

## Hansberger Global Investors, Inc.

401 East Los Olas Boulevard Suite 1700  
Fort Lauderdale, Florida 33301

Style: International Equity  
 Sub-Style: Value Oriented  
 Firm Assets Under Management: \$4.5 billion  
 Firm Strategy Assets Under Management: \$415.6 million  
 Year Founded: 1994  
 Professional Staff: 27^  
 Firm Ownership: IXIS Asset Management Group  
 CG IAR Status: Not Applicable

## PRODUCT OVERVIEW

Hansberger Global Investors, Inc. international investment philosophy is based upon the belief that value arises from the early recognition of investment opportunities. Hansberger valuation methods focus on shares trading at the greatest discount to future earnings, cash flow and/or net asset value. Portfolios are constructed utilizing a bottom-up research process. Shares meeting Hansberger value discipline will determine the country and industry diversification of our portfolios.

## TARGET PORTFOLIO CHARACTERISTICS

Number of stock holdings:	50 to 60
Average dividend yield:	Similar to/Above the S&P 500
P/E ratio:	Below the S&P 500
Cash level over market cycle:	0 to 5%
Risk (standard deviation):	Similar to the S&P 500
Average turnover rate:	20 to 50%
Use ADRs:	80 to 100%
Capitalization:	Mega, Large, Medium and Small companies

## RISK CONSIDERATIONS

Investing in securities entails risks, including: International investing should be considered one component of a complete and diversified investment program. Investing in foreign markets entails greater risks than those normally associated with domestic markets such as foreign political, currency, economic and market risks.

## MANAGER'S INVESTMENT PROCESS

- Portfolios are managed by Natixis Asset Management Advisors, L.P. using investment recommendations supplied on a continuous basis by affiliated and third party subadvisors.
- Subadvisors continually adjust their investment recommendations based on changing market conditions, and our goal is to match their recommendations.
- Model portfolios will generally reflect recommendations implemented by the subadvisors for their discretionary clients.
- Natixis Asset Management advisors, L.P. has the ability to deviate from the model portfolio in order to respond to the cash flow and tax considerations of individual clients.
- In an effort to seek the best overall execution, portfolio transactions will be effected by either Natixis Asset Management Advisors, L.P. or the relevant subadvisor.

## MANAGER'S INVESTMENT STRATEGY

- ☐ Top-down / portfolio structures based on economic trends  
☒ Bottom-up / portfolio structure based on individual securities

## % PROCESS BASED ON

- 0 Asset allocation - cash vs. stock  
 0 Industry or sector weighting  
 0 Stock Selection

## PORTFOLIO STATISTICS

	-----03/13-----	09/12
	Hansberger MSCI AC World ex US Net	S&P 500 Hansberger
Number of stock holdings	58	— 500 62
Weighted average dividend yield	2.9%	— 2.1% 3.4%
Weighted average P/E ratio <sup>1</sup>	12.42x	— 15.92x 10.75x
Weighted average portfolio beta	—	— 0.94 —
Mega capitalization <sup>+</sup>	0.0%	0.0% 38.6% 0.0%
Large capitalization <sup>+</sup>	0.0%	0.0% 50.4% 0.0%
Medium capitalization <sup>+</sup>	0.0%	0.0% 10.9% 0.0%
Small capitalization <sup>+</sup>	0.0%	0.0% 0.0% 0.0%
Micro capitalization <sup>+</sup>	0.0%	0.0% 0.0% 0.0%

PORTFOLIO'S EQUITY SECTOR WEIGHTINGS<sup>+</sup>

	-----03/13-----	09/12
Sector	Hansberger MSCI AC World ex US Net	S&P 500 Hansberger
Energy	8.77	0.00 10.92 10.16
Materials	8.41	0.00 3.43 10.74
Industrials	9.38	0.00 10.11 9.45
Consumer Discretionary	10.24	0.00 11.63 8.60
Consumer Staples	14.72	0.00 10.96 12.18
Health Care	8.75	0.00 12.53 9.26
Financials	25.02	0.00 15.92 23.15
Information Technology	6.89	0.00 18.02 8.12
Telecomm Services	3.39	0.00 2.97 3.90
Utilities	1.89	0.00 3.51 1.71
Miscellaneous	0.00	0.00 0.00 0.00
Cash/Cash Equivalents	2.54	0.00 0.00 2.73

