Mae (GNMA), Fannie Mae (FNMA), and Freddie Mac (FHLMC). The index is constructed by grouping individual TBA-deliverable MBS pools into aggregates or generics based on program, coupon and vintage.

TREASURY | Bloomberg Barclays US Treasury Total Return Index: The index measures US dollar-denominated, fixed-rate, nominal debt issued by the US Treasury. Treasury bills are excluded by the maturity constraint, but are part of a separate Short Treasury Index.

U.S. TIPS | Bloomberg Barclays US Treasury US TIPS Total Return Index: The index includes all publicly issued, U.S. Treasury inflation-protected securities that have at least one year remaining to maturity, are rated investment grade, and have $250 million or more of outstanding face value.

GLOBAL BOND EX U.S. | Bloomberg Barclays Gbl Agg Ex USD Total Return Index: The index provides a broad-based measure of the global investment grade fixed-rate debt markets, excluding the United States. Currency exposure is hedged to the US dollar.

T-BILLS | FTSE Treasury Bill 3 Mon Total Return Index: This index is a measurement of the movement of 3-month T-Bills. The income used to calculate the monthly return is derived by subtracting the original amount invested from the maturity value.

EMERGING MKT BOND | J.P. Morgan EMBI Plus Total Return Index: The index tracks total returns for traded external debt instruments (external meaning foreign currency denominated fixed income) in the emerging markets.

AGENCY | Bloomberg Barclays US Agency Total Return Index: The index includes native currency agency debentures from issuers such as Fannie Mae, Freddie Mac, and Federal Home Loan Bank. It is a subcomponent of the Government-Related Index (which also includes non-native currency agency bonds, sovereigns, supranationals, and local authority debt) and the U.S. Government Index (which also includes U.S. Treasury debt). The index includes callable and non-callable agency securities that are publicly issued by U.S. government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. government (such as USAID securities).

FIXED INCOME RETURNS (CONT.)

MUNICIPAL | Bloomberg Barclays Municipal Total Return Index: The index is a measure of the long-term tax-exempt bond market with securities of investment grade (rated at least Baa by Moody's Investors Service and BBB by Standard and Poor's). This index has four main sectors: state and local general obligation bonds, revenue bonds, insured bonds, and prerefunded bonds.

INTERNATIONAL EQUITY RETURNS

EMERGING MARKETS EASTERN EUROPE | MSCI EM Eastern Europe Net Return Index: The index captures large and mid cap representation across 4 Emerging Markets (EM) countries in Eastern Europe. With 50 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS ASIA | MSCI EM Asia Net Return Index: The index captures large and mid cap representation across 8 Emerging Markets countries. With 554 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS LATIN AMERICA | MSCI EM Latin America Net Return Index: The index captures large and mid cap representation across 5 Emerging Markets (EM) countries in Latin America. With 116 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS | MSCI Emerging Markets Net Return Index: This index consists of 23 countries representing 10% of world market capitalization. The index is available for a number of regions, market segments/sizes and covers approximately 85% of the free float-adjusted market capitalization in each of the 23 countries.

PACIFIC EX-JAPAN | MSCI Pacific Ex Japan Net Return Index: The index captures large and mid cap representation across 4 of 5 Developed Markets (DM) countries in the Pacific region (excluding Japan). With 150 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

UNITED KINGDOM | MSCI Pacific Ex Japan Net Return Index: The index captures large and mid cap representation across 4 of 5 Developed Markets (DM) countries in the Pacific region (excluding Japan). With 150 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

U.S. LARGE CAP | S&P 500 Total Return Index: The index is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.

JAPAN | MSCI Japan Net Return Index: The index is designed to measure the performance of the large and mid cap segments of the Japanese market. With 319 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in Japan.

FOREIGN DEVELOPED MARKETS | MSCI EAFE Net Return Index: This index is designed to represent the performance of large and mid-cap securities across 21 developed markets, including countries in Europe, Australasia and the Far East, excluding the U.S. and Canada. The index is available for a number of regions, market segments/sizes and covers approximately 85% of the free float-adjusted market capitalization in each of the 21 countries.

EUROPE EX UK | MSCI Europe Ex UK Net Return Index: The index captures large and mid cap representation across 14 Developed Markets (DM) countries in Europe. With 337 constituents, the index covers approximately 85% of the free float-adjusted market capitalization across European Developed Markets excluding the UK.

EQUITY SECTOR RETURNS

ENERGY | S&P 500 Sec/Energy Total Return Index: The S&P 500® Energy Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Energy sector.

MATERIALS | S&P 500 Sec/Materials Total Return Index: The S&P 500® Materials Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Materials sector.

UTILITIES | S&P 500 Sec/Utilities Total Return Index: The S&P 500® Utilities Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Utilities sector.

INFO TECH | S&P 500 Sec/Information Technology Total Return Index: The S&P 500® Info Tech Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Info Tech sector.

INDEX DECRIPTIONS

EQUITY SECTOR RETURNS (CONT.)

CONS STAPLES | S&P 500 Sec/Cons Staples Total Return Index: The S&P 500® Consumer Staples Index comprises those companies included in the S&P 500 that are classified as members of the GICS® consumer staples sector.

INDUSTRIALS | S&P 500 Sec/Industrials Total Return Index: The S&P 500® Industrials Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Industrials sector.

TELECOM | S&P 500 Sec/Telecom Services Total Return Index: The S&P 500® Telecom Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Telecom sector.

HEALTH CARE | S&P 500 Sec/Health Care Total Return Index: The S&P 500® Health Care Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Health Care sector.

S&P 500 | S&P 500 Total Return Index: The index is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.

CONS DISC | S&P 500 Sec/Cons Disc Total Return Index: The S&P 500® Consumer Discretionary Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Consumer Discretionary sector.

REAL ESTATE | S&P 500 Sec/Real Estate Total Return Index: The S&P 500® Real Estate Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Real Estate sector.

FINANCIALS | S&P 500 Sec/Financials Total Return Index: The S&P 500® Financials Index comprises those companies included in the S&P 500 that are classified as members of the GICS® Financials sector.

MISC.

STOXX 600 | The STOXX Europe 600 Index is derived from the STOXX Europe Total Market Index (TMI) and is a subset of the STOXX Global 1800 Index. With a fixed number of 600 components, the STOXX Europe 600 Index represents large, mid and small capitalization companies across 17 countries of the European region: Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

CAC 40 | The CAC 40® is a free float market capitalization weighted index that reflects the performance of the 40 largest and most actively traded shares listed on Euronext Paris, and is the most widely used indicator of the Paris stock market. The index serves as an underlying for structured products, funds, exchange traded funds, options and futures.

DAX | The DAX® index, the best known German stock exchange barometer, measures the performance of the 30 largest and most liquid companies on the German stock market. It represents around 80 percent of the market capitalization of listed stock corporations in Germany.

NIKKEI 225 | Japan's Nikkei 225 is a price-weighted index comprised of Japan's top 225 blue-chip companies traded on the Tokyo Stock Exchange. The Nikkei is equivalent to the Dow Jones Industrial Average Index in the United States.

CONTENTS

Sewerage and Water Board of New Orleans ERS Total Composite

Market Performance

As of December 31, 2018

Name	Q4-18	YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs
US Equity						
Russell 3000	-14.30	-5.24	-5.24	8.97	7.91	13.18
S&P 500	-13.52	-4.38	-4.38	9.26	8.49	13.12
Russell 1000	-13.82	-4.78	-4.78	9.09	8.21	13.28
Russell 1000 Growth	-15.89	-1.51	-1.51	11.15	10.40	15.29
Russell 1000 Value	-11.72	-8.27	-8.27	6.95	5.95	11.18
Russell MidCap	-15.37	-9.06	-9.06	7.04	6.26	14.03
Russell 2000	-20.20	-11.01	-11.01	7.36	4.41	11.97
Russell 2000 Growth	-21.65	-9.31	-9.31	7.24	5.13	13.52
Russell 2000 Value	-18.67	-12.86	-12.86	7.37	3.61	10.40
International Equity						
MSCI ACWI	-12.75	-9.42	-9.42	6.60	4.26	9.46
MSCI World ex USA	-12.78	-14.09	-14.09	3.11	0.34	6.24
MSCI EAFE	-12.54	-13.79	-13.79	2.87	0.53	6.32
MSCI Emerging Markets	-7.47	-14.58	-14.58	9.25	1.65	8.02
Fixed Income						
91 Day T-Bills	0.55	1.89	1.89	1.04	0.63	0.36
BBgBarc US Aggregate TR	1.64	0.01	0.01	2.06	2.52	3.48
BBgBarc US Govt/Credit TR	1.46	-0.42	-0.42	2.19	2.53	3.46
BBgBarc US Municipal TR	1.69	1.28	1.28	2.30	3.82	4.85
BBgBarc US High Yield TR	-4.53	-2.08	-2.08	7.23	3.83	11.12
FTSE WGBI TR	1.75	-0.84	-0.84	2.69	0.77	1.52
FTSE WGBI ex US TR	1.31	-1.82	-1.82	3.32	0.27	1.27
Real Estate						
FTSE NAREIT All REIT	-6.11	-4.42	-4.42	4.50	8.22	12.37
NCREIF Property Index	--	--	--	--	--	--
Alternatives						
HFRI Fund of Funds Composite Index	-4.85	-3.92	-3.92	1.34	1.42	3.13
Inflation						
Consumer Price Index	-0.48	1.91	1.91	2.03	1.51	1.80

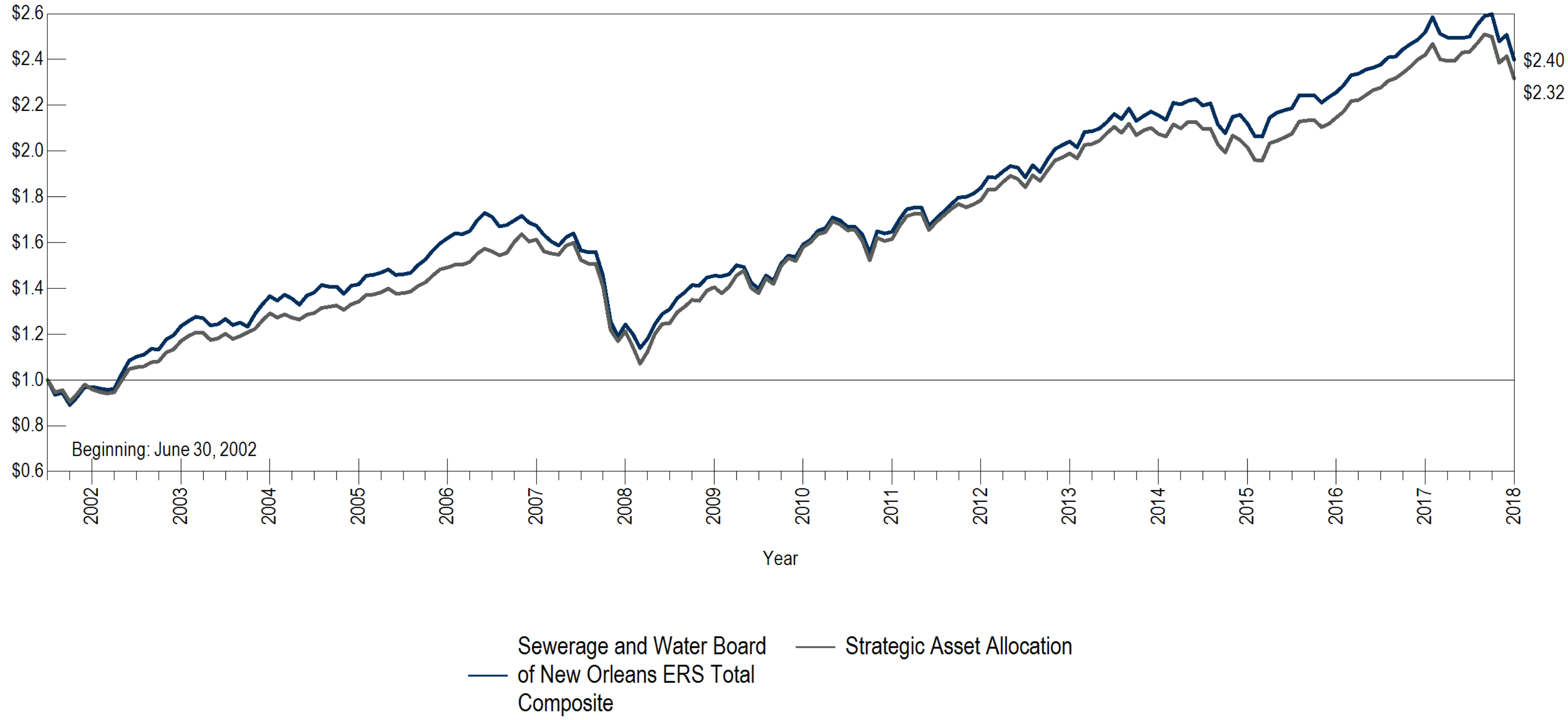
Sewerage and Water Board of New Orleans ERS Total Composite Investment Analysis

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Information

As of December 31, 2018

Growth of a Dollar



Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Three Years	Five Years	Ten Years	Inception 7/1/02
Beginning Market Value	$224,620,166	$223,108,585	$223,108,585	$25,304,056	$23,997,430	$10,704,574	--
Contributions	$3,122,832	$13,739,724	$13,739,724	$13,739,724	$13,739,724	$13,739,724	$13,739,724
Withdrawals	-$6,300,743	-$21,310,096	-$21,310,096	-$21,310,096	-$21,310,096	-$21,310,096	-$21,310,096
Net Cash Flow	-$3,177,910	-$6,221,905	-$6,221,905	-$6,221,905	-$6,221,905	-$6,221,905	-$6,221,905
Net Investment Change	-$16,458,421	-$11,902,845	-$11,902,845	$185,901,685	$187,208,311	$200,501,167	$211,205,741
Ending Market Value	$204,983,835	$204,983,835	$204,983,835	$204,983,835	$204,983,835	$204,983,835	$204,983,835

Sewerage and Water Board of New Orleans ERS Total Composite

As of December 31, 2018

	Market Value ($)	% of Portfolio	Ending December 31, 2018 1 Mo (%)	3 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
Sewerage and Water Board of New Orleans ERS Total Composite	**204,983,835**	**100.00**	**-4.31**	**-7.63**	**-3.75**	**-3.75**	**4.58**	**3.50**	**5.68**	**6.92**	**5.51**	**Jul-02**
Strategic Asset Allocation			*-4.06*	*-7.29*	*-4.26*	*-4.26*	*4.74*	*3.09*	*5.29*	*6.69*	*5.22*	*Jul-02*
Equity Composite	**101,392,800**	**49.46**	**-8.51**	**-13.35**	**-5.53**	**-5.53**	**--**	**--**	**--**	**--**	**-5.53**	**Jan-18**
NewSouth Capital	26,502,349	12.93	-9.68	-11.67	-0.30	-0.30	7.02	6.37	10.43	--	12.02	Sep-11
Russell 2500			*-10.96*	*-18.49*	*-10.00*	*-10.00*	*7.32*	*5.15*	*10.97*	*--*	*12.66*	*Sep-11*
Barrow Hanley Mewhinney & Strauss	21,790,082	10.63	-8.36	-12.21	-5.16	-5.16	7.10	6.21	10.59	10.91	6.05	Sep-06
Russell 1000 Value			*-9.60*	*-11.72*	*-8.27*	*-8.27*	*6.95*	*5.95*	*11.02*	*11.18*	*5.80*	*Sep-06*
Chicago Equity Partners	19,987,996	9.75	-9.30	-15.95	-6.43	-6.43	7.27	7.42	11.83	13.13	7.66	Jun-06
Russell 1000			*-9.11*	*-13.82*	*-4.78*	*-4.78*	*9.09*	*8.21*	*12.63*	*13.28*	*7.84*	*Jun-06*
Earnest Partners	17,057,356	8.32	-5.95	-13.02	-16.38	-16.38	4.55	0.86	4.83	--	5.69	Oct-11
MSCI ACWI ex USA			*-4.53*	*-11.46*	*-14.20*	*-14.20*	*4.48*	*0.68*	*4.85*	*--*	*5.21*	*Oct-11*
iShares S&P 500 Growth ETF	16,055,018	7.83	-8.44	-14.62	-0.10	-0.10	--	--	--	--	10.68	Mar-16
S&P 500 Growth			*-8.62*	*-14.71*	*-0.01*	*-0.01*	*--*	*--*	*--*	*--*	*13.90*	*Mar-16*
Fixed Income Composite	**79,847,561**	**38.95**	**1.30**	**0.67**	**-0.27**	**-0.27**	**--**	**--**	**--**	**--**	**-0.27**	**Jan-18**
Pyramis Global Advisors	79,819,717	38.94	1.31	0.68	-0.28	-0.28	3.25	3.20	3.26	5.91	4.67	May-07
BBgBarc US Universal TR			*1.56*	*1.17*	*-0.26*	*-0.26*	*2.56*	*2.72*	*2.53*	*4.06*	*4.04*	*May-07*
Zazove Associates, LLC (Residual Asset)	27,844	0.01	-11.07	-8.28	20.97	20.97	--	--	--	--	20.97	Dec-17
ICE BofAML Convertibles Securities TR			*-4.62*	*-9.78*	*0.68*	*0.68*	*--*	*--*	*--*	*--*	*0.68*	*Dec-17*
Real Estate Composite	**6,473,597**	**3.16**	**-7.84**	**-6.33**	**-5.79**	**-5.79**	**--**	**--**	**--**	**--**	**-5.79**	**Jan-18**
Vanguard Real Estate ETF	6,473,597	3.16	-7.84	-6.33	-5.79	-5.79	2.27	7.46	8.11	--	8.56	May-10
MSCI US REIT			*-8.38*	*-7.05*	*-5.83*	*-5.83*	*1.53*	*6.43*	*7.05*	*--*	*7.50*	*May-10*
Alternatives Composite	**16,997,915**	**8.29**	**-1.59**	**-5.40**	**-4.16**	**-4.16**	**--**	**--**	**--**	**--**	**-4.16**	**Jan-18**
Prisma Capital Partners	16,979,120	8.28	-1.59	-5.41	-4.21	-4.21	0.42	0.73	3.09	4.23	2.60	May-07
HFRI Fund of Funds Composite Index			*-1.60*	*-4.85*	*-3.92*	*-3.92*	*1.34*	*1.42*	*2.94*	*3.13*	*1.01*	*May-07*
Equitas Capital Advisors (Residual Asset)	18,796	0.01	-0.15	-0.46	-1.82	-1.82	--	--	--	--	-1.82	Jan-18
HFRI Fund of Funds Composite Index			*-1.60*	*-4.85*	*-3.92*	*-3.92*	*--*	*--*	*--*	*--*	*-3.92*	*Jan-18*
Cash & Equivalents	**271,962**	**0.13**										
Cash Account	271,962	0.13										

- Strategic Asset Allocation = 10% Russell 1000 / 7.25% Russell 1000 Growth / 10% Russell 1000 Value / 13% Russell 2500 / 9% MSCI ACWI ex USA / 37% BBgBarc US Aggregate TR / 8.75% HFRI Fund of Funds Composite Index / 3.25% MSCI US REIT / 1.75% FTSE T-Bill 3 Months TR

**Account Performance Gross of Fees *Total Composite Net of Fees*

Sewerage and Water Board of New Orleans ERS Total Composite

	2018 (%)	2017 (%)	2016 (%)	2015 (%)	2014 (%)	2013 (%)	2012 (%)	2011 (%)	2010 (%)	2009 (%)	2008 (%)
Sewerage and Water Board of New Orleans ERS	--	--	--	--	--	--	--	--	--	--	--
Large Cap Core											
Chicago Equity Partners	-6.43	22.00	8.12	2.48	13.07	32.26	15.62	5.35	16.20	28.25	-35.65
Russell 1000	*-4.78*	*21.69*	*12.05*	*0.92*	*13.24*	*33.11*	*16.42*	*1.50*	*16.10*	*28.43*	*-37.60*
S&P 500	*-4.38*	*21.83*	*11.96*	*1.38*	*13.69*	*32.39*	*16.00*	*2.11*	*15.06*	*26.46*	*-37.00*
Large Cap Growth											
iShares S&P 500 Growth ETF	-0.10	26.95	--	--	--	--	--	--	--	--	--
S&P 500 Growth	*-0.01*	*27.44*	--	--	--	--	--	--	--	--	--
Russell 1000 Growth	*-1.51*	*30.21*	--	--	--	--	--	--	--	--	--
Large Cap Value											
Barrow Hanley Mewhinney & Strauss	-5.16	14.09	13.53	-1.85	12.09	30.54	14.67	1.96	11.01	23.02	-36.94
Russell 1000 Value	*-8.27*	*13.66*	*17.34*	*-3.83*	*13.45*	*32.53*	*17.51*	*0.39*	*15.51*	*19.69*	*-36.85*
S&P 500 Value	*-8.95*	*15.36*	*17.40*	*-3.13*	*12.36*	*31.99*	*17.68*	*-0.48*	*15.10*	*21.18*	*-39.22*
SMID Cap Equity											
NewSouth Capital	-0.30	11.94	9.82	-0.78	11.96	26.05	16.71	--	--	--	--
Russell 2500	*-10.00*	*16.81*	*17.59*	*-2.90*	*7.07*	*36.80*	*17.88*	--	--	--	--
Russell 2500 Value	*-12.36*	*10.36*	*25.20*	*-5.49*	*7.11*	*33.32*	*19.21*	--	--	--	--
International Equity											
Earnest Partners	-16.38	30.66	4.59	-6.33	-2.48	12.44	18.50	--	--	--	--
MSCI ACWI ex USA	*-14.20*	*27.19*	*4.50*	*-5.66*	*-3.87*	*15.29*	*16.83*	--	--	--	--
Fixed Income											
Pyramis Global Advisors	-0.28	4.65	5.48	0.14	6.19	-0.67	7.67	7.80	9.92	19.73	-6.75
BBgBarc US Universal TR	*-0.26*	*4.09*	*3.91*	*0.43*	*5.56*	*-1.35*	*5.53*	*7.40*	*7.16*	*8.60*	*2.38*
Zazove Associates, LLC (Residual Asset)	20.97	--	--	--	--	--	--	--	--	--	--
ICE BofAML Convertibles Securities TR	*0.68*	--	--	--	--	--	--	--	--	--	--
Real Estate											
Vanguard Real Estate ETF	-5.79	4.73	8.42	2.62	30.54	2.38	17.67	8.25	--	--	--
MSCI US REIT	*-5.83*	*3.74*	*7.14*	*1.28*	*28.82*	*1.26*	*16.47*	*7.48*	--	--	--
Alternatives											
Prisma Capital Partners	-4.21	7.05	-1.24	0.15	2.27	11.13	7.32	-3.21	8.01	17.00	-16.55
HFRI Fund of Funds Composite Index	*-3.92*	*7.77*	*0.51*	*-0.27*	*3.36*	*8.96*	*4.79*	*-5.72*	*5.70*	*11.47*	*-21.37*
Equitas Capital Advisors (Residual Asset)	-1.82	--	--	--	--	--	--	--	--	--	--
HFRI Fund of Funds Composite Index	*-3.92*	--	--	--	--	--	--	--	--	--	--
Cash											
Cash Account											

Sewerage and Water Board of New Orleans ERS Total Composite

As of December 31, 2018

Strategic Asset Allocation Policy

12/31/1989 - 08/31/1994
75% CG Broad Bond
25% S&P 500

09/01/1994 - 08/31/1997
55% CG Broad Bond
25% Russell 1000 Value
11% Russell 1000 Growth
9% Russell 2000 Growth

09/01/1997 - 02/28/1999
45% CG Broad Bond
30% Russell 1000 Value
14% Russell 1000 Growth
11% Russell 2000 Growth

03/01/1999 - 08/31/2000
45% CG Broad Bond
30% Russell 1000 Value
14% S&P 500
11% Russell 2000 Growth

09/01/2000 - 08/31/2001
45% CG Broad Bond
30% Russell 1000 Value
14% Russell 1000 Growth
11% Russell 2000 Growth

09/01/2001 - 01/31/2002
45% CG Broad Bond
30% Russell 1000 Value
14% Russell 1000 Growth
11% Russell 2000

02/01/2002 - 02/28/2005
35% CG Broad Bond
30% Russell 1000 Value
14% Russell 1000 Growth
11% Russell 2000
10% ML IG Conv. Bonds

03/01/2005 - 06/30/2007
40% Russell 3000
7.75% MSCI ACWI xUS
25% CG Broad Bond
10% CG World Gvt Bond
7.25% CSFB Tremont/Hdge
10% 90-Day US T-Bill

07/01/2007 - 08/31/2008
40% Russell 3000
7.75% MSCI ACWI xUS
25% CG Broad Bond
10% CG World Gvt Bond
7.25% CSFB Tremont/Hdge
10% DJ Global Index

09/01/2008 - 11/30/2008
40% Russell 3000
7.75% MSCI ACWI xUS
25% CG Broad Bond
10% CG World Gvt Bond
7.25% CSFB Tremont/Hdge
5% DJ Wilshire xUS RESI

12/01/2008 - 04/30/2009
40% Russell 3000
7.75% MSCI ACWI xUS
25% CG Broad Bond
10% CG World Gvt Bond
7.25% CSFB Tremont/Hdge
5% DJ Wilshire REIT
5% 90 Day US T-Billl

05/01/2009 - 09/30/2009
30% Russell 3000
7.75% MSCI ACWI xUS
25% Barclays Agg Bond
10% Barclays Global TIPS
7.25% CSFB Tremont/Hdge
20% 90 Day US T-Bill

10/01/2009 - 03/31/2010
33.5% Russell 3000
8.5% MSCI ACWI xUS
28% Barclays Agg Bond
9% Barclays Global TIPS
8.75% CSFB Tremont/Hdge
7.25% S&P GSCI
1.75% DJ Wil ex US RESI
3.25% MSCI REIT

04/01/2010 - 04/30/2014
33.5% Russell 3000
8.5% MSCI ACWI xUS
28% Barclays Agg Bond
9% Barclays Global TIPS
8.75% CSFB Tremont/Hdge
7.25% S&P GSCI
3.25% MSCI REIT
1.75% FTSE EPRA/NAREIT xUS

05/01/2014 - 11/30/2015
33% Russell 3000
9% MSCI ACWI xUS
28% Barclays Agg Bond
9% Barclays Global TIPS
8.75% HFRI Fund of Funds
7.25% S&P GSCI
3.25% MSCI REIT
1.75% FTSE EPRA/NAREIT xUS

12/01/2015 - 02/28/2016
33% Russell 3000
9% MSCI ACWI xUS
37% Barclays Agg Bond
8.75% HFRI Fund of Funds
7.25% S&P GSCI
3.25% MSCI REIT
1.75% FTSE EPRA/NAREIT xUS

03/01/2016 - 04/30/2016
33% Russell 3
9% MSCI ACWI x
37% Barclays Agg Bond
8.75% HFRI Fund of Funds
3.25% MSCI REIT
9% 30 Day US T-Bill

05/01/2016 - 12/31/2017
40.25% Russell 3000
9% MSCI ACWI xUS
37% Barclays Agg Bond
8.75% HFRI Fund of Funds
3.25% MSCI REIT
1.75% 30 Day US T-Bill

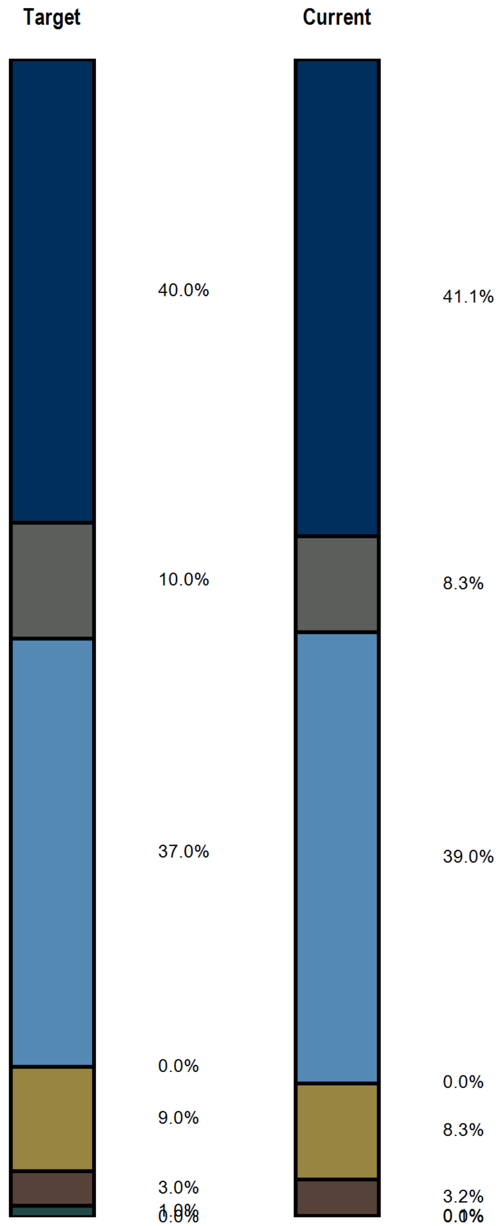
01/01/2018 - Present
10% Russell 1000
7.25% Russell 1000 Growth
10% Russell 1000 Value
13% Russell 2500
9% MSCI ACWI ex USA
37% Barclays Agg Bond
8.75% HFRI Fund of Funds
3.25% MSCI US REIT
1.75% CITI 3MTH Treasury Bill

Sewerage and Water Board of New Orleans ERS Total Composite

As of December 31, 2018

Investment Expense Analysis
As Of December 31, 2018

Name	Market Value	% of Portfolio	Expense Ratio	Estimated Expense
Equity Composite	**$101,392,800**	**49.5%**		
NewSouth Capital	$26,502,349	12.9%	0.90%	$238,521
Barrow Hanley Mewhinney & Strauss	$21,790,082	10.6%	0.63%	$137,278
Chicago Equity Partners	$19,987,996	9.8%	0.35%	$69,958
Earnest Partners	$17,057,356	8.3%	0.85%	$144,988
iShares S&P 500 Growth ETF	$16,055,018	7.8%	0.18%	$28,899
Fixed Income Composite	**$79,847,561**	**39.0%**		
Pyramis Global Advisors	$79,819,717	38.9%	0.20%	$159,639
Zazove Associates, LLC (Residual Asset)	$27,844	0.0%	0.00%	$0
Real Estate Composite	**$6,473,597**	**3.2%**		
Vanguard Real Estate ETF	$6,473,597	3.2%	0.12%	$7,768
Alternatives Composite	**$16,997,915**	**8.3%**		
Prisma Capital Partners	$16,979,120	8.3%	1.00%	$169,791
Equitas Capital Advisors (Residual Asset)	$18,796	0.0%	0.00%	$0
Cash & Equivalents	**$271,962**	**0.1%**		
Cash Account	$271,962	0.1%	0.00%	$0
Total	**$204,983,835**	**100.0%**	**0.47%**	**$956,843**



Sewerage and Water Board of New Orleans ERS Total Composite

As of December 31, 2018

Allocation vs. Targets and Policy

	Current Balance	Current Allocation	Target	Difference	Target Range	Within IPS Range?
US Equity	$84,335,444	41.1%	40.0%	$2,341,910	35.0% - 45.0%	Yes
NewSouth Capital	$26,502,349	12.9%	13.0%	-$145,550	10.0% - 15.0%	Yes
Barrow Hanley Mewhinney & Strauss	$21,790,082	10.6%	10.0%	$1,291,698	5.0% - 15.0%	Yes
Chicago Equity Partners	$19,987,996	9.8%	10.0%	-$510,388	5.0% - 15.0%	Yes
iShares S&P 500 Growth ETF	$16,055,018	7.8%	7.3%	$1,193,690	6.5% - 8.0%	Yes
Non-US Equity	$17,057,356	8.3%	10.0%	-$3,441,027	5.0% - 15.0%	Yes
Earnest Partners	$17,057,356	8.3%	9.0%	-$1,391,189	5.0% - 15.0%	Yes
US Fixed Income	$79,847,561	39.0%	37.0%	$4,003,542	30.0% - 40.0%	Yes
Pyramis Global Advisors	$79,819,717	38.9%	37.0%	$3,975,698	30.0% - 40.0%	Yes
Zazove Associates, LLC (Residual Asset)	$27,844	0.0%				
Non-US Fixed Income	--	--	0.0%	$0	0.0% - 0.0%	Yes
Alternatives	$16,997,915	8.3%	9.0%	-$1,450,630	5.0% - 12.0%	Yes
Prisma Capital Partners	$16,979,120	8.3%	8.0%	$580,413	7.2% - 8.8%	Yes
Equitas Capital Advisors (Residual Asset)	$18,796	0.0%				
Real Estate	$6,473,597	3.2%	3.0%	$324,082	1.0% - 5.0%	Yes
Vanguard Real Estate ETF	$6,473,597	3.2%	3.0%	$324,082	1.0% - 5.0%	Yes
Cash	$271,962	0.1%	1.0%	-$1,777,877	0.0% - 2.0%	Yes
Cash Account	$271,962	0.1%	1.0%	-$1,777,877	0.0% - 2.0%	Yes
Other	--	--	0.0%	$0	0.0% - 0.0%	Yes
Total	**$204,983,835**	**100.0%**	**100.0%**			

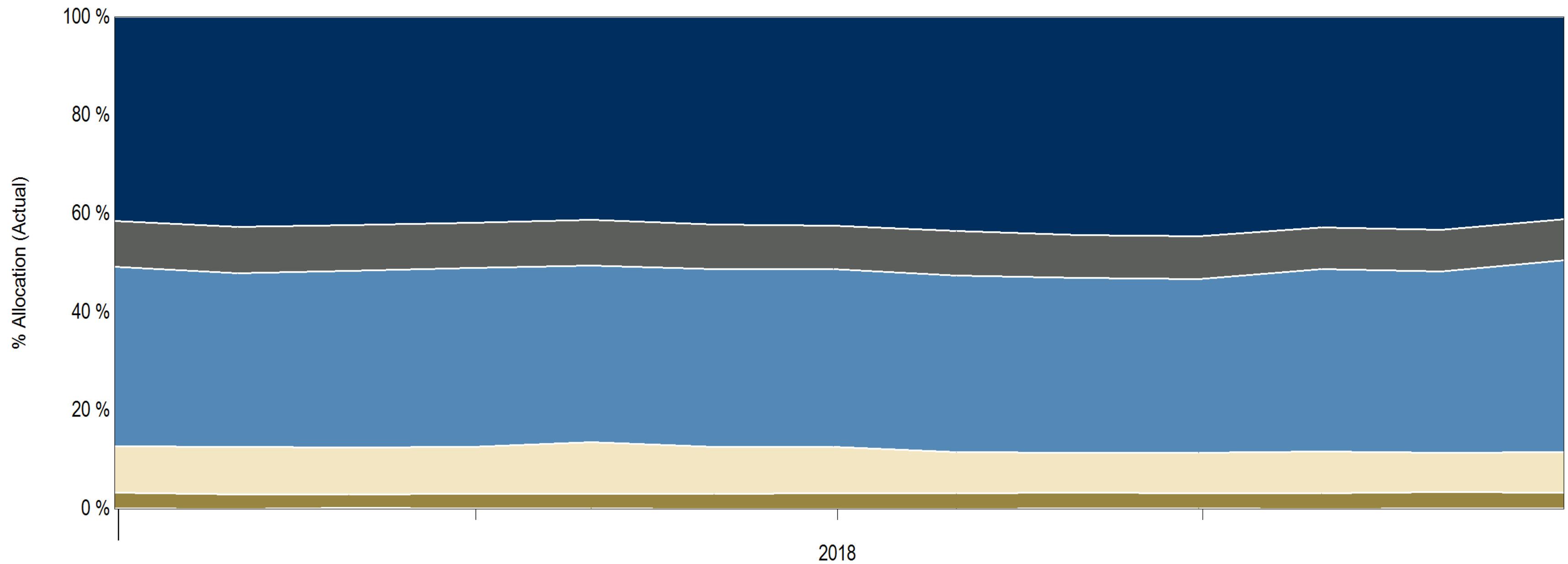
RAYMOND JAMES®

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Allocation History

As of December 31, 2018

Asset Allocation History
1 Year Ending December 31, 2018



US Equity	41.8	42.4	44.6	41.1
Non-US Equity	9.2	8.9	8.7	8.3
US Fixed Income	36.4	36.1	35.3	39.0
Alternatives	9.4	9.4	8.1	8.3
Real Estate	3.0	3.2	3.1	3.2
Cash	0.1	0.0	0.1	0.1

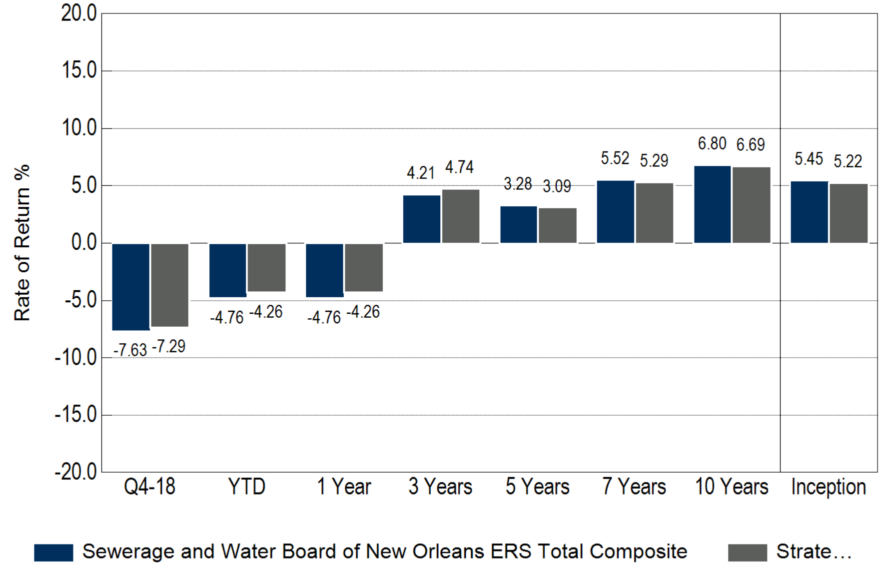
US Equity, Non-US Equity, US Fixed Income, Alternatives, Real Estate, Cash

Sewerage and Water Board of New Orleans ERS Total Composite

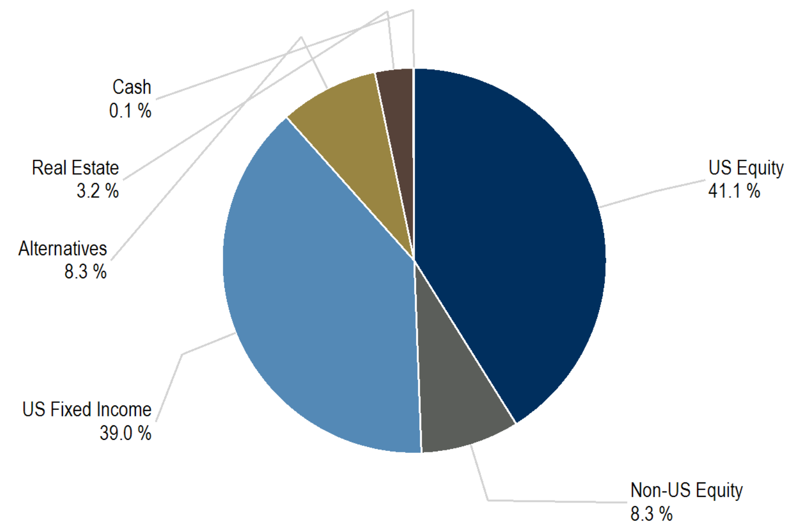
Sewerage and Water Board of New Orleans ERS Total Composite Performance

As of December 31, 2018

Return Summary (%)



Current Allocation



Summary of Cash Flows

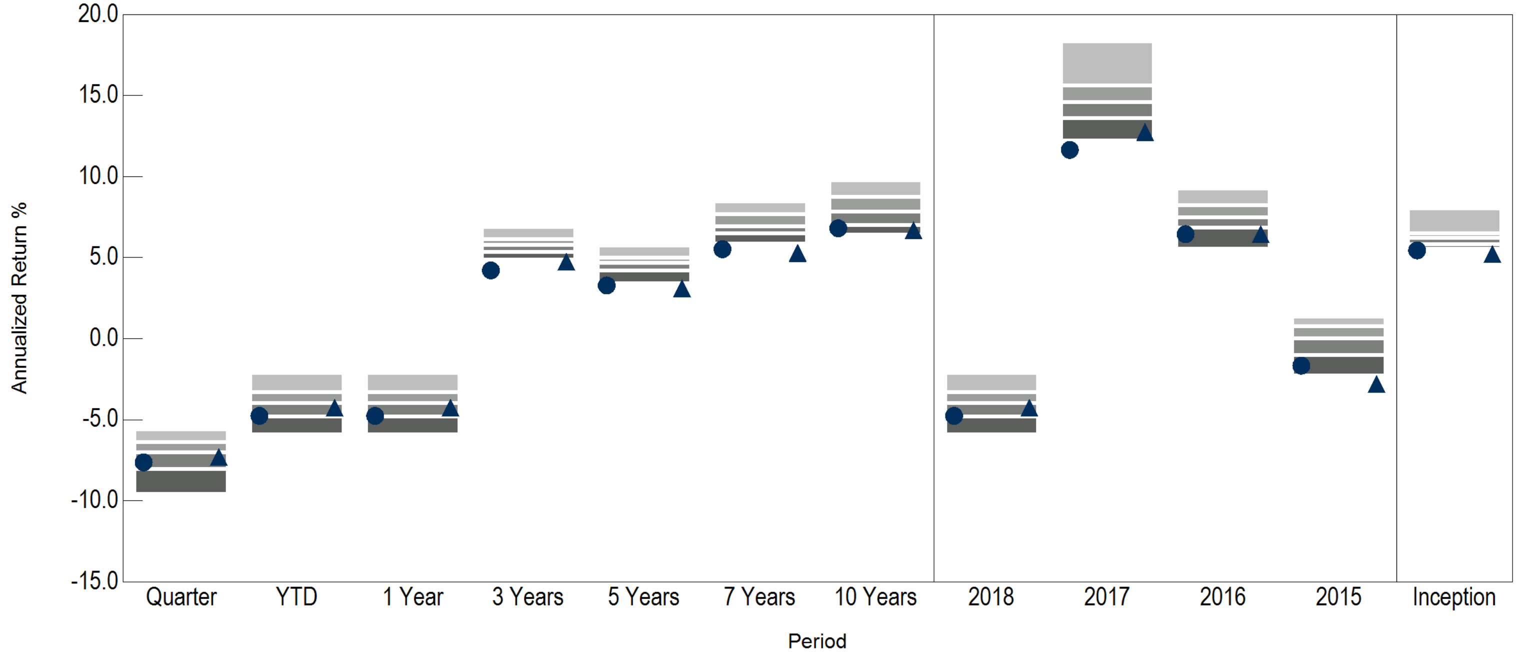
	Quarter-To-Date	Year-To-Date
Beginning Market Value	$224,620,166	$223,108,585
Contributions	$3,122,832	$13,739,724
Withdrawals	-$6,300,743	-$21,310,096
Net Cash Flow	-$3,177,910	-$6,221,905
Net Investment Change	-$16,458,421	-$11,902,845
Ending Market Value	$204,983,835	$204,983,835
Net Change	-$19,636,331	-$18,124,750

