

## Delaware Investments

555 South Flower St., Suite 3300  
Los Angeles, California 90071

Style: US Taxable Core  
Sub-Style: Taxable Government  
Firm AUM: \$192.9 billion<sup>^</sup>  
Firm Strategy AUM: \$160.4 million

Year Founded: 1988  
GIMA Status: Approved  
Firm Ownership: Macquarie Group  
Professional-Staff: 362<sup>^</sup>

## PRODUCT OVERVIEW

Delaware Investments's government fixed income (core/core plus) investment strategy utilizes a top-down philosophy in managing fixed income portfolios. The firm employs 1-30 year maturity U.S. Government (including TIPS) issues. Value is added through an active process of rotating among "AAA" quality sectors and maturity adjustments to capture shifts in the shape of the yield curve. Portfolio duration is maintained within 0.5 year above and below that of the benchmark in order to reduce interest rate risk. Portfolios are generally fully invested. The overall strategy for this product is determined by the Investment Committee, which is chaired by the CIO and includes Delaware Investments's Portfolio Managers and Sector Managers. Delaware Investments makes investment decisions at the committee level and then implements those decisions at the sector level.

## TARGET PORTFOLIO CHARACTERISTICS

Number of bond holdings:	90
Average credit quality:	AAA
Average maturity:	7.70
Average duration:	5.62
Average coupon:	3.30
Average turnover rate:	—

## PORTFOLIO STATISTICS

	06/15	12/14	
	Delaware	Index***	Delaware
Number of bond holdings	90	—	84
SEC Yield	—	—	—
Avg credit quality	AAA	—	AAA
Avg maturity	7.7 yrs.	—	7.66 yrs.
Avg duration	5.62 yrs.	—	5.51 yrs.
Avg coupon	3.3%	—	3.1%

## FIXED INCOME SECTOR DISTRIBUTION (%) \*

	06/15	03/15	12/14	09/14
Mortgage-Backed Securities	64.79	59.38	61.56	57.47
U.S. Treasury	29.38	31.45	28.42	31.88
Cash/Cash Equivalents	1.26	4.21	5.16	5.73
U.S. Agencies	4.57	4.96	4.85	4.91

<sup>^</sup>As of 03/31/2014. Information as of 06/30/2015 is not yet available.

<sup>\*</sup>Total may not equal 100% due to rounding.

<sup>\*\*\*</sup>Index : BC Aggregate

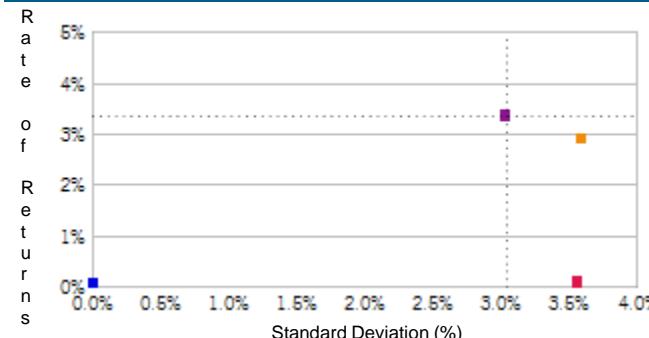
MANAGER'S INVESTMENT PROCESS		RISK CONSIDERATIONS	PORTFOLIO'S MATURITY STRUCTURE (%) *				
• Through quantitative and fundamental analysis, the manager seeks to identify market trends	• The manager seeks to maintain portfolio durations within +/- 0.5 years of the Barclay's Government Index	Investing in securities entails risks, including: Fixed Income securities may be sensitive to changes in prevailing interest rates. When rates rise the value generally declines. There is no assurance that the private guarantors or insurers will meet their obligations. U.S. Treasuries are guaranteed by the U.S. government and, if held to maturity, offer a fixed rate of return and fixed principal value. Growth investing does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations. Value investing does not guarantee a profit or eliminate risk. Not all companies whose stocks are considered to be value stocks are able to turn their business around or successfully employ corrective strategies which would result in stock prices that do not rise as initially expected.	06/15	03/15	12/14	09/14	
• Portfolios are rotated between AAA quality Treasuries and Agencies in response to yield spread changes	• The manager will alter portfolio maturities among bullet, blanket and barbell structures in an attempt to capture yield curve shifts		0 to 2 Years	7.15	7.80	11.84	11.87
• All portfolios are managed by the investment committee			2 to 4 Years	17.08	22.77	21.23	19.02
			4 to 6 Years	34.14	27.82	29.88	31.46
			6 to 8 Years	6.52	4.72	6.31	8.32
			8 to 12 Years	24.91	17.88	13.80	12.46
			12 to 17 Years	0.00	0.98	0.00	0.00
			Over 17 Years	8.91	13.85	11.73	11.11
			Cash/Cash Equivalents	1.25	4.21	5.16	5.74
PORTFOLIO'S CREDIT QUALITY STRUCTURE (%) *							
Investment Grade							
AAA	98.74	95.79	94.84	100.00			
AA	0.00	0.00	0.00	0.00			
A	0.00	0.00	0.00	0.00			
BBB	0.00	0.00	0.00	0.00			
Below Investment Grade							
BB	0.00	0.00	0.00	0.00			
B	0.00	0.00	0.00	0.00			
Below B	0.00	0.00	0.00	0.00			
Not Rated	0.00	0.00	0.00	0.00			
Cash/Cash Equivalents	1.26	4.21	5.16	0.00			