PORTFOLIO'S ALLOCATION HISTORY (%)<sup>+</sup>

	03/13	12/12	09/12	06/12
U.S. Stocks	0	0	0	0
Non-U.S. Stocks	0	0	0	11
ADRs	0	0	0	0
ADRs/Non-U.S. Stocks	97	96	97	85
Cash/Cash Equivalents	3	4	3	4

## PORTFOLIO'S TOP FIVE EQUITY HOLDINGS

	%
Westpac Banking Corp. ADS	3.3
Canadian National Railway Co.	2.8
Unilever N.V. (NY Reg Sh)	2.7
Tesco PLC ADS	2.6
Toyota Motor Corp. ADS	2.5

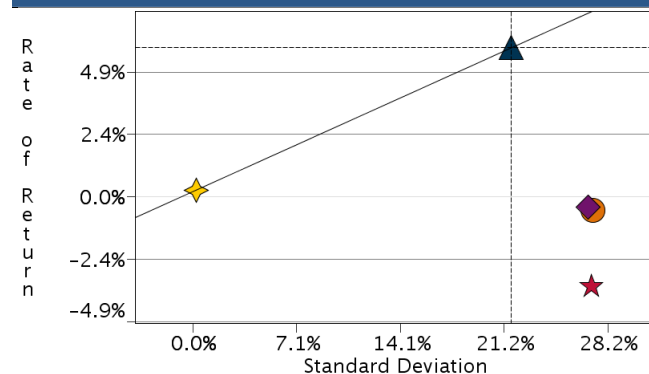
<sup>^</sup>As of 06/30/2012. Information as of 03/31/2013 is not yet available.<sup>1</sup>The P/E used here is calculated by the harmonic mean.<sup>+</sup>Total may not equal 100% due to rounding.

## Hansberger Global Investors, Inc.

Style: International Equity

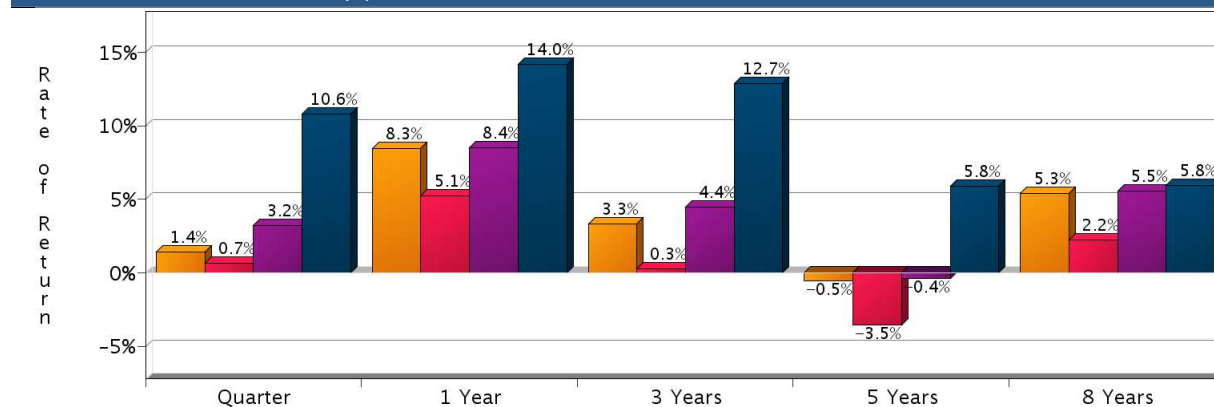
Sub-Style: Value Oriented

## RISK/RETURN ANALYSIS – 5 YEARS ENDING 03/31/13



	STD	ROR
○ Hansberger (Gross)	27.21	-0.54
★ Hansberger (Net)	27.09	-3.49
◆ MSCI AC World ex US Net	26.88	-0.39
▲ S&P 500	21.63	5.81
◆ 90-Day T-Bills	0.22	0.25