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Universe Performance

As of December 31, 2018

Sewerage and Water Board of New Orleans ERS Total Composite vs. InvestorForce Public DB $50mm-$250mm Gross



Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-5.59	-2.13	-2.13	6.86	5.72	8.44	9.77	-2.13	18.3	9.25	1.33	8.03
25th Percentile	-6.38	-3.27	-3.27	6.17	5.01	7.69	8.76	-3.27	15.6	8.27	0.80	6.51
Median	-6.98	-3.93	-3.93	5.81	4.69	6.97	7.88	-3.93	14.6	7.49	0.04	6.22
75th Percentile	-8.03	-4.76	-4.76	5.36	4.23	6.53	7.02	-4.76	13.6	6.88	-0.97	5.87
95th Percentile	-9.56	-5.87	-5.87	4.90	3.42	5.87	6.43	-5.87	12.2	5.58	-2.24	5.56
# of Portfolios	46	46	46	45	45	41	35	46	72	79	80	22
● **Sewerage and Water Board of New Orleans E**	-7.63 (65)	-4.76 (76)	-4.76 (76)	4.21 (99)	3.28 (97)	5.52 (99)	6.80 (84)	-4.76 (76)	11.6 (99)	6.44 (86)	-1.66 (87)	5.45 (97)
▲ **Strategic Asset Allocation**	-7.29 (58)	-4.26 (63)	-4.26 (63)	4.74 (99)	3.09 (99)	5.29 (99)	6.69 (86)	-4.26 (63)	12.7 (87)	6.45 (86)	-2.78 (97)	5.22 (99)

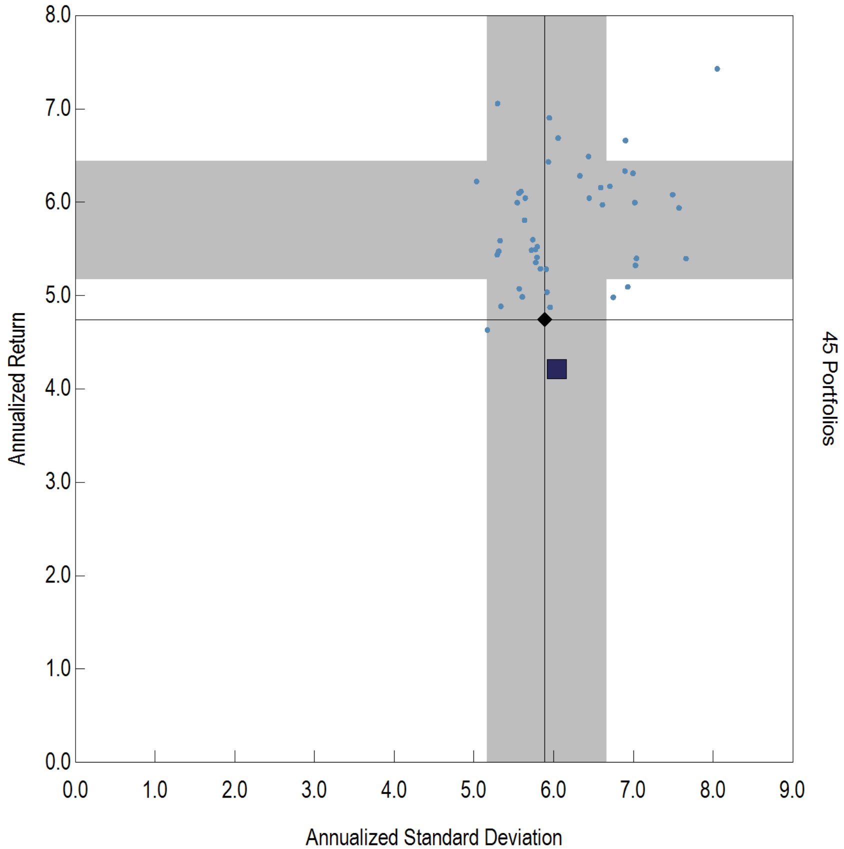
RAYMOND JAMES®

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Risk/Return

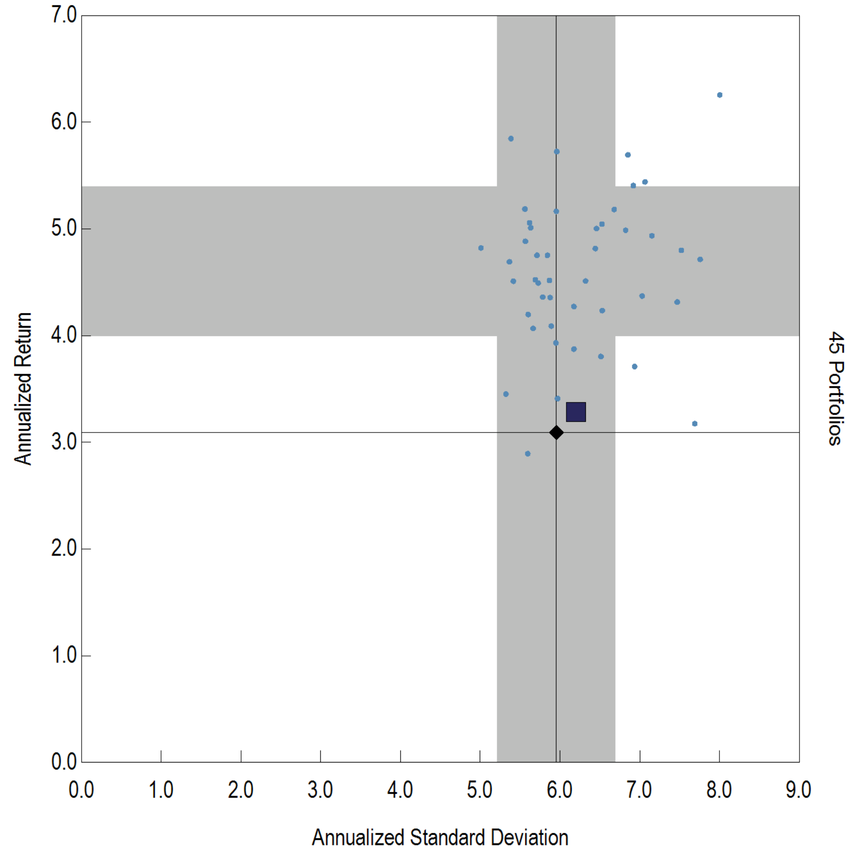
As of December 31, 2018

3 Year Risk/Return



- Sewerage and Water Board of New Orleans ERS Total Composite
- Strategic Asset Allocation
- 68% Confidence Interval
- InvestorForce Public DB $50mm-$250mm Gross

5 Year Risk/Return



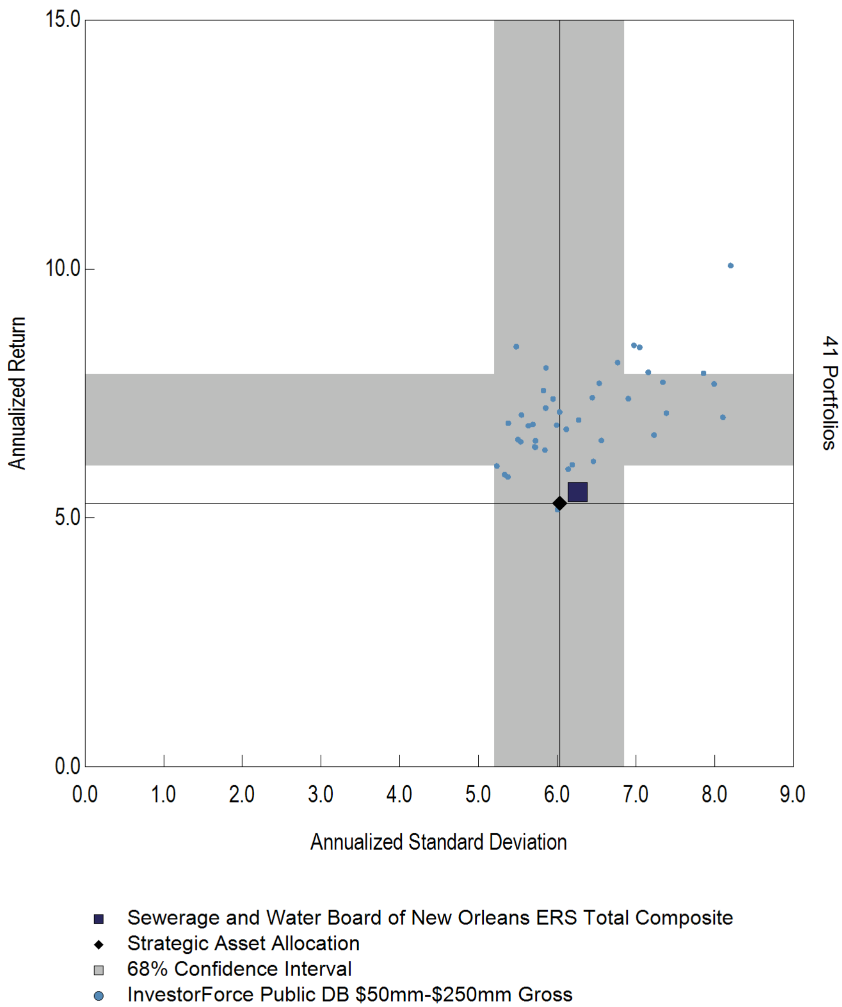
- Sewerage and Water Board of New Orleans ERS Total Composite
- Strategic Asset Allocation
- 68% Confidence Interval
- InvestorForce Public DB $50mm-$250mm Gross

Sewerage and Water Board of New Orleans ERS Total Composite

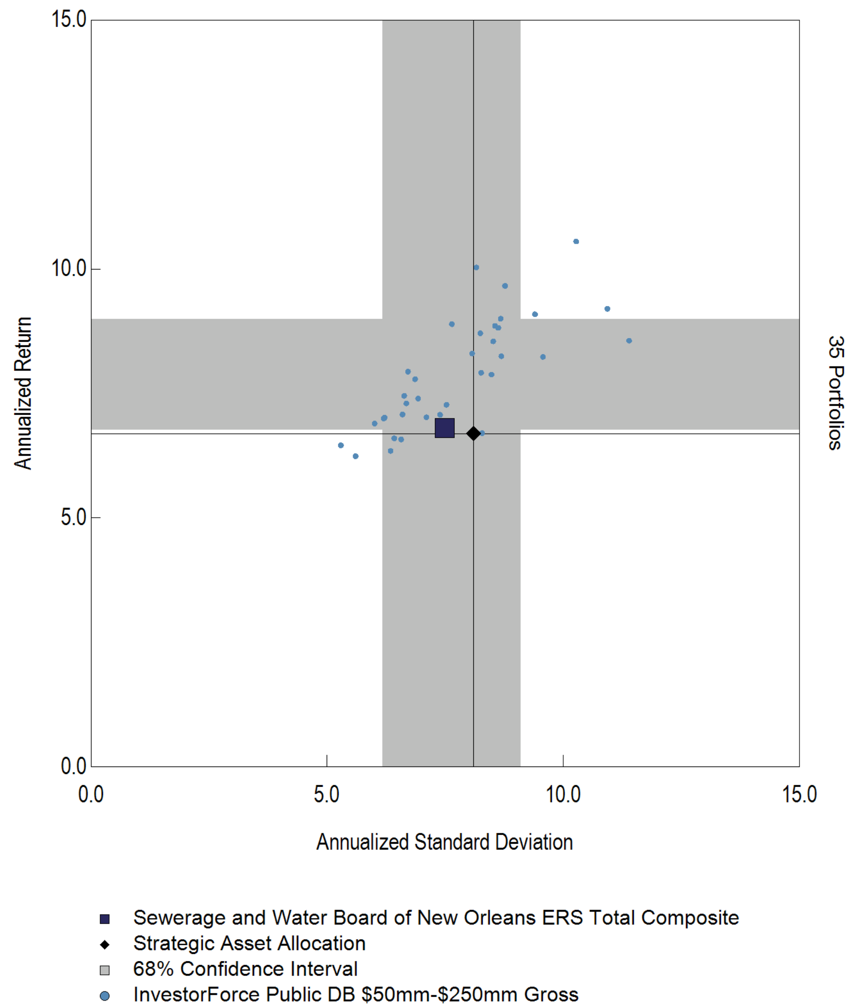
Sewerage and Water Board of New Orleans ERS Total Composite Risk/Return

As of December 31, 2018

7 Year Risk/Return



10 Year Risk/Return



Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total Composite Risk Statistics

As of December 31, 2018

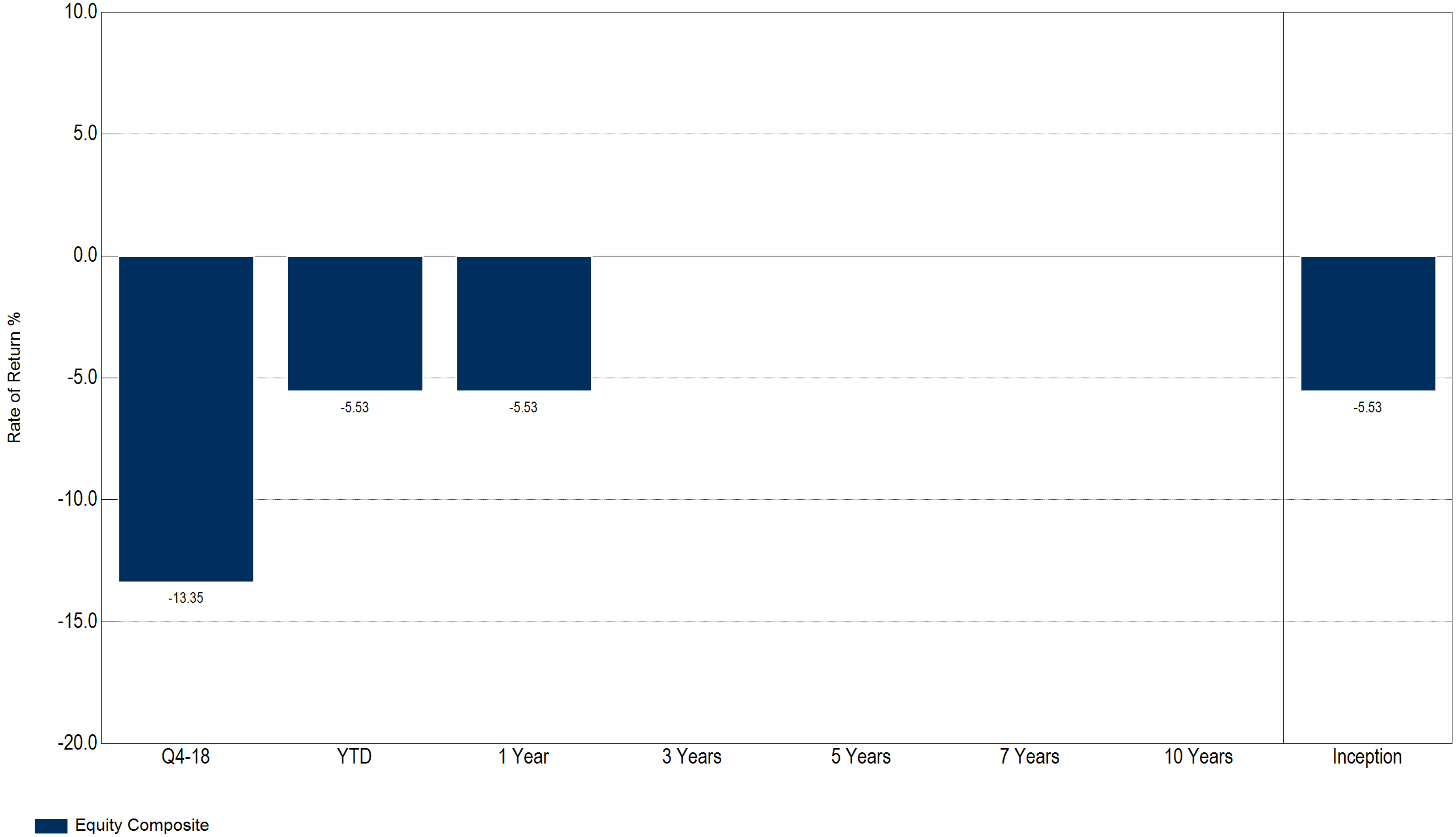
3 Year Risk Statistics									
	Annualized Return (%)	Annualized Standard Deviation	Annualized Alpha (%)	Beta	Tracking Error	Up Market Capture Ratio (%)	Down Market Capture Ratio (%)	Sharpe Ratio	Information Ratio
Sewerage and Water Board of New Orleans ERS Total Composite	4.21	6.04	-0.51	1.00	1.44	93.37	98.67	0.53	-0.37
Strategic Asset Allocation	4.74	5.89	0.00	1.00	0.00	100.00	100.00	0.64	--
NewSouth Capital	7.02	11.21	1.96	0.69	6.90	71.57	72.67	0.54	-0.04
Russell 2500	7.32	14.30	0.00	1.00	0.00	100.00	100.00	0.44	--
Barrow Hanley Mewhinney & Strauss	7.10	10.97	0.38	0.97	2.86	102.04	101.13	0.56	0.05
Russell 1000 Value	6.95	10.98	0.00	1.00	0.00	100.00	100.00	0.54	--
Chicago Equity Partners	7.27	11.51	-2.06	1.03	1.69	94.30	107.12	0.55	-1.08
Russell 1000	9.09	11.11	0.00	1.00	0.00	100.00	100.00	0.73	--
Earnest Partners	4.55	12.49	-0.18	1.06	2.82	101.50	100.81	0.29	0.03
MSCI ACWI ex USA	4.48	11.54	0.00	1.00	0.00	100.00	100.00	0.30	--
Pyramis Global Advisors	3.25	2.81	0.70	0.99	0.78	108.86	90.10	0.81	0.89
BBgBarc US Universal TR	2.56	2.71	0.00	1.00	0.00	100.00	100.00	0.58	--
Prisma Capital Partners	-3.08	7.44	-4.40	0.98	6.50	32.80	120.20	-0.55	-0.68
HFRI Fund of Funds Composite Index	1.34	3.67	0.00	1.00	0.00	100.00	100.00	0.10	--
Vanguard Real Estate ETF	2.27	13.49	0.75	0.99	0.80	99.85	96.72	0.10	0.92
MSCI US REIT	1.53	13.55	0.00	1.00	0.00	100.00	100.00	0.04	--
Cash Account	-80.63	99.82	152.12	-235.42	99.91	-3,534.80	--	-0.82	-0.82
FTSE T-Bill 3 Months TR	0.99	0.20	0.00	1.00	0.00	100.00	--	0.00	--

Equity Composite Investment Analysis

Equity Composite Performance

As of December 31, 2018

Return Summary (%)



RAYMOND JAMES®

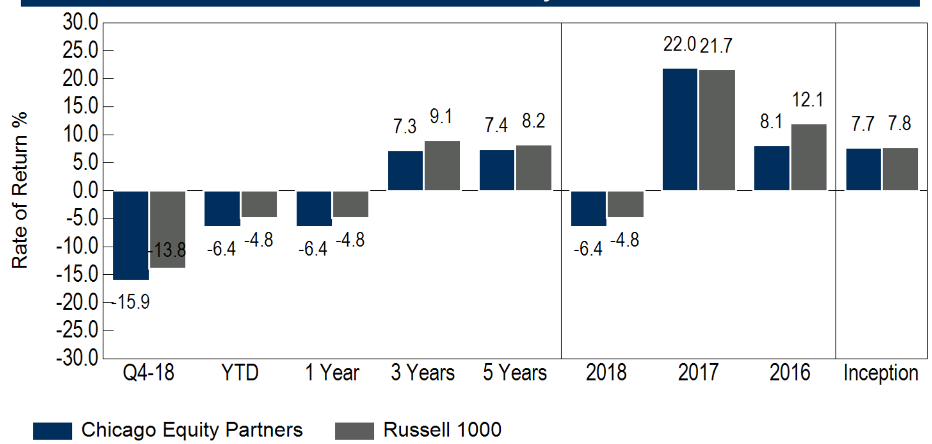
Chicago Equity Partners

As of December 31, 2018

Account Information

Account Name	Chicago Equity Partners
Account Structure	Separate Account
Investment Style	Active
Inception Date	6/01/06
Account Type	US Stock Large Cap Core
Benchmark	Russell 1000
Universe	eV US Large Cap Core Equity Net

Return Summary



3 Year Risk/Return Statistics

	Chicago Equity Partners	Russell 1000
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	6.14	6.97
Minimum Return	-9.30	-9.11
Annualized Return	7.27	9.09
Total Return	23.42	29.83
Annualized Excess Return Over Risk Free	6.28	8.10
Annualized Excess Return	-1.83	0.00
RISK SUMMARY STATISTICS		
Beta	1.03	1.00
Upside Deviation	5.82	5.98
Downside Deviation	11.75	10.97
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	11.51	11.11
Alpha	-0.16	0.00
Sharpe Ratio	0.55	0.73
Excess Return Over Market / Risk	-0.16	0.00
Tracking Error	1.69	0.00
Information Ratio	-1.08	--
CORRELATION STATISTICS		
R-Squared	0.98	1.00
Correlation	0.99	1.00

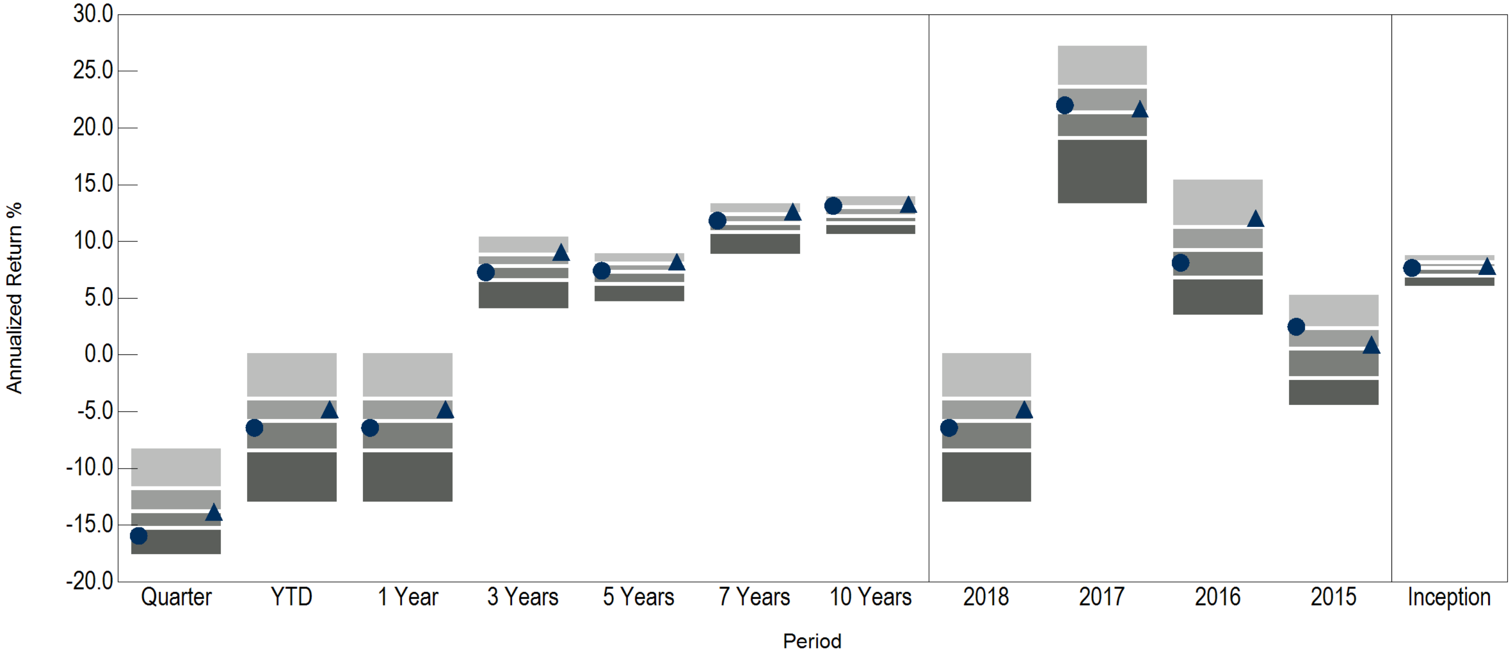
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 6/1/06
Beginning Market Value	$24,744,744	$22,878,422	$22,878,422	--
Contributions	$0	$0	$0	$0
Withdrawals	-$950,000	-$1,599,500	-$1,599,500	-$1,599,500
Net Cash Flow	-$950,000	-$950,000	-$950,000	-$950,000
Net Investment Change	-$3,806,748	-$1,940,426	-$1,940,426	$20,937,996
Ending Market Value	$19,987,996	$19,987,996	$19,987,996	$19,987,996

Chicago Equity Partners

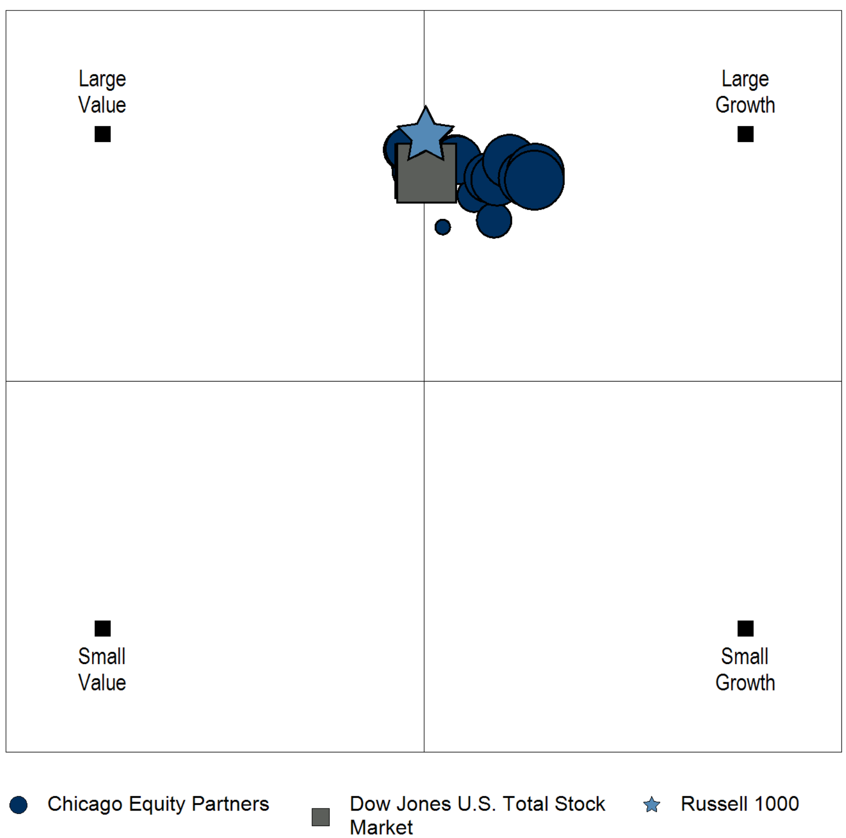
As of December 31, 2018

Chicago Equity Partners vs. eV US Large Cap Core Equity Net

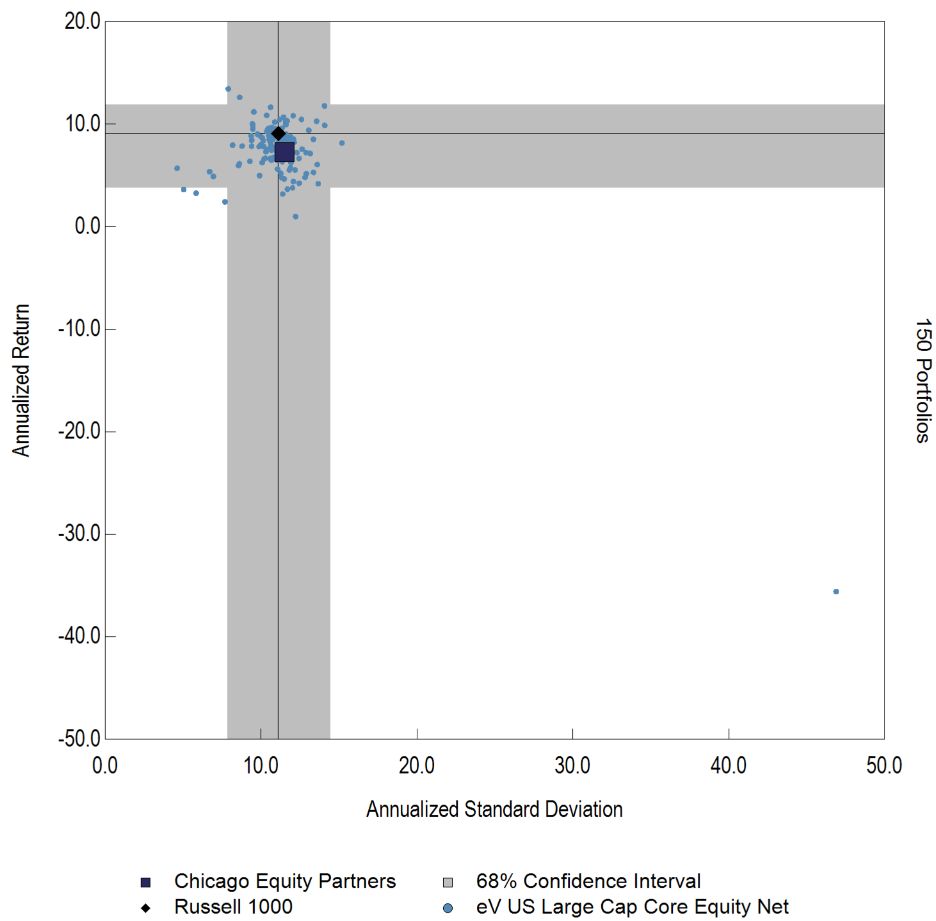


Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-8.12	0.33	0.33	10.5	9.11	13.4	14.1	0.33	27.4	15.6	5.41	8.95
25th Percentile	-11.7	-3.82	-3.82	8.85	8.07	12.4	13.0	-3.82	23.6	11.3	2.36	8.23
Median	-13.7	-5.82	-5.82	7.85	7.34	11.6	12.2	-5.82	21.4	9.25	0.56	7.68
75th Percentile	-15.2	-8.38	-8.38	6.60	6.30	10.8	11.6	-8.38	19.1	6.86	-2.04	7.02
95th Percentile	-17.6	-13.0	-13.0	3.97	4.58	8.78	10.5	-13.0	13.2	3.41	-4.58	5.92
# of Portfolios	156	156	156	150	143	125	106	156	188	177	142	89
● Chicago Equity Partners	-15.9 (86)	-6.43 (57)	-6.43 (57)	7.27 (63)	7.42 (47)	11.8 (43)	13.1 (24)	-6.43 (57)	22.0 (44)	8.12 (64)	2.48 (24)	7.66 (51)
▲ Russell 1000	-13.8 (52)	-4.78 (38)	-4.78 (38)	9.09 (19)	8.21 (23)	12.6 (21)	13.2 (17)	-4.78 (38)	21.6 (47)	12.0 (20)	0.92 (47)	7.84 (44)

3 Year Style Map



3 Year Risk/Return



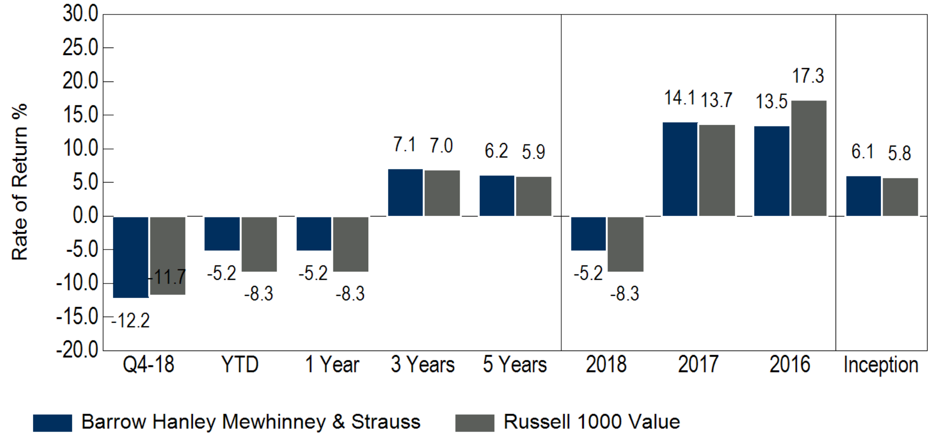
Barrow Hanley Mewhinney & Strauss

As of December 31, 2018

Account Information

Account Name	**Barrow Hanley Mewhinney & Strauss**
Account Structure	**Mutual Fund**
Investment Style	**Active**
Inception Date	**9/01/06**
Account Type	**US Stock Large Cap Value**
Benchmark	**Russell 1000 Value**
Universe	**eV US Large Cap Value Equity Net**

Return Summary



3 Year Risk/Return Statistics

	Barrow Hanley Mewhinney & Strauss	Russell 1000 Value
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	5.62	7.20
Minimum Return	-8.36	-9.60
Annualized Return	7.10	6.95
Total Return	22.84	22.35
Annualized Excess Return Over Risk Free	6.11	5.97
Annualized Excess Return	0.14	0.00
RISK SUMMARY STATISTICS		
Beta	0.97	1.00
Upside Deviation	6.00	6.15
Downside Deviation	10.03	10.33
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	10.97	10.98
Alpha	0.03	0.00
Sharpe Ratio	0.56	0.54
Excess Return Over Market / Risk	0.01	0.00
Tracking Error	2.86	0.00
Information Ratio	0.05	--
CORRELATION STATISTICS		
R-Squared	0.93	1.00
Correlation	0.97	1.00

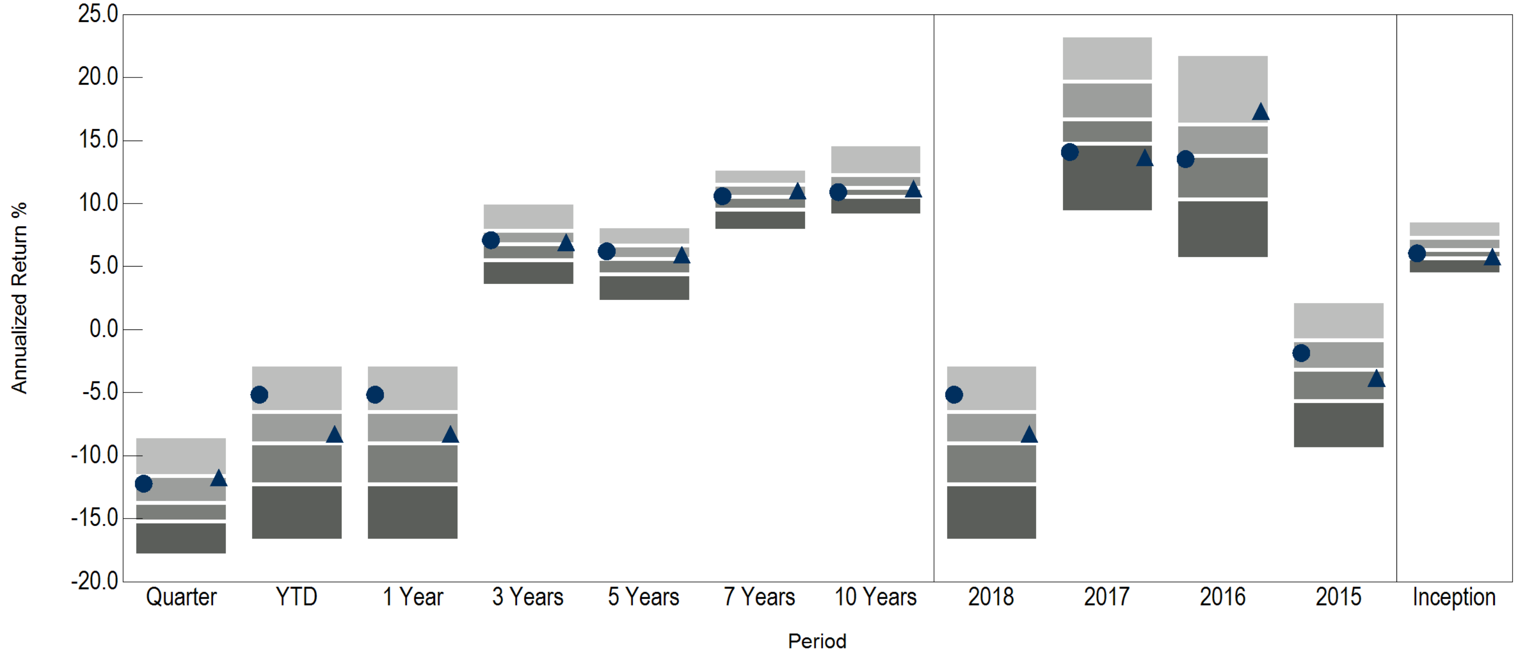
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 9/1/06
Beginning Market Value	$24,821,519	$23,269,045	$23,269,045	--
Contributions	$0	$0	$0	$0
Withdrawals	-$36,774	-$437,514	-$437,514	-$437,514
Net Cash Flow	-$36,774	-$144,262	-$144,262	-$144,262
Net Investment Change	-$2,994,663	-$1,334,700	-$1,334,700	$21,934,344
Ending Market Value	$21,790,082	$21,790,082	$21,790,082	$21,790,082

Barrow Hanley Mewhinney & Strauss

As of December 31, 2018

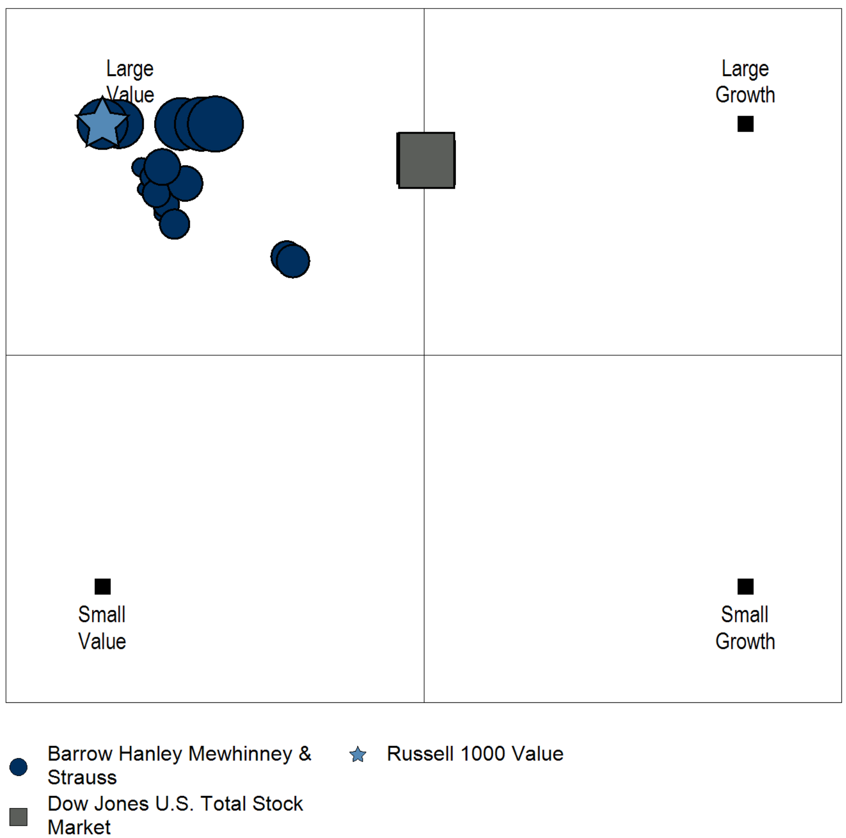
Barrow Hanley Mewhinney & Strauss vs. eV US Large Cap Value Equity Net