<sup>1</sup>As of 03/31/2014. Information as of 06/30/2015 is not yet available.

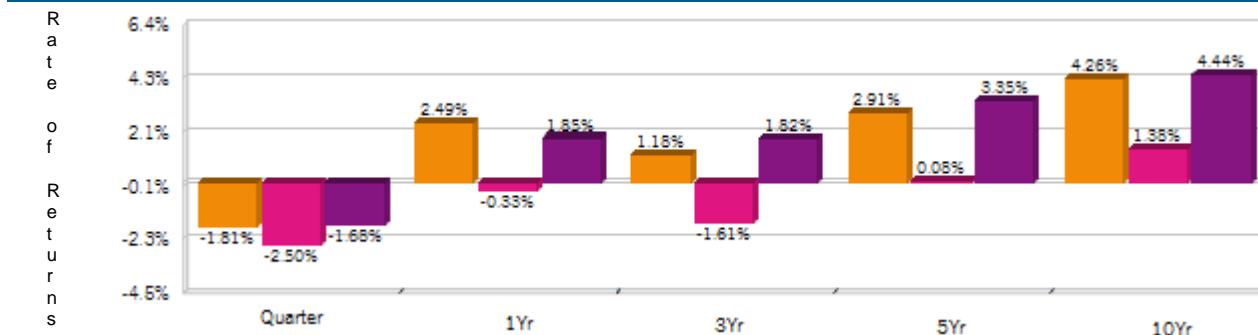
<sup>2</sup>Total may not equal 100% due to rounding.

<sup>3</sup>Index : BC Aggregate

## RISK/RETURN ANALYSIS - 5 YEARS ENDING 06/30/15



## AVERAGE ANNUAL TOTAL RETURN (%) - PERIODS ENDING 06/30/15



	STD	ROR
Delaware (Gross)	3.59	2.91
Delaware (Net)	3.57	0.08
BC Aggregate	3.04	3.35
90-Day T-Bills	0.02	0.06

	Annual Rates of Return (%)						10 Year - Ending 06/30/15					
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	Annual	Std. Dev.
Delaware (Gross)	2.56	3.69	6.99	10.72	1.44	6.13	8.42	2.87	-3.08	6.41	4.26	4.02
Delaware (Net)	-0.27	0.83	4.04	7.66	-1.37	3.21	5.43	0.03	-5.76	3.49	1.38	4.00
BC Aggregate	2.43	4.33	6.97	5.24	5.93	6.54	7.84	4.22	-2.02	5.96	4.44	3.29

## RISK VOLATILITY (%)



\*07/01/10-12/31/10

\*\*01/01/15-06/30/15

	Number Of	Up Qtrs.	Down
Delaware (Gross)	13	7	
Delaware (Net)	10	10	
BC Aggregate	15	5	