## AVERAGE ANNUAL TOTAL RETURN (%) – PERIODS ENDING 03/31/13



INVESTMENT RESULTS	2004*	2005	2006	2007	2008	2009	2010	2011	2012	8 Year - Ending 03/31/13 Annualized	Std. Dev.
Hansberger (Gross)	13.86	17.45	24.59	13.92	-43.24	39.46	11.20	-15.45	18.76	5.30	22.66
Hansberger (Net)	12.14	13.92	21.01	10.58	-45.08	35.36	7.93	-17.88	15.28	2.18	22.57
MSCI AC World ex US Net	16.46	16.62	26.65	16.65	-45.53	41.45	11.15	-13.71	16.84	5.47	22.43
S&P 500	7.19	4.91	15.80	5.49	-37.00	26.46	15.06	2.11	16.00	5.83	17.81

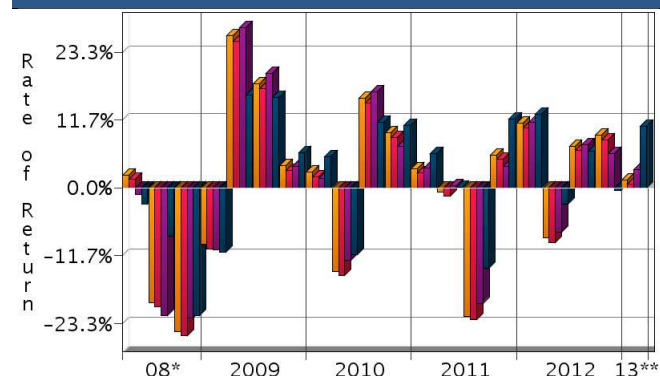
## PORTFOLIO'S QUARTERLY RETURNS (%)

	Quarter 1		Quarter 2		Quarter 3		Quarter 4	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
2004					0.60	-0.19	13.18	12.35
2005	-1.13	-1.89	-0.57	-1.34	12.12	11.31	6.55	5.73
2006	10.05	9.27	-0.34	-1.06	3.88	3.10	9.35	8.56
2007	3.41	2.65	9.84	9.04	2.20	1.41	-1.87	-2.58
2008	-7.93	-8.69	2.14	1.42	-19.82	-20.44	-24.72	-25.45
2009	-9.71	-10.45	26.11	25.24	17.93	17.11	3.86	3.06
2010	2.76	1.94	-14.35	-15.01	15.43	14.64	9.46	8.66
2011	3.34	2.57	-0.66	-1.37	-22.06	-22.66	5.67	4.96
2012	11.15	10.37	-8.65	-9.35	7.20	6.40	9.12	8.30
2013	1.40	0.66						





☒ Related
 ☐ Select UMA
PORTFOLIO'S RISK STATISTICS – PERIODS ENDING 03/31/13<sup>1,2</sup>

	3 Year	5 Year
Standard Deviation	22.37%	27.21%
Standard Deviation of Primary Benchmark	20.49%	26.88%
Sharpe Ratio	0.14	-0.03
Sharpe Ratio of Primary Benchmark	0.21	-0.02
Alpha	-1.17%	0.00%
Beta	1.08	1.00
Downside Risk	2.35%	2.35%
R-Squared	0.98	0.98
Tracking Error	3.54%	3.65%
Information Ratio	-0.32	-0.04

## RISK VOLATILITY



\*04/01/08-12/31/08 \*\*01/01/13-03/31/13

	Number Of	Up Qtrs.	Down Qtrs.
 Hansberger (Gross)		13	7
 Hansberger (Net)		13	7
 MSCI AC World ex US Net		13	7
 S&P 500		12	8

PORTFOLIO DIVERSIFICATION - R<sup>2</sup> (INCEPTION THROUGH 03/13)\*

	R <sup>2</sup>
Hansberger vs. S&P 500	0.81
Hansberger vs. MSCI AC World ex US Net	0.98

\*Statistics are calculated using gross of fee performance only.