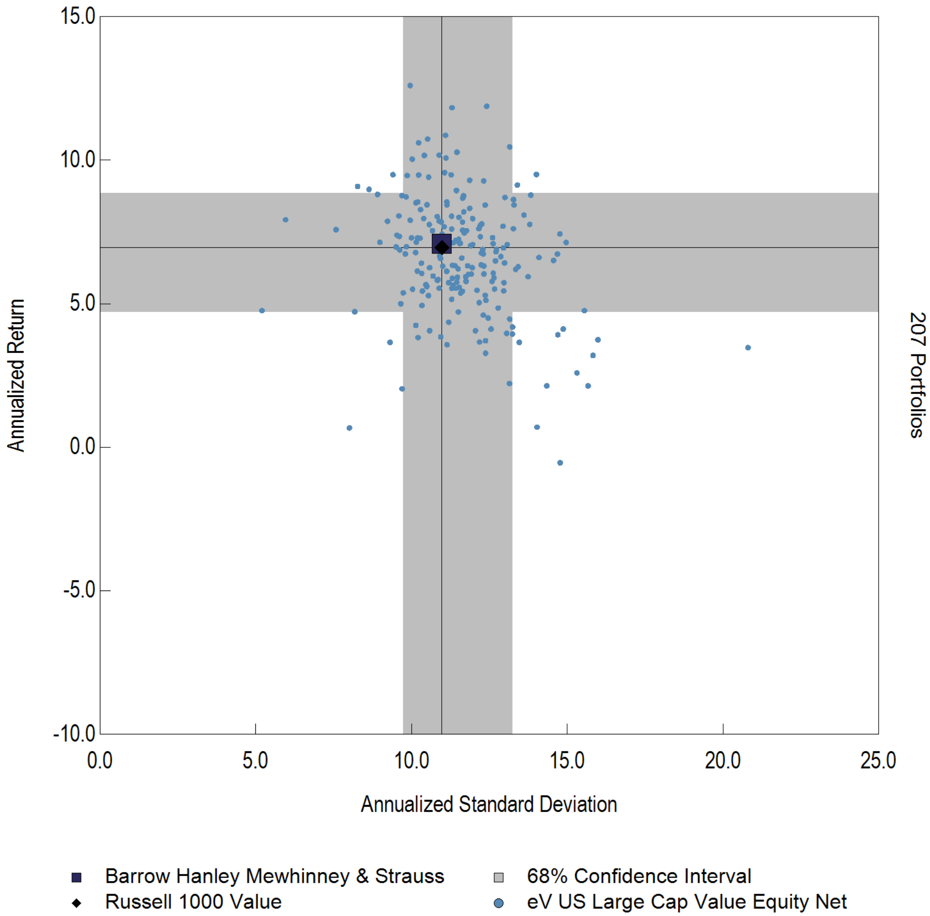
Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-8.49	-2.82	-2.82	10.0	8.19	12.7	14.6	-2.82	23.3	21.8	2.21	8.63
25th Percentile	-11.5	-6.53	-6.53	7.89	6.68	11.5	12.3	-6.53	19.7	16.2	-0.82	7.31
Median	-13.7	-9.00	-9.00	6.78	5.65	10.5	11.2	-9.00	16.6	13.8	-3.14	6.37
75th Percentile	-15.2	-12.2	-12.2	5.52	4.44	9.53	10.5	-12.2	14.7	10.3	-5.65	5.68
95th Percentile	-17.8	-16.7	-16.7	3.50	2.21	7.86	9.07	-16.7	9.36	5.61	-9.44	4.39
# of Portfolios	210	209	209	207	199	179	161	209	231	225	195	132
● **Barrow Hanley Mewhinney & Strauss**	-12.2 (33)	-5.16 (18)	-5.16 (18)	7.10 (43)	6.21 (35)	10.5 (50)	10.9 (63)	-5.16 (18)	14.0 (80)	13.5 (53)	-1.85 (37)	6.05 (63)
▲ **Russell 1000 Value**	-11.7 (29)	-8.27 (41)	-8.27 (41)	6.95 (47)	5.95 (42)	11.0 (43)	11.1 (52)	-8.27 (41)	13.6 (86)	17.3 (19)	-3.83 (59)	5.80 (72)

RAYMOND JAMES®

3 Year Style Map



3 Year Risk/Return



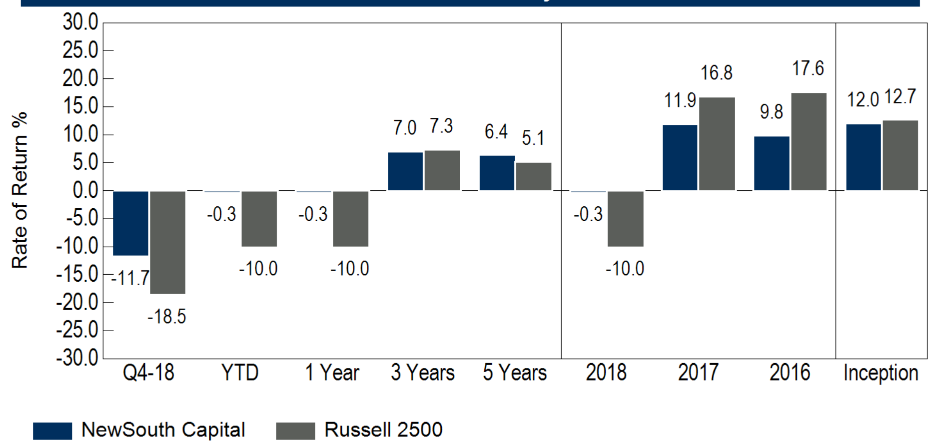
NewSouth Capital

As of December 31, 2018

Account Information

Account Name	**NewSouth Capital**
Account Structure	**Separate Account**
Investment Style	**Active**
Inception Date	**9/30/11**
Account Type	**US Stock Small/Mid**
Benchmark	**Russell 2500**
Universe	**eV US Small-Mid Cap Core Equity Net**

Return Summary



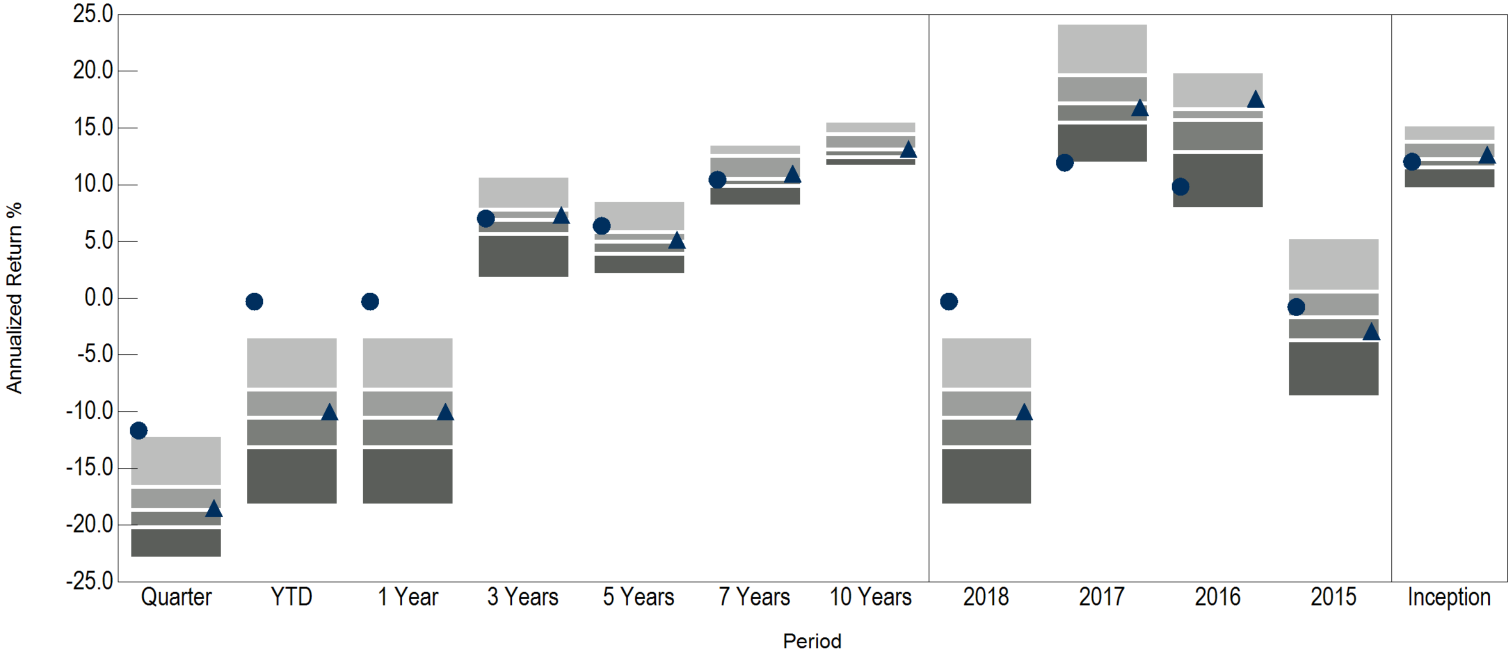
3 Year Risk/Return Statistics

	NewSouth Capital	Russell 2500
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	6.92	8.51
Minimum Return	-9.68	-10.96
Annualized Return	7.02	7.32
Total Return	22.57	23.62
Annualized Excess Return Over Risk Free	6.03	6.33
Annualized Excess Return	-0.30	0.00
RISK SUMMARY STATISTICS		
Beta	0.69	1.00
Upside Deviation	6.42	7.76
Downside Deviation	9.70	14.50
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	11.21	14.30
Alpha	0.15	0.00
Sharpe Ratio	0.54	0.44
Excess Return Over Market / Risk	-0.03	0.00
Tracking Error	6.90	0.00
Information Ratio	-0.04	--
CORRELATION STATISTICS		
R-Squared	0.78	1.00
Correlation	0.88	1.00

Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 9/30/11
Beginning Market Value	$31,709,354	$30,063,942	$30,063,942	--
Contributions	$0	$0	$0	$0
Withdrawals	-$1,700,000	-$3,701,246	-$3,701,246	-$3,701,246
Net Cash Flow	-$1,700,000	-$2,059,046	-$2,059,046	-$2,059,046
Net Investment Change	-$3,507,005	-$1,502,547	-$1,502,547	$28,561,395
Ending Market Value	$26,502,349	$26,502,349	$26,502,349	$26,502,349

NewSouth Capital vs. eV US Small-Mid Cap Core Equity Net

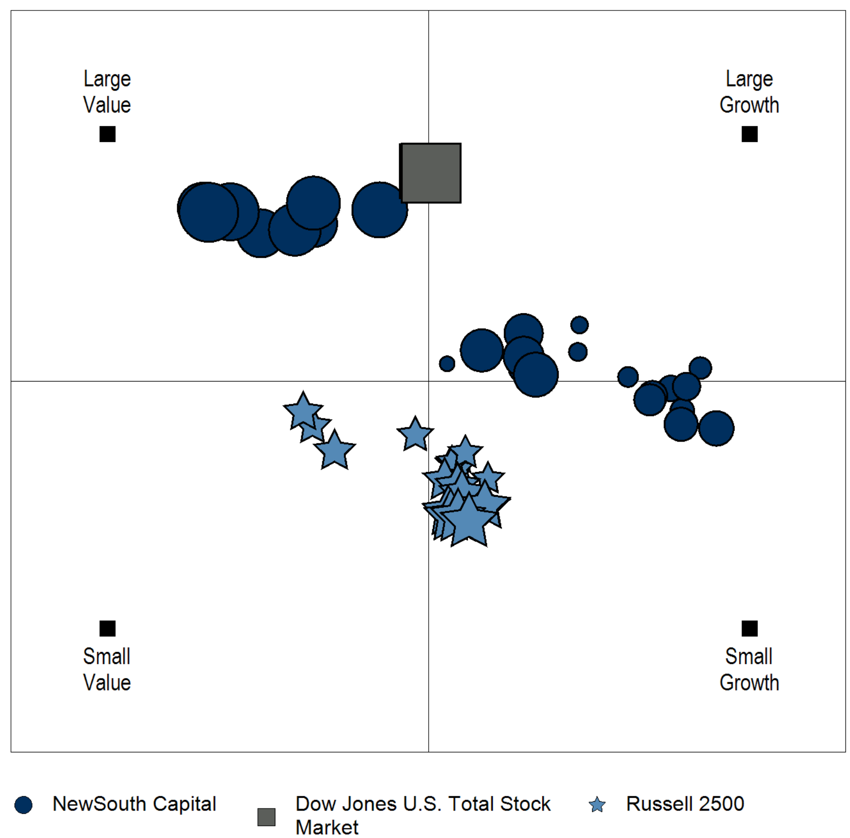


Return (Rank)	Quarter		YTD		1 Year		3 Years		5 Years		7 Years		10 Years		2018		2017		2016		2015		Inception	
5th Percentile	-12.1		-3.38		-3.38		10.7		8.64		13.6		15.6		-3.38		24.2		19.9		5.34		15.2	
25th Percentile	-16.5		-8.02		-8.02		7.84		5.88		12.5		14.4		-8.02		19.6		16.7		0.63		13.7	
Median	-18.6		-10.4		-10.4		6.95		4.98		10.5		13.1		-10.4		17.2		15.7		-1.66		12.2	
75th Percentile	-20.1		-13.1		-13.1		5.67		3.91		9.91		12.4		-13.1		15.4		12.9		-3.69		11.5	
95th Percentile	-22.9		-18.2		-18.2		1.71		2.05		8.12		11.5		-18.2		11.9		7.87		-8.72		9.66	
# of Portfolios	47		46		46		41		37		33		31		46		47		44		31		33	
● NewSouth Capital	-11.6	(5)	-0.30	(3)	-0.30	(3)	7.02	(49)	6.37	(20)	10.4	(55)	--	(--)	-0.30	(3)	11.9	(95)	9.82	(89)	-0.78	(37)	12.0	(62)
▲ Russell 2500	-18.4	(45)	-10.0	(44)	-10.0	(44)	7.32	(41)	5.15	(44)	10.9	(43)	13.1	(48)	-10.0	(44)	16.8	(57)	17.5	(17)	-2.90	(65)	12.6	(44)

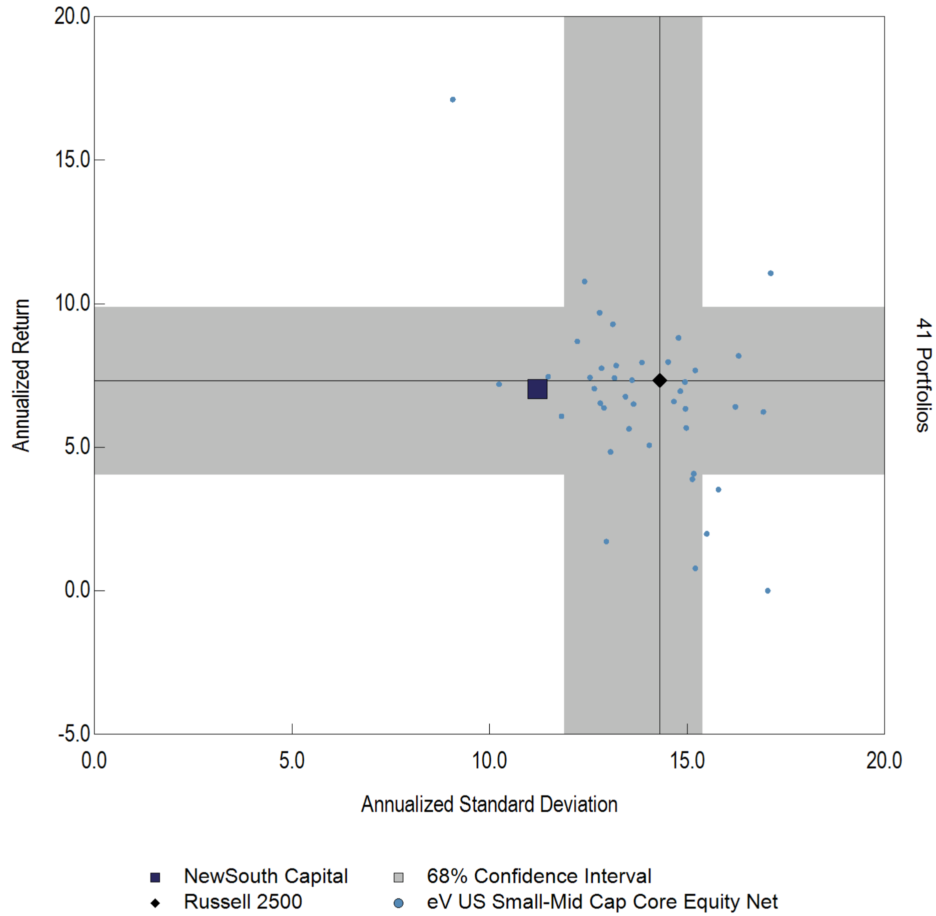
NewSouth Capital

As of December 31, 2018

3 Year Style Map



3 Year Risk/Return



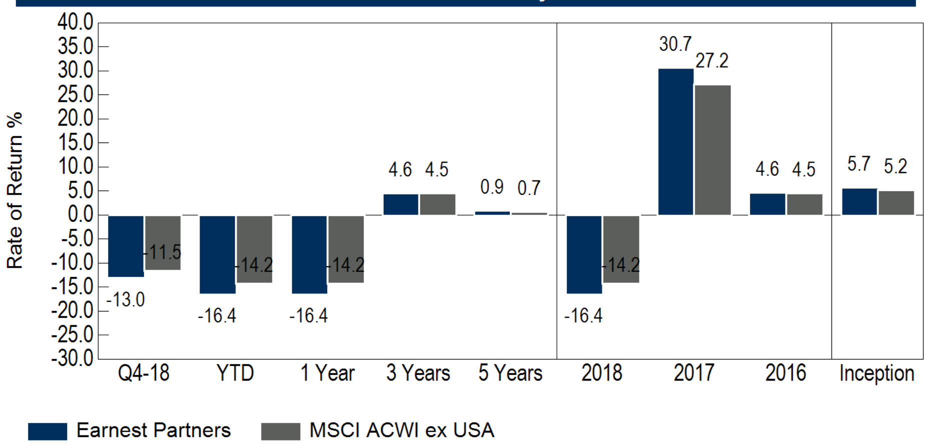
Earnest Partners

As of December 31, 2018

Account Information

Account Name	Earnest Partners
Account Structure	Separate Account
Investment Style	Active
Inception Date	10/01/11
Account Type	International
Benchmark	MSCI ACWI ex USA
Universe	eV ACWI ex-US All Cap Equity Net

Return Summary



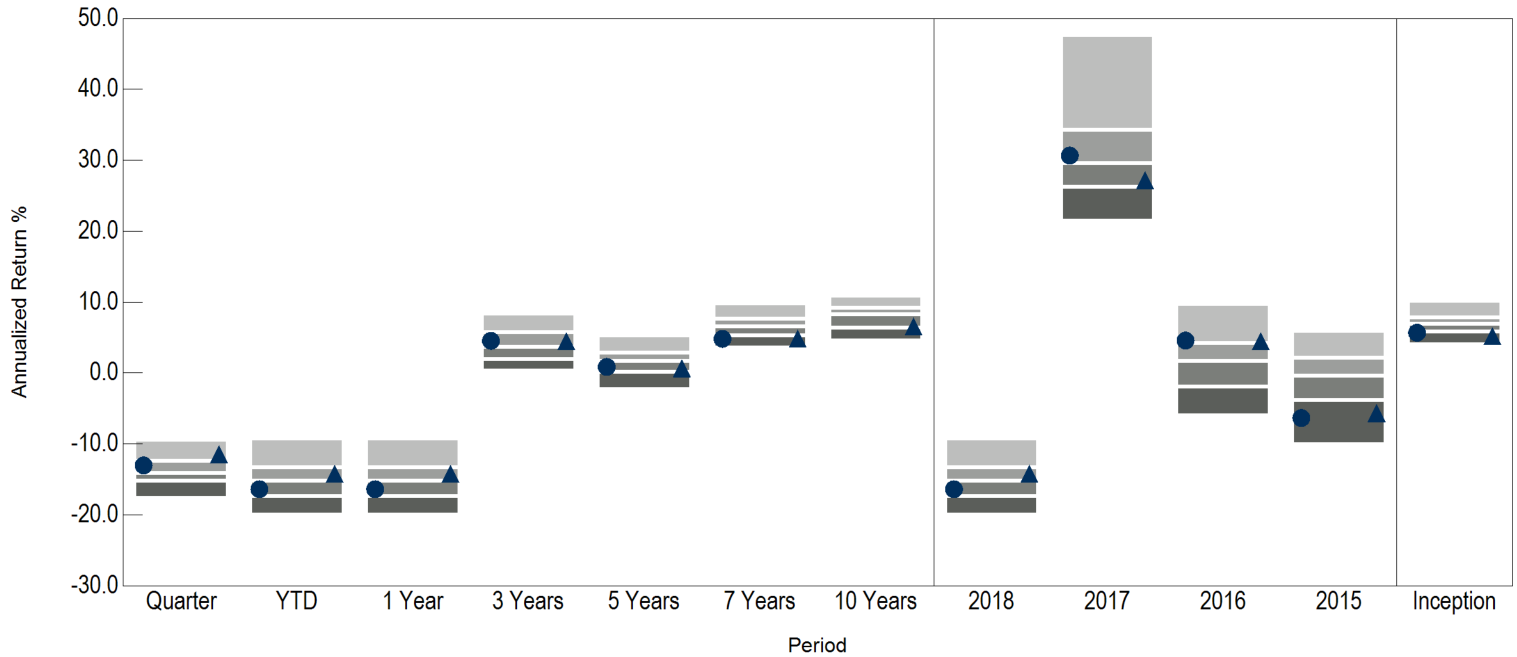
3 Year Risk/Return Statistics

	Earnest Partners	MSCI ACWI ex USA
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	8.31	8.13
Minimum Return	-8.87	-8.13
Annualized Return	4.55	4.48
Total Return	14.28	14.04
Annualized Excess Return Over Risk Free	3.56	3.49
Annualized Excess Return	0.07	0.00
RISK SUMMARY STATISTICS		
Beta	1.06	1.00
Upside Deviation	7.28	6.43
Downside Deviation	9.71	7.76
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	12.49	11.54
Alpha	-0.01	0.00
Sharpe Ratio	0.29	0.30
Excess Return Over Market / Risk	0.01	0.00
Tracking Error	2.82	0.00
Information Ratio	0.03	--
CORRELATION STATISTICS		
R-Squared	0.95	1.00
Correlation	0.98	1.00

Summary Of Cash Flows

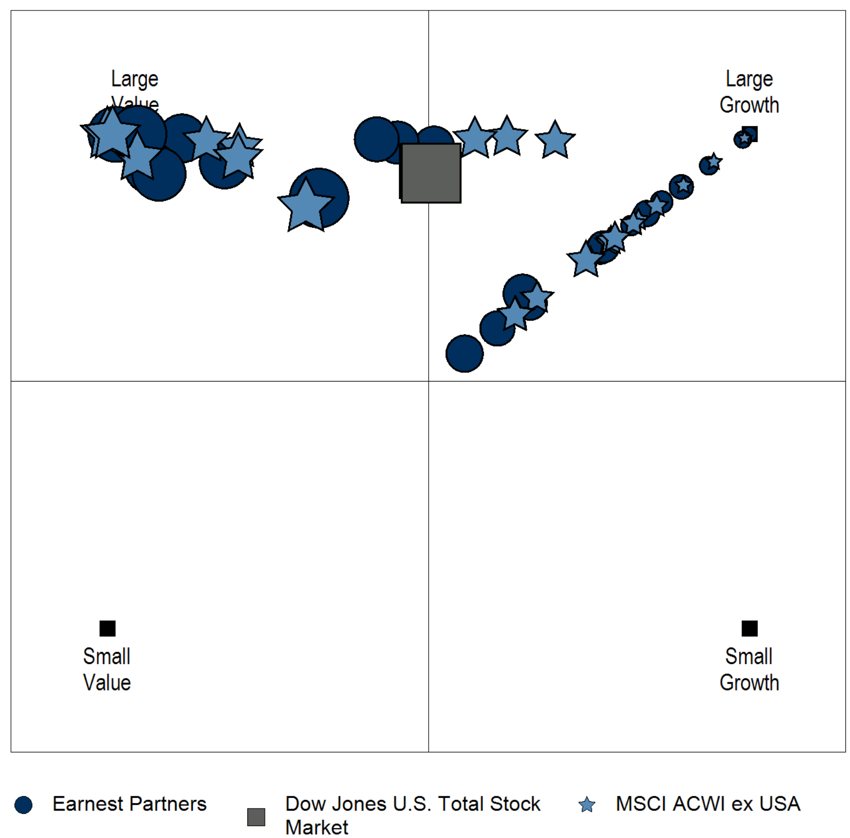
	Fourth Quarter	Year-To-Date	One Year	Inception 10/1/11
Beginning Market Value	$19,609,776	$20,657,984	$20,657,984	--
Contributions	$0	$0	$0	$0
Withdrawals	$0	-$260,162	-$260,162	-$260,162
Net Cash Flow	$0	$0	$0	$0
Net Investment Change	-$2,552,419	-$3,600,628	-$3,600,628	$17,057,356
Ending Market Value	$17,057,356	$17,057,356	$17,057,356	$17,057,356

Earnest Partners vs. eV ACWI ex-US All Cap Equity Net

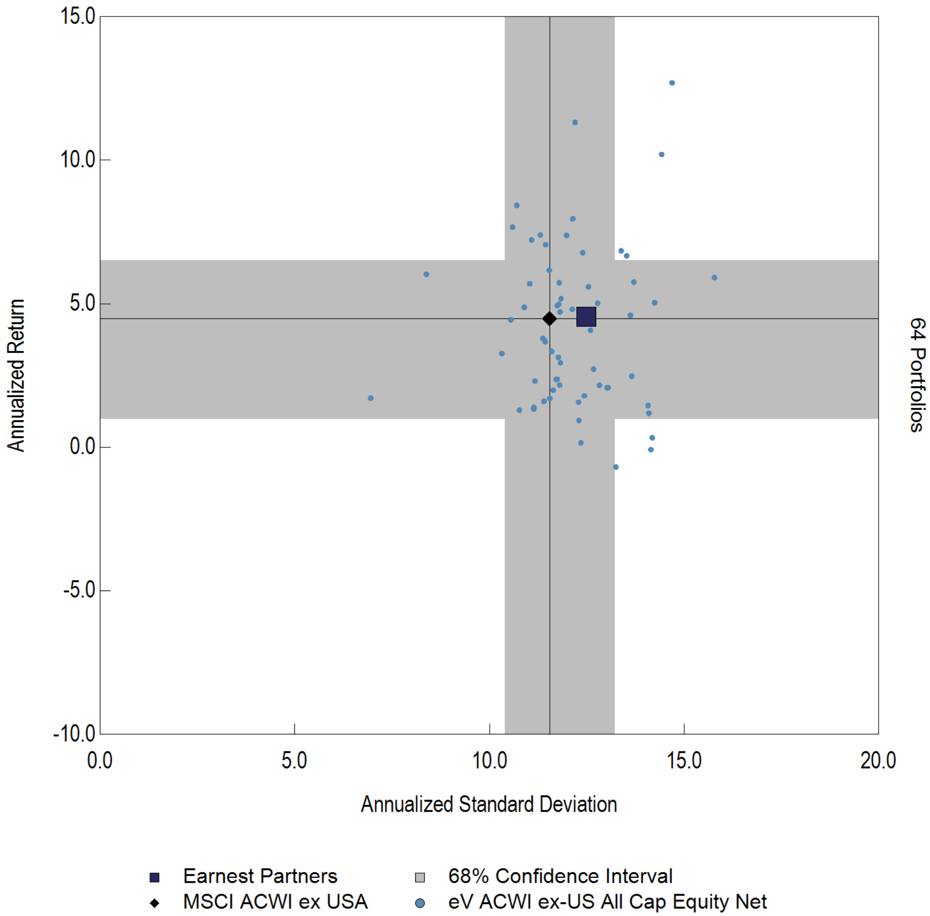


Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-9.44	-9.27	-9.27	8.35	5.32	9.82	10.9	-9.27	47.6	9.67	5.87	10.1
25th Percentile	-12.3	-13.2	-13.2	5.79	2.94	7.72	9.23	-13.2	34.3	4.28	2.25	7.87
Median	-14.0	-15.1	-15.1	3.74	1.78	6.60	8.32	-15.1	29.6	1.74	-0.29	6.96
75th Percentile	-15.1	-17.3	-17.3	2.05	0.26	5.38	6.41	-17.3	26.2	-1.85	-3.72	5.88
95th Percentile	-17.5	-19.8	-19.8	0.42	-2.18	3.68	4.69	-19.8	21.5	-5.90	-10.0	4.15
# of Portfolios	64	64	64	64	57	48	36	64	78	72	56	46
● Earnest Partners	-13.0 (30)	-16.3 (63)	-16.3 (63)	4.55 (45)	0.86 (63)	4.83 (84)	-- (--)	-16.3 (63)	30.6 (42)	4.59 (24)	-6.33 (88)	5.69 (81)
▲ MSCI ACWI ex USA	-11.4 (14)	-14.2 (41)	-14.2 (41)	4.48 (46)	0.68 (66)	4.85 (83)	6.57 (74)	-14.2 (41)	27.1 (69)	4.50 (24)	-5.66 (86)	5.21 (84)

3 Year Style Map



3 Year Risk/Return



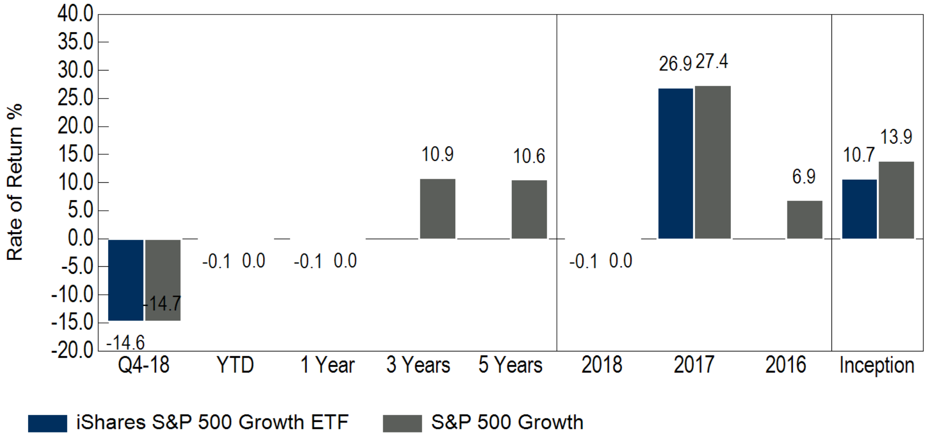
iShares S&P 500 Growth ETF

As of December 31, 2018

Account Information

Account Name	iShares S&P 500 Growth ETF
Account Structure	Separate Account
Investment Style	Passive
Inception Date	3/01/16
Account Type	US Stock Large Cap Growth
Benchmark	S&P 500 Growth
Universe	eV US Large Cap Growth Equity Net

Return Summary



Year Ending 2018 Risk/Return Statistics

	iShares S&P 500 Growth ETF	S&P 500 Growth
RETURN SUMMARY STATISTICS		
Number of Periods	12	12
Maximum Return	7.11	7.23
Minimum Return	-8.44	-8.62
Annualized Return	-0.10	-0.01
Total Return	-0.10	-0.01
Annualized Excess Return Over Risk Free	-1.96	-1.87
Annualized Excess Return	-0.09	0.00
RISK SUMMARY STATISTICS		
Beta	0.99	1.00
Upside Deviation	8.56	8.66
Downside Deviation	11.55	11.80
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	16.71	16.92
Alpha	-0.01	0.00
Sharpe Ratio	-0.12	-0.11
Excess Return Over Market / Risk	-0.01	0.00
Tracking Error	0.29	0.00
Information Ratio	-0.32	--
CORRELATION STATISTICS		
R-Squared	1.00	1.00
Correlation	1.00	1.00

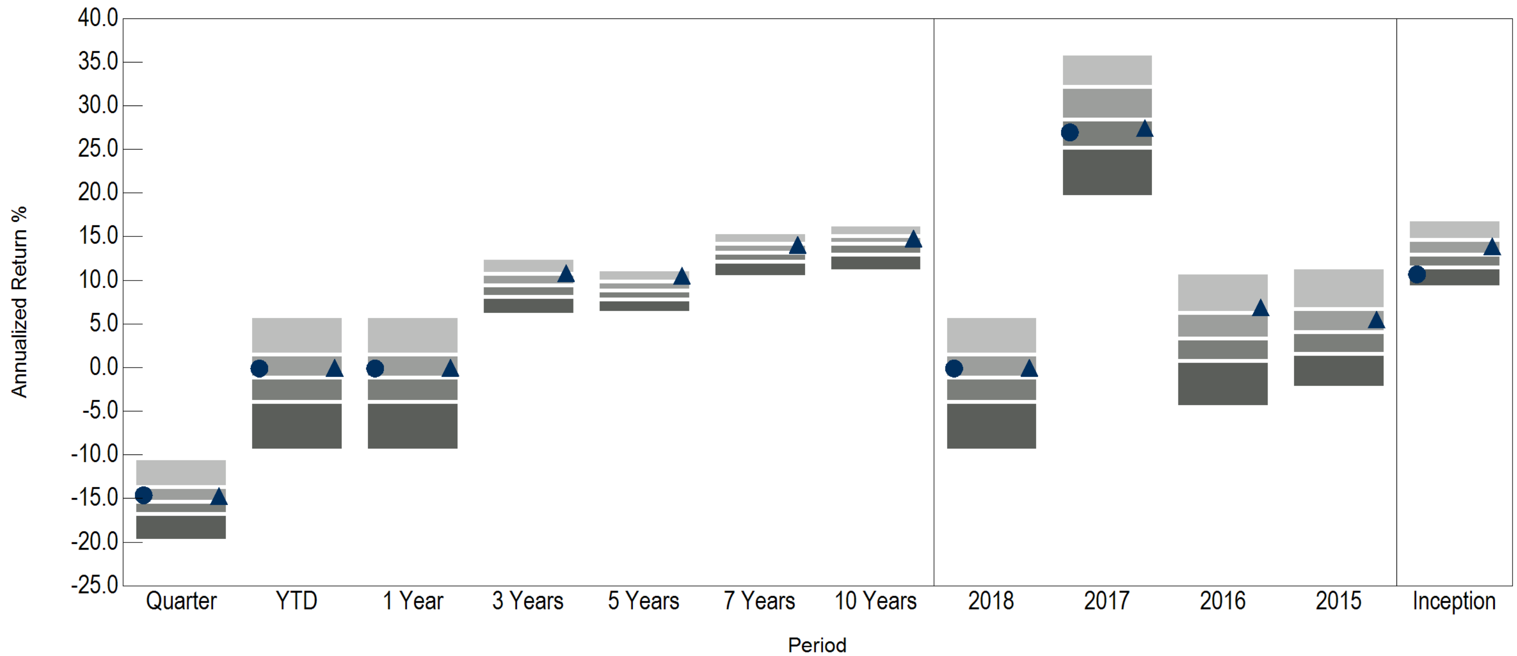
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 3/1/16
Beginning Market Value	$18,860,438	$16,279,292	$16,279,292	--
Contributions	$0	$0	$0	$0
Withdrawals	-$54,729	-$224,552	-$224,552	-$224,552
Net Cash Flow	-$54,729	-$109,665	-$109,665	-$109,665
Net Investment Change	-$2,750,691	-$114,609	-$114,609	$16,164,683
Ending Market Value	$16,055,018	$16,055,018	$16,055,018	$16,055,018

iShares S&P 500 Growth ETF

As of December 31, 2018

iShares S&P 500 Growth ETF vs. eV US Large Cap Growth Equity Net

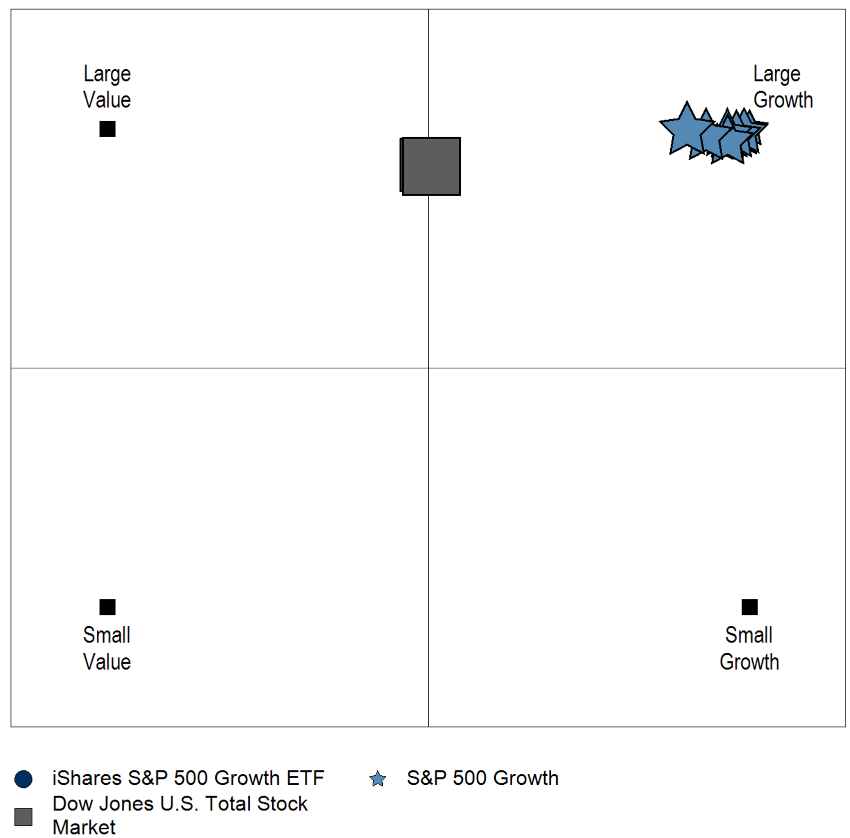


Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-10.3	5.87	5.87	12.5	11.2	15.4	16.3	5.87	35.9	10.8	11.4	16.9
25th Percentile	-13.6	1.57	1.57	10.7	9.94	14.2	15.1	1.57	32.2	6.31	6.78	14.6
Median	-15.3	-1.12	-1.12	9.43	8.85	13.1	14.2	-1.12	28.4	3.38	4.09	13.0
75th Percentile	-16.7	-3.92	-3.92	8.11	7.87	12.1	12.9	-3.92	25.2	0.84	1.61	11.5
95th Percentile	-19.8	-9.46	-9.46	6.11	6.33	10.4	11.0	-9.46	19.5	-4.46	-2.31	9.21
# of Portfolios	157	157	157	149	144	132	125	157	182	182	175	149
● iShares S&P 500 Growth ETF	-14.6 (38)	-0.10 (40)	-0.10 (40)	-- (--)	-- (--)	-- (--)	-- (--)	-0.10 (40)	26.9 (62)	-- (--)	-- (--)	10.6 (84)
▲ S&P 500 Growth	-14.7 (40)	-0.01 (39)	-0.01 (39)	10.8 (24)	10.5 (13)	14.0 (30)	14.8 (33)	-0.01 (39)	27.4 (56)	6.89 (22)	5.52 (37)	13.9 (35)

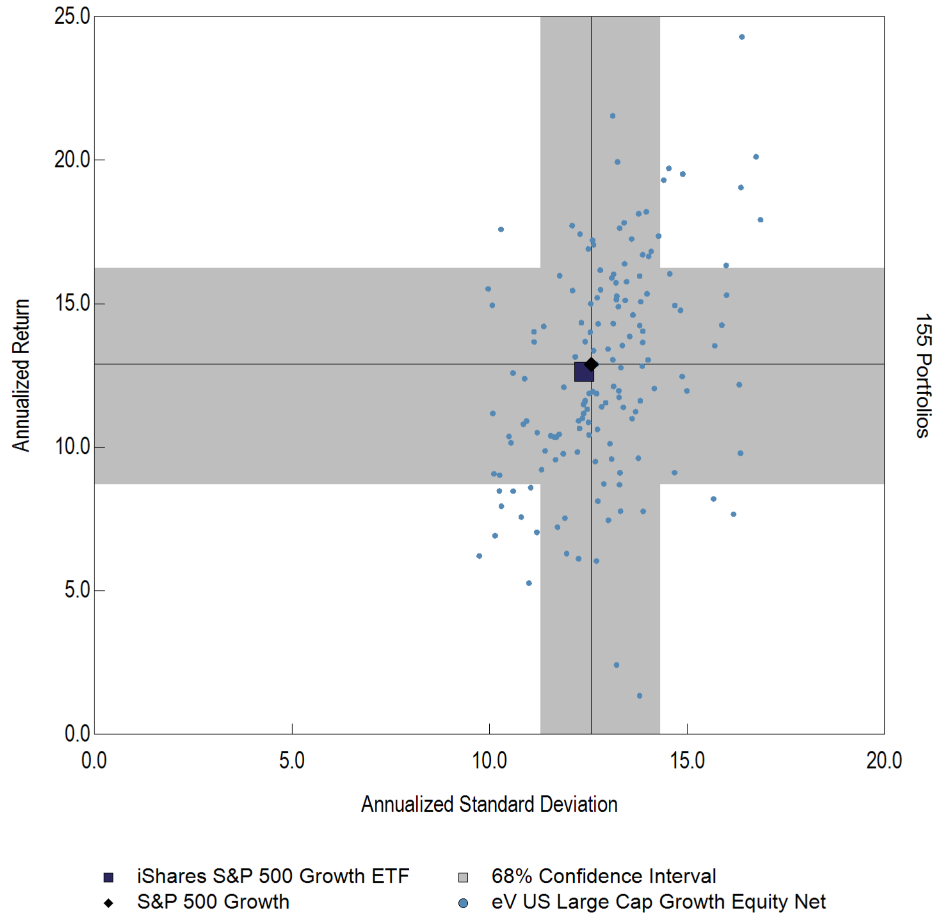
iShares S&P 500 Growth ETF

As of December 31, 2018

3 Year Style Map



2 Year Risk/Return



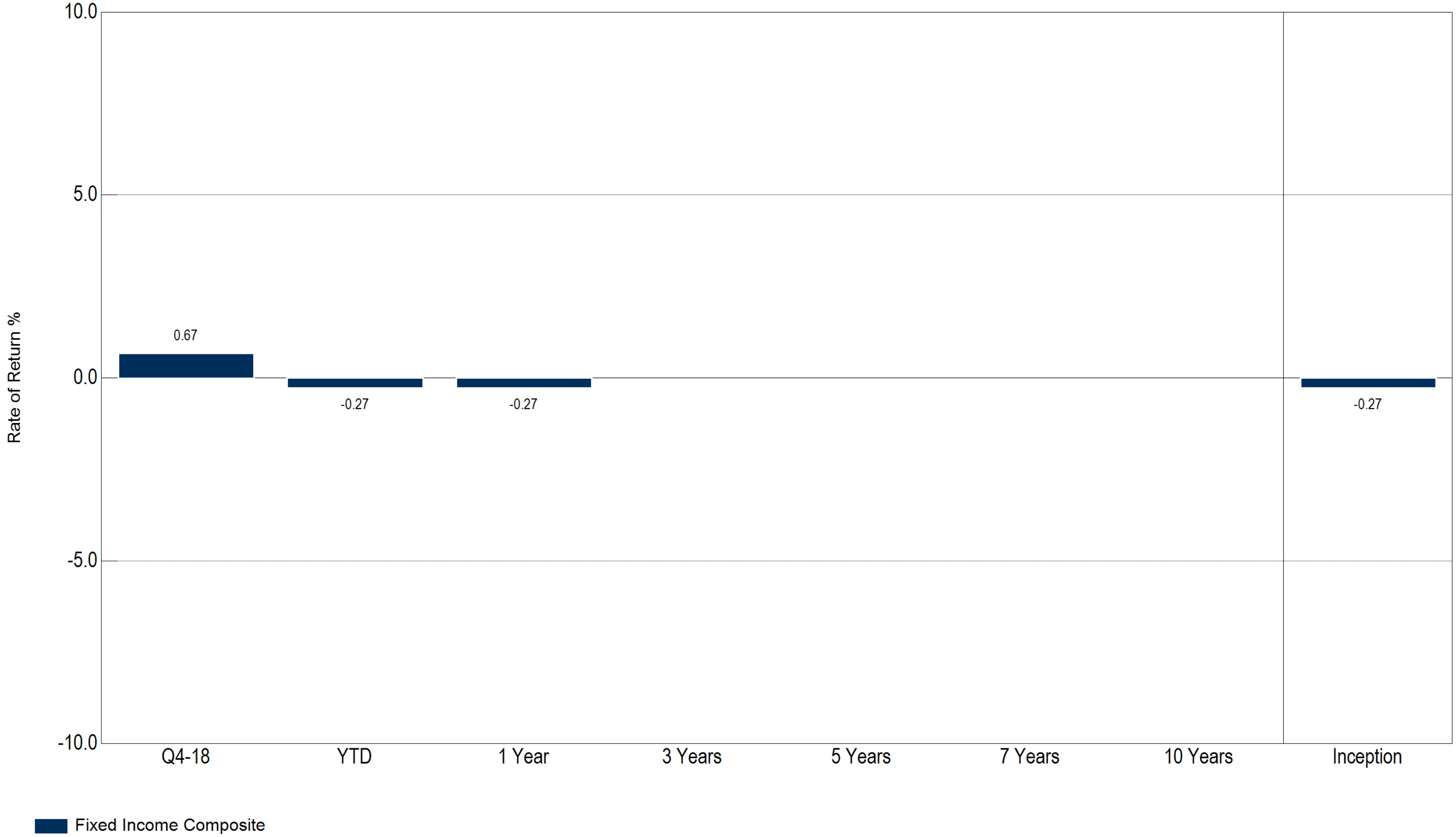
RAYMOND JAMES®

Fixed Income Composite Investment Analysis

Fixed Income Composite Performance

As of December 31, 2018

Return Summary (%)