## PORTFOLIO'S QUARTERLY RETURNS (%)

	Quarter1		Quarter2		Quarter3		Quarter4	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
2005	-0.68	-1.37	3.23	2.52	-0.52	-1.23	0.57	-0.14
2006	-0.25	-0.94	-0.94	-1.64	3.78	3.06	1.12	0.42
2007	1.49	0.78	-0.90	-1.59	3.25	2.53	3.04	2.33
2008	3.42	2.71	-1.80	-2.50	2.09	1.38	6.79	6.04
2009	0.55	-0.16	-0.93	-1.63	2.13	1.42	-0.29	-0.98
2010	1.03	0.33	4.35	3.63	2.44	1.73	-1.73	-2.42
2011	0.32	-0.39	2.00	1.29	5.10	4.38	0.82	0.11
2012	-0.31	-1.00	2.43	1.72	1.05	0.35	-0.32	-1.01
2013	-0.41	-1.11	-2.56	-3.23	0.65	-0.05	-0.77	-1.46
2014	1.64	0.94	1.85	1.14	0.48	-0.23	2.31	1.60
2015	1.54	0.84	-1.81	-2.50				

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## PORTFOLIO'S RISK STATISTICS - PERIODS ENDING 06/30/15<sup>1,2</sup>

	3 Year	5 Year
Standard Deviation	3.02%	3.59%
Standard Deviation of Primary Benchmark	2.83%	3.04%
Sharpe Ratio	0.38	0.80
Sharpe Ratio of Primary Benchmark	0.63	1.08
Alpha	-0.71%	-0.90%
Beta	1.04	1.15
Downside Risk	0.66%	0.64%
R-Squared	0.95	0.95
Tracking Error	0.68%	0.91%
Information Ratio	-0.94	-0.48

1. Statistics are calculated using gross of fee performance only.

2. BC Aggregate was used as the primary benchmark and the 90-Day T-Bills Index as the risk-free benchmark.

## PORTFOLIO DIVERSIFICATION - R<sup>2</sup>(INCEPTION THROUGH 12/14)+

	R <sup>2</sup>
Delaware vs. BC Aggregate	0.82

+Statistics are calculated using gross of fee performance only.

See important notes and disclosures pages for a discussion of the sources of the performance data used to calculate the performance results and related analyses shown above.

## IMPORTANT NOTES AND DISCLOSURES

### COMPOSITE DISCLOSURES

**Past performance is no guarantee of future results. Actual individual account results may differ from the performance shown in this profile. There is no guarantee that this investment strategy will work under all market conditions. Do not use this profile as the sole basis for your investment decisions.**

**Sources of Performance Results and Other Data:** The performance data and certain other information for this strategy (including the data on page 1 of this profile) reflect the investment manager's results in managing Morgan Stanley program accounts, or the investment manager's results in managing accounts and investment products, in the same or a substantially similar investment discipline. (For periods through June 2012, the Fiduciary Services program operated through two channels - Morgan Stanley channel and the Smith Barney channel - and any performance and other data relating to Fiduciary Services accounts shown here for these periods is calculated using accounts in only one of the these channels.) This information for the investment manager is presented solely to provide information about accounts that were managed according to investment objectives and strategies the same or substantially similar to the corresponding investment discipline in the Select UMA program. Although the Fiduciary Services and Select UMA programs are both Morgan Stanley managed account programs, the performance results and other features of similar investment disciplines in the two programs may differ due to investment and operational differences. For example, the individual investment disciplines in the Select UMA accounts may contain fewer securities, which would lead to a more concentrated portfolio. The automatic rebalancing, wash sale loss and tax-harvesting features of the Select UMA program, which are not available in Fiduciary Services, also could cause differences in performance. Accordingly, the performance of the accounts in the Fiduciary Services program is not, and may differ significantly from, the performance of the accounts in the Select UMA program and should not be considered indicative of or a substitute for Select UMA performance. Similarly, performance results of the investment manager's composites may differ from those of Select UMA accounts managed in the same or a substantially similar investment discipline.