1. Statistics are calculated using gross of fee performance only.  
 2. MSCI AC World ex US Net was used as the primary benchmark and the 90-Day U.S. T-Bill Index as the risk-free benchmark.

See page 3 for a discussion of the sources of the performance data used to calculate the performance results and related analyses on page 2.

Past performance is no guarantee of future results. This profile is not complete without pages 3 and 4, which contain important notes, including disclosures about the composite, index descriptions and a glossary of terms. Information shown is as of March 31, 2013, unless otherwise noted. All data are subject to change.

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## 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.**

Performance results in this profile are calculated assuming reinvestment of dividends and income. Returns for more than one year are annualized and based on quarterly data. Returns for periods of less than a calendar year show the total return for the period and are not annualized.

**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:

The performance composite calculated by Natixis Asset Management Advisors, L.P. includes all fully discretionary, fee-paying separately managed accounts. No explicit accommodations are made for account size or for account-specific factors such as restrictions. Performance results are total return and assume reinvestment of dividends and capital gains. The Natixis Asset Management Advisors, L.P.'s composite performance is presented before the deduction of investment advisory fees and before the deduction of transaction costs.

### Select UMA Performance:

In this profile, the performance from 10/1/2007 through June 2012 consists of accounts in either the Morgan Stanley or the Smith Barney form of the Fiduciary Services program. From July 2012, performance consists of all Fiduciary Services accounts managed by the investment manager in the strategy, subject to any other limitations stated in this profile. Performance composites calculated by Morgan Stanley include all fee-paying portfolios with no investment restrictions. New accounts are included upon the first full quarter of performance. Terminated accounts are removed in the quarter in which they terminate. Performance is calculated on a total return basis and by asset weighting the individual portfolio returns using the beginning of period values.

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

**Net Performance for all Periods:** Net performance results reflect a deduction of 0.755% quarterly. This consists of three components: 0.625% maximum quarterly MS Advisory Fee and 0.03% maximum quarterly Program Overlay Fee (which, together cover the services provided by Morgan Stanley), plus 0.1% quarterly SMA Manager Fees (being the fee currently charged by Hansberger 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.

Morgan Stanley program fees are usually deducted quarterly, and have a compounding effect on performance. The Morgan Stanley program fee, which differs among programs and clients, is described in the applicable Morgan Stanley ADV brochure, which is available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV) or on request from your Financial Advisor or Private Wealth Advisor.

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

Consulting Group Investment Advisor Research ("CG IAR") 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. CG IAR 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).

CG IAR has a "Watch" policy and may describe a Focus List or Approved List investment product as being on "Watch" if CG IAR identifies specific areas that (a) merit further evaluation by CG IAR 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 CG IAR to conduct its evaluation and for the investment manager to address any concerns. CG IAR 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. Your Financial Advisor or Private Wealth Advisor can provide on request a copy of a paper entitled "Manager Research and Selection: A Disciplined Process".

### 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.

The investment manager may use the same or substantially similar investment strategies, and may hold similar portfolios of investments, in other portfolios or products it manages (including mutual funds). These may be available at Morgan Stanley or elsewhere, and may cost an investor more or less than this strategy in Morgan Stanley's Select UMA program.

The portfolio may, at times, invest in exchange-traded funds (ETFs), which are a form of equity security in seeking to maintain continued full exposure to the broad equity market.

Morgan Stanley investment advisory programs may require a minimum asset level and, depending on your specific investment objectives and financial position, may not be suitable for you. Investment advisory program accounts are opened pursuant to a written client agreement.

The investment manager acts independently of, and is not an affiliate of, Morgan Stanley Smith Barney LLC.

Morgan Stanley Smith Barney LLC Member SIPC.

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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.

## MSCI AC World ex US Net

The Morgan Stanley Capital International (MSCI) All Country World Ex-US Net Index is a broad market capitalization-weighted index covering all emerging and developed world equity markets, with the exception of the United States. Performance is shown net of withholding tax. 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.

## S&amp;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 US\$ 5.58 trillion benchmarked, with index assets comprising approximately US\$ 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 Depositary 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.

**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).

**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.

**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/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.

**R<sup>2</sup> (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.

**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.