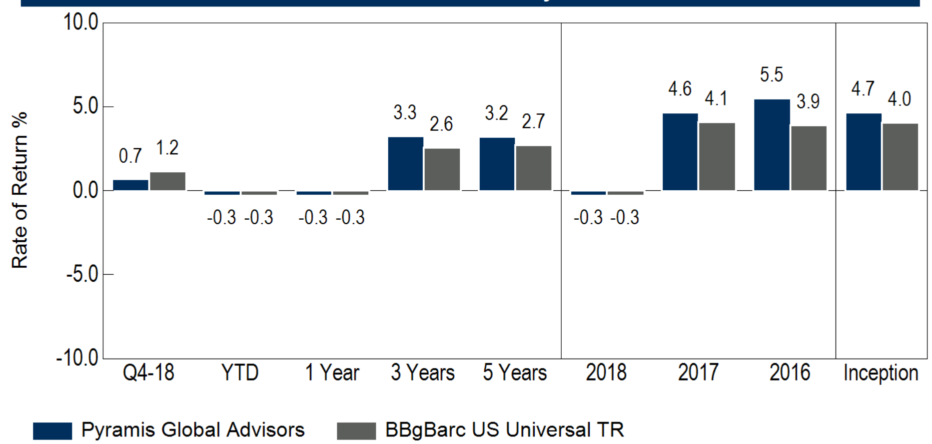
Pyramis Global Advisors

As of December 31, 2018

Account Information

Account Name	Pyramis Global Advisors
Account Structure	Separate Account
Investment Style	Active
Inception Date	5/01/07
Account Type	Global Fixed Income
Benchmark	BBgBarc US Universal TR
Universe	eV All US Fixed Inc Net

Return Summary



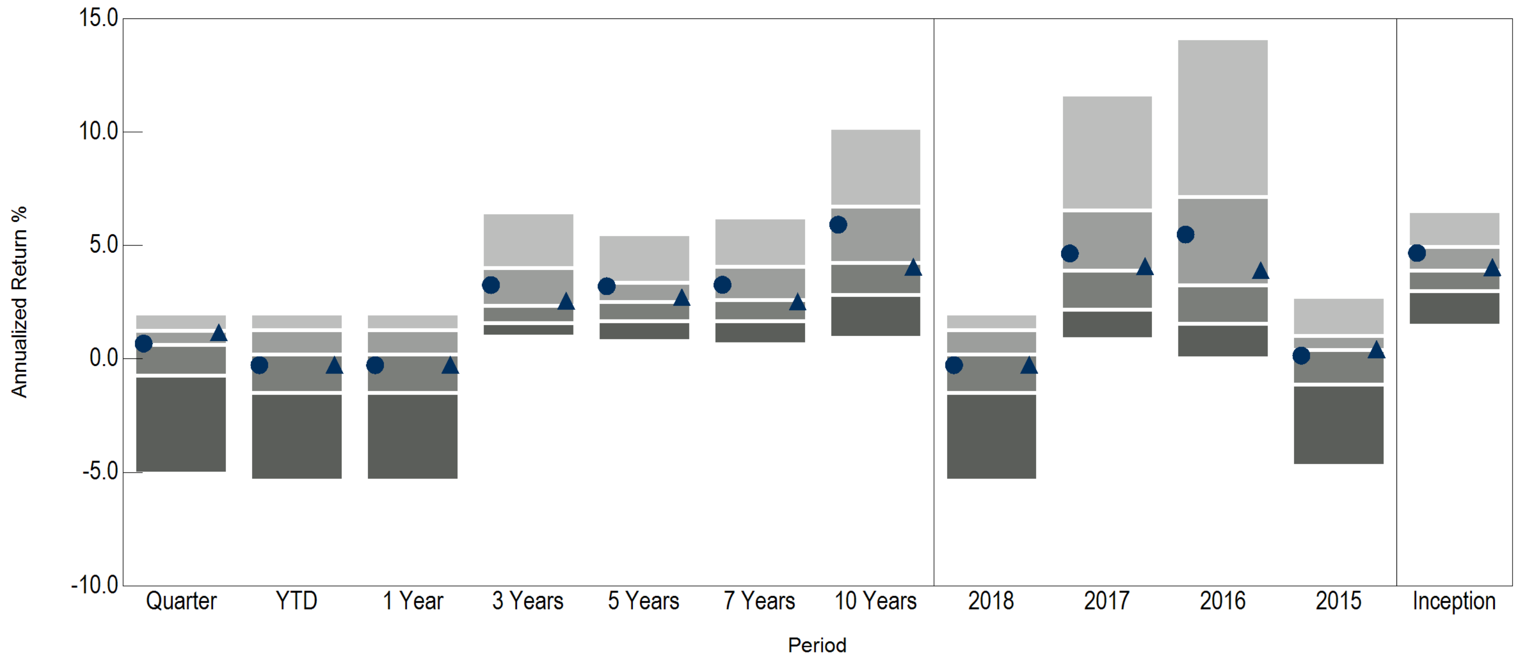
3 Year Risk/Return Statistics

	Pyramis Global Advisors	BBgBarc US Universal TR
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	2.05	1.76
Minimum Return	-2.30	-2.25
Annualized Return	3.25	2.56
Total Return	10.08	7.89
Annualized Excess Return Over Risk Free	2.26	1.57
Annualized Excess Return	0.69	0.00
RISK SUMMARY STATISTICS		
Beta	0.99	1.00
Upside Deviation	1.77	1.55
Downside Deviation	2.25	2.12
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	2.81	2.71
Alpha	0.06	0.00
Sharpe Ratio	0.81	0.58
Excess Return Over Market / Risk	0.25	0.00
Tracking Error	0.78	0.00
Information Ratio	0.89	--
CORRELATION STATISTICS		
R-Squared	0.92	1.00
Correlation	0.96	1.00

Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 5/1/07
Beginning Market Value	$79,282,529	$81,582,671	$81,582,671	--
Contributions	$0	$0	$0	$0
Withdrawals	$0	-$500,030	-$500,030	-$500,030
Net Cash Flow	$0	$0	$0	$0
Net Investment Change	$537,187	-$1,762,954	-$1,762,954	$79,819,717
Ending Market Value	$79,819,717	$79,819,717	$79,819,717	$79,819,717

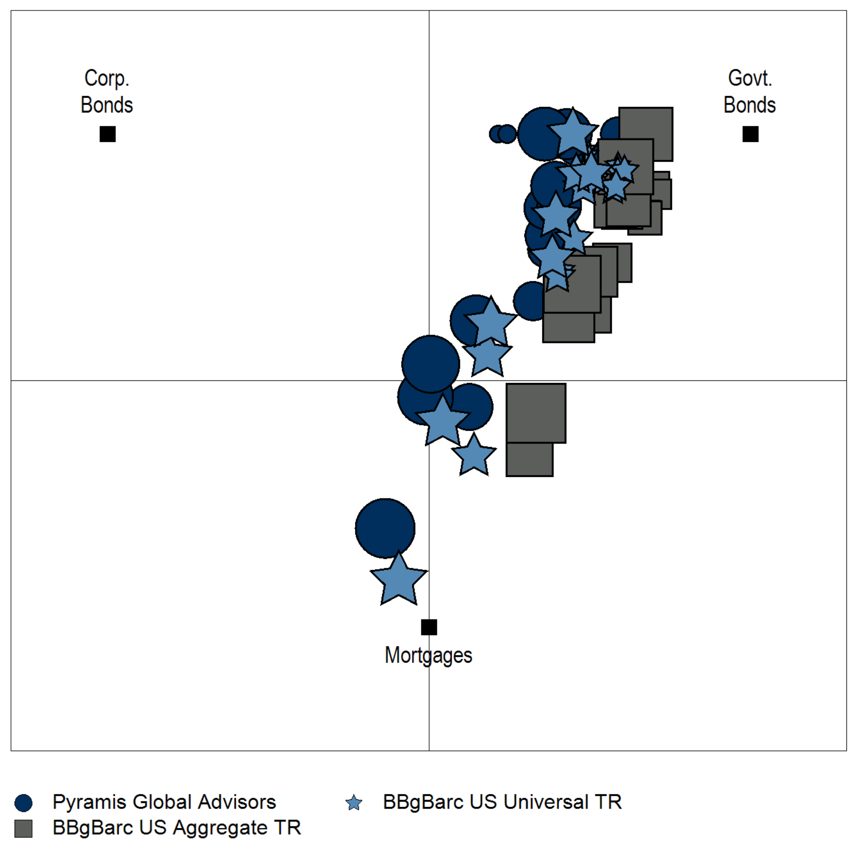
Pyramis Global Advisors vs. eV All US Fixed Inc Net



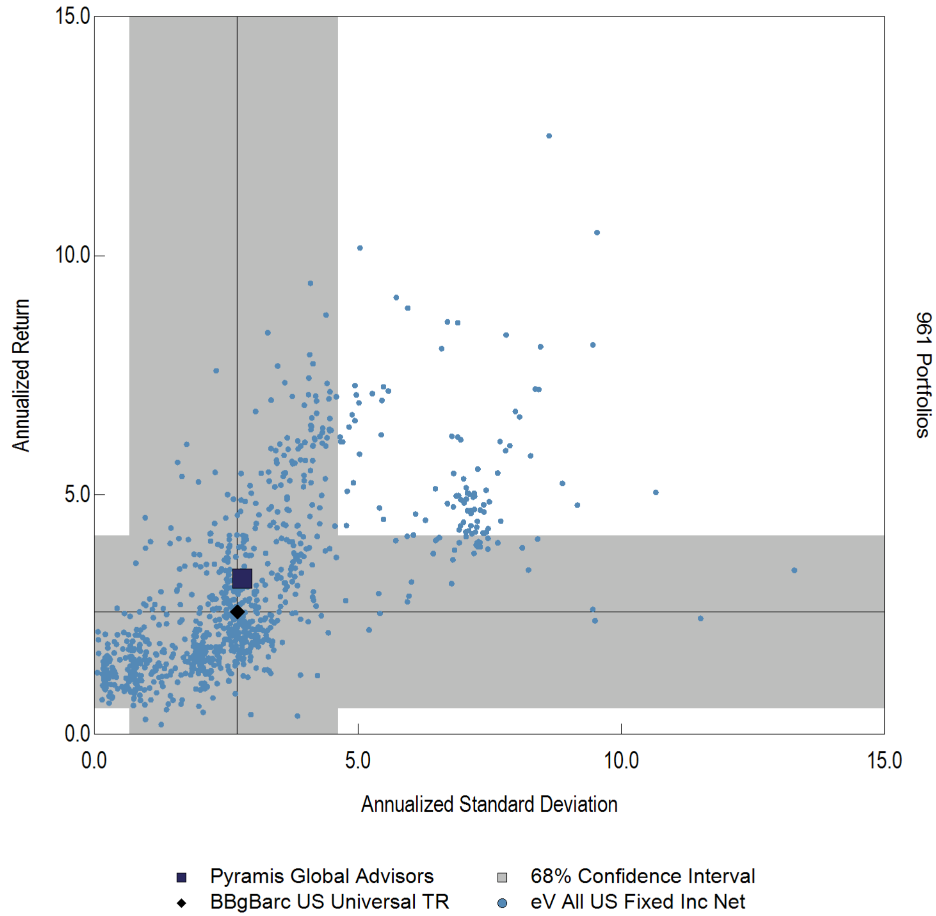
Return (Rank)

	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	1.99	1.99	1.99	6.44	5.49	6.21	10.1	1.99	11.6	14.1	2.71	6.49
25th Percentile	1.26	1.27	1.27	4.00	3.35	4.07	6.73	1.27	6.55	7.13	1.03	4.94
Median	0.62	0.21	0.21	2.34	2.53	2.60	4.23	0.21	3.91	3.25	0.42	3.90
75th Percentile	-0.71	-1.50	-1.50	1.59	1.66	1.67	2.84	-1.50	2.19	1.55	-1.12	3.00
95th Percentile	-5.05	-5.36	-5.36	0.99	0.80	0.65	0.93	-5.36	0.88	0.05	-4.71	1.47
# of Portfolios	1,00	1,00	1,00	961	895	827	685	1,00	1,13	1,03	827	591
● Pyramis Global Advisors	0.68 (49)	-0.28 (60)	-0.28 (60)	3.25 (34)	3.20 (30)	3.26 (39)	5.91 (33)	-0.28 (60)	4.65 (40)	5.48 (34)	0.14 (60)	4.67 (30)
▲ BBgBarc US Universal TR	1.17 (30)	-0.26 (59)	-0.26 (59)	2.56 (45)	2.72 (42)	2.53 (51)	4.06 (53)	-0.26 (59)	4.09 (48)	3.91 (44)	0.43 (50)	4.04 (46)

3 Year Style Map

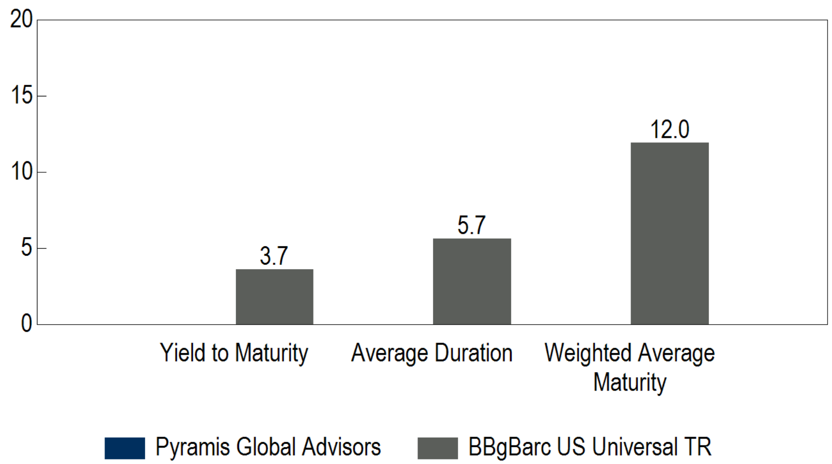


3 Year Risk/Return

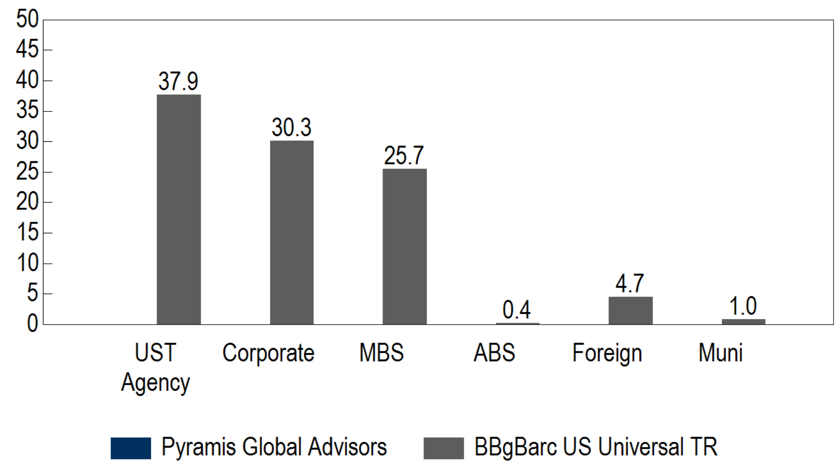


RAYMOND JAMES®

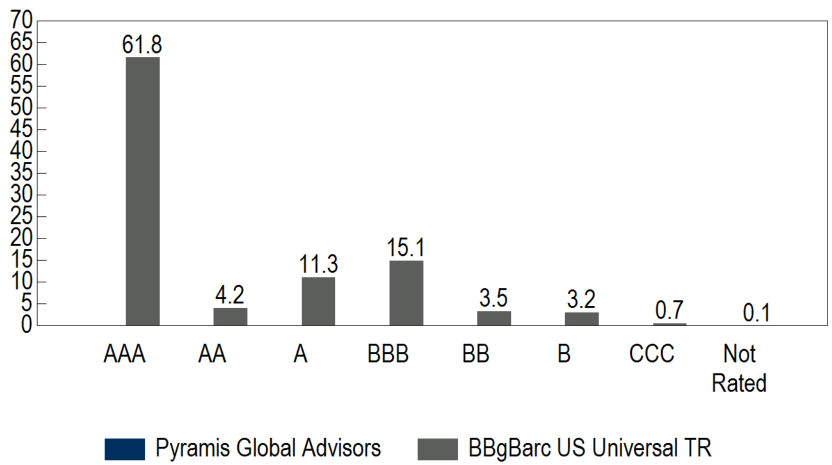
Fixed Income Characteristics



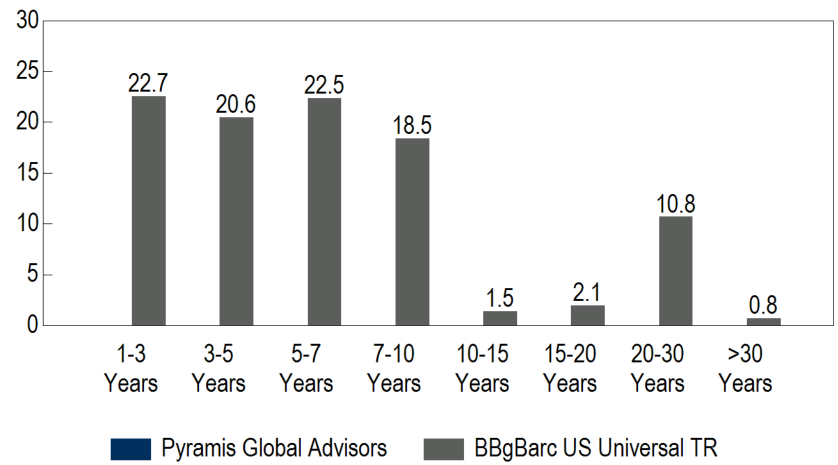
US Sector Allocation



Credit Quality Allocation



Maturity Allocation



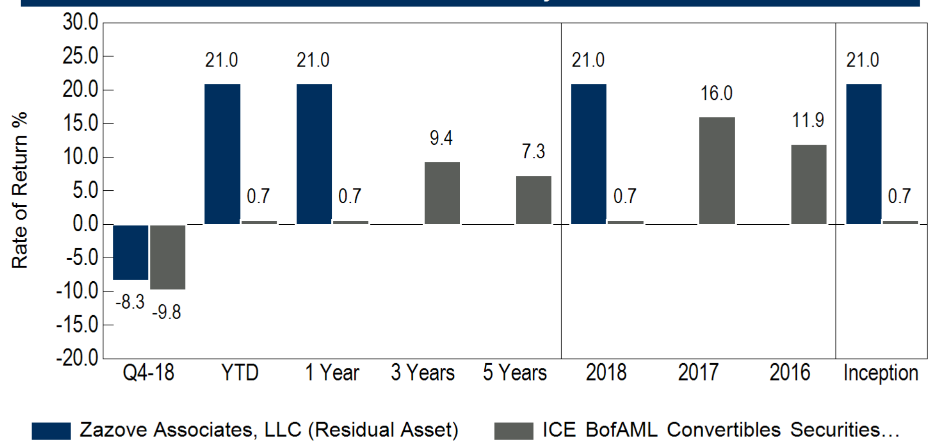
Zazove Associates, LLC (Residual Asset)

As of December 31, 2018

Account Information

Account Name	Zazove Associates, LLC (Residual Asset)
Account Structure	Separate Account
Investment Style	Active
Inception Date	12/31/17
Account Type	Fixed
Benchmark	ICE BofAML Convertibles Securities TR
Universe	eV US Core Fixed Inc Net

Return Summary



Year Ending 2018 Risk/Return Statistics

	Zazove Associates, LLC (Residual Asset)	ICE BofAML Convertibles Securities TR
RETURN SUMMARY STATISTICS		
Number of Periods	12	12
Maximum Return	7.55	4.29
Minimum Return	-11.07	-6.41
Annualized Return	20.97	0.68
Total Return	20.97	0.68
Annualized Excess Return Over Risk Free	19.11	-1.19
Annualized Excess Return	20.30	0.00
RISK SUMMARY STATISTICS		
Beta	0.99	1.00
Upside Deviation	7.73	6.38
Downside Deviation	16.39	9.88
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	18.33	10.95
Alpha	1.63	0.00
Sharpe Ratio	1.04	-0.11
Excess Return Over Market / Risk	1.11	0.00
Tracking Error	14.77	0.00
Information Ratio	1.37	--
CORRELATION STATISTICS		
R-Squared	0.35	1.00
Correlation	0.59	1.00

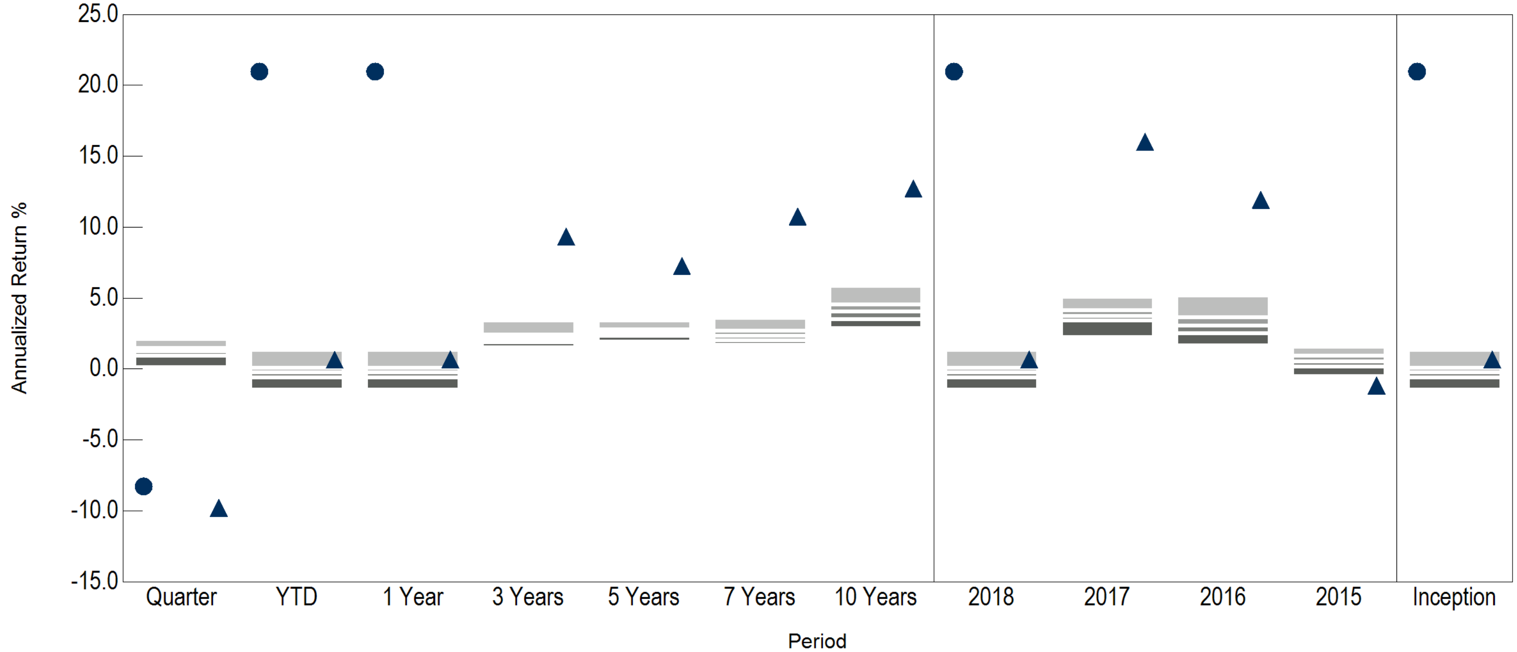
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 12/31/17
Beginning Market Value	$30,359	$0	$0	--
Contributions	$0	$25,895	$25,895	$25,895
Withdrawals	-$2	-$3,266	-$3,266	-$3,266
Net Cash Flow	-$2	-$1,645	-$1,645	-$1,645
Net Investment Change	-$2,513	$29,489	$29,489	$29,489
Ending Market Value	$27,844	$27,844	$27,844	$27,844

Zazove Associates, LLC (Residual Asset)

As of December 31, 2018

Zazove Associates, LLC (Residual Asset) vs. eV US Core Fixed Inc Net

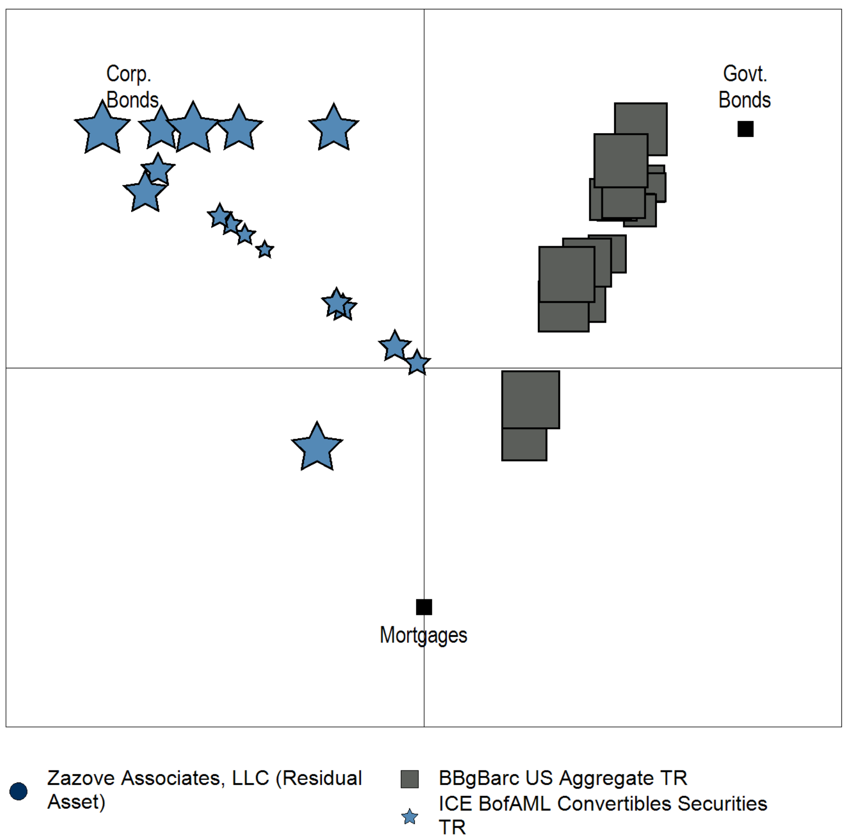


Return (Rank)	Quarter		YTD		1 Year		3 Years		5 Years		7 Years		10 Years		2018		2017		2016		2015		Inception	
5th Percentile	2.09		1.33		1.33		3.40		3.41		3.57		5.83		1.33		5.07		5.17		1.57		1.33	
25th Percentile	1.49		0.11		0.11		2.47		2.84		2.75		4.60		0.11		4.19		3.66		0.98		0.11	
Median	1.27		-0.21		-0.21		2.19		2.56		2.38		4.08		-0.21		3.78		3.09		0.55		-0.21	
75th Percentile	0.97		-0.55		-0.55		1.93		2.36		2.06		3.53		-0.55		3.43		2.54		0.20		-0.55	
95th Percentile	0.14		-1.40		-1.40		1.55		1.96		1.76		2.92		-1.40		2.27		1.67		-0.48		-1.40	
# of Portfolios	129		129		129		125		121		116		105		129		141		132		109		129	
● Zazove Associates, LLC (Residual Asset)	-8.28	(99)	20.9	(1)	20.9	(1)	--	(--)	--	(--)	--	(--)	--	(--)	20.9	(1)	--	(--)	--	(--)	--	(--)	20.9	(1)
▲ ICE BofAML Convertibles Securities TR	-9.78	(99)	0.68	(11)	0.68	(11)	9.35	(1)	7.29	(1)	10.7	(1)	12.7	(1)	0.68	(11)	16.0	(1)	11.9	(1)	-1.15	(98)	0.68	(11)

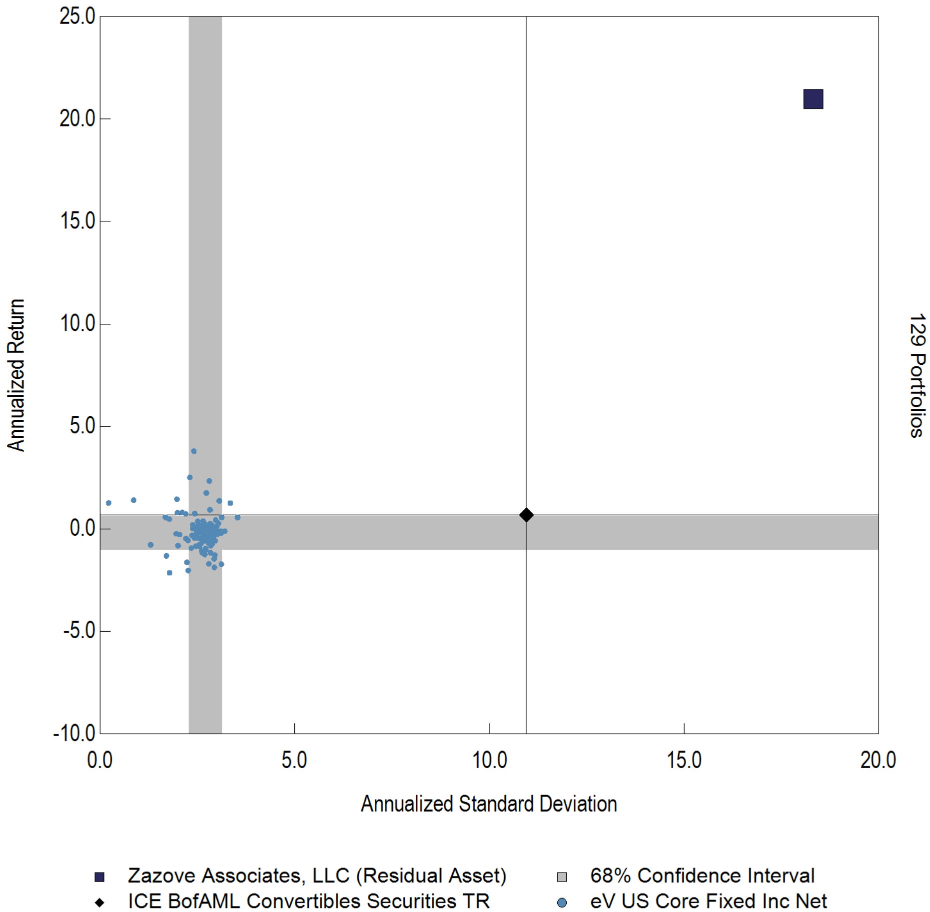
Zazove Associates, LLC (Residual Asset)

As of December 31, 2018

3 Year Style Map



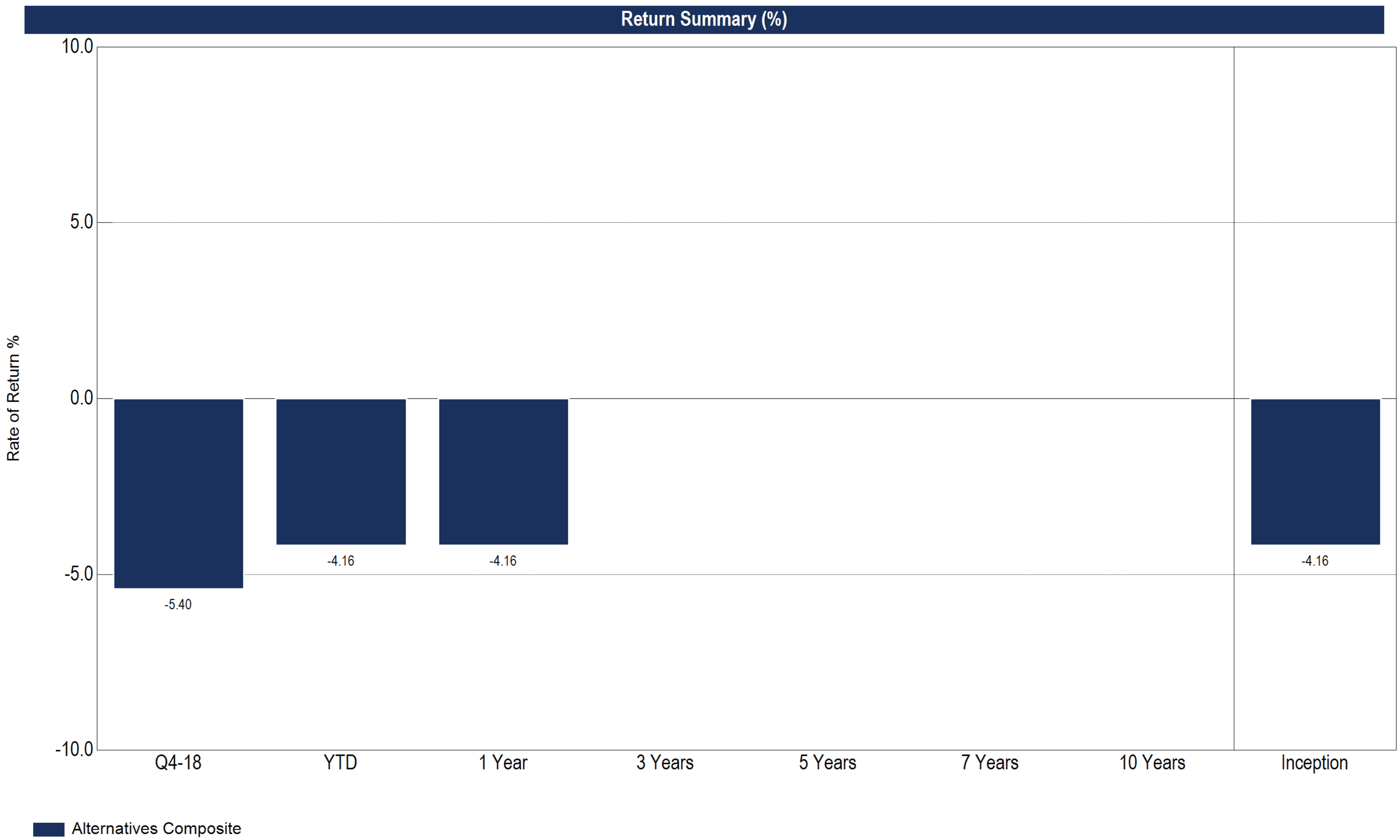
Year Ending 2018 Risk/Return



Alternatives Composite Investment Analysis

Alternatives Composite Performance

As of December 31, 2018



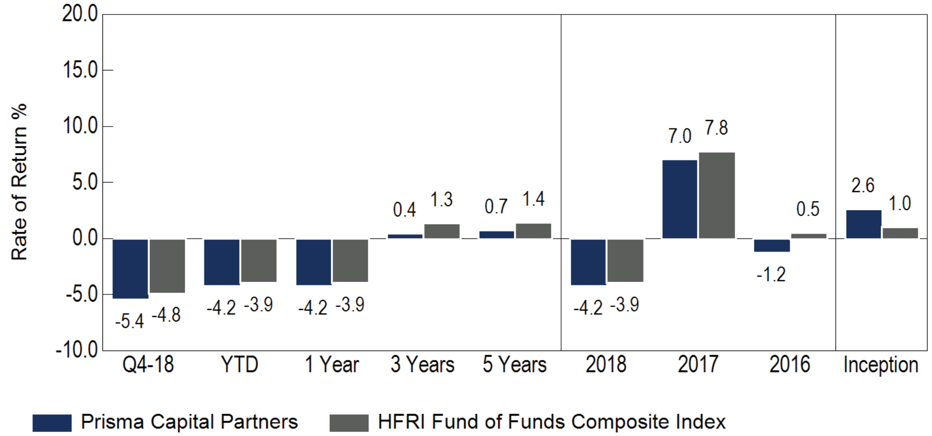
Prisma Capital Partners

As of December 31, 2018

Account Information

Account Name	Prisma Capital Partners
Account Structure	Hedge Fund
Investment Style	Active
Inception Date	5/01/07
Account Type	Marketable Alternatives
Benchmark	HFRI Fund of Funds Composite Index
Universe	Commodities Broad Basket MStar MF

Return Summary



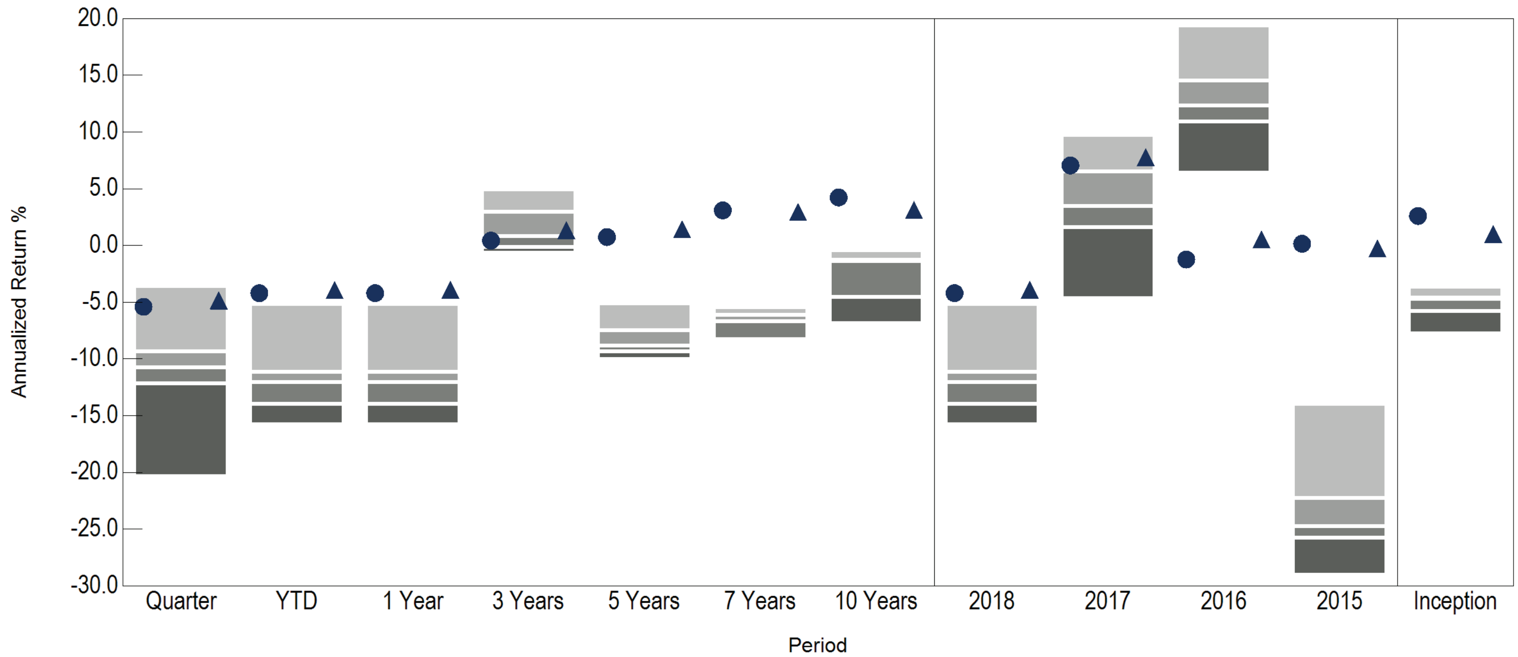
3 Year Risk/Return Statistics

	Prisma Capital Partners	HFRI Fund of Funds Composite Index
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	3.98	2.33
Minimum Return	-3.08	-2.88
Annualized Return	0.42	1.34
Total Return	1.28	4.08
Annualized Excess Return Over Risk Free	-0.57	0.35
Annualized Excess Return	-0.92	0.00
RISK SUMMARY STATISTICS		
Beta	1.14	1.00
Upside Deviation	2.77	1.71
Downside Deviation	3.56	3.34
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	4.60	3.67
Alpha	-0.09	0.00
Sharpe Ratio	-0.12	0.10
Excess Return Over Market / Risk	-0.20	0.00
Tracking Error	1.99	0.00
Information Ratio	-0.46	--
CORRELATION STATISTICS		
R-Squared	0.83	1.00
Correlation	0.91	1.00

Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Three Years	Five Years	Ten Years	Inception 5/1/07
Beginning Market Value	$18,269,093	$20,968,736	$20,968,736	$21,009,019	$20,511,668	$10,704,574	$11,899,960
Contributions	$0	$2,551,000	$2,551,000	$2,551,000	$2,551,000	$2,551,000	$2,551,000
Withdrawals	-$310,810	-$3,179,464	-$3,179,464	-$3,179,464	-$3,179,464	-$3,179,464	-$3,179,464
Net Cash Flow	-$310,810	-$2,868,634	-$2,868,634	-$2,868,634	-$2,868,634	-$2,868,634	-$2,868,634
Net Investment Change	-$979,163	-$1,120,983	-$1,120,983	-$1,161,265	-$663,914	$9,143,180	$7,947,794
Ending Market Value	$16,979,120	$16,979,120	$16,979,120	$16,979,120	$16,979,120	$16,979,120	$16,979,120