### Related Performance:

Delaware Investments' market duration fixed income performance prior to 1/1/2001 represents a composite of all fully-discretionary market duration fixed income separately managed accounts with over \$100,000 that have been under management for at least one full month. The composite was size-weighted and consisted of 22 accounts with a market value of \$290.7 million as of 12/31/2000.

### Select UMA Performance:

**Gross Performance:** Delaware's gross results do not reflect a deduction of any investment advisory fees or program fees, charged by Delaware or Morgan Stanley, but are net of commissions charged on securities transactions.

**Net Performance for all Periods:** Net performance results reflect a deduction of 0.7% quarterly. This consists of three components: 0.625% maximum quarterly MS Advisory Fee and 0.0175% maximum quarterly Program Overlay Fee (which, together cover the services provided by Morgan Stanley), plus 0.0575% quarterly SMA Manager Fees (being the fee currently charged by Delaware to new clients for managing their assets in the Select UMA program). The SMA Manager Fees may differ from manager to manager, and managers may change their fee to new clients from time to time. If you select this manager for your account, check the SMA Manager Fees specified in the written client agreement, in case these have changed since you received this profile. Historical net fees reflect the Advisory Fee Schedule as of March 31, 2014.

Document approval date February 2013.

### Focus List, Approved List, and Watch Status:

Global Investment Manager Analysis ("GIMA") uses two methods to evaluate investment products in applicable advisory programs. In general, strategies that have passed a more thorough evaluation may be placed on the "Focus List", while strategies that have passed through a different and less comprehensive evaluation process may be placed on the "Approved List". Sometimes an investment product may be evaluated using the Focus List process but then placed on the Approved List instead of the Focus List.

Investment products may move from the Focus List to the Approved List, or vice versa. GIMA may also determine that an investment product no longer meets the criteria under either evaluation process and will no longer be recommended in investment advisory programs (in which case the investment product is given a "Not Approved" status).

GIMA has a "Watch" policy and may describe a Focus List or Approved List investment product as being on "Watch" if GIMA identifies specific areas that (a) merit further evaluation by GIMA and (b) may, but are not certain to, result in the investment product becoming "Not Approved". The Watch period depends on the length of time needed for GIMA to conduct its evaluation and for the investment manager to address any concerns. GIMA may, but is not obligated to, note the Watch status in this report with a "W" or "Watch" on the cover page.

For more information on the Focus List, Approved List, and Watch processes, please see the applicable Morgan Stanley ADV brochure ([www.ms.com/adv](http://www.ms.com/adv)). Your Financial Advisor or Private Wealth Advisor can provide on request a copy of a paper entitled "GIMA: At A Glance".

### ADDITIONAL DISCLOSURES

The information about a representative account is for illustrative purposes only. Actual account holdings, performance and other data will vary depending on the size of an account, cash flows within an account, and restrictions on an account. Holdings are subject to change daily. The information in this profile is not a recommendation to buy, hold or sell securities.

Actual portfolio statistics may vary from target portfolio characteristics.

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#### *Not an ERISA fiduciary*

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## INDEX DESCRIPTIONS

### 90-Day T-Bills

The 90-Day Treasury Bill is a short-term obligation issued by the United States government. T-bills are purchased at a discount to the full face value, and the investor receives the full value when they mature. The difference of discount is the interest earned. T-bills are issued in denominations of \$10,000 auction and \$1,000 increments thereafter.

### BC Aggregate

The Barclays Aggregate Index is composed of securities from the Barclays Government/Corporate Bond Index, Mortgage-Backed Securities Index and Asset-Backed Securities Index.

### S&P 500

The S&P 500 has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index has over \$5.58 trillion benchmarked, with index assets comprising approximately \$1.31 trillion of this total. The index includes 500 leading companies in leading industries of the U.S. economy, capturing 75% coverage of U.S. equities. This index includes dividend reinvestment.

**Indices are unmanaged and have no expenses. You cannot invest directly in an index.**

## GLOSSARY OF TERMS

**Alpha** is a mathematical estimate of risk-adjusted return expected from a portfolio above and beyond the benchmark return at any point in time.