Prisma Capital Partners vs. Commodities Broad Basket MStar MF

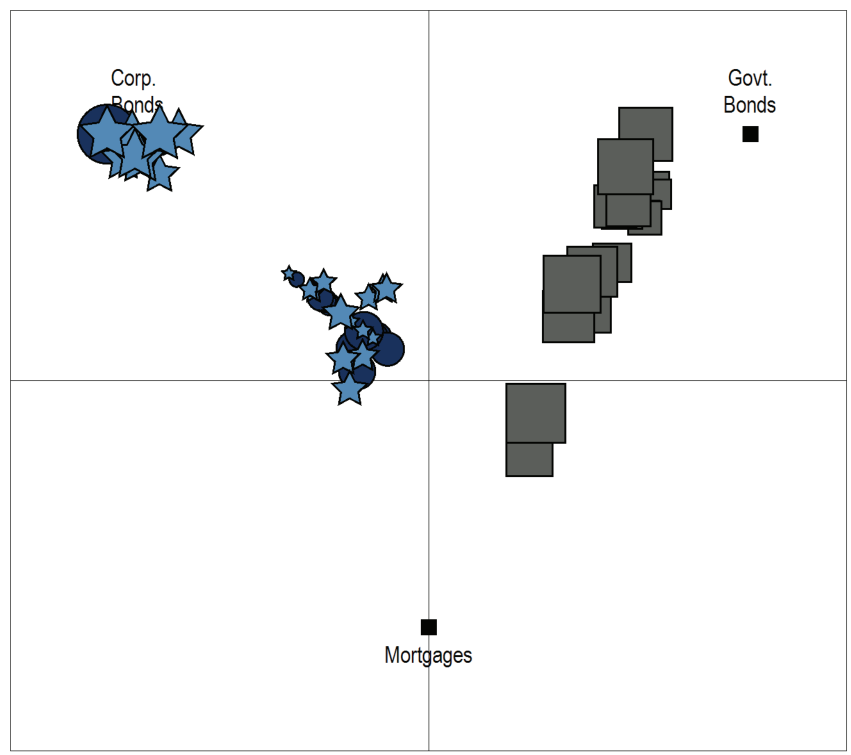


Return (Rank)	Quarter		YTD		1 Year		3 Years		5 Years		7 Years		10 Years		2018		2017		2016		2015		Inception	
5th Percentile	-3.61		-5.21		-5.21		4.90		-5.14		-5.45		-0.43		-5.21		9.71		19.3		-13.9		-3.68	
25th Percentile	-9.33		-11.1		-11.1		2.99		-7.43		-6.06		-1.21		-11.1		6.56		14.5		-22.2		-4.56	
Median	-10.7		-12.0		-12.0		0.86		-8.82		-6.64		-1.36		-12.0		3.53		12.3		-24.7		-4.68	
75th Percentile	-12.1		-13.9		-13.9		-0.10		-9.28		-8.25		-4.53		-13.9		1.67		10.9		-25.7		-5.75	
95th Percentile	-20.3		-15.7		-15.7		-0.60		-9.98		-8.48		-6.83		-15.7		-4.60		6.41		-29.0		-7.71	
# of Portfolios	33		33		33		32		29		25		7		33		32		36		37		6	
● **Prisma Capital Partners**	-5.41	(10)	-4.21	(5)	-4.21	(5)	0.42	(57)	0.73	(1)	3.09	(1)	4.23	(1)	-4.21	(5)	7.05	(17)	-1.24	(99)	0.15	(1)	2.60	(1)
▲ **HFRI Fund of Funds Composite Index**	-4.85	(9)	-3.92	(5)	-3.92	(5)	1.34	(36)	1.42	(1)	2.94	(1)	3.13	(1)	-3.92	(5)	7.77	(15)	0.51	(99)	-0.27	(1)	1.01	(1)

Prisma Capital Partners

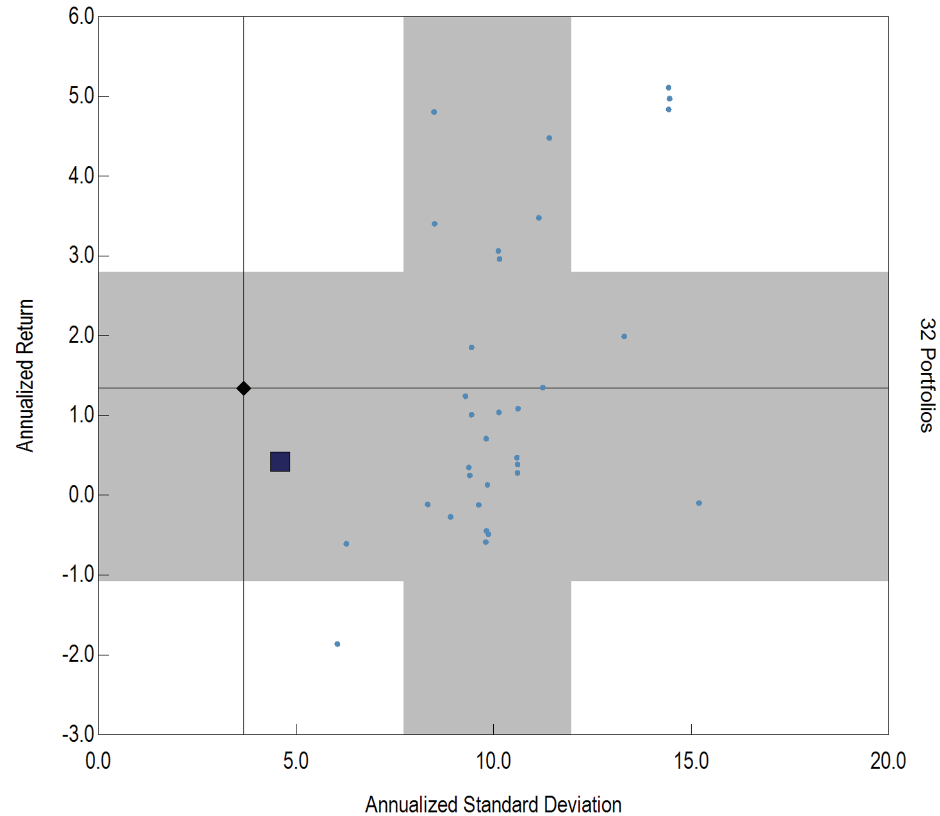
As of December 31, 2018

3 Year Style Map



Prisma Capital Partners
BBgBarc US Aggregate TR
HFRI Fund of Funds Composite Index

3 Year Risk/Return



Prisma Capital Partners
HFRI Fund of Funds Composite Index
68% Confidence Interval
Commodities Broad Basket MStar MF

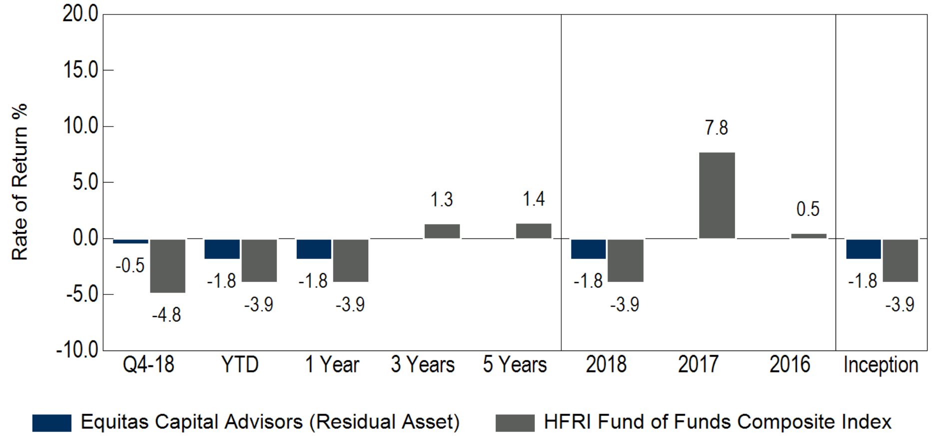
Equitas Capital Advisors (Residual Asset)

As of December 31, 2018

Account Information

Account Name	Equitas Capital Advisors (Residual Asset)
Account Structure	Hedge Fund
Investment Style	Active
Inception Date	1/01/18
Account Type	Marketable Alternatives
Benchmark	HFRI Fund of Funds Composite Index
Universe	

Return Summary



Year Ending 2018 Risk/Return Statistics

	Equitas Capital Advisors (Residual Asset)	HFRI Fund of Funds Composite Index
RETURN SUMMARY STATISTICS		
Number of Periods	12	12
Maximum Return	-0.10	2.33
Minimum Return	-0.23	-2.88
Annualized Return	-1.82	-3.92
Total Return	-1.82	-3.92
Annualized Excess Return Over Risk Free	-3.69	-5.78
Annualized Excess Return	2.09	0.00
RISK SUMMARY STATISTICS		
Beta	0.00	1.00
Upside Deviation	--	3.18
Downside Deviation	0.15	3.37
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	0.15	4.52
Alpha	-0.15	0.00
Sharpe Ratio	-23.90	-1.28
Excess Return Over Market / Risk	13.57	0.00
Tracking Error	4.54	0.00
Information Ratio	0.46	--
CORRELATION STATISTICS		
R-Squared	0.01	1.00
Correlation	-0.09	1.00

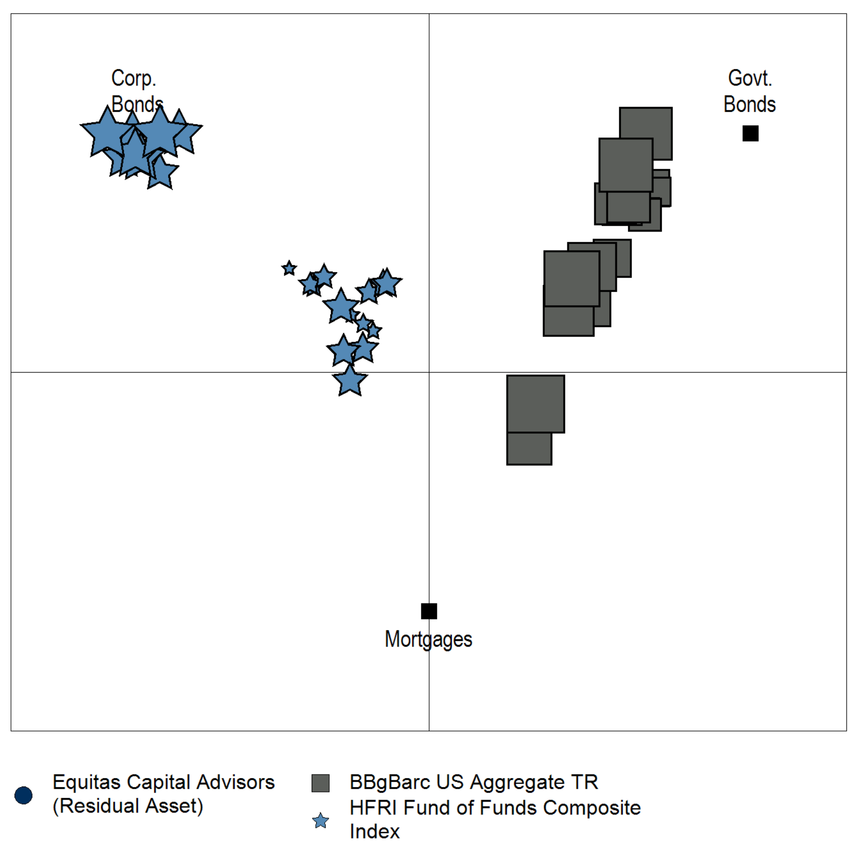
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Inception 1/1/18
Beginning Market Value	$22,377	$0	$0	$0
Contributions	$0	$22,687	$22,687	$22,687
Withdrawals	-$3,488	-$3,488	-$3,488	-$3,488
Net Cash Flow	-$3,488	-$3,488	-$3,488	-$3,488
Net Investment Change	-$93	$22,284	$22,284	$22,284
Ending Market Value	$18,796	$18,796	$18,796	$18,796

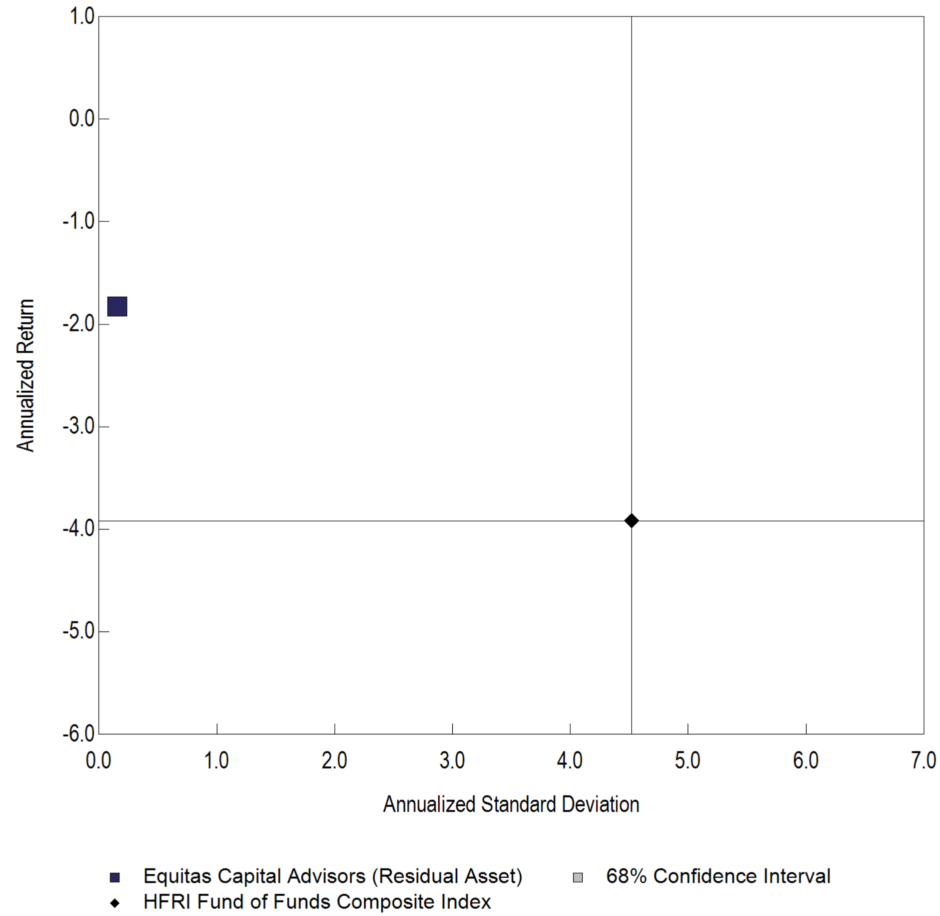
Equitas Capital Advisors (Residual Asset)

As of December 31, 2018

3 Year Style Map



Year Ending 2018 Risk/Return

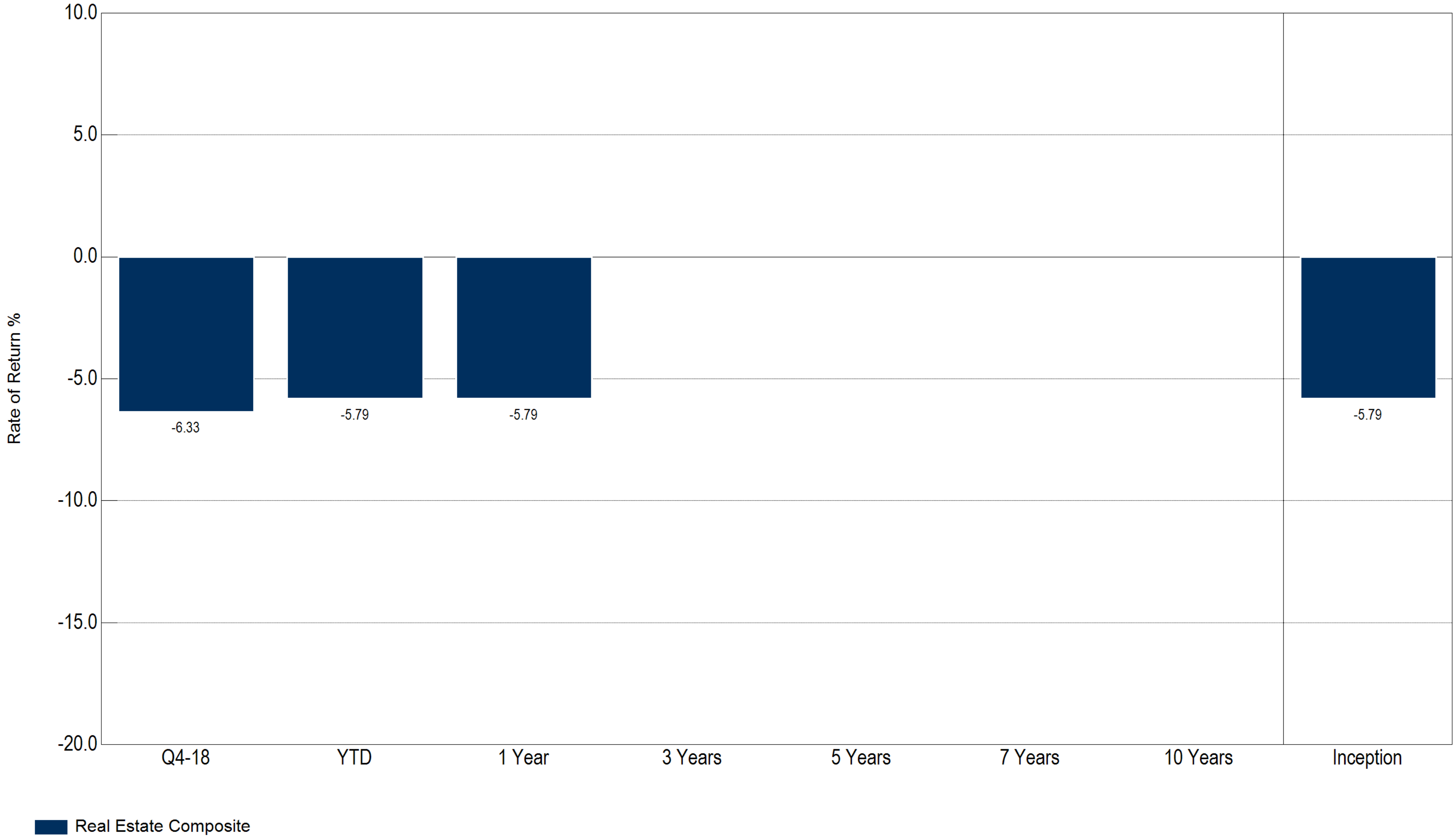


Real Estate Composite Investment Analysis

Real Estate Composite Performance

As of December 31, 2018

Return Summary (%)



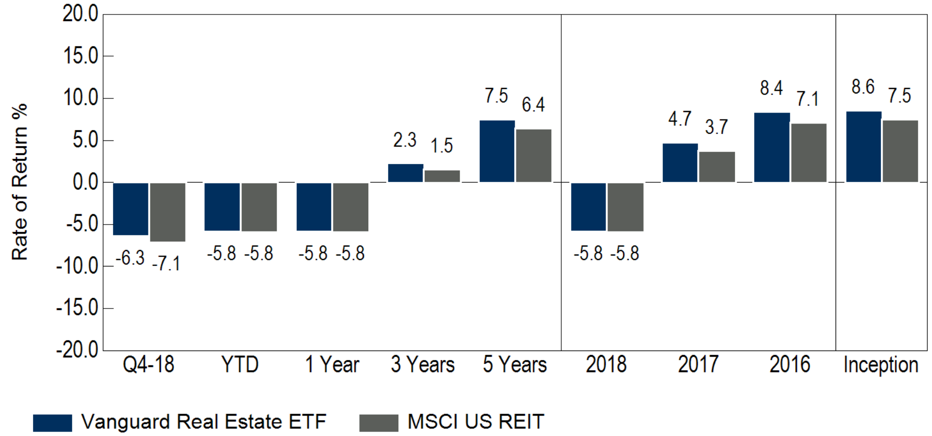
Vanguard Real Estate ETF

As of December 31, 2018

Account Information

Account Name	Vanguard Real Estate ETF
Account Structure	Separate Account
Investment Style	Passive
Inception Date	5/01/10
Account Type	Real Estate
Benchmark	MSCI US REIT
Universe	eV US REIT Net

Return Summary



3 Year Risk/Return Statistics

	Vanguard Real Estate ETF	MSCI US REIT
RETURN SUMMARY STATISTICS		
Number of Periods	36	36
Maximum Return	10.44	10.10
Minimum Return	-7.84	-8.38
Annualized Return	2.27	1.53
Total Return	6.97	4.67
Annualized Excess Return Over Risk Free	1.28	0.54
Annualized Excess Return	0.74	0.00
RISK SUMMARY STATISTICS		
Beta	0.99	1.00
Upside Deviation	8.83	8.28
Downside Deviation	8.29	8.48
RISK/RETURN SUMMARY STATISTICS		
Annualized Standard Deviation	13.49	13.55
Alpha	0.06	0.00
Sharpe Ratio	0.10	0.04
Excess Return Over Market / Risk	0.05	0.00
Tracking Error	0.80	0.00
Information Ratio	0.92	--
CORRELATION STATISTICS		
R-Squared	1.00	1.00
Correlation	1.00	1.00

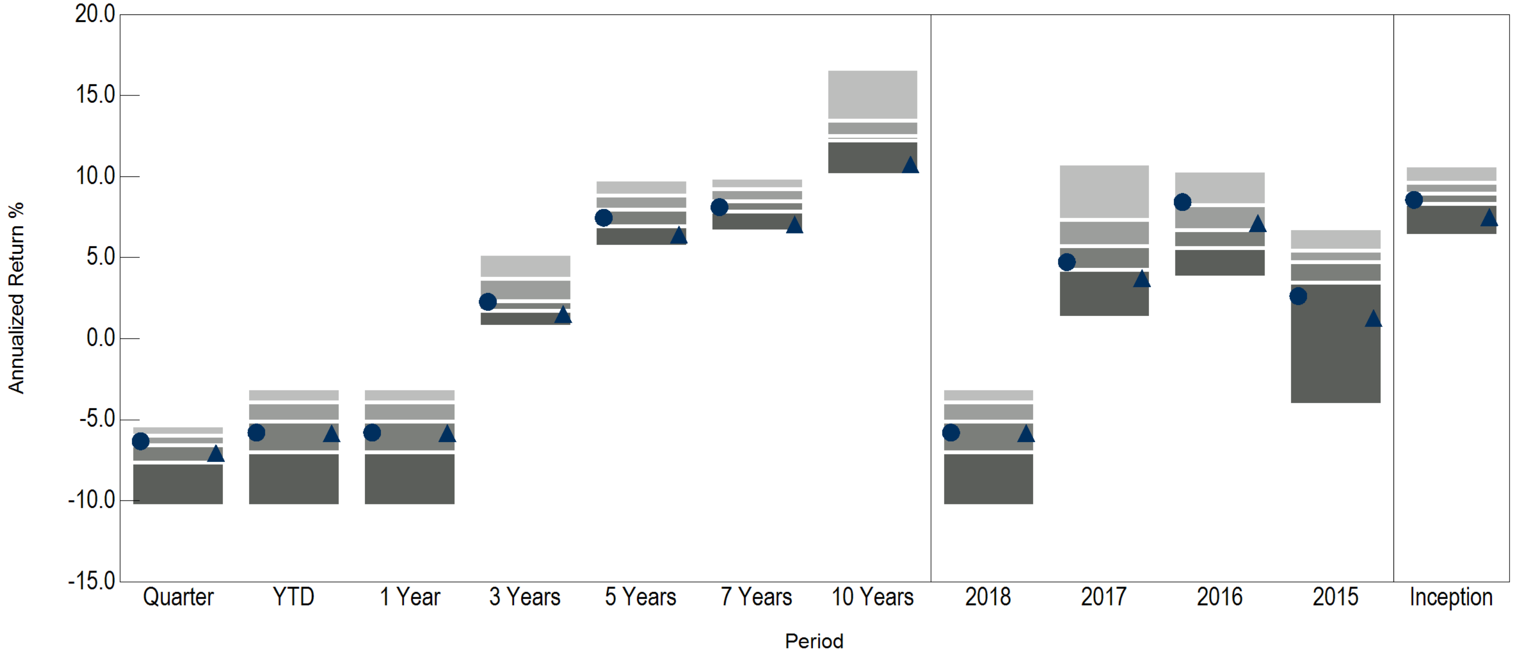
Summary Of Cash Flows

	Fourth Quarter	Year-To-Date	One Year	Three Years	Five Years	Inception 5/1/10
Beginning Market Value	$7,011,374	$7,220,189	$7,220,189	$4,295,037	$3,485,762	$3,208,661
Contributions	$0	$0	$0	$0	$0	$0
Withdrawals	-$100,317	-$343,563	-$343,563	-$343,563	-$343,563	-$343,563
Net Cash Flow	-$100,317	-$167,996	-$167,996	-$167,996	-$167,996	-$167,996
Net Investment Change	-$437,460	-$578,596	-$578,596	$2,346,555	$3,155,830	$3,432,931
Ending Market Value	$6,473,597	$6,473,597	$6,473,597	$6,473,597	$6,473,597	$6,473,597

Vanguard Real Estate ETF

As of December 31, 2018

Vanguard Real Estate ETF vs. eV US REIT Net



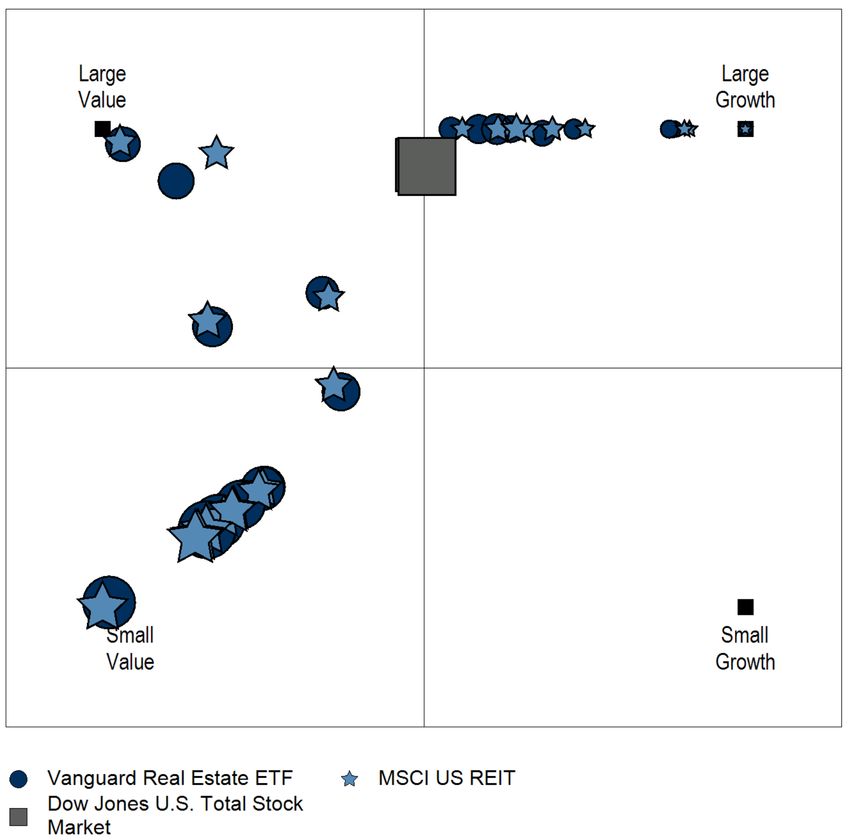
Return (Rank)	Quarter	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	2018	2017	2016	2015	Inception
5th Percentile	-5.38	-3.09	-3.09	5.21	9.78	9.91	16.6	-3.09	10.7	10.3	6.81	10.6
25th Percentile	-5.98	-3.91	-3.91	3.72	8.86	9.24	13.4	-3.91	7.35	8.27	5.46	9.65
Median	-6.56	-5.10	-5.10	2.32	7.99	8.49	12.5	-5.10	5.74	6.73	4.76	8.96
75th Percentile	-7.63	-7.00	-7.00	1.73	6.95	7.86	12.2	-7.00	4.28	5.61	3.46	8.33
95th Percentile	-10.3	-10.2	-10.2	0.75	5.70	6.62	10.1	-10.2	1.31	3.78	-4.07	6.37
# of Portfolios	32	32	32	30	28	27	25	32	36	31	26	26
● **Vanguard Real Estate ETF**	-6.33 (33)	-5.79 (59)	-5.79 (59)	2.27 (51)	7.46 (71)	8.11 (68)	-- (--)	-5.79 (59)	4.73 (65)	8.42 (19)	2.62 (86)	8.56 (73)
▲ **MSCI US REIT**	-7.05 (63)	-5.83 (60)	-5.83 (60)	1.53 (79)	6.43 (87)	7.05 (89)	10.7 (93)	-5.83 (60)	3.74 (85)	7.14 (37)	1.28 (89)	7.50 (88)

RAYMOND JAMES®

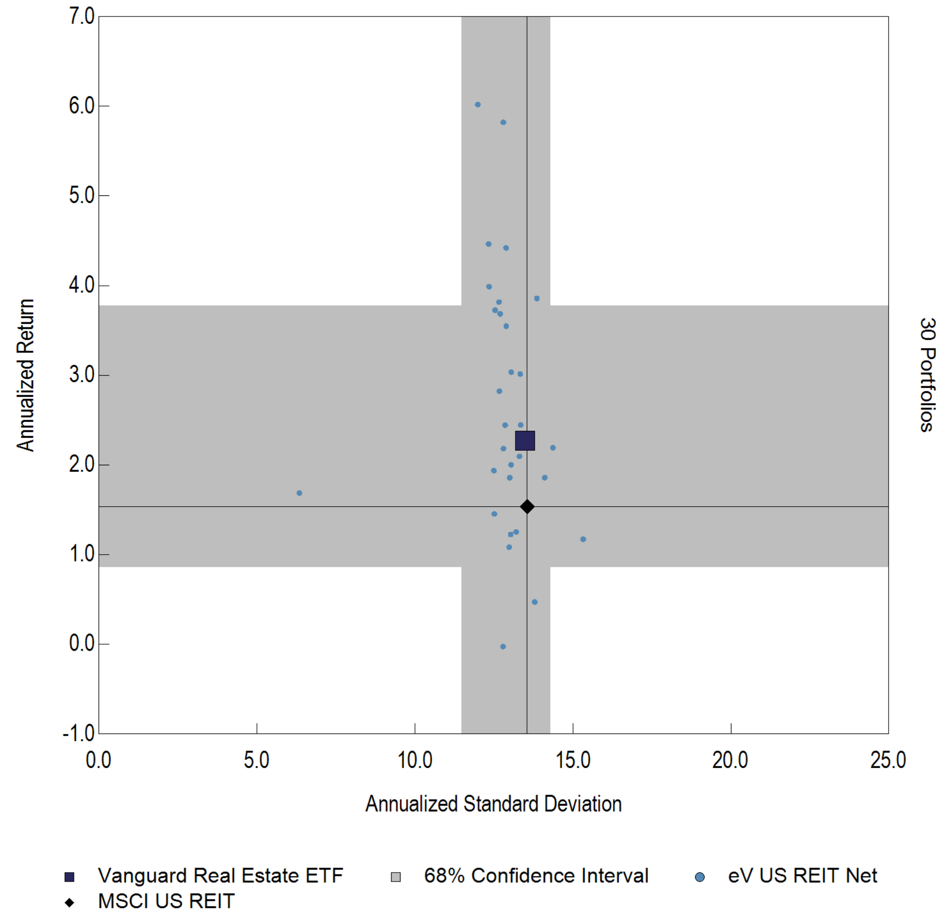
Vanguard Real Estate ETF

As of December 31, 2018

3 Year Style Map



3 Year Risk/Return



IMPORTANT DISCLOSURES

This information is provided for your convenience, but should not be used as a substitute for your account's monthly statements and trade confirmations. Material is provided for informational purposes only and does not constitute a recommendation. It has been gathered in a manner which we believe to be reliable, but accuracy is not guaranteed. It is not intended as tax advice. Past performance does not guarantee future results.

Diversification and strategic asset allocation does not ensure a profit or protect against a loss. No investment strategy can guarantee success. Investments are subject to market risk, including possible loss of principal.

Investing in small and mid-cap stocks are riskier investments which include price volatility, less liquidity and the threat of competition. International investing involves additional risks such as currency fluctuations, differing financial accounting standards and possible political and economic instability. These risks are greater in emerging markets. Alternative investment strategies involve greater risks and are only appropriate for the most sophisticated, knowledgeable and wealthiest of investors. Managed futures involve specific risks that maybe greater than those associated with traditional investments and may be offered only to clients who meet specific suitability requirements, including minimum net worth tests. ou should consider the special risks with alternative investments including limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Commodities are generally considered speculative because of the significant potential for investment loss. REITs are financial vehicles that pool investors' capital to purchase or finance real estate. REITs involve risks such as refinancing, economic conditions in the real estate industry, changes in property values and dependency on real estate management.

Alternative investments such as Hedge Funds involve substantial risks that may be greater than those associated with traditional investments and are not suitable for all investors. They may be offered only to clients who meet specific suitability requirements, including minimum-net-worth tests. These risks include, but are not limited to, limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Investors should only invest in hedge funds if they do not require a liquid investment and can bear the risk of substantial losses. There is no assurance that any investment will meet its investment objectives or that substantial losses will be avoided. Investors should carefully review any offering materials or prospectuses prior to investing. A Non marketable security is typically a debt security, that is difficult to buy or sell due to the fact that they are not traded on any normal, major secondary market exchanges. Such securities, if traded in any secondary market, are usually only bought and sold through private transactions or in an over-the-counter (OTC) market. For the holder of a non-marketable security, finding a buyer can be difficult, and some non-marketable securities cannot be resold at all because government regulations prohibit any resale.

Performance: Performance results are annualized for time periods greater than one year and include all cash and cash equivalents, realized and unrealized capital gains and losses, and dividends, interest and income. The investment results depicted herein represent historical performance. As a result of recent market activity, current performance may vary from the figures shown. Please contact your Financial Advisor for up to date performance information.

Indices: Raymond James reserve the right to change the indices at any time. Benchmark indices and blends included in this material are for informational purposes only, are provided solely as a comparison tool and may not reflect the underlying composition and/or investment objective(s) associated with the account(s). In some circumstances, the benchmark index may not be an appropriate benchmark for use with the specific composite portfolio. For instance, an index may not take into consideration certain changes that may have occurred in the portfolio since the inception of the account(s), (e.g., changes from a brokerage to an advisory account or from one advisory program to another, asset class changes, or index changes for individual managers). The volatility of the index used for comparison may be materially different from that of the performance shown. Indices are unmanaged and not available for direct investment. Index returns do not take into account fees or other charges. Such fees and charges would reduce performance. Please see the Benchmark Definitions section of this material for additional information on the indices used for comparison.

Performance Inception Month End: Performance Inception Month End refers to performance calculated from the end of the month in which the accounts became eligible for performance. Calculating performance from the Performance Inception Month End allows for a comparison to be made to appropriate benchmarks. Performance Inception Month End does not necessarily correspond to the account opening date.

Realized/Unrealized Gain/Loss: The gain and loss information is provided for informational purposes only, may not be complete, is not a substitute 1099 form (or any other appropriate tax form), and should not be used for tax planning or preparation. Gain and loss values are estimates and should be independently verified. We are not responsible for any gain and loss information provided by you or another financial institution. ou are responsible for ensuring the accuracy of such information.

Projected 12 Month Income: Projected Next 12 Months income includes cash income such as interest and cash dividends, based on current yields and may include income from Raymond James & Associates, Inc. and externally held accounts where data is available. These are projections based on historical data and the actual income may be lower or higher than the projections. Raymond James & Associates, Inc. member New ork Stock Exchange/SIPC. Investment advisory services offered through Raymond James & Associates.

Investors should consider the investment objectives, risks, charges and expenses of an investment company carefully before investing. The prospectus contains this and other information and should be read carefully before investing. The prospectus is available from your investment professional.

Index Descriptions

It is not possible to invest directly in an index.

31 Day T-Bills – The average discount rate at which the US government is issuing short term-debt.
Barclays Municipal Bond: 1-10 ear Blend - A component of the Barclays Capital Municipal Bond Index with municipal bonds in the 1-10 year blend (1-12) maturity range.
Barclays 1-5 Government/Credit - Barclays 1-5 ear Government/Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar-denominated bonds that have maturities of between 1 and 5 years and are publicly issued.
Barclays 1-5 ear Government - An inclusion of securities within the Barclays Government Index that have a maturity range from 1 up to (but not including) 5 years.
Barclays 1-5 yr Treasury - The 1-5 year component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 1 year (but not including) 5 years.
Barclays Credit 1-3 ear - Barclays 1-5 ear Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar denominated bonds that have maturities of between 1 and 3 years and are publicly issued.
Barclays U.S. Government/Credit (BCGC) - The Government/Credit component of the U.S. Aggregate. The government portion includes treasuries (public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (publicly issued debt of the U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit portion includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Must be a publicly issued, dollar-denominated and non-convertible, U.S. Government or Investment Grade Credit security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least $250 million.
Barclays Intermediate U.S. Government/Credit (BCIGC) - The intermediate component of the Barclays Capital Government/Credit Index with securities in the maturity range from 1 up to (but not including) 10 years.
Barclays Global Aggregate - The index is designed to be a broad based measure of the global investment-grade, fixed rate, fixed income corporate markets. The major components of this index are the US Aggregate, Pan-European Aggregate, and the Asian-Pacific Aggregate Indices. The index also includes Eurodollar and Euro- en corporate bonds, Canadian government, agency and corporate securities.
Barclays Global Aggregate Intermediate - The intermediate component of the Barclays Global Aggregate index with securities in the maturity range from 1 up to (but not including) 10 years.
Barclays U.S. Government: Intermediate - The intermediate component of the Barclays Capital U.S. Government Index with securities in the maturity range from 1 up to (but not including) 10 years.
Barclays U.S. Government: Long - The long component of the Barclays Capital U.S. Government Index with securities in the maturity range from 10 years or more.
Barclays LT Muni - A component of the Barclays Capital Municipal Bond Index with municipal bonds with a maturity range greater than 20 years.
Barclays Municipal Bond Index - A rules-based, market-value weighted index that is engineered for the long-term tax-exempt bond market. Bonds must be rated investment-grade (Baaa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch. The bonds must be fixed rate, have a dated-date after December 31, 1990, have an outstanding par value of at least $7million, and be issued as part of a transaction of at least $75 million. The four main sectors of the index are: general obligation bonds, revenue bonds, insured bonds (including all insured bonds with a Aaa/AAA rating), and prefunded bonds. Remarketed issues, taxable municipal bonds, floating rate bonds, and derivatives, are excluded from the benchmark.
Barclays U.S. Treasury - A component of the U.S. Government Index. Must be publicly issued, dollar-denominated and non-convertible, fixed rate (although it may carry a coupon that steps up or changes according to a predetermined schedule) U.S. Treasury security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least $250 million.
Barclays U.S. Treasury: Intermediate (BCIT) - The intermediate component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 1 year (but not including) 10 years.
Barclays U.S. Treasury: Long - The long component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 10 years or more.
Barclays U.S. Treasury: U.S. TIPS - Comprised of Inflation-Protection securities issued by the U.S. Treasury. Must be a fixed rate, publicly issued U.S. Treasury Inflation Note that is dollar-denominated and non-convertible. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; have at least one year to final maturity, and have an outstanding par value amount of at least $250 million.
Barclays High ield Composite BB - A component of the Barclays U.S. Corporate High ield Bond Index with bonds in the BB or better.
Citigroup 1-3 ear U.S. Treasury - Component of the Citigroup U.S. Treasury that measures total returns for U.S. Treasuries with a maturity between 1-3 years.
Citigroup 3 Month U.S. Treasury Bill - This index measures monthly return equivalents of yield averages that are not marked to market. The Three-Month Treasury Bill Indices consist of the last three three-month Treasury bill issues.
Citigroup World Government Bond - Citigroup World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating.
Citigroup World Government Bond ex US – Similar to the Citigroup World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating but excludes bonds from the United States.

Consumer Price Index - All Urban Consumers (CPI-U) - As an economic indicator, and as the most widely used measure of inflation, the Consumer Price Index (CPI) is an indicator of the effectiveness of government policy, and as a guide in making economic decisions for business executives, labor leaders, and other private citizens. Published on a monthly basis by the U.S. Bureau of Labor Statistics (BLS), the CPI is a measure of the average change in prices over time of goods and services purchased by households. CPI for All Urban Consumers (CPI-U) encompasses approximately 87 percent of the total U.S. population which includes, in addition to wage earner and clerical worker households, groups such as professional, managerial, and technical workers, the self-employed, short-term workers, the unemployed, and retires and others not in the labor force.

Dow Jones UBS Commodity - Provides a diversified representation of commodity markets as an asset class. The index is comprised of exchange-traded futures on physical commodities; representing 19 commodities which are weighted for economic significance and market liquidity. To promote diversification, weighting restrictions are placed on individual commodities and commodity groups.

FTSE NAREIT U.S. Real Estate - All REITs - The index is designed to represent a comprehensive performance of publicly traded REITs which covers the commercial real estate space across the US economy, offering exposure to all investment and property sectors. It is not free float adjusted, and constituents are not required to meet minimum size and liquidity criteria.

HFRI Equity Hedge Fund Index - The index is designed to represent strategies which maintain positions both long and short in primarily equity and equity derivative securities. A wide variety of investment processes can be employed to arrive at an investment decision, including both quantitative and fundamental techniques; strategies can be broadly diversified or narrowly focused on specific sectors and can range broadly in terms of levels of net exposure, leverage employed, holding period, concentrations of market capitalizations and valuation ranges of typical portfolios. Equity Hedge managers would typically maintain at least 50% exposure to, and may in some cases be entirely invested in, equities - both long and short.

HFRI (Hedge Fund Research, Inc.) Fund of Funds Composite Index (1) - The index only contains fund of funds, which invest with multiple managers through funds or managed accounts. It is an equalweighted index, which includes over 650 domestic and offshore funds that have at least $50 Million under management or have been actively trading for at least 12 months. All funds report assets in US Dollar, and Net of All Fees returns which are on a monthly basis.

MSCI ACWI - A free float-adjusted market capitalization index that is designed to measure the equity market performance of both developed and emerging markets. This "All Country World Index" reflects performance across the Americas, Europe & the Middle East, Africa, Asia, and the Pacific.

MSCI EAFE - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. As of December 31, 2010 the MSCI EAFE Index consists of 22 developed market country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom.

MSCI EAFE Value -Net Dividend - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Value attribute for index construction is defined using: book value to price ratio, 12-months forward earnings to price ratio, and dividend yield. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

MSCI EAFE Growth -Net Dividend - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Growth attribute for index construction is defined using: long-term forward earnings per share (EPS) growth rate, short-term forward EPS growth rate, current internal growth rate, long-term historical EPS growth trend, long-term historical sales per share growth trend. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

MSCI Emerging Markets - A free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. As of December 31, 2010, the MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

MSCI World - A free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets. As of December 31, 2010, the MSCI World Index consists of the following 24 developed market country indices: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the United Kingdom, and the United States.

NCREIF - The index is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the private market for investment purposes only. Information on this index is available at ncreif.com.

Russell 1000 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 1,000 of the largest securities from the Russell 3000. Representing approximately 92% of the Russell 3000, the index is created to provide a full and unbiased indicator of the large cap segment.

Russell 1000 Growth - Measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 1000 Value - Measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower expected growth values.

Russell 2000 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,000 of the smaller securities from the Russell 3000. Representing approximately 8% of the Russell 3000, the index is created to provide a full and unbiased indicator of the small cap segment.

Russell 2000 Growth - Measures the performance of those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 2000 Value - Measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower expected growth values.

Russell 2500 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,500 of the smallest securities from the Russell 3000. Measures the performance of the small to mid-cap (smid) segment of the U.S. equity universe.

Russell 2500 Growth - Measures the performance of those Russell 2500 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 2500 Value - Measures the performance of those Russell 2500 companies with lower price-to-book ratios and lower expected growth values.

Russell 3000 - Representing approximately 98% of the investable U.S. equity market, the Russell 3000 index measures the performance of the largest 3,000 U.S. companies.

Russell 3000 Growth - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 3000 Value - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values.

Russell Midcap - A subset of the Russell 1000 index, the Russell Midcap index measures the performance of the mid-cap segment of the U.S. equity universe. Based on a combination of their market cap and current index membership, includes approximately 800 of the smallest securities which represents approximately 27% of the total market capitalization of the Russell 1000 companies. The index is created to provide a full and unbiased indicator of the mid-cap segment.

Russell Midcap Growth - Measures the performance of those Russell Mid-cap companies with higher price-to-book ratios and higher forecasted growth values.

Russell Midcap Value - Measures the performance of those Russell Mid-cap companies with lower price-to-book ratios and lower expected growth values.

Standard & Poor's 400 MidCap - Comprised of 400 domestic stocks that are chosen based upon market capitalization, liquidity and industry representation. The medium size US firms range with a market capitalization between $2 billion to $10 billion, and are between the S&P 500 Index and the S&P Smallcap 600 Index. It is a market-weighted index, which represents approximately 7% of the aggregate market value of US companies.

Standard & Poor's 500 - Representing approximately 75% of the investable US equity market, the S&P 500 measures changes in stock market conditions based on the average performance of 500 widely held common stocks. It is a market-weighted index calculated on a total return basis with dividend reinvested.

Stark 300 Trader - The Stark 300 index tracks the performance of the top-300 futures and forex traders. The index is calculated monthly using an equity-weighted formula to determine performance.

Index Abbreviations

Bloomberg Barclays – Abbreviated as BbgBarc and then a descriptor. For example BbgBarc US Aggregate TR is the Bloomberg Barclays United States Aggregate Total Return.

Statistics and General Definitions

Alpha – Measures how well a portfolio performed versus its benchmark after factoring in the amount of risk (as measured by beta) taken. Technically, alpha is the difference between the excess return of a portfolio and the excess return of the benchmark multiplied by beta. Excess return is simply the actual return minus the return of the risk-free asset, U.S. Treasury Bill. A positive alpha indicates the portfolio has performed better than the benchmark on a risk-adjusted basis.

Allocation Effect – Attributable to the asset allocation of the portfolio.

Annual Standard Deviation – A measure of variability in returns. The annual standard deviation measures the dispersion of annual returns around the average annualized return.

Annualized Return – A statistical technique whereby returns covering periods greater than one year are converted to cover a one year period.

Attribution – Analytical technique used to evaluate the performance of the portfolio relative to a benchmark. Attribution shows where value was added or subtracted as a result of the investment manager's decisions. The four main attribution effects are: Selection or Manager Effect, Allocation Effect, Currency Effect, and Interaction Effect.

Beta – A coefficient measuring a portfolio's relative volatility with respect to its market. Technically, beta is the covariance of a portfolio's return with the benchmark portfolio's return divided by the variance of the benchmark portfolio's return. Thus, a portfolio with a beta greater than 1.00, indicates the portfolio experienced greater volatility than the benchmark, whereas a portfolio with a beta less than 1.00, indicates the portfolio experienced less volatility than the benchmark.

Commitments – Also called Committed Capital. The amount an investor has agreed to contribute towards the funding of a venture capital fund. May be paid at one time or over a longer period.

Consumer Price Index – Measures the change in consumer prices, as determined by a monthly survey of the U.S. Bureau of Labor Statistics. CPI components include housing costs,

food, transportation and electricity.

Correlation – Measures the strength of association between two variables. The value ranges between -1 and +1. The strongest linear relationship is indicated by a correlation of -1 or +1. The weakest linear relationship is indicated by a correlation of 0. Positive correlation means if one variable gets bigger, the other variable tends to get bigger. Negative correlation means that if one variable gets bigger, the other variable tends to get smaller.

Currency Effect –The effect that changes in currency exchange rates over time affect excess performance

Downside Capture Ratio – Measures investment manager's performance in down markets relative to a particular benchmark. A down-market is defined as those periods (months or quarters) in which market return is less than 0%.

Duration – A measure of the price sensitivity of a bond or bond portfolio to a change in interest rates.

Information Ratio – Describes the risk / reward trade-off of alpha and tracking error. Because the formula for calculating information ratio is Alpha divided by Tracking Error, the larger the information ratio, the more attractive the portfolio is from an overall risk return profile.

Interaction Effect – The portion that is not accounted for by the Selection/Manager Effect or Allocation effects.

R2 – Also called the coefficient of determination. On the detail page, R2 measures how much of the variation in the investment manager's returns can be explained by movements in the market (benchmark).

Sharpe Ratio – A risk-adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better the manager's historical risk-adjusted performance.

Selection or Manager Effect – attributable to the invement manager's stock selection decisions

Tracking Error – A measure that describes the volatility of the expected excess return (alpha) achieved through active management. Since excess return can only be achieved through a portfolio that actively differs from the benchmark, the level of tracking error is indicative of how different the portfolio will perform relative to any given benchmark.

Upside Capture Ratio – Measures investment manager's performance in up markets relative to a particular benchmark. An up-market is defined as those periods (months or quarters) in which market return is greater than 0%.

RAYMOND JAMES

VOLUME 11 | ISSUE 1 | JANUARY 2019

INVESTMENT STRATEGY QUARTERLY

Investment Strategy Committee Meeting Recap – held on December 6, 2018

Major macroeconomic factors that the committee believes will be most influential on investors over the next six to 12 months include Federal Reserve (Fed) policy, global economic growth, trade policy, interest rates, geopolitical uncertainty, and U.S. economic growth.

U.S. ECONOMY – Scott J. Brown, Ph.D., *Chief Economist*

87% of the committee estimates U.S. GDP growth over the next six to 12 months to be greater than 2.1%.

- "We still have some fiscal stimulus in the pipeline, which ought to support consumer spending growth in the first half of 2019. However, the impact will fade over time."
- "The job market has continued to tighten. There appears to have been more slack in the job market than was expected in 2018. Job growth remained strong, but it has to slow to a pace more in line with the demographics at some point."
- "A flatter yield curve, what we're seeing now, is consistent with increased economic uncertainty and somewhat slower growth. If it does invert, then there is a strong probability of a recession, but it could be a year or more between inversion and the start of a downturn. Even though recent economic data have remained strong, investors are more concerned about the prospects for growth in late 2019 and 2020."

WASHINGTON POLICY – Ed Mills, *Washington Policy Analyst, Equity Research*

"The two things I'm most focused on are the congressional agenda for 2019, and what's going on with the China trade fight."

- "On the congressional agenda, what I'm really focused on is that this is an election that produced an unprecedented result. We have never in the history of our country seen one party switch the majority in one house while the other party expanded their majority in the other. And I think that really speaks to the polarization that we are seeing in our politics."
- "I'm not banking on the fact that we get an infrastructure bill. I'm not banking on the fact that we can necessarily get an immigration bill. Still, the conditions are in place to get those surprise bipartisan compromises out of a need and desire for some of these members to have something to run on two years from now."
- "We have said for the entire year that the China trade fight would get worse before it gets better. We are sticking with that call. Too much of the market has focused on tariffs. The more intractable part of the trade fight is the reclassification by the United States of our technology to a national security asset."

U.S. EQUITY – Michael Gibbs, *Managing Director, Equity Portfolio & Technical Strategy*

63% of the committee is bullish to some degree on U.S. equities over the next six to 12 months.

- "Our position hasn't changed much since early 2018 when we gave the opinion that we're stuck in a range-bound market. We're still in that camp but do admit equities cascaded below what we envisioned would be the low end of the range."
- "The extent of the down move seems excessive. If you look at the economy, sure, we've had some slowdowns, but there is nothing to be afraid of at this point. Valuations have become attractive as well."
- "We recognize the risk in the equity markets has increased. For that reason, our conviction has moderated, causing us to reduce our base case odds to 65%. Our bull case is now only 5%. We raised the odds for our bear case to 30%."

INTERNATIONAL EQUITY – Chris Bailey, *European Strategist, Raymond James Euro Equities**

44% of the committee is bullish to some degree on non-U.S. developed market equities while 56% are bullish on emerging market equities.

- "China is the ultimate long-term player in the sense that they perceive Trump as somebody who has to make things happen now, and they're prepared to wait and observe things over the longer term."
- "The key for China is all about domestic change and reform. They are still laser light-focused on that, and they've got a lot to do to change their economy to make it more of a consumer-based economy, and make various other reforms to the financial sector. In order for them to do that, they need an external environment which is calm, and that's why I think they will exhibit a little bit of flexibility."
- "Throughout this past year, I've argued that we will see what I call a 'soft Brexit' where the UK will exit the European Union, but there will be sort of a compromise position."
- "UK assets remain cheap. The Pound is priced very low, and sentiment is negative. My feeling is still that UK assets look ludicrously

Investment Strategy Quarterly is intended to communicate current economic and capital market information along with the informed perspectives of our investment professionals. You may contact your financial advisor to discuss the content of this publication in the context of your own unique circumstances. Published 01/02/2019. Material prepared by Raymond James as a resource for its financial advisors.

cheap given the fact that a soft Brexit scenario is the most likely, but I agree that there's high uncertainty at the moment."

- "I think we'll see more fiscal policy in Europe over the next year. A bit more fiscal policy use in Europe is a good thing, and it underpins the fact that Europe, despite low sentiment and everything else going on, is very cheap at the moment. So, my feeling is that European markets will go up next year."

FIXED INCOME

67% of the committee see the 10-year Treasury yield being about the same (~3%) six months from now.

- "One of the things that has been interesting to watch over the last several years is the incredibly low volatility on a historical basis for the movements in Treasury rates, especially the 10-year Treasury. We're going to be stuck in a tight range for a while."

- "We do see political and geopolitical risks, but even if we do have a reason for rates to run up, we have massive buying pressure from the baby boomers that will keep rates from significantly rising."

  – Nick Goetze, *Managing Director, Fixed Income Services*

- "A problem for the debt markets is investor and corporate behavior has been modified by the decade long monetary experiment. Credit investors have traded discipline for yield, while corporate America has re-levered in often non-productive activities. This creates the potential for a simultaneously liquidity and credit event in the next downturn. Oversimplifying, perhaps, but recent spread widening in the face of a modest slowing in the pace of growth is notable."

- "As short rates rise, refinancing costs for issuers and borrowing costs for levered investors create the potential for credit deterioration coupled with investor deleveraging. We expect a lot of volatility in credit. Going forward, we are focused on leverage."

- "So, the question is, do we invert? Our base case is that we get a rate hike in December[1] and maybe one next year, but I think we're closer to the end of Fed activity. So, I would say the curve gets flat to slightly inverted, and you can set your watch that we have a slowdown in 2020."

  – James Camp, CFA, *Managing Director of Fixed Income, Eagle Asset Management**

OIL AND ENERGY – Pavel Molchanov, *SVP, Energy Analyst, Equity Research*

"Oil and commodities, in general, are under pressure in part because of macro fears. Also, a strong dollar is unhelpful for any commodity market, oil very much included."

- "Fundamentally, the global oil market is in good shape. It's very different from where we were two years ago when there was an actual glut of oil production. That is no longer the case: quite the contrary, we forecast undersupply in 2019."

- "Our sense is that fundamentals are still supportive of a cyclical peak for oil prices in 2020 because of the International Maritime Organization (IMO) low-sulphur rules and the impact that will have on erasing, in a practical sense, 1% to 2% of global oil supply."

HOUSING – Paul Puryear, *Vice Chairman of Real Estate Research, Equity Research*

"The U.S. housing market is "okay," with single family slowing from the effects of higher rates but not a major concern at this point."

Continued on page 32

[1]The Federal Reserve increased the federal funds rate by 25 basis points on December 19, 2018.
*An affiliate of Raymond James & Associates, Inc., and Raymond James Financial Services, Inc.

Investment Strategy Committee Members

Lawrence V. Adam, III, CFA, CIMA®, CFP® – Committee President, Chief Investment Officer

Anne B. Platt, AWMA®, AIF®, RICP® – Committee Chair, Vice President, Investment Strategy & Product Positioning, Investment Strategy Group

Kristin Byrnes – Committee Vice-Chair, Senior Manager, Investment Strategy Group

Chris Bailey
European Strategist,
Raymond James Euro Equities*

Scott J. Brown, Ph.D.
Chief Economist

James Camp, CFA
Managing Director of Fixed Income,
Eagle Asset Management*

Doug Drabik
Senior Strategist, Fixed Income

J. Michael Gibbs
Managing Director of Equity
Portfolio & Technical Strategy

Nick Goetze
Managing Director, Fixed Income Services

Peter Greenberger, CFA, CFP®
Director, Mutual Fund & 529 Plan
Product Management

Nicholas Lacy, CFA
Chief Portfolio Strategist,
Asset Management Services

Joey Madere, CFA
Senior Portfolio Strategist,
Equity Portfolio & Technical Strategy

Ed Mills
Washington Policy Analyst and
Managing Director, Equity Research

Pavel Molchanov
Senior Vice President,
Energy Analyst, Equity Research

Kevin Pate, CAIA
Vice President, Asset Management Services

Paul Puryear
Vice Chairman of Real Estate Research,
Equity Research

Ted Ruddock
Head of High Net Worth, Fixed Income Services

Jeffrey Saut
Chief Investment Strategist

Tom Thornton, CFA, CIPM
Vice President, Asset Management Services

2019: Head*wind*s or Tail*wind*s?

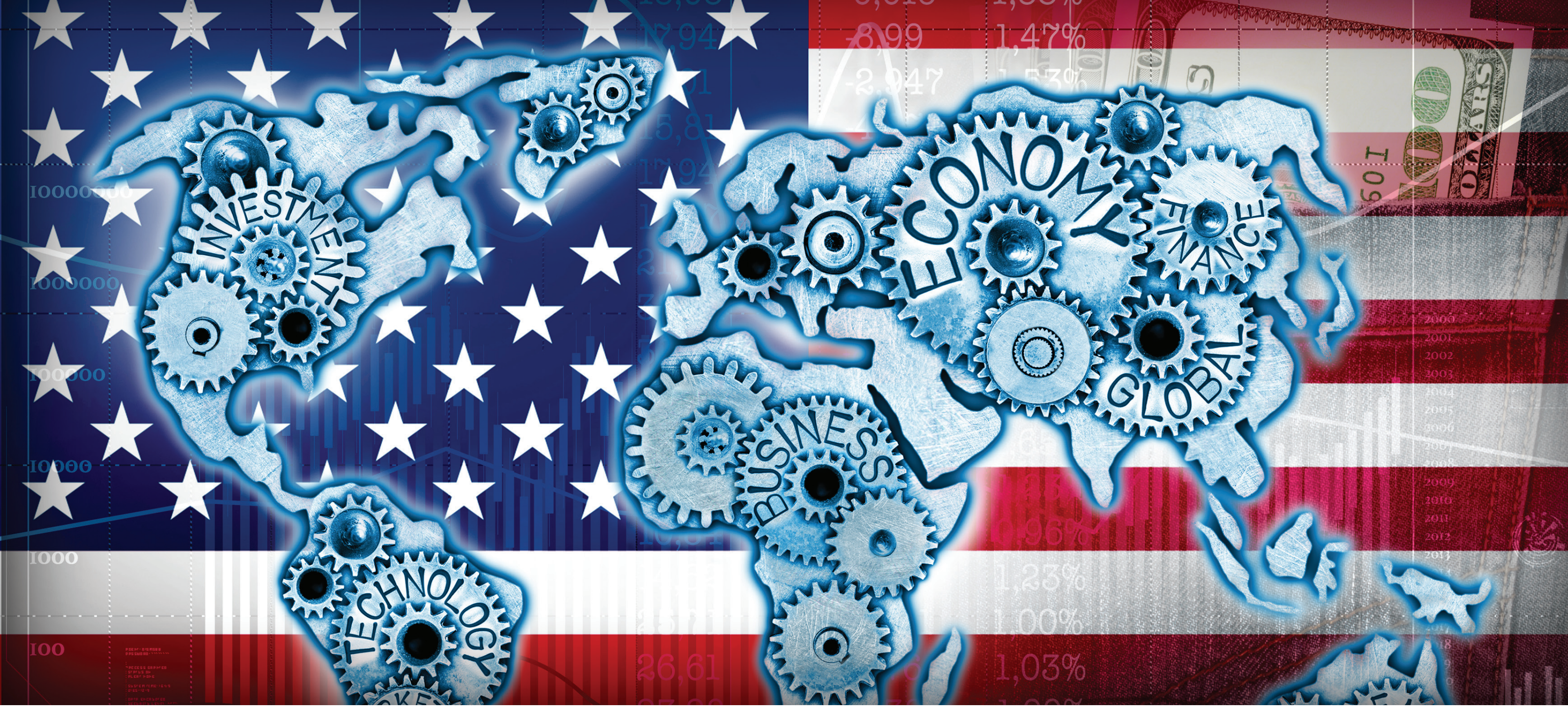
Kristin Byrnes, *Senior Manager, Investment Strategy Group*

As we move into the new year, the outlook for the financial markets is beginning to feel like a classic game of heads or tails. This simple yet effective game has been used throughout history as a means of deciding between two alternatives, and is often used to resolve a dispute between two parties. It has also become a staple in Statistics 101, where we get our first lessons in probability, or the chance of occurrence. Whether we're talking about settling a dispute or calculating the probability of an event taking place, both are highly relatable to the world around us as we head into 2019.

This past year grounded complacent investors, and asset prices alike, as both retreated from one of the most extraordinary expansions in market history. Slowly and steadily, stocks have been on the rise, with U.S. equities reaching record levels in January before sputtering through emotion-filled sell-offs for most of the year. Mounting concerns over trade tensions with China and slowing global growth consumed the news headlines as we watched markets plummet and significant intraday movements became the norm.

We now look ahead with much less certainty than in prior years. As major market developments unfold, opportunities and challenges remain abundant. Looming challenges include Brexit and the Italian debt crisis in Europe, slowing growth in China, and unresolved trade negotiations with a bipartisan government in the U.S. On the brighter side, U.S. earnings growth remains positive, and supportive fiscal policy, lower oil prices, and increasing wage growth all bode well for consumer spending.

As one crosses their fingers as they call "tails" in a coin toss, we look ahead with hope that tailwinds prevail, the bull continues to run, and we all have a prosperous new year. Good luck!



2019 Economic Outlook

Scott J. Brown, Ph.D., *Chief Economist*

The 2019 economic outlook is dominated by many of the same themes of a year ago. While fiscal stimulus (tax cuts and government spending) should provide support in the near term, labor market conditions will become more binding, Federal Reserve (Fed) policy is set to become tighter, and trade policy adds uncertainty.

RECESSION: POSSIBLE BUT NOT LIKELY

If the current economic expansion continues past June, it will become the longest expansionary period on record. So, many investors ask, when will the next recession occur? The likelihood of entering a recession, a period of declining economic activity, usually lasting two quarters or more, does not depend on the length of the expansion. That is, we are never "due" for a recession. There are few signs of a pending economic downturn on the immediate horizon, but economists have raised the odds of a recession beginning in late 2019 or 2020 – still not likely, but also not out of the question.

The stage is typically set for a recession by a period of over-investment or mal-investment, often fueled by increased leverage. Fed policy is often a factor, typically by raising short-term interest rates too rapidly or by previously raising them too slowly (and then having to play catch-up). In past decades, sharp increases in oil prices were also a catalyst, dampening consumer spending. Every downturn has its own story.

> "We are never 'due' for a recession."

FISCAL STIMULUS

The Tax Cuts and Jobs Act of 2017 (TCJA) lowered the corporate tax rate and many economists remained doubtful of the impact it would have on the economy since firms were generally flush with cash and borrowing costs were low. Research has shown that corporate tax cuts are more likely to increase share buy-backs and dividends than to fuel capital expenditures and, for the most part, that was the case in 2018. However, business fixed investment, while uneven from quarter to quarter, was generally stronger.

The other component of the TCJA was reductions in personal tax rates, which will expand in early 2019. While the impact will vary across income levels and regions, overall consumer spending, which accounts for 68% of overall economic activity, should see a boost in the first half of the year as a result. The impact of fiscal stimulus will fade over time, but job gains and wage increases are expected to drive consumer spending.

Stimulating Spending

Though it was signed into law in 2017, the effects of the Tax Cuts and Jobs Act are expected to continue to drive consumer spending via higher discretionary income and wage increases.

THE LABOR MARKET

The labor market continued to tighten in 2018, with job growth trending well above the pace needed to absorb new entrants to the workforce. The unemployment rate continued to fall, yet employers cited difficulty in finding skilled labor. Wage growth has picked up, and can be expected to rise further in 2019.

While investors continue to look to commodity prices as an early indicator, the labor market is the widest channel for inflation pressure. The Fed's dilemma lies in the possibility that there may be more labor market slack than is generally believed. A tighter job market and rising wages should lead to a more efficient allocation of labor, reduce underemployment, and provide younger workers with opportunities to acquire important job skills. However, if firms are able to pass higher costs along, consumer price inflation will trend higher – and the Fed will have to work harder to suppress inflation.

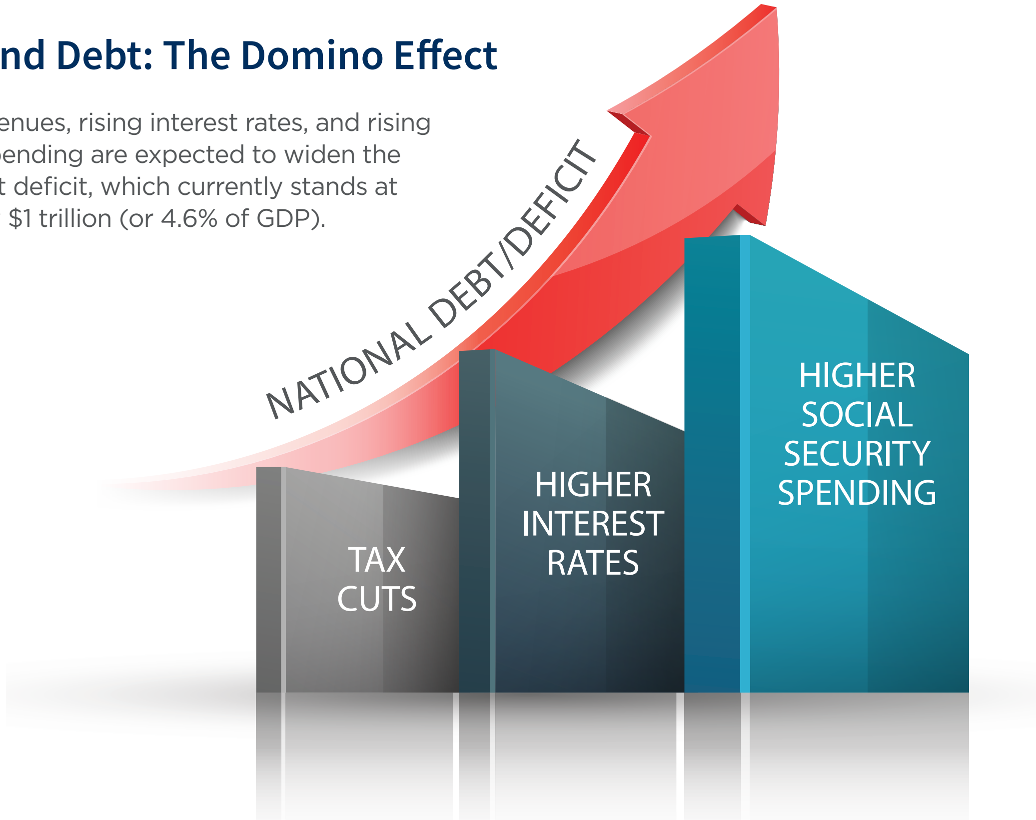
MONETARY POLICY

The Fed continued to gradually move short-term interest rates toward a more normal level in 2018, and in the second half of the year began debating the risks of a policy error. Monetary policy affects the economy with a long and variable lag, so the Fed needs to account for the impact of previous actions. Policy decisions will remain data dependent, meaning how the incoming information affects the outlook for growth and inflation. The Fed raised short-term interest rates once a quarter in 2018, but is likely to be more cautious with raising rates in 2019.

The Fed has continued to reduce the size of its balance sheet, letting a certain amount of maturing Treasury securities and mortgage prepays roll off each month. The Fed views this as "background," not "active" monetary policy. All else being equal, the unwinding of the balance sheet may add 50 basis points (0.50%) to long-term interest rates, but over a period of three years or more.

Deficits and Debt: The Domino Effect

Falling tax revenues, rising interest rates, and rising entitlement spending are expected to widen the federal budget deficit, which currently stands at approximately $1 trillion (or 4.6% of GDP).



INFLATION

Inflation moderated in the second half of 2018 and Fed officials are more concerned with future inflation than past inflation. The low trend heading into the new year should allow the central bank more leeway in deciding how quickly to raise short-term interest rates. Starting in 2019, the Fed chairman will conduct a press conference after every monetary policy meeting (eight times per year), rather than after every other meeting.

TRADE POLICY

Trade policy will be a major uncertainty in early 2019. Tariffs on Chinese goods were set to expand at the start of the year, but that has been postponed, allowing more time for negotiations. It's unclear whether an agreement will be reached. An escalation of trade tensions would further disrupt supply chains, add to inflationary pressures, and dampen overall growth through retaliatory efforts abroad. The worst-case scenario, in isolation, would not be enough to cause a recession – but it would likely restrain growth to some extent, possibly offsetting the impact of the fiscal stimulus.

Focusing on bilateral trade deficits doesn't make a lot of sense. China is largely an assembler, importing raw materials and shipping intermediate and finished goods to the rest of the world. Its trade surplus with the rest of the world is small as a percentage of its Gross Domestic Product (GDP).

Ideally, the U.S. should focus its efforts on promoting U.S. exports. China's questionable trade conduct would be better addressed through a coordinated international effort and a shoring up of the World Trade Organization. Tariffs are a tax on U.S. consumers and businesses, not on foreign suppliers, and retaliation hurts U.S. exporters, including farmers. Moreover, global supply chains are complex, disruptions are costly, and policy uncertainty is a negative factor for business fixed investment.

FISCAL STIMULUS AND THE BUDGET DEFICIT

The tradeoff to fiscal stimulus in 2019 is a larger federal budget deficit. Recall that the deficit rose to $1.4 trillion, 9.8% of GDP, in fiscal 2009, reflecting the severity of the 2008-09 recession, but then fell to 2.5% of GDP in fiscal 2014 as the economy recovered. The deficit is now expected to approach $1 trillion in fiscal 2019, about 4.6% of GDP.

Additional pressure will arise as the aging population will continue to boost spending on entitlements (Social Security and Medicare) in the years ahead and higher interest rates will add to the government's interest expense. If we don't reduce entitlements and defense spending, there's not a lot left to cut. Nondefense discretionary spending is a little over 3% of GDP.

> "The transition to a slower, more sustainable pace of growth may be a challenge for investors, as such transitions are rarely smooth. However, the economic expansion should continue."

Tough choices lie ahead. There's no reason to believe that the national debt is a burden to our children and grandchildren. It doesn't have to be paid off. The key issue is whether the U.S. can service its debt and roll over existing debt as it matures. No problem there. However, prudent management of the budget would require lawmakers to work to stabilize the debt-to-GDP ratio over time.

THE DEMOCRATS GO TO WASHINGTON

In the November 2018 election, Democrats gained control of the House and Republicans retained control of the Senate. This split may prompt the two sides to work together on a number of issues, but we are more likely to see sharp partisan divisions continue. Democrats in the House are expected to conduct hearings into the inner workings of the Trump administration, and the Mueller investigation has the potential to create a period of political uncertainty, adding to investor anxiety.

"THIS TIME IS DIFFERENT?"

All else being equal, a strong economy, the Fed's unwinding of its balance sheet, and the increase in government borrowing should put upward pressure on bond yields, yet long-term interest rates have remained moderate, due in part to global rate disparity and demand.

The slope of the yield curve (the difference between long- and short-term interest rates) is, by far, the best single indicator of a pending recession. The flattening of the yield curve was a significant concern for investors in 2018 as it typically signals increased uncertainty about where the economy is headed. We could see an inversion of the yield curve in 2019, which has historically signaled that a recession is on the way. Some economists, and even a few Fed officials, have suggested that "this time is different," as there are a variety of factors keeping U.S. bond yields low, including the fact that long-term interest rates remain low outside of the U.S. We'll see.

Economic growth was strong in 2018, but beyond a sustainable pace. We know this because the unemployment rate fell, which clearly can't go on forever. The transition to a slower, more sustainable pace of growth may be a challenge for investors, as such transitions are rarely smooth. However, the economic expansion should continue.

KEY TAKEAWAYS:

- There are few signs of a pending economic downturn on the immediate horizon, but economists have raised the odds of a recession beginning in late 2019 or 2020 – still not likely, but also not out of the question.
- Fed policy decisions will remain data dependent, meaning how the incoming information affects the outlook for growth and inflation.
- Trade policy will be a major uncertainty in early 2019. Tariffs on Chinese goods were set to expand at the start of the year, but that has been postponed, allowing more time for negotiations.
- We could see an inversion of the yield curve in 2019, which has historically signaled that a recession is on the way. Some economists, and even a few Fed officials, have suggested that "this time is different."
- The transition to a slower, more sustainable pace of growth may be a challenge for investors, as such transitions are rarely smooth. However, the economic expansion should continue.

2019 Washington Outlook

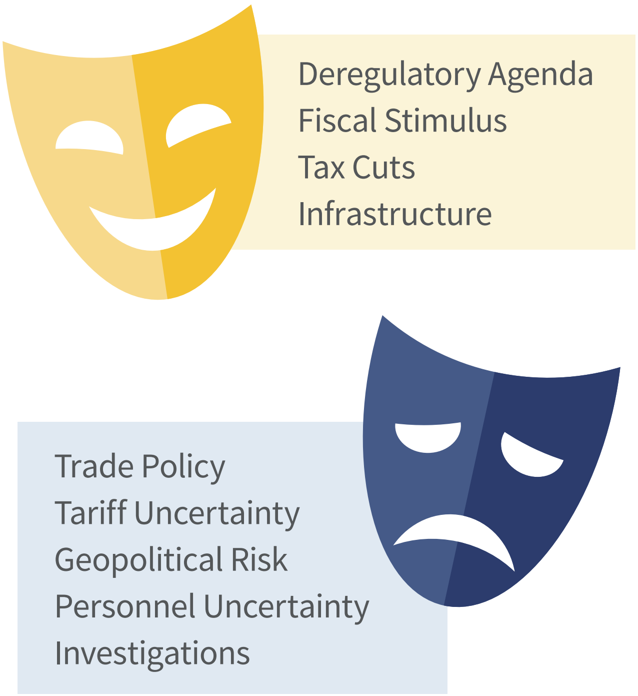
Ed Mills, *Washington Policy Analyst, Equity Research*

With the election now behind us, Washington turns to mapping out what the results will mean for legislative dynamics in 2019 and what (if any) areas can see meaningful progress in a divided Congress.

We believe the incoming Congress may offer opportunities for some surprise bipartisan compromises, especially on potential infrastructure, immigration, trade, and government funding issues. The House may produce more headline risk for the market as Democrats gain subpoena and investigative powers, but the current deregulatory track of the Trump presidency will largely be sustained given the Republican Senate's nominee confirmation powers.

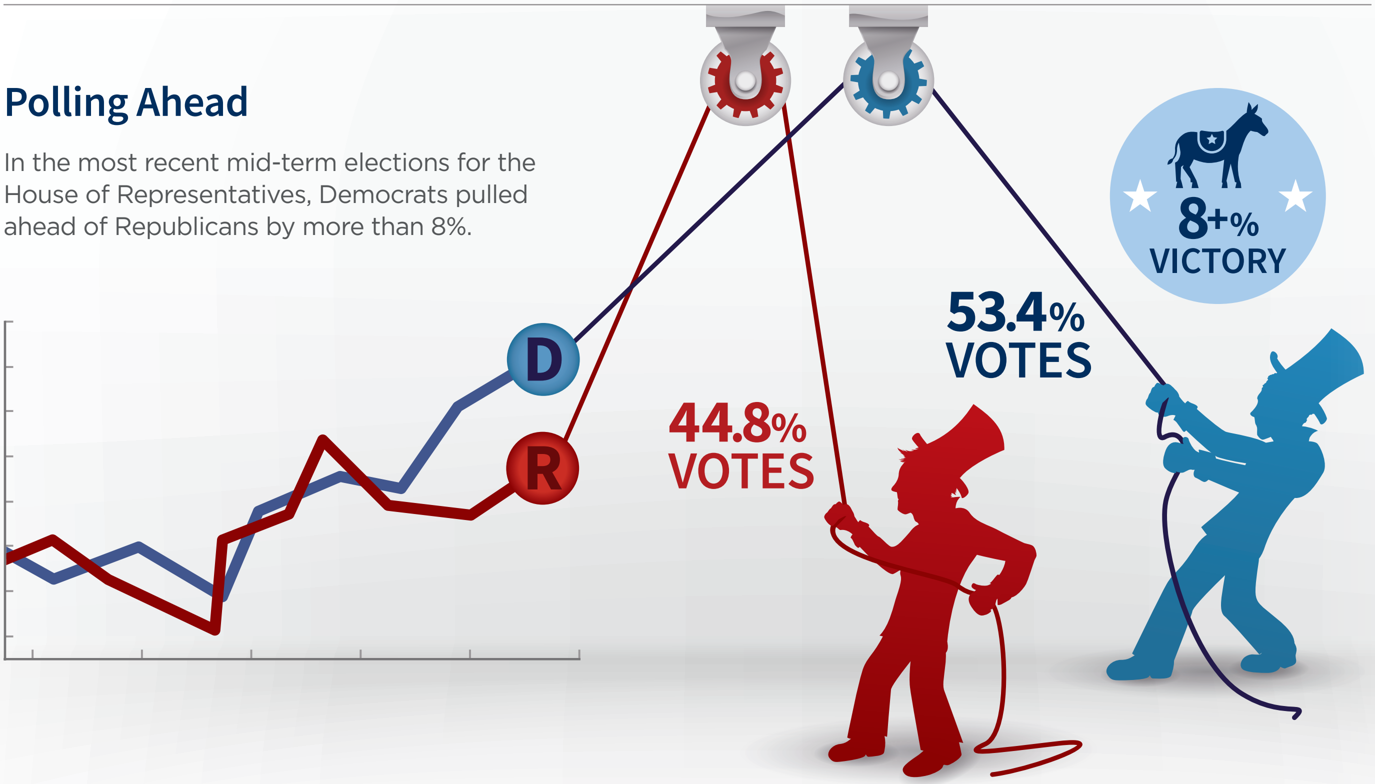
A theme we're starting to track that may produce an overhang in the coming year is the tilting of the scales from market tailwinds to headwinds on the D.C. agenda. Over the past year, we have seen the deregulatory agenda, fiscal stimulus, and tax cuts dominate the conversation, providing a boost to investor sentiment. Now, with those big-ticket items largely behind us, the focus is turning toward more potential market challenges, particularly trade policy uncertainty, rising geopolitical risk, and the potential for ramped up investigations. We will be watching to determine the impact Congress will have on this transition and whether investors value market fundamentals over perceived risks on the horizon.

The D.C. Agenda: From Tailwinds to Headwinds



Polling Ahead

In the most recent mid-term elections for the House of Representatives, Democrats pulled ahead of Republicans by more than 8%.



DIVING DEEPER: ELECTION RESULTS IN FOCUS

In many ways, the election produced a historical result that will heavily weigh on the dynamics of the incoming 116th Congress. The split decision we saw in November (where one party decisively flipped control of a chamber of Congress while the other party added to their majority in the other) is unprecedented in U.S. politics. Democrats needed a net gain of 23 seats to gain control of the House of Representatives and a net gain of two seats to flip control of the Senate. We saw Democrats flip 40 Republican seats in the House with Republicans gaining two seats in the Senate.

On a national level, Democrats saw 60,109,539 votes compared to Republicans' 50,864,077 – a victory margin of more than 8% for the House. Democratic voter participation was almost up to Presidential election cycle levels – Hillary Clinton saw 65,853,514 votes in 2016. This is a significant departure from the norm as Democratic voter participation has historically drastically dropped off in non-Presidential election years.

Although Democrats won a significant share of the popular vote, they enter the new Congress with a modest majority (235 Democrats, 200 Republicans). Given that almost 20% of Democrats in the House will now be from formerly Republican-represented areas of the country, there will be pressure on those members to produce results for their constituents if they want to keep their seats in two years. This sets up a key dynamic to watch where a faction of Democrats may deviate from their party's agenda on certain issues and sets the table for some surprise bipartisan compromises in 2019. In our view, infrastructure and immigration stand to be the biggest beneficiaries of the new House dynamics.

The Senate result produced quite the opposite story. Republicans defeated a handful of vulnerable Democrats in Republican-leaning states in order to expand their majority to 53-47. As the Senate controls the confirmation of presidential appointments to key regulatory and judicial positions, an expanded Senate majority allows for an easier and faster confirmation process. This, in essence, locks in President Trump's executive powers and deregulatory agenda for the remainder of his first term.

POST-ELECTION CONGRESSIONAL AGENDA

The new year is likely to start off with a focus on the administration's short-term trade actions as all eyes are on China, but trade, in general, will be a significant theme for 2019. Beyond that, we are likely to see debates on an infrastructure package, technology regulation, and healthcare policy.

TRADE: SIGNIFICANT MILESTONES AHEAD

The trade dispute with China remains a significant wildcard that threatens to spill over into the technology sector should talks break down. Tariff increases loom large in the fight and are attracting significant speculation, but another "under-the-radar" concern is the restrictions on technology investment and exports that may be the next source of leverage for the Trump administration.

> “In our view, infrastructure and immigration stand to be the biggest beneficiaries of the new House dynamics.”

Beyond China, we will see negotiations and potentially a vote to ratify the revised NAFTA agreement with the U.S., Mexico, and Canada (USMCA). Democrats are beginning to voice their opposition to the deal as negotiated, and may use the ratification vote as leverage on other issues. Car tariffs may also attract lawmakers' attention next year. Trump administration officials have raised the prospect of placing tariffs on car imports again, an effort likely to draw Congressional opposition.

INFRASTRUCTURE: BIPARTISAN POSSIBILITIES

On this issue, both parties start at a common point of agreement that there has been significant under-investment in infrastructure. This raises long-term competitiveness and even safety concerns as deteriorating and unmaintained roads, bridges, and communication networks can constrain economic growth in the long term. However, the two sides are far apart in terms of the size and scope of the plan, and, importantly, on the appropriate way to fund infrastructure investment.

Tax changes to pay for large-scale federal funding will likely be a non-starter with Senate Republicans, and a more-targeted $200 billion infrastructure package would likely be dismissed by House Democrats for not offering meaningful investment. The clearest path to a successful bipartisan push on infrastructure lies in both parties needing to claim a win as they run for reelection in 2020. Many of the new House members come from swing districts and will want to avoid being cast as obstructionists. This sets up infrastructure as a natural vehicle for bipartisanship that leads to investment in both rural and urban areas while creating jobs and contributing to continued fiscal stimulus.

TECHNOLOGY REGULATION

Another potential area of bipartisan compromise could be regulation of technology platforms, specifically on data protection and privacy standards, after a series of high-profile scandals in 2018. Landmark privacy standards, similar to the European Union's enacted General Data Protection Regulation (GDPR), could be on tap given agreement on both sides that "rules of the road" should be set for major technology platforms.

HEALTHCARE POLICY

Healthcare emerged as a winning issue for Democrats in 2018 in a way that shifts the debate away from repeal of the Affordable Care Act (ACA) toward a renewed push for lowering drug prices. However, the two sides are likely to approach this issue from vastly different angles, and President Trump likes to keep this issue close as a potential achievement heading into the 2020 campaign. These dynamics may hamper efforts at a significant bipartisan compromise.

KEY TAKEAWAYS:

- We believe the incoming Congress may offer opportunities for some surprise bipartisan compromises, especially on potential infrastructure, immigration, trade, and government funding issues.
- A theme we're starting to track that may produce an overhang in the coming year is the tilting of the scales from market tailwinds to headwinds on the D.C. agenda.
- The focus is turning toward more potential market challenges, particularly trade policy uncertainty, rising geopolitical risk, and the potential for ramped-up investigations.
- Infrastructure and immigration stand to be the biggest beneficiaries of the new House dynamics, in our view.

International Outlook: Will the Rest of the World Awaken?

Chris Bailey, *European Strategist, Raymond James Euro Equities**

The year 2018 will not go down in financial market history as a traditional one for most investors, and this is especially true for anyone investing outside of the United States. Can a new year bring new hope?