**American Depository Receipts (ADRs)** are receipts for shares of a foreign-based corporation held in the vault of a U.S. bank.

**Average Portfolio Beta** is a measure of the sensitivity of a benchmark or portfolio's rates of return to changes against a market return. The market return is the S&P 500 Index. It is the coefficient measuring a stock or a portfolio's relative volatility.

**Beta** is a measure of the sensitivity of a portfolio's rates of return to changes in the market return. It is the coefficient measuring a stock or a portfolio's relative volatility.

**Bottom-Up Stock Selection** Emphasis primarily on individual stock selection. Considerations of economic and industry factors are of secondary importance in the investment decision-making process.

**Capitalization** is defined as the following: Mega (Above \$100 billion), Large (\$12 to \$100 billion), Medium (\$2.5 - \$12 billion), Small (\$.50 - \$2.5 billion) and Micro (below \$.50 billion).

**Dividend** a portion of a company's profit paid to common and preferred shareholders.

**Downside Risk** is a measure of the risk associated with achieving a specific target return. This statistic separates portfolio volatility into downside risk and upside uncertainty. The downside considers all returns below the target return, while the upside considers all returns equal to or above the target return.

**Duration** is a measure of price sensitivity expressed in years.

**High Grade Corporate Bonds** corporate bonds from issuers with credit ratings of AA or AAA.

**Information Ratio** is a measure of the investment manager's skill to add active value against a given benchmark relative to how stable that active return has been. Essentially, the information ratio explains how significant a manager's alpha is. Therefore, the higher the information ratio, the more significant the alpha.

**Investment Grade Bonds** are those rated by Standard & Poor's AAA (highest rated), AA, A or BBB (or equivalent rating by other rating agencies or, in the case of securities not rated, by the investment manager).

**Price/Book Ratio (P/B)** weighted average of the stocks' price divided by book value per share. Book value per share is defined as common equity, including intangibles, divided by shares outstanding times the adjustment factor.

**Price/Cash Flow Ratio** a ratio used to compare a company's market value to its cash flow. It is calculated by dividing the company's market cap by the company's operating cash flow in the most recent fiscal year (or the most recent four fiscal quarters); or, equivalently, divide the per-share stock price by the per-share operating cash flow.

**Price/Earnings Ratio (P/E Ratio)** shows the multiple of earnings at which a stock sells. Determined by dividing current stock price by current earnings per share (adjusted for stock splits). Earnings per share for the P/E ratio are determined by dividing earnings for past 12 months by the number of common shares outstanding. The P/E ratio shown here is calculated by the harmonic mean.

**Price/Sales Ratio** determined by dividing current stock price by revenue per share (adjusted for stock splits). Revenue per share for the P/S ratio is determined by dividing revenue for past 12 months by number of shares outstanding.

**R2 (R-Squared)/Portfolio Diversification** indicates the proportion of a security's total variance that is benchmark-related or is explained by variations in the benchmark.

**Sharpe Ratio** measures the efficiency, or excess return per unit of volatility, of a manager's returns. It evaluates managers' performance on a volatility-adjusted basis.

**Standard Deviation** is a statistical measure of historical variability or spread of returns around a mathematical average return that was produced by the investment manager over a given measurement period. The higher the standard deviation, the greater the variability in the investment manager's returns relative to its average return.

**Top-Down/Economic Analysis** Emphasis primarily on macroeconomic trends as opposed to bottom-up stock selection.

**Tracking Error** represents the standard deviation of the difference between the performance of the investment strategy and the benchmark. This provides a historical measure of the variability of the investment strategy's returns relative to its benchmark.

**U.S. Treasury Bonds** a marketable, fixed interest U.S. government debt security with a maturity of more than 10 years. Treasury bonds make interest payments semi-annually and the income that holders receive is only taxed at the federal level.

**Volatility** a measure of risk based on the standard deviation of the asset return. Volatility is a variable that appears in option pricing formulas, where it denotes the volatility of the underlying asset return from now to the expiration of the option. There are volatility indexes. Such as a scale of 1-9; a higher rating means higher risk.