2018: HEADWINDS HAD A STRONGHOLD

If you had to sum up the rationale for the underperformance of most foreign markets from the dollar-based perspective of a U.S. investor, economic growth, currency movements, and trade talk uncertainties would be the three most influential headwinds. Simply put, U.S. economic growth surprised on the upside whilst other major economies did not, the dollar appreciated against most other currencies, and concerns about essential future trading relations impacted the more export-focused European and emerging markets last year. In order for international markets to gain momentum over the U.S. in 2019, these concerns need to be quelled.

WORLD TRADE

Economic growth and trade policy are inevitably and deeply integrated, as even a cursory glance at the economic history of the 1930s and 1970s illustrates. The more conciliatory signs from the recent G20 discussions in Buenos Aires suggest a hopeful position on global trade should be adopted in 2019, as all sides fear the impact of a vicious cycle of additional protectionism and lower growth rates. After all, the easiest way to induce something which feels like a global synchronised recession is to shift global trade trends into a sharp reversal. However, significant ongoing discussions are still required, and the world trade discussions are just one piece of the economic growth story.

> Expect lots of political noise, including talk about a second referendum or a general election and ultimately a thick slice of common sense to permeate the Brexit debate, quite possibly via a delay to the current Brexit timetable.

SELF-INFLICTED SLUGGISHNESS?

With trade tensions progressively pressuring global market performance throughout 2018, both Europe and emerging market countries did not do themselves any favors from a domestic standpoint. In the UK, Brexit discussions have induced fear about economic prospects whilst in Continental Europe, leading incumbent European Union politicians struggled to connect with voters, let alone generate any meaningful regional economic reform.

Similar reform paralysis continues to afflict Japan. Elsewhere in Asia, the Chinese economy slowed as higher corporate and consumer debt levels, and a more stagnant property market,

*An affiliate of Raymond James & Associates, Inc., and Raymond James Financial Services, Inc.

Dollar-Denominated Currency Conundrum

Given its dominance in currency markets, the U.S. dollar drives both the exchange rate and relative value of foreign currencies. Due in part to the robust growth of the U.S. economy and tightening monetary policy, the dollar has appreciated, precipitating a fall in the relative value of other foreign currencies. Separately, Brexit and Italy's budget negotiations with the EU have influenced the value of the Pound and euro, respectively.

negatively impacted growth. Still, China's performance remained significantly healthier than most other major emerging markets where change and crises have become the norm.

So is there any hope for more domestic changes in major economies around the world outside the United States in 2019?

HOPE ON THE HORIZON?

CHINA

Progress is most visible in China where policymakers continue to have significant room to maneuver, a luxury not afforded by most other economies around the world. This flexibility has been demonstrated through targeted loosening of monetary and fiscal policy and an ongoing internal reform effort focused on shifting the Chinese economy towards the expansion of consumption. Collectively, these efforts – along with the development and open access to bond markets - should allow the Chinese economy to continue to experience decent economic growth rates in 2019, especially if they bend with the wind on the trade front.

A clear rationale exists for China and the U.S. not to blow up current fluid commerce flows - after all, the President's best bet to get reelected is via a strong economy, whilst the Chinese want a stable external environment in order to get on with their essential domestic economic reforms. In the same vein as President Xi's famous 2017 Davos speech, China gets material value from its World Trade Organisation membership. Noise around intellectual property shifts and market access changes are in line with the maturing of this membership and helpful to a calmer world trade backdrop. It also aids in deeper political and economic power shifts China is undertaking, such as the Belt and Road initiative, which stretches deep into Western Europe and Africa. Despite the difficult timing of a certain well-publicised arrest in Canada, I am heartened to read recent reports about good progress in the initial discussions of the 90-day negotiation period.

BREXIT

If some policy flexibility is apparent in China, Europe seems to be more fixated on binary choices, although the reality is much more complex than that. On Brexit, following the June 2016 referendum result where the UK chose to leave the European Union, a deal was struck between the two sides, but new challenges emerged in

> “Corporate earnings growth watchers will also note Europe as a region that looks relatively strong versus the United States using current estimates for 2019, and this has not been the case for some time.”

the ratification of the deal by the UK Parliament. Whilst details are being discussed, faith in the immediate prospects for the UK economy withers.

This has put the UK government in a difficult position. They managed to reach a compromise proposal on Brexit with the rest of the European Union but initial efforts to get this ratified failed miserably via a combination of strict pro-Brexit beliefs or opposition political expediency (with the aim of forcing a General Election). Attempts to walk a political tightrope has resulted broadly in political and legislative prevarication and a resulting lack of clarity for both consumers and businesses.

Dig deeper, however, and the spectre of the UK breaking away from the European Union does not seem likely. A clear majority in both Parliament and in recent general population voter polling is in favour of a more compromise-style approach, or a ‘soft Brexit’ as it has been dubbed. Expect lots of political noise, including talk about a second referendum or a general election and ultimately a thick slice of common sense to permeate the Brexit debate, quite possibly via a delay to the current Brexit timetable. Any positive moves in this broad area would likely support both the British Pound and UK domestic financial assets after a difficult last couple of years.

ITALY

Meanwhile, outside of the Brexit debacle, pan-European market participants are deeply focused on the ongoing saga of the Italian budgetary debate, which pitches the wishes of a populist Italian government to spend more money against a more financially-orthodox European regional leadership. Typically, this does nothing but cause more uncertainty around the future path of local growth rates. Followers of the European Union decision-making process get familiar quite quickly with an abundance of “late-in-the-day” negotiations, so recent noise around more flexibility in the Italian budget is not surprising and the tentative deal struck in late December is a positive.

No one benefits from the Italian budget debate as it further deepens investor angst over euro zone prospects. The euro zone is already grappling with challenges as the European Central Bank (ECB) - as reconfirmed during its December policy meeting - seeks to avoid the Bank of Japan “policy trap” by phasing out quantitative easing and making fiscal policy (and ideally other supply-side structural reform measures) more of a focus in 2019. The challenge will be to control the degree of use of the fiscal policy lever to maximise its effectiveness. European Union leaders also know that the best backdrop for increased regional growth and job creation is more faith and hope from consumers and entrepreneurs. Such supply side policies - which aim to boost flexibility, entrepreneurship and dynamism - however are largely out of the ECB's hands, with the requisite policy levers resting with national governments.

The debate over the future structure of the Greek economy a handful of years ago taught us all about the ‘reforms for cash’ compromises that the European Union is willing to make. In Italy’s case, it resembles more of a clunky ‘reforms for budget deficit allowances’ reality. Still, it is something for global investors to grasp. Europe looks down and out, but lower trade concerns combined with some regional policy compromises (as recently offered by President Macron of France) could go a long way, even getting a notable number of protesting French citizens off the streets. Corporate earnings growth watchers will also note Europe as a region that looks relatively strong versus the United States using current estimates for 2019, and this has not been the case for some time.

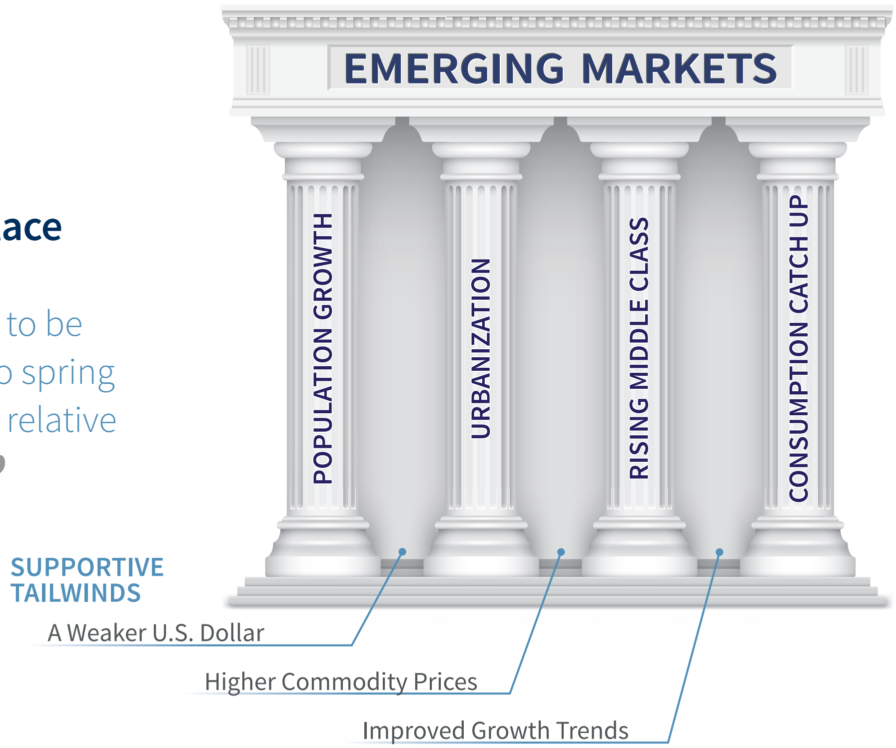
If both the Chinese and pan-European markets surprise fund managers from a sentiment standpoint, then the story will likely change. The chances of the Pound, euro and Chinese yuan appreciating against the dollar becomes much more likely, countering the third observation which beleaguered global markets last year: a rising dollar.

EMERGING MARKETS

A stronger dollar is good news for U.S. travelers but it has delayed global reform and altered initiatives in Europe and Japan. This has also resulted in strife in broader emerging markets (most notably in countries such as Turkey) due to the extensive amounts of outstanding dollar-denominated debt.

Emerging Markets: Structural Forces in Place

> “Emerging markets appear to be in the strongest position to spring a positive surprise in 2019 relative to other non-U.S. assets.”



A weaker dollar and reduced trade angst, aligned with less fear toward important global economies such as China, the UK and Continental Europe would be particularly helpful to emerging markets in 2019. Whilst emerging markets collectively contain a multitude of challenges and influences, as a broad asset class, it appears to be in the strongest position to spring a positive surprise in 2019 relative to other non-U.S. assets.

Certainly, the actions of new political leaders in both Mexico and Brazil will be watched carefully, but a world that avoids a plunge into trade angst should see the supportive tailwinds of a weaker dollar, higher commodity prices and improved underlying growth trends. Emerging markets, after all, still retain all the structural forces they are famous for, including population growth, urbanisation, the rise of the middle class, and consumption catchup capabilities.

In short, as long as global trade talks stay on track, the outlook for markets outside the United States for 2019 looks a lot better than it currently feels, even if we have to rely on leading global politicians to help deliver it.

All expressions of opinion reflect the judgment of Raymond James Euro Equities, and are subject to change. There is no assurance any of the trends mentioned will continue or that any of the forecasts mentioned will occur. Economic and market conditions are subject to change. Investing involves risk including the possible loss of capital. International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets.

KEY TAKEAWAYS:

- In order for international markets to gain momentum over the U.S. in 2019, concerns over economic growth, the strength of the U.S. dollar, and trade talks need to be quelled.
- The Chinese economy should continue to experience decent economic growth rates in 2019, especially if they bend with the wind on the trade front.
- Expect lots of political noise, including talk about a second referendum or a general election and ultimately a thick slice of common sense to permeate the Brexit debate.
- Corporate earnings growth in Europe, as a region, looks relatively strong versus the United States using current estimates for 2019, and this has not been the case for some time.
- Emerging markets appear to be in the strongest position to spring a positive surprise in 2019 relative to other non-U.S. assets.
- As long as global trade talks stay on track, the outlook for markets outside the United States for 2019 looks a lot better than it currently feels.

2019 U.S. Equity Outlook

Michael Gibbs, *Managing Director, Equity Portfolio & Technical Strategy* and
Joey Madere, CFA, *Senior Portfolio Analyst, Equity Portfolio & Technical Strategy*

As we begin 2019, the U.S. equity markets are under pressure due to uncertainty regarding trade talks with China, concern over the sustainability of U.S. economic growth, the path of the Federal Reserve's (Fed) tightening cycle, and moderating economic growth abroad.

BEAR SIGHTINGS?

We recognize the heightened risk environment, but feel the sharp weakness in December is overdone for the short term. Moreover, we do not feel the recent weakness is the beginning of a *lasting* bear market for equities. We expect U.S. economic concerns to be proven premature as U.S. GDP will likely reach low- to mid-2% growth in 2019. Earnings growth for the S&P 500, while slowing from the unsustainable 20+% growth rate of 2018, will still be healthy as we project 5% to 6% growth for the year.

Attractive valuation further supports a positive bias with the S&P 500 price-to-earnings ratio (P/E) trading under 15x, relative to the long-term historical average of 16.5x (and 22% lower than the September peak P/E of 18.8x). Our base case S&P 500 target of 2,957 by year end 2019 renders 25% upside price movement from the December 24 close of 2,351.

> "Trade negotiations are expected to remain the center of investor focus in 2019."

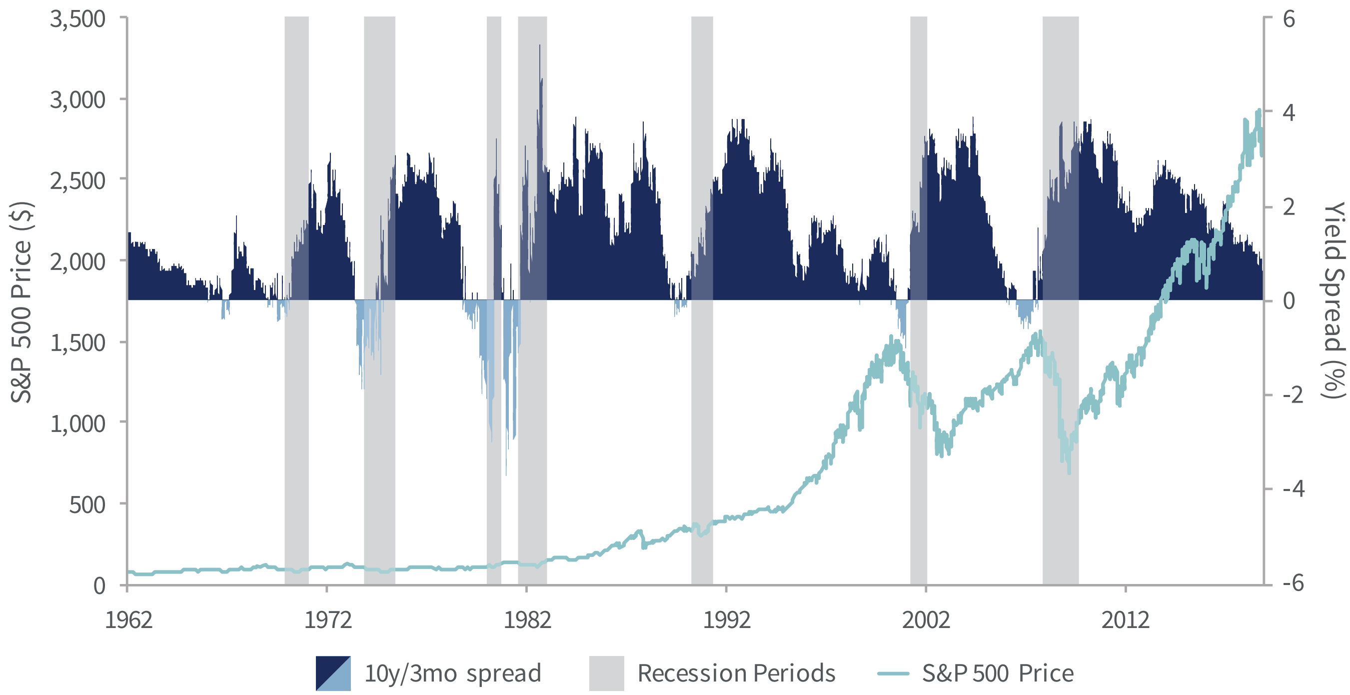
Despite our bullish posture, we admit a lot needs to go right in the year ahead to achieve our target. With delicate issues, such as the U.S.-China trade talks, a volatile road lies ahead. We widen the range between our potential bull and bear case scenarios to account for the heightened risk environment. Our year-end bear case of 2,415 is 2% above the December 24 close, reflecting a lack of progress from the current oversold conditions. In our bull case scenario, the 3,306 target renders a 40% gain from the December 24 close. With the issues delicate and the outcomes uncertain, especially regarding trade, our probability odds in our bull case are lowered to just 5%, while our bear case odds increase to 30%. Our base case odds are the highest at 65%. Progress on the trade front could alter our cautious bull/bear case probability odds dramatically.

TRADE POLICY: THE PRIMARY INFLUENCE

Trade negotiations are expected to remain the center of investor focus in 2019. Despite the G20 "trade-truce," challenges to a "deal" are elevated with both sides appearing hardened regarding intellectual property rights. For this reason, reaching an agreement by the 90-day deadline suggested by President Trump is

Yield Inversion = Equity Reversion?

Historically, an inversion between the yields on the 3-month and 10-year Treasuries (i.e., when the yield on the 3-month Treasury is higher than the yield on the 10-year Treasury) has often preceded an impending recession. However, its success in predicting future equity market performance has been less certain. In other words, an inversion in Treasury yields does not necessarily precipitate a reversion in equity prices.



Source: FactSet, Bloomberg, Raymond James as of 12/15/2018

unlikely. Nonetheless, we feel the two sides can and will deliver a message of progress to reassure the financial markets as the deadline nears. With the stakes (to global sentiment) high, we are optimistic both sides can arrive at acceptable terms as the year progresses. Stock market volatility will likely remain elevated with the path to an agreement rocky.

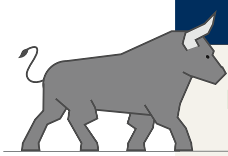
SOFTER GROWTH OR NOISE?

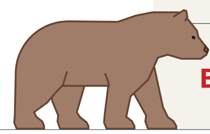
Investor concern over the health of the economy is heightened, with housing trends softening and initial jobless claims ticking slightly higher. The softening trends are likely noise, in our opinion, and with the economy late cycle, uncertain readings are not a surprise. Conversely, other economic readings, such as unemployment, leading indicators, consumer confidence, and Institute of Supply Management (ISM) surveys, all point to a healthy environment.

YIELD CURVE INVERSION

The flattening yield curve, often a signal of pending economic weakness, adds to investor angst. The narrowing spread between the 2-year and 10-year yields (as low as 10 basis points, or 0.10%) stoked concern in early December. We are watching yield spreads, but since we put more weight on the 10-year and 3-month yield spread, we are not overly concerned at this point with it comfortably above the zero mark (0.30%). Long lead times to recessions after previous yield curve inversions and false signals cause us to refrain from overconcern at this point, as well.

Raymond James Equity Portfolio & Technical Strategy 2019 Year-End Outlook





S&P 500	EPS ESTIMATE	P/E	PRICE	% CHANGE FROM 2,351	SCENARIO ODDS
Bull Case	$174	19x	3,306	40%	5%
Base Case	$169	17.5x	2,957	25%	65%
Bear Case	$161	15x	2,415	2%	30%

Source: Raymond James Equity Portfolio & Technical Strategy

Nonetheless, with investors focused on the shape of the yield curve, it is likely to influence equity market direction, at least over short periods. The predictive power of yield curve inversion and forward stock market returns has a mixed history. The chart above highlights periods of negative spreads between the 3-month and 10-year yields (which we remind you is positive). Many of these periods occurred at or near stock market peaks (1966, 1968, 1973, 1980, and 2000). However, stocks moved higher after, or during, inversion periods (in late 1966, 1967, 1989, and 2006). The yield curve is an important indicator to watch, but using it as a sole source for stock market direction is a failed approach, in our opinion.

INFLATION AND INTEREST RATES IN CHECK

Our belief that inflation will remain anchored and interest rates will not run away to the upside further supports a positive bias. Low global bond yields and the likelihood of only one Fed rate hike in 2019 should keep the U.S. 10-year Treasury yield from spiking again. As a reminder, in 2018 a jump in interest rates triggered both 10% drawdowns in the equity market.

POLITICS

In addition to trade and economic worries, political brinkmanship due to a split Congress will add to the list of stock market headwinds, as noise around impeachment, government shutdowns, and approval of the U.S., Mexico, and Canada Agreement (USMCA) will garner headlines.

U.S. EQUITY OUTLOOK: A DEEPER DIVE INTO 2019

EXPECTED EARNINGS

Fundamentally, earnings are set to slow from the 20%+ growth in 2018. There has been plenty of noise around "peak earnings," but it is a mistake to confuse "peak earnings growth" with "peak earnings." We estimate earnings will grow 5% in 2019 to $169 per share. Such growth, if realized, is adequate to support higher equity prices.

The overhanging issues and technical damage done during the decline will limit equity upside in the coming months. Negative headlines will influence stocks to test the low end of the range. However, a healthy U.S. economy, a growing earnings stream, and attractive valuation should serve as downside support. We believe the current pullback is overdone in the short term. Success or failure with trade negotiations will likely influence the equity markets next significant directional move.

BASE CASE: 65% PROBABILITY

In our base case scenario for 2019, trade issues linger, but enough progress is made (by year end) to allow a more positive tone. Our base case assumes that the U.S. economy does not falter, the Fed

> “In summary, we have a positive bias to equities over the next 12 months and believe the current pullback is overdone for the short term. We view valuation as attractive and expect supportive economic and earnings growth.”

pauses the tightening cycle after one move in 2019, the Treasury yield curve does not invert as measured by the 3-month to 10-year spread, and earnings rise as expected.

We apply a P/E of 17.5x to $169 in earnings to reach 2,957 (+25%, as of December 24). Our P/E adequately discounts late-stage economic risks, which will likely linger. We place a 65% probability of this scenario playing out.

BULL CASE: 5% PROBABILITY

Our bull case scenario for 2019 is a “Goldilocks” environment in which trade differences are worked out more rapidly (and without as many issues as feared), the U.S. economy hits its targets, inflation remains muted, the yield curve steepens in a controlled fashion, the unemployment rate stops falling (allowing the Fed to pause the tightening cycle), and investor optimism returns.

We use a 19x P/E, which was the P/E at the September peak and has been the historical median P/E when inflation is in the 2-2.5% range. Earnings surpass our estimate and reach consensus forecasts of $174. Applying a 19x P/E to $174 earnings gets a 3,306 bull case scenario (+40% from current levels).

BEAR CASE: 30% PROBABILITY

In our bear case scenario, the trade conflict escalates and slows economic and earnings growth (without entering a recession). Our base case assumes that the Treasury yield curve inverts as measured by the 10-year and 2-year spread and the Fed stops tightening and leans toward looser policy (which helps to limit the downside in stocks).

In this scenario, we feel earnings will be flat with 2018 (~$161). Negative sentiment could keep the S&P 500 P/E down near 15x (~9% below the historical average of 16.5x). Applying a 15x P/E multiple to $161 earnings results in a bear case scenario of 2,415 on the S&P 500 at 2019 year end (+2% from current levels before dividends and -17.5% from the 2,930 September peak).

OVERALL: POSITIVE BIAS

In summary, we have a positive bias to equities over the next 12 months and believe the current pullback is overdone for the short term. We view valuation as attractive and expect supportive economic and earnings growth. Numerous factors are impacting the environment and investor sentiment (on the positive and negative side). These factors will not go away anytime soon.

Therefore, for the next several months and possibly into mid year, the S&P 500 is likely to remain volatile as investors balance the headwinds and tailwinds. If the U.S. and China eventually work out trade differences and the U.S. economy remains healthy (two outcomes we expect), improving investor sentiment and solid earnings may allow equities to post healthy gains by the end of 2019.

KEY TAKEAWAYS:

- We have a positive bias to equities over the next 12 months and believe the current pullback is overdone for the short term.
- Trade negotiations are expected to remain the center of investor focus in 2019. With the stakes (to global sentiment) high, we are optimistic both sides can arrive at acceptable terms as the year progresses.
- Long lead times to recessions after previous yield curve inversions and false signals cause us to refrain from overconcern at this point.
- If the U.S. and China eventually work out trade differences and the U.S. economy remains healthy (two outcomes we expect), improving investor sentiment and solid earnings will allow equities to post healthy gains by the end of 2019.

2019 Fixed Income Outlook

Doug Drabik, *Senior Strategist, Fixed Income Services*

The bond market played out the year in 2018 much as expected. The Treasury curve remained in a tight, albeit slightly higher, trading range as yields were bumped up across the curve, driven in part by four Federal Reserve (Fed) rate hikes. Short-term Treasury rates (less than one year) followed suit, rising approximately 1.00%, while intermediate- and long-term Treasury rates lagged. As a result, the Treasury yield curve continued to flatten over the year.

Several factors contributed to the rise in short-term rates: the economy grew at a positive clip, unemployment hovered at decade lows, inflation remained near the Fed's target level, and Congress and the White House continued to push corporate-friendly agendas.

However, geopolitical events and monetary policy abroad not only maintained, but, in many cases, widened interest-rate disparity.

INTEREST RATES: THE GLOBAL GAP WIDENS

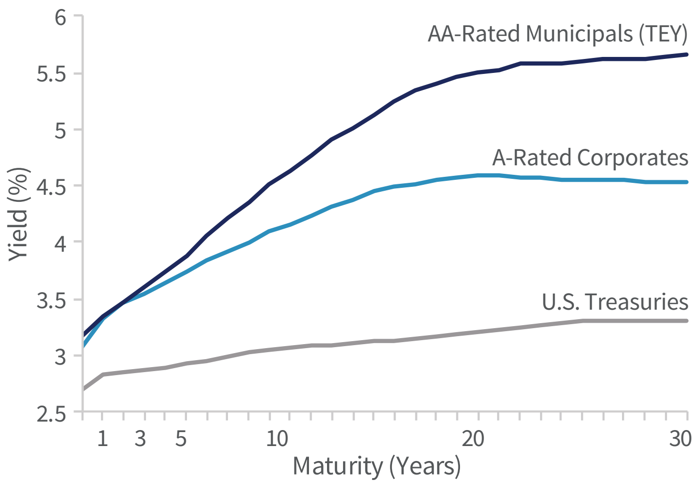
While it boosted 2018 growth substantially, fiscal stimulus is anticipated to be muted in 2019 due to the fact Republicans lost control of the House of Representatives in the most recent mid-term elections. Furthermore, receding corporate profits and the diminishing benefits of recent tax cuts may further slow the economic expansion in the U.S. Additionally, as the government's budget deficit continues to widen, the incentive to keep interest rates low intensifies.

Global rate disparity has continued to widen (rather than narrow, as had been previously anticipated by many pundits). Active intervention by central banks around the globe, and the growth of their balance sheets appear to have peaked at the beginning of 2018, yet most central banks remain in an accommodative state. The aggregate assets of the Fed, the European Central Bank (ECB), the Bank of Japan (BOJ), and the People's Bank of China (PBOC) reached holdings of $20.6 trillion U.S. dollars. This number has since declined to approximately $19.4 trillion U.S. dollars, an exceedingly large accumulation by any measure.

FED POLICY

In the short term, the Fed has committed to reducing its balance sheet of assets, thus reducing its impact as a buyer. Given that policymakers at the Fed have indicated interest rates are approaching a 'neutral' level, monetary policy in 2019 is expected to be softer than previously anticipated. While the Fed had been expected to hike interest rates up to four times in 2019, the probability of any hikes is now in question. As such, there is little to suggest that interest rates will make any dramatic moves upward over the next 12 months. The market has become rather proficient in accepting and adapting to monetary policy announcements. Exaggerated rate shifts are not expected as policymakers approach the neutral 3.00% federal funds target rate.

Comparing Curves



Source: Bloomberg, Raymond James as of 12/15/2018

ONWARD, BUT NOT UPWARD?

All of this suggests a continuation of the push-and-pull dynamic that has influenced interest rates for more than a year; however, the heightened uncertainty entering 2019 presents a more challenging interest rate forecast. If economic growth remains intact, the Treasury yield curve may continue its narrow trading range with the 10-year Treasury hovering between 2.70% and 3.40%, yet there are significant geopolitical and economic factors continuing to "pull" interest rates in the opposite direction. The conflicting undertows of economic data, fiscal policy, and monetary policy substantially impede the possibility of a massive rise in interest rates.

Political events are shifting rapidly as we write this outlook. A compromise on the European Union and Italian fiscal budget calmed the impasse but is subject to smooth enactment. The Brexit debate continues to stir insecurity. Additionally, China's and the U.S.' trade policy disagreement seems to shift from tolerable to gridlock every other day. As these events flare up, the uncertainty can push investors toward safe haven assets, such as U.S. Treasury securities, thus they limit the momentum market move toward higher interest rates. Should any of these politically charged events exhibit extreme results, the consequences could potentially empower a decisive flight to quality and plunge the 10-year Treasury rate range much lower toward 2.00% - 2.50%.

PORTFOLIO POSITIONING

Appropriate allocation remains crucial to managing diversified portfolio risk. Allocations to fixed income may provide critical risk mitigation to other asset classes and act as a ballast for overall portfolio risk, particularly with equity exposure.

However, many fixed income investors ultimately require more yield than can be provided by Treasury bonds or equity dividends. Corporate and municipal bonds are investments that typically provide higher income opportunities than Treasuries.

The curve comparison chart highlights the divergence between the yield curves for A-rated corporates, AA-rated municipals, and U.S. Treasuries.

The Treasury yield curve is relatively flat compared to the municipal and corporate curves, which are over twice as steep as the Treasury curve. Given that both the corporate and municipal curves have steeper slopes, they reward investors who are willing to assume the risk of longer maturities with higher yields. The spreads between the yields on 1-year and 10-year bonds on the corporate and municipal yield curves are 1.01% and 1.34%, respectively, whereas the spread between the yields on 1-year and 10-year Treasuries stands at just 0.36%.

GOING FORWARD

Due to the aforementioned factors, interest rates are likely to remain in a compact range, facing minimal upward potential and significant downward potential. While some points of the Treasury yield curve have approached inversion, there remains some spread between intermediate- (5-10 year) and short-term (less than one year) yields. Barring significant geopolitical developments, the Treasury curve is expected to trade in a narrow range, with the yield on the 10-year Treasury between 2.75% and 3.40%.

KEY TAKEAWAYS:

- Muted fiscal stimulus, a widening government deficit, and softening monetary policy suggest that interest rates will not make any dramatic moves upward.
- Should certain geopolitical events come to fruition, they pack the clout to push interest rates significantly downward as investors rush to purchase safe haven assets, such as U.S. Treasury securities.
- 2019 will likely see a continuation of the push-and-pull dynamic that has kept interest rates in a narrow trading range.
- The steeper municipal and corporate yield curves may provide investors more attractive options than Treasury bonds.

2019 Energy Outlook

Pavel Molchanov, *Senior Vice President, Energy Analyst, Equity Research*

After a volatile year for the global oil markets, Pavel Molchanov reminds us that short-term gyrations should not obscure the fundamentally bullish oil picture.

A VOLATILE VOYAGE FOR OIL

2018 was certainly a "round-trip" journey for the global oil markets, with West Texas Intermediate (WTI) crude prices starting the year in the low $60s per barrel (Bbl), reaching four-year record heights of $76/Bbl by early October before a turbulent descent to the low $50s by the end of November. Brent's premium to WTI was similarly volatile. On a calendar-year basis, oil prices averaged their highest level since 2014, though there is no disputing the rough end to the year.

Commodity markets are volatile by nature, reflecting both fundamental drivers and additional factors, such as the impact of the rising U.S. dollar, which placed significant pressure on already strained oil prices. Technical/momentum trading also contributed to this intense sell-off. It is important to keep in mind that short-term prices are essentially unpredictable, so we do not encourage investors to focus on short-term volatility – whether it is taking off or on a nerve-wracking descent.

BIG PICTURE, BOTTOM LINE

The global oil market was undersupplied in 2017, becoming broadly balanced (demand equaling supply) in 2018. We forecast undersupply persisting in 2019 and 2020. The four-year period 2017-2020, therefore, translates into consecutive drawdowns in global petroleum inventories – a virtually unheard of string of decreases by historical standards. While many U.S. investors tend to focus on the Department of Energy's weekly inventory reports as the only real-time data source, to get a holistic view of the oil market, it is essential to look at global metrics.

> "Short-term prices are essentially unpredictable so we do not encourage investors to focus on short-term volatility."

DEMAND AND SUPPLY

After four years (2015-2018) of demand growing above the long-term average of 1.4% per year, we envision growth slowing in 2019, and even more so in 2020. While a potential economic slowdown is among the factors here, it is not the main one. Rather, this undersupplied market must see oil prices rise in order to meaningfully curtail demand growth. As oil becomes more expensive, consumers gravitate to more fuel-efficient (or electric) vehicles, and businesses take steps to reduce fuel usage as well.

On the supply side of the ledger, there is a wide variety of "line items" to track. High profile developments include pressure on Iranian exports due to the U.S. sanctions and Venezuela's political/economic crisis and resulting collapse in production. These are counterbalanced by the record production in Saudi Arabia

> “To get a holistic view of the oil market, it is essential to look at global metrics.”

and Russia. Less headline-grabbing themes include restraint in capital allocation by larger U.S. oil producers. While the U.S. - especially the Permian Basin - should remain the world’s preeminent source of supply growth in the years ahead, there are still supply declines in several non-OPEC geographies such as China and Mexico. Additionally, the limited number of long-lead-time oil project approvals translates to the gradual diminishment of this source of supply uplift over time.

RENEWED STRENGTH

Putting everything together, we anticipate back-end-loaded oil price strength in 2019, to an average of $62/Bbl WTI and $72/Bbl Brent. For 2020, while visibility that far ahead is admittedly limited, we currently envision a cyclical peak of $93/Bbl WTI and $100/Bbl Brent. The main reason for this cyclical peak is global implementation of the International Maritime Organization (IMO) 2020 low-sulfur fuel regulations – arguably the most important yet underappreciated oil market story for the next several years. While some regulatory uncertainty remains, our estimate is that the overall impact in 2020 will effectively erase 1.5 million barrels per day, or 1.5% of global supply. Not only is our 2020 price forecast at the high end of consensus, but it is even more striking when compared to the futures curve. While we do not think that triple-digit oil prices will become the new normal, it may be necessary, at least temporarily, to squeeze demand out of the system, thus preventing even steeper inventory declines. Beyond 2020, our forecast is $75/Bbl WTI and $80/Bbl Brent – a normalized level of prices that should enable moderate demand growth (even with increasing adoption of electric vehicles) as well as a level of industry-wide capital spending that could generate the incremental supply for accommodating that demand growth.

NATURAL GAS: NOT SO NOTABLE

In contrast to our upbeat view on the global oil market, we are much less enthused about North American natural gas. The unusually cold start to the 2018/2019 winter temporarily pushed Henry Hub gas prices above $4.00/thousand cubic units (Mcf), but such prices are emphatically not sustainable. We remain bearish relative to consensus and futures pricing. Our forecast is an average of $2.75/Mcf (down modestly year-over year) in 2019, followed by a cyclical trough of $2.25/Mcf in 2020 and a long-term normalized level of $2.50/Mcf. The backdrop for our bearishness is the U.S. gas market’s “inverse” relationship with oil prices. As higher oil prices spur growth in oil production, they also drive an increasing supply of associated gas – whether or not anyone actually wants that gas. Simply put, the better things get for oil prices, the worse the read-through for gas. Improving takeaway capacity from the Permian will only exacerbate this, along with increased access to Northeast markets from the Marcellus and Utica Shale Formations.

The supply side of the gas equation outweighs the mostly upbeat story on the demand side, led over the next three-to-four years by the ramp-up of U.S. liquefied natural gas (LNG) exports. Pipeline exports to Mexico are also a growth driver, whereas the power sector is more of a mixed picture as retirements of coal-fired power plants are disproportionately being displaced by wind and solar rather than gas. Meanwhile, the European gas market is also rather weak, with demand near 20-year lows, as wind and solar are capturing market share in the electricity mix to an even greater extent than in the U.S. Gas demand in Asia is growing, led by China, but not as much as the industry would have hoped.

Outlook on Prices

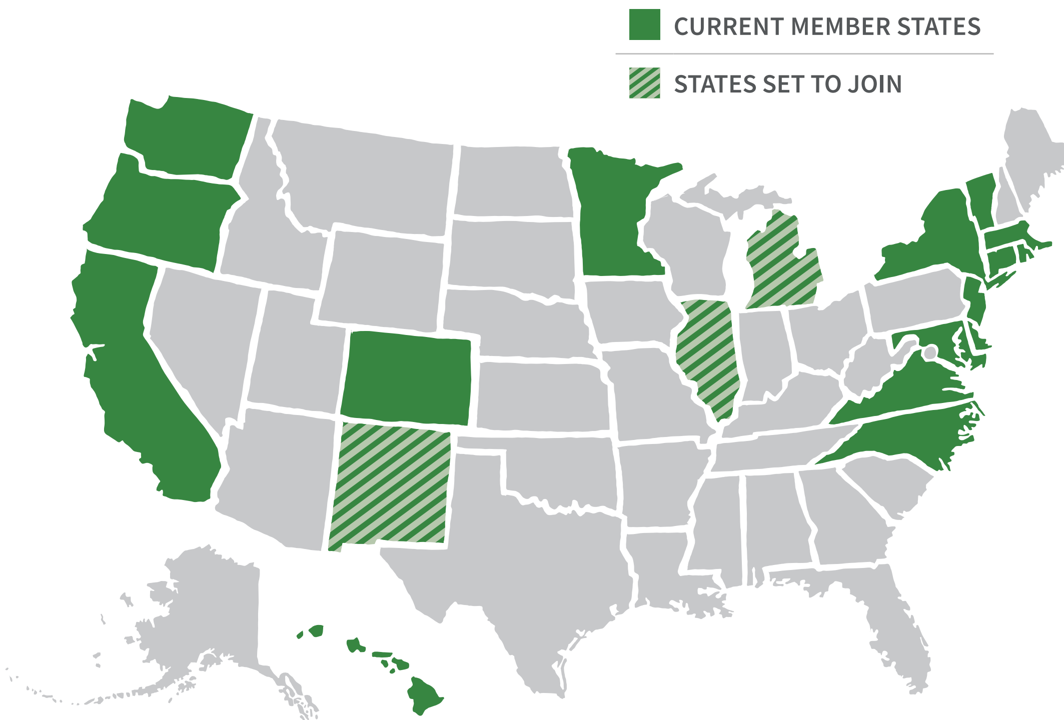
Looking Ahead

	WTI CRUDE	BRENT CRUDE	NATURAL GAS
2019	$62/Bbl	$72/Bbl	$2.75/Mcf
2020	$93/Bbl	$100/Bbl	$2.25/Mcf
2020+	$75/Bbl	$80/Bbl	$2.50/Mcf

Source: Raymond James Equity Research

Going Green

United States Climate Alliance Coalition



U.S. ENERGY POLICY OUTLOOK

Since we are on the topic of commodity markets, let's address the outlook for U.S. energy policy following the 2018 mid-term elections. At the federal level, essentially nothing is changing. The Trump administration remains in control of the regulatory agencies: the Energy and Interior departments, as well as the Environmental Protection Agency (EPA) and the Federal Energy Regulatory Commission (FERC). To the extent Congress may take up impactful energy legislation – and it rarely does – anything will have to pass the Democratic-controlled House and Republican-controlled Senate. This, of course, is a recipe for gridlock.

At the state level, there were four high-profile initiatives on the ballot – in Colorado (drilling restrictions), Washington State (carbon tax), California (reduction of fuel taxes), and Arizona (upsized renewable portfolio standard) – but all four were defeated. On the other hand, three new governors – in Illinois, Michigan, and New Mexico – are set to join the U.S. Climate Alliance, a coalition of currently 16 states that are enforcing the Paris Agreement's decarbonization targets. While any specific regulatory changes will have to go through utility commissions, it is a safe bet that the new administrations will push to accelerate retirements of coal plants. This is more bad news for the coal industry – but bullish for renewables.

KEY TAKEAWAYS:

- It is important to keep in mind that short-term prices are essentially unpredictable, so we do not encourage investors to focus on short-term volatility.
- The global oil market does not have enough available supply to sustain the current pace of demand growth – thus, prices must move higher to slow demand likely peaking in 2020.
- We remain bearish relative to consensus and futures pricing for North American natural gas.
- As for U.S. energy policy, at the federal level, essentially nothing is changing. At the state level, a growing number of states are enforcing decarbonization rules.

All expressions of opinion reflect the judgment of Raymond James & Associates, Inc., and are subject to change. There is no assurance any of the trends mentioned will continue or that any of the forecasts mentioned will occur. Economic and market conditions are subject to change. Investing involves risk including the possible loss of capital. Commodities are generally considered speculative because of the significant potential for investment loss. Investments in the energy sector are not suitable for all investors.

2019 Asset Allocation Outlook

Nick Lacy, CFA, *Chief Portfolio Strategist, Asset Management Services*

Investors should continue to adhere to their long-term strategic asset allocation as we move into 2019, particularly as it pertains to equity and fixed income positioning. As we navigate this late-market cycle, after coming off an extraordinary period of growth, attention to the quality of stock and bond holdings can help mitigate downside volatility as the cycle continues to mature.

Despite an anticipated deceleration in economic and earnings growth in 2019, the U.S. maintains healthy prospects: consensus Gross Domestic Product (GDP) growth is currently estimated to be 2.5% and earnings growth estimates remain above average with a consensus forecast of 8.5%.

While we are in the later stages of the growth cycle in the U.S., the rest of the world still has ample room for growth and a much lower bar to surpass from a relative growth standpoint. While the U.S. may end up achieving final 2018 growth figures of around 2.9% (according to final GDP estimates), other large economies saw more muted expansions, due in part to the fact that international companies did not have the luxury of reaping the benefits of the 2017 U.S. corporate tax cuts.

WILL THE U.S. TAKE THE BACK SEAT?

Despite the U.S. leading the financial markets last year, there are numerous reasons to believe that international equities will have their time to shine. Why do we remain confident in international equity markets after such a trying period of relative underperformance and a host of geopolitical concerns plaguing many of these countries and their economies?

FUNDAMENTAL SUPPORT

The prices of U.S. equities are elevated both on an absolute basis and relative to the rest of the world. In fact, we haven't seen global market dislocations such as these since 1998. While buying dividend-paying and low-volatility stocks with low multiples won't always yield superior results relative to other investments, incorporating these strategies into a diversified portfolio should add value during unstable times.

POLICY DIVERGENCE

Of the major developed-market economies, a restrictive stance on monetary policy has been most notable in the U.S. with the Federal Reserve (Fed) raising short-term interest rates from near zero in December 2015 to current levels of 2.5% (likely headed to 3.0%).

Countries such as the UK and Canada began raising rates as well, but at a much slower pace. Japan, on the other hand, is unlikely to raise interest rates for the foreseeable future and the same is expected for most euro zone central banks.

Several emerging market countries have been aggressively raising short-term rates in an attempt to defend and stabilize their currencies as higher short-term rates in the U.S. typically cause the dollar to rise against emerging market currencies. These countries, such as Turkey, are likely to see a negative impact on their economic growth, but higher short-term rates should help support their currencies and mitigate inflation pressures. This is a very different issue from that which the developed economies are dealing.

A headwind for the U.S. going forward, with regard to higher relative interest rates, is the cost of doing business, both for companies abroad and here at home. Continued rate increases should eventually place pressure on economic growth, leading the Fed to revisit their somewhat limited stimulus toolkit if necessary. Rising rates don't guarantee that the U.S. will slow down, but they certainly increase the probability the expansion decelerates.

CURRENCY: THE X-FACTOR

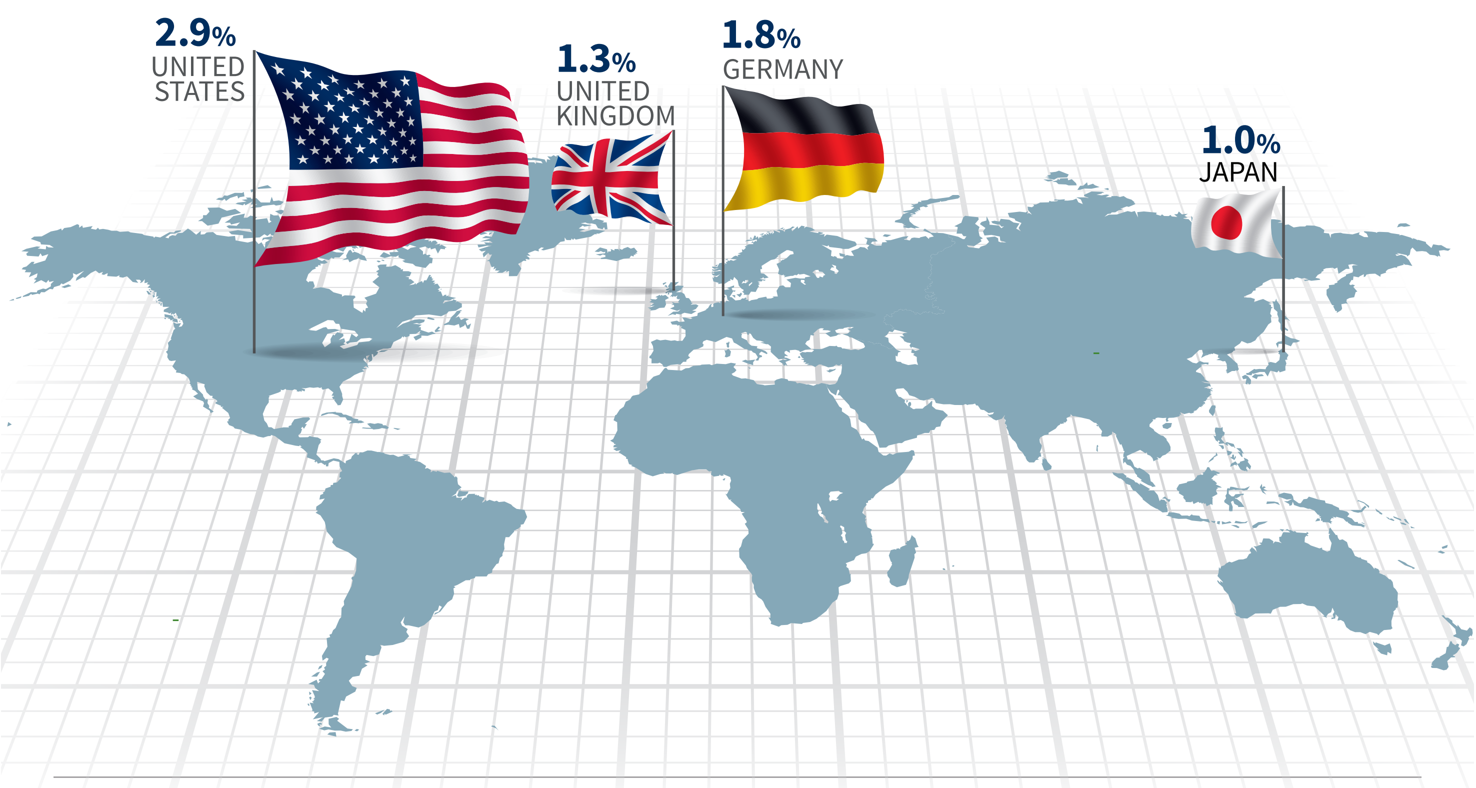
Exchange rates are typically a wild card as they are difficult to accurately predict and much of the excess returns/losses of foreign investments can be attributed to currency movements. The U.S. dollar has strengthened against most major foreign currencies over the last five to six years, eroding foreign returns as those funds flow back to the U.S. investors. In fact, the dollar has only declined in two of the last eight years against major currencies, contrarily boosting returns for domestic investors. If the dollar appreciates in 2019, non-U.S. investments will have a more difficult time outperforming their domestic counterparts.

FIXED INCOME: SHORTEN UP

Shorter-duration, higher-quality U.S. bonds are preferred relative to low-quality, non-investment grade bonds (high yield bonds) as investors are not being appropriately compensated for the potential downside risk taken by owning these securities.

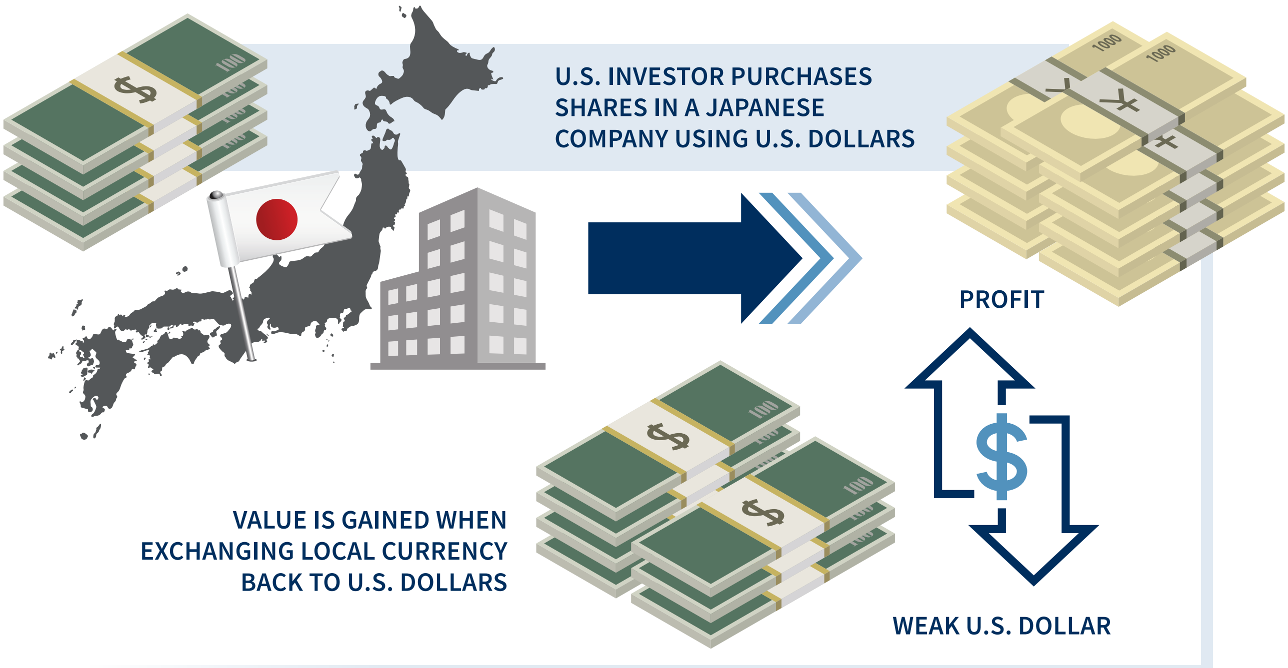
Growing Gaps

While the U.S. may end up achieving final 2018 growth figures of around 2.9% (according to final GDP estimates), other large economies saw more muted expansions, due in part to the fact that international companies did not have the luxury of reaping the benefits of the 2017 U.S. corporate tax cuts.



The Currency 'Premium'

Depending on the strength of the U.S. dollar, value can be gained when exchanging currency.



> "It is impossible to forecast the direction and magnitude of currency movements."

We also continue to avoid non-U.S. sovereign debt in Europe as an eventual rising interest rate environment and political concerns such as Brexit and the Italian debt crisis remain headwinds for foreign bond returns over the next several years.

Emerging market local currency bonds may present opportunity in the new year as the yields of these bonds increased substantially as many countries raised interest rates to control currency levels. While these types of bonds tend to have low default rates, they do carry the risk of repayment of interest and principal in local currencies that may have declined dramatically.

PROCEED WITH CAUTION

As the markets grapple with lower prospects for global earnings, a decelerating world economy, and the necessary transition from central bank accommodation to something more restrictive, we expect volatility to be a centerpiece in the market narrative. However, volatility remains the prerequisite for opportunity and, to that end, we look forward to evaluating the opportunities and tradeoffs as they continue to improve.

KEY TAKEAWAYS:

- Depending on their individual situation, investors should continue to adhere to their long-term strategic asset allocation as we move into 2019, particularly as they pertain to equity and fixed income positioning.
- While the economy and company earnings are expected to decelerate from the exceptional levels seen throughout 2018, the U.S. is still poised for growth.
- Exchange rates are typically a wild card. If the dollar appreciates in 2019, non-U.S. investments will have a more difficult time outperforming their domestic counterparts.
- We expect volatility to be a centerpiece in the market narrative. However, volatility remains the pre-requisite for opportunity and, to that end, we look forward to evaluating the opportunities and tradeoffs as they continue to improve.

Economic Snapshot

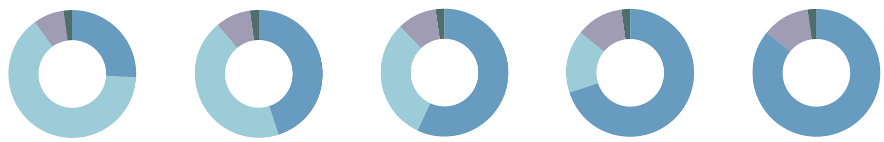
Recent data suggest that the economic expansion continued at a moderately strong pace in 4Q18, with low and stable inflation. Trade tariffs initially had a significant impact on some sectors, but only a modest impact on overall economic growth and inflation. However, the impact is broadening and there are risks of a further escalation of trade tensions in 2019. Fiscal stimulus (deficit spending) should continue to provide support in early 2019, but the impact will fade. Federal Reserve (Fed) officials expect that some further increases in short-term interest rates will be warranted, but the pace of tightening should slow.

DR. SCOTT BROWN
Chief Economist

	ECONOMIC INDICATOR	COMMENTARY
FAVORABLE	GROWTH	GDP growth is expected to remain moderately strong, although somewhat slower in 2019, reflecting job market constraints, trade disruptions, and the fading impact of fiscal stimulus.
FAVORABLE	EMPLOYMENT	Demand for workers should remain strong and there may be some slack remaining in the labor market, but the pace of job growth is likely to slow as constraints become more binding.
FAVORABLE	CONSUMER SPENDING	Job growth remains supportive. The drop in gasoline prices should add to purchasing power.
FAVORABLE	INFLATION	Inflation moderated in the second half of 2018, but should pick up somewhat in early 2019, reflecting higher labor costs (minimum wage increases in some states) and tariffs.
FAVORABLE	THE DOLLAR	Trade policy conflicts and concerns about global economic risks have led to a flight to safety into U.S. Treasuries and the dollar. However, there is some risk of a softening as the Fed nears the peak of its tightening cycle.
NEUTRAL	BUSINESS INVESTMENT	Sentiment remains strong, although there are some concerns about the negative impact of tariffs. Orders and shipments of capital goods have improved into 3Q18.
NEUTRAL	MANUFACTURING	New orders and production have been mixed, but the pace has been generally moderate. Trade tariffs are a concern, disrupting supply chains and dampening expectations for growth in exports.
NEUTRAL	HOUSING AND CONSTRUCTION	Builders continue to note supply constraints (a lack of skilled labor, and higher construction costs). Demand remains strong, but customers have balked at higher home prices.
NEUTRAL	MONETARY POLICY	Fed policy is closer to neutral, but not there yet. Fed officials expect to raise rates further in 2019, but the pace of tightening should slow.
NEUTRAL	LONG-TERM INTEREST RATES	There are a number of factors that would normally put some upward pressure on bond yields. However, investor anxiety has led to a flight to safety, pushing long-term interest rates lower (that may be transitory).
NEUTRAL	FISCAL POLICY	Tax cuts and added spending provided support for economic growth in 2018 (a bit more than expected), but budget deficit projections have risen sharply (a long-term concern given the expected strains on Social Security and Medicare funding).
NEUTRAL	REST OF THE WORLD	Fed rate increases have had a negative impact on emerging market economies and trade policy has disrupted supply chains. Nationalistic tendencies, Brexit, and Italy are concerns. China should do okay.

High-Net-Worth & Ultra-High-Net-Worth Models

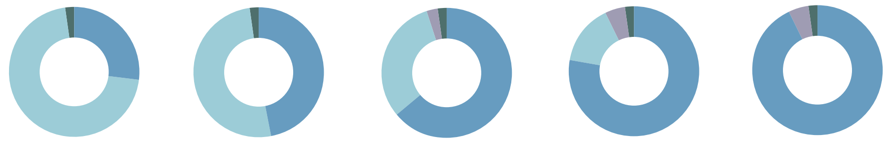
For high-net-worth and ultra-high-net-worth clients, the strategic asset allocation models below reflect the Raymond James Investment Strategy Committee's recommendations for current positioning. Your financial advisor can help you interpret each recommendation relative to your individual asset allocation policy, risk tolerance, and investment objectives.



CURRENT POSITIONING	CONSERVATIVE	MODERATE CONSERVATIVE	MODERATE	MODERATE GROWTH	GROWTH
TOTAL EQUITY	**26%**	**45%**	**57%**	**70%**	**84%**
Total U.S. Equity	14%	28%	35%	44%	53%
Large Cap	9%	19%	23%	30%	35%
Mid Cap	3%	5%	7%	8%	11%
Small Cap	2%	4%	5%	6%	7%
Total Non-U.S. Equity	12%	17%	22%	26%	31%
Non-U.S. Developed Market Equity	10%	14%	18%	21%	25%
Emerging Market Equity	2%	3%	4%	5%	6%
TOTAL FIXED INCOME	**64%**	**44%**	**31%**	**16%**	**0%**
Core Fixed Income	55%	37%	27%	15%	0%
Investment-Grade Intermediate Maturity	48%	32%	22%	11%	0%
Investment-Grade Short Maturity	7%	5%	5%	4%	0%
Plus Fixed Income	9%	7%	4%	1%	0%
Non-Investment Grade FI (High Yield)	3%	2%	0%	0%	0%
Non-U.S. Fixed Income	3%	2%	2%	1%	0%
Emerging Market Debt (Local+USD)	3%	3%	2%	0%	0%
ALTERNATIVE INVESTMENTS	**8%**	**9%**	**10%**	**12%**	**14%**
CASH & CASH ALTERNATIVES	**2%**	**2%**	**2%**	**2%**	**2%**

Refer to pages 34 and 35 for asset class and model definitions.

Strategic Asset Allocation Models

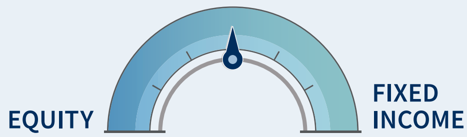


CURRENT POSITIONING	CONSERVATIVE	MODERATE CONSERVATIVE	MODERATE	MODERATE GROWTH	GROWTH
EQUITY	**27%**	**47%**	**64%**	**78%**	**93%**
U.S. Large Cap Blend	15%	17%	21%	24%	29%
U.S. Large Cap Growth	0%	4%	6%	8%	9%
U.S. Large Cap Value	0%	4%	6%	8%	9%
U.S. Mid Cap Equity	2%	5%	7%	8%	10%
U.S. Small Cap Equity	1%	3%	4%	6%	6%
Non-U.S. Developed Market Equity	9%	14%	16%	20%	25%
Non-U.S. Emerging Market Equity	0%	0%	4%	4%	5%
FIXED INCOME	**71%**	**51%**	**31%**	**15%**	**0%**
Investment Grade Intermediate Maturity Fixed Income	56%	42%	27%	15%	0%
Investment Grade Short Maturity Fixed Income	7%	5%	4%	0%	0%
Non-Investment Grade Fixed Income	3%	2%	0%	0%	0%
Multi-Sector Fixed Income	5%	2%	0%	0%	0%
ALTERNATIVE INVESTMENTS/ MANAGED FUTURES	**0%**	**0%**	**3%**	**5%**	**5%**
CASH & CASH ALTERNATIVES	**2%**	**2%**	**2%**	**2%**	**2%**

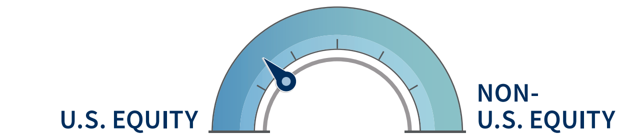
 Refer to pages 34 and 35 for asset class and model definitions.

Tactical Asset Allocation Outlook

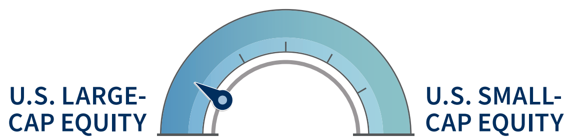
For investors who choose to be more active in their portfolios and make adjustments based on a shorter-term outlook, the tactical asset allocation outlook below reflects the Raymond James Investment Strategy Committee's recommendations for current positioning. Your advisor can help you interpret each recommendation relative to your individual asset allocation policy, risk tolerance, and investment objectives.



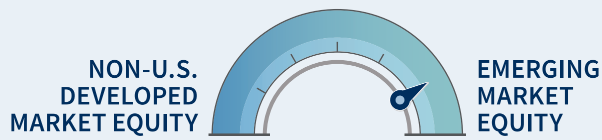
Global equity prices retreated last quarter, making them more attractive relative to bonds. Still, we have a neutral short-term view as earnings revisions are falling and downside volatility is likely to continue. Headwinds for fixed income include a potential rise in interest rates, currency volatility, and credit concerns.



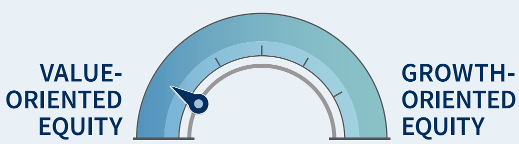
U.S. companies benefited from 2017 tax cuts, but this tailwind is subsiding as earnings growth estimates are already receding. Non-U.S. economic growth is moderating in certain areas but earnings revisions are weak, and geopolitical concerns, particularly around the Brexit deal, the Italian debt crisis, a slowdown in Chinese growth, and trade policy, keep us favorable to U.S. equities as they tend to hold up better during times of uncertainty.



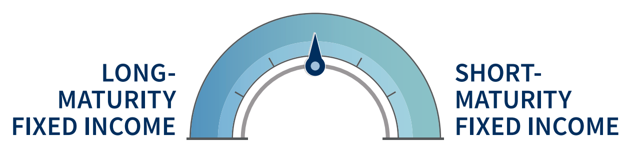
Large-cap fundamentals are relatively expensive. Still, these companies tend to better hold their value relative to smaller companies during market selloffs. Once the market finishes repricing, this may be an opportunity to rebalance assets into higher beta, small-cap strategies.



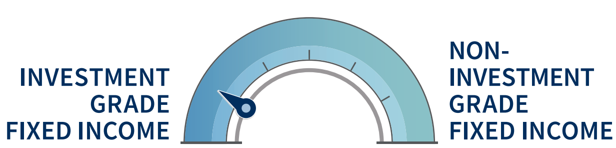
We are more favorable on emerging markets than last quarter as the potential for downside loss has decreased substantially. These markets are oversold and have reasonable valuation and fundamentals. Headwinds include appreciation of the U.S. dollar, earnings pressure, and concerns over trade negotiations. Active management is recommended in this space.



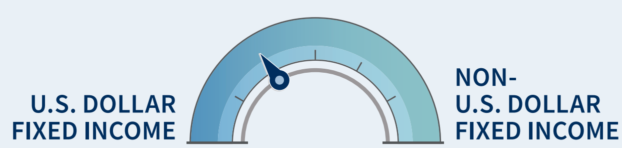
We favor value-oriented strategies over growth in the near term as these strategies include defensive, lower-volatility companies, rather than the more cyclical firms found in growth strategies. Given the late market cycle, a more defensive approach is recommended in the near term.



Longer-duration bonds should provide better support for equities during a significant equity down market, however, if the selloff is muted/contained, a spike in the yield curve could prove very harmful to longer-duration holdings. While some duration is necessary for diversification, investors may not be appropriately compensated for duration risk at this time.



While spreads have widened some, we still favor IG bonds over high yield as investors are still not being fully compensated for the credit and equity risk. This would also include senior bank loans as they tend to act like high yield when spreads widen. IG bonds continue to provide ballast to equity market risk and strategic positions should be maintained for this reason.



The probability of the U.S. dollar rallying in the near term is low, but could happen if global markets continue to sell off. Appreciation of the dollar would negatively impact dollar-denominated debt held abroad. This, coupled with the additional credit risk associated with non-U.S. debt leaves us slightly favorable to U.S. dollar-denominated fixed income in the near term. Opportunities are presenting themselves in the local market space, as prices are starting to look relatively attractive, but it may be too soon to favor them tactically.

Alternative Investments Snapshot

ALTERNATIVE INVESTMENTS	In a period in which volatility persists and markets appear to be late cycle, alternative assets that provide exposure to unique return streams become more attractive. On a go forward basis, manager execution in the space will be vital as dispersion across strategy types and managers has picked up broadly.
EQUITY LONG/SHORT	Equity long/short becomes more attractive in an environment that includes greater dispersion in stocks, increasing the potential for managers to create alpha both long and short. For advisors and clients that believe more volatility is on the horizon, and would like to attempt to reduce equity risk, long/short equity may represent an opportunity to meet that objective.
MULTI-MANAGER/ MULTI-STRATEGY	Multi-manager/multi-strategy funds that are diversified across strategy types and asset classes provide investors with differentiated exposure relative to traditional markets. For investors seeking investments with limited correlation and beta to traditional markets, multi-manager/multi-strategy funds represent a potential solution.
MANAGED FUTURES	Managed futures seek to profit from price movements and trends across a wide range of trading markets. Although managed futures in general have failed to meet investor expectations during recent bouts of volatility, historically the asset class maintains limited correlation to equity and bond markets, providing diversification benefits to a broader portfolio.
EVENT-DRIVEN	Event-driven strategies aim to identify catalysts around corporate situations to generate investment returns. While there has been a limited opportunity set for distressed strategies in recent years, a core discipline for many distressed investors, dislocations in credit and a late cycle environment potentially create additional opportunities for managers going forward.
EQUITY MARKET NEUTRAL	Equity market neutral strategies strive to maintain a limited degree of exposure to equity markets. The strategy should outpace broader equity markets during periods of increased volatility as short equity exposure limits losses.
GLOBAL MACRO	Trading across a range of asset classes, geographies, and sectors, global macro strategies provide investors with a return stream that features limited correlation to traditional asset classes. These strategies tend to benefit from divergent moves across markets and as such, are poised to outperform when volatility presents itself.

This report is intended to highlight the dynamics underlying major categories of the alternatives market, with the goal of providing a timely assessment based on current economic and capital market environments. Our goal is to look for trends that can be sustainable for several quarters; yet given the dynamic nature of financial markets, our opinion could change as market conditions dictate.

Investors should only invest in hedge funds, managed futures, distressed credit or other similar strategies if they do not require a liquid investment and can bear the risk of substantial losses. There can be no assurance that any investment will meet its performance objectives or that substantial losses will be avoided.

Investment Strategy committee meeting recap *Continued from page 3*

- "We don't see anything that even comes close to the oversupplied situation we were in in 2006. We are growing the U.S. housing stock at about 0.8%, and right now, we're creating more households than we're building houses."
- "In a nutshell, I think we have de-risked the $50 trillion U.S. real estate industry, including residential and commercial, over the past 20 years. The severe housing downturn and the fact that REITs went public, both driving the need for much more data and visibility, is a huge part of that de-risking."
- "To sum it up, housing isn't going to put us in a recession. It's going to suffer if we enter into one, but at this juncture, we don't see that happening."

All expressions of opinion reflect the judgment of Raymond James & Associates, Inc., and are subject to change. There is no assurance any of the trends mentioned will continue or that any of the forecasts mentioned will occur. Economic and market conditions are subject to change. Investing involves risk including the possible loss of capital. International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets. Past performance may not be indicative of future results. Asset allocation and diversification do not guarantee a profit nor protect against loss. Companies engaged in business related to a specific sector are subject to fierce competition and their products and services may be subject to rapid obsolescence. Changes in tax laws or regulations may occur at any time and could substantially impact your situation. You should discuss any tax or legal matters with the appropriate professional. The S&P 500 is an unmanaged index of 500 widely held stocks. It is not possible to invest directly in an index. The yield curve is a graphic depiction of the relationship between the yield on bonds of the same credit quality but different maturities. Debt securities are subject to credit risk. A downgrade in an issuer's credit rating or other adverse news about an issuer can reduce the market value of that issuer's securities. When interest rates rise, the market value of these bonds will decline, and vice versa. Legislative and regulatory agendas are subject to change at the discretion of leadership or as dictated by events.

Sector Snapshot

This report is intended to highlight the dynamics underlying the 11 S&P 500 sectors, with a goal of providing a timely assessment to be used in developing your personal portfolio strategy. Our time horizon for the sector weightings is not meant to be short-term oriented. Our goal is to look for trends that can be sustainable for several quarters; yet given the dynamic nature of financial markets, our opinion could change as market conditions dictate.

Most investors should seek diversity to balance risk versus reward. For this reason, even the least-favored sectors may be appropriate for portfolios seeking a more balanced equity allocation. Those investors seeking a more aggressive investment style may choose to overweight the preferred sectors and entirely avoid the least favored sectors. Investors should consult their financial advisors to formulate a strategy customized to their preferences, needs, and goals.

J. MICHAEL GIBBS
Managing Director of Equity Portfolio & Technical Strategy

These recommendations will be displayed as such:

Overweight: favored areas to look for ideas, as we expect relative outperformance

Equal Weight: expect in-line relative performance

Underweight: unattractive expectations relative to the other sectors; exposure might be needed for diversification

For a complete discussion of the sectors, please ask your financial advisor for a copy of *Portfolio Strategy: Sector Analysis.*

	SECTOR	S&P WEIGHT	TACTICAL COMMENTS
OVERWEIGHT	INFORMATION TECHNOLOGY	20.3%	Earnings revisions continue to tick lower; a trend that may persist in the near term. If trade talks fail to improve and tariffs move to 25% and expand, the sector will suffer adversely. Valuation does not provide the support it did during the last rough spot for the equity market (2015-2016). Nonetheless, with little evidence suggesting the current fundamental weakness is nothing more than slowing as opposed to outright contraction, we maintain an overweight position.
	HEALTH CARE	15.7%	The top performing sector in 2018 remains favorable. Still, we feel the sector is vulnerable to short-term underperformance given that significant market declines often end with leading sectors collapsing. Despite this near-term risk, the defensive characteristics, generally healthy fundamental trends, and reasonable valuation support an overweight stance.
	INDUSTRIALS	9.1%	Our overweight stance will continue to suffer if the flattening yield curve and equity market volatility are accurately forecasting slowing macro trends in the months ahead. However, if the current healthy economic data does not roll over, the sector is likely set-up for strong relative performance over the next 12-months. Valuation is compelling and current earnings growth projected for 2019 (+10.8%) is well ahead of overall growth expected for the S&P 500.
	ENERGY	5.5%	This overweight position is suffering as crude oil moves lower. With the sector deeply oversold, negative sentiment, and the equity market near (in our opinion) a decent bounce, we remain overweight. Additionally, supply and demand for this commodity-influenced sector will eventually move in favor of higher prices as low price levels will ultimately result in less supply and hence higher prices; assuming global demand holds up.
EQUAL WEIGHT	FINANCIALS	12.9%	Tight correlation to the flattening yield curve keeps us equal weight despite attractive valuation and expectations for solid earnings gains in 2019. Technical trends are weak and also justify an equal weight.
	COMMUNICATION SERVICES	10.0%	Potential increased government scrutiny of social media companies (largest weighting in the sector) influence an equal weight despite compelling qualities of the sector (valuation and improving relative technical trading trends).
	CONSUMER DISCRETIONARY	9.9%	Expensive valuation along with sluggish technical trading trends for the equal weight index (average consumer discretion stock) cause us to remain equal weight, despite what should be a favorable fundamental back-drop of ample jobs and low energy prices.
UNDERWEIGHT	CONSUMER STAPLES	7.6%	The defensive sectors, such as consumer staples, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now.
	UTILITIES	3.3%	Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors, such as utilities, that are working now. Q4 earnings are expected to grow by 0.15%, slowest of all sectors and downwardly revised from 9.84% on 9/30.
	REAL ESTATE	3.0%	The defensive sectors, such as real estate, are performing relatively well in the risk-off mode of the equity market. Given our belief (an oversold bounce and eventually higher equity prices will transpire), we are not chasing the fundamentally-challenged sectors that are working now. Q4 estimates have held steady at 8.9% expected earnings growth, although 2019 estimated growth is slowest of all sectors at 3.7%.
	MATERIALS	2.6%	The deeply cyclical materials are suffering in the market decline, and for now, we remain underweight. Sharp downward earnings estimate revisions for Q4, now reflecting 9.1% growth (from 17.7% expected on 9/30). 2019 earnings estimate is 5.9%.

ASSET CLASS DEFINITIONS

U.S. Mid Cap Equity: Russell Midcap Index: A subset of the Russell 1000 index, the Russell Midcap index measures the performance of the mid-cap segment of the U.S. equity universe. Based on a combination of their market cap and current index membership, includes approximately 800 of the smallest securities which represents approximately 27% of the total market capitalization of the Russell 1000 companies. The index is created to provide a full and unbiased indicator of the mid-cap segment.

U.S. Small Cap Equity: Russell 2000 Index: The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 is a subset of the Russell 3000 Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership.

The Russell 2000 Index is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small-cap opportunity set.

U.S. Large Cap Blend: The Russell 1000 Index. An index of approximately 1,000 of the largest companies in the U.S. equity market. The Russell 1000 is a subset of the Russell 3000 Index. It represents the top companies by market capitalization. The Russell 1000 typically comprises approximately 90% of the total market capitalization of all listed U.S. stocks. It is considered a bellwether index for large cap investing.

U.S. Large Cap Growth: The Russell 1000 Growth Index. A composite that includes large and mid-cap companies located in the United States that also exhibit a growth probability. The Russell 1000 Growth is published and maintained by FTSE Russell.

U.S. Large Cap Value: The Russell 1000 Value Index. A composite of large and mid-cap companies located in the United States that also exhibit a value probability. The Russell 1000 Value is published and maintained by FTSE Russell.

Non U.S. Developed Market Equity: MSCI EAFE: This index is a free float-adjusted market capitalization index that measures the performance of developed market equities, excluding the U.S. and Canada. It consists of the following 22 developed market country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland and the United Kingdom.

Non U.S. Emerging Market Equity: MSCI Emerging Markets Index: A free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. As of December 31, 2010, the MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand and Turkey.

Investment Grade Long Maturity Fixed Income: Barclays Long US Government/ Credit: The long component of the Barclays Capital Government/Credit Index with securities in the maturity range from 10 years or more.

Investment Grade Intermediate Maturity Fixed Income: Barclays US Aggregate Bond Index: This index is a broad fixed income index that includes all issues in the Government/Credit Index and mortgage-backed debt securities. Maturities range from 1 to 30 years with an average maturity of nearly 5 years.

Investment Grade Short Maturity Fixed Income: Barclays Govt/Credit 1-3 Year: The component of the Barclays Capital Government/Credit Index with securities in the maturity range from 1 up to (but not including) 3 years.

Non-Investment Grade Fixed Income (High Yield): Barclays US Corporate High Yield Index: Covers the universe of fixed rate, non-investment grade debt which includes corporate (Industrial, Utility, and Finance both U.S. and non-U.S. corporations) and non-corporate sectors. The index also includes Eurobonds and debt issues from countries designated as emerging markets (sovereign rating of Baa1/BBB+/BBB+ and below using the middle of Moody's, S&P, and Fitch) are excluded, but Canadian and global bonds (SEC registered) of issuers in non-EMG countries are included. Original issue zeroes, step-up coupon structures, 144-As and pay-in-kind bonds (PIKs, as of October 1, 2009) are also included. Must publicly issued, dollar-denominated and non-convertible, fixed rate (may carry a coupon that steps up or changes according to a predetermined schedule, and be rated high-yield (Ba1 or BB+ or lower) by at least two of the following: Moody's. S&P, Fitch. Also, must have an outstanding par value of at least $150 million and regardless of call features have at least one year to final maturity.

Multi-Sector Fixed Income: The index for the multi-sector bond asset class is composed of one-third the Barclays Aggregate US Bond Index, a broad fixed income index that includes all issues in the Government/Credit Index and mortgage-backed debt securities; maturities range from 1 to 30 years with an average maturity of nearly 5 years, one-third the Barclays US Corporate High Yield Index which covers the universe of fixed rate, non-investment grade debt and includes corporate (Industrial, Utility, and Finance both U.S. and non-U.S. corporations) and non-corporate sectors and one-third the J.P. Morgan EMBI Global Diversified Index, an unmanaged index of debt instruments of 50 emerging countries.

The Multi-Sector Fixed Income category also includes nontraditional bond funds. Nontraditional bond funds pursue strategies divergent in one or more ways from conventional practice in the broader bond-fund universe. These funds have more flexibility to invest tactically across a wide swath of individual sectors, including high-yield and foreign debt, and typically with very large allocations. These funds typically have broad freedom to manage interest-rate sensitivity, but attempt to tactically manage those exposures in order to minimize volatility. Funds within this category often will use credit default swaps and other fixed income derivatives to a significant level within their portfolios.

Alternatives Investment: HFRI Fund of Funds Index: The index only contains fund of funds, which invest with multiple managers through funds or managed accounts. It is an equal-weighted index, which includes over 650 domestic and offshore funds that have at least $50 million under management or have been actively trading for at least 12 months. All funds report assets in US Dollar, and Net of All Fees returns which are on a monthly basis.

Cash & Cash Alternatives: Citigroup 3 Month US Treasury Bill: A market value-weighted index of public obligations of the U.S. Treasury with maturities of 3 months.

KEY TERMS

Long/Short Equity: Long/short equity managers typically take both long and short positions in equity markets. The ability to vary market exposure may provide a long/ short manager with the opportunity to express either a bullish or bearish view, and to potentially mitigate risk during difficult times.

Global Macro: Hedge funds employing a global macro approach take positions in financial derivatives and other securities on the basis of movements in global financial markets. The strategies are typically based on forecasts and analyses of interest rate trends, movements in the general flow of funds, political changes, government policies, inter- government relations, and other broad systemic factors.

Multi-Strategy: Engage in a broad range of investment strategies, including but not limited to long/short equity, global macro, merger arbitrage, statistical arbitrage, structured credit, and event-driven strategies. The funds have the ability to dynamically shift capital among the various sub-strategies, seeking the greatest perceived risk/reward opportunities at any given time.

Event-Driven: Event-driven managers typically focus on company-specific events. Examples of such events include mergers, acquisitions, bankruptcies, reorganizations, spin-offs and other events that could be considered to offer "catalyst driven" investment opportunities. These managers will primarily trade equities and bonds.

Market Neutral: A hedge fund strategy that seeks to exploit differences in stock prices by being long and short in stocks within the same sector, industry, market capitalization, country, etc. This strategy creates a hedge against market factors.

Managed Futures: Managed futures strategies trade in a variety of global markets, attempting to identify and profit from rising or falling trends that develop in these markets. Markets that are traded often include financials (interest rates, stock indices and currencies), as well as commodities (energy, metals and agriculturals).

INDEX DEFINITIONS

Barclays U.S. Aggregate Bond Index: A broad-based benchmark that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market, including Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM passthroughs), ABS, and CMBS. Securities must be rated investment-grade or higher using the middle rating of Moody's, S&P and Fitch. When a rating from only two agencies is available, the lower is used. Information on this index is available at INDEX-US@BARCLAYS.COM.

DISCLOSURE

All expressions of opinion reflect the judgment of Raymond James & Associates, Inc. and are subject to change. Past performance may not be indicative of future results. There is no assurance any of the trends mentioned will continue or forecasts will occur. The performance mentioned does not include fees and charges which would reduce an investor's return. Dividends are not guaranteed and will fluctuate. Investing involves risk including the possible loss of capital. Asset allocation and diversification do not guarantee a profit nor protect against loss. Investing in certain sectors may involve additional risks and may not be appropriate for all investors.

International investing involves special risks, including currency fluctuations, different financial accounting standards, and possible political and economic volatility. Investing in emerging and frontier markets can be riskier than investing in well-established foreign markets.

Investing in small- and mid-cap stocks generally involves greater risks, and therefore, may not be appropriate for every investor.

There is an inverse relationship between interest rate movements and fixed income prices. Generally, when interest rates rise, fixed income prices fall and when interest rates fall, fixed income prices rise.

U.S. government bonds and Treasury bills are guaranteed by the U.S. government and, if held to maturity, offer a fixed rate of return and guaranteed principal value. U.S. government bonds are issued and guaranteed as to the timely payment of principal and interest by the federal government. Treasury bills are certificates reflecting short-term obligations of the U.S. government.

While interest on municipal bonds is generally exempt from federal income tax, they may be subject to the federal alternative minimum tax, or state or local taxes. In addition, certain municipal bonds (such as Build America Bonds) are issued without a federal tax exemption, which subjects the related interest income to federal income tax. Municipal bonds may be subject to capital gains taxes if sold or redeemed at a profit.

If bonds are sold prior to maturity, the proceeds may be more or less than original cost. A credit rating of a security is not a recommendation to buy, sell or hold securities and may be subject to review, revisions, suspension, reduction or withdrawal at any time by the assigning rating agency.

Commodities and currencies are generally considered speculative because of the significant potential for investment loss. They are volatile investments and should only form a small part of a diversified portfolio. Markets for precious metals and other commodities are likely to be volatile and there may be sharp price fluctuations even during periods when prices overall are rising.

Investing in REITs can be subject to declines in the value of real estate. Economic conditions, property taxes, tax laws and interest rates all present potential risks to real estate investments.

High-yield bonds are not suitable for all investors. The risk of default may increase due to changes in the issuer's credit quality. Price changes may occur due to changes in interest rates and the liquidity of the bond. When appropriate, these bonds should only comprise a modest portion of your portfolio.

Beta compares volatility of a security with an index. Alpha is a measure of performance on a risk-adjusted basis.

The process of rebalancing may result in tax consequences.

Alternative investments involve specific risks that may be greater than those associated with traditional investments and may be offered only to clients who meet specific suitability requirements, including minimum net worth tests. Investors should consider the special risks with alternative investments including limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Investors should only invest in hedge funds, managed futures, distressed credit or other similar strategies if they do not require a liquid investment and can bear the risk of substantial losses. There can be no assurance that any investment will meet its performance objectives or that substantial losses will be avoided.

The companies engaged in business related to a specific sector are subject to fierce competition and their products and services may be subject to rapid obsolescence.

The performance mentioned does not include fees and charges which would reduce an investor's returns. The indexes are unmanaged and an investment cannot be made directly into them. The Dow Jones Industrial Average is an unmanaged index of 30 widely held securities. The NASDAQ Composite Index is an unmanaged index of all stocks traded on the NASDAQ over-the-counter market. The S&P 500 is an unmanaged index of 500 widely held securities. The Shanghai Composite Index tracks the daily price performance of all A-shares and B-shares listed on the Shanghai Stock Exchange.

MODEL DEFINITIONS

Conservative Portfolio: may be appropriate for investors with long-term income distribution needs who are sensitive to short-term losses yet want to achieve some capital appreciation. The equity portion of this portfolio generates capital appreciation, which is appropriate for investors who are sensitive to the effects of market fluctuation but need to sustain purchasing power. This portfolio, which has a higher weighting in bonds than in stocks, seeks to keep investors ahead of the effects of inflation with an eye toward maintaining principal stability.

Moderate Conservative Portfolio: may be appropriate for investors with intermediate-term time horizons who are sensitive to short-term losses yet want to participate in the long-term growth of the financial markets. The portfolio, which has an equal weighting in stocks and bonds, seeks to keep investors well ahead of the effects of inflation with an eye toward maintaining principal stability. The portfolio has return and short-term loss characteristics that may deliver returns lower than that of the broader market with lower levels of risk and volatility.

Moderate Portfolio: may be appropriate for investors with intermediate-term time horizons who are sensitive to short-term losses yet want to participate in the long-term growth of the financial markets. This portfolio, which has a higher weighting in stocks, seeks to keep investors well ahead of the effects of inflation with an eye toward maintaining principal stability. The portfolio has return and short-term loss characteristics that may deliver returns lower than that of the broader equity market with lower levels of risk and volatility.

Moderate Growth Portfolio: may be appropriate for investors with long-term time horizons who are not sensitive to short-term losses and want to participate in the long-term growth of the financial markets. This portfolio, which has a higher weighting in stocks seeks to keep investors well ahead of the effects of inflation with principal stability as a secondary consideration. The portfolio has return and short-term loss characteristics that may deliver returns slightly lower than that of the broader equity market with slightly lower levels of risk and volatility.

Growth Portfolio: may be appropriate for investors with long-term time horizons who are not sensitive to short-term losses and want to participate in the long-term growth of the financial markets. This portfolio, which has 100% in stocks, seeks to keep investors well ahead of the effects of inflation with little regard for maintaining principal stability. The portfolio has return and short-term loss characteristics that may deliver returns comparable to those of the broader equity market with similar levels of risk and volatility.

RAYMOND JAMES®

Octave J. Francis III, CIMA

Managing Director, Senior Vice President, Investments

400 Poydras Street, Suite 2430 // New Orleans, Louisiana 70130

T 504.299.2990 // M 504.236.5095 // F 504.299.2991

octave.francis@raymondjames.com // ffcinvestmentadvisors.com