Section I: Galliard Capital Management Update

Section II: Stable Value Market Update

Section III: Transition Update

Section IV: State of North Carolina 401(k)

Stable Value Fund Portfolio Review

Section V: State of North Carolina 457

Stable Value Fund Portfolio Review

Appendix: Economic Update

Professional Biographies

#### **Andy Apostol** Senior Director

Direct | 612.667.5818 Main | 612.667.3220 Fax | 866.219.1007

Email | andrew.c.apostol@galliard.com

#### Carrie Callahan Managing Partner

Direct | 612.667.1793 Main | 612.667.3220 Fax | 866.682.8095

Fax | 866.682.8095 Email | carrie.a.callahan@galliard.com

#### **State of North Carolina**

February 13, 2014



# Section I

# **Galliard Capital Management**

## Fixed Income and Stable Value Specialists



#### **Fixed Income and Stable Value Specialists**

- Currently managing \$84.5 Billion
- 100+ professionals on staff^
- Ranked 26th in overall institutional assets \*
- Ranked 14<sup>th</sup> largest active domestic fixed income manager \*
- Ranked 12th largest defined contribution manager \*
- Ranked 71st total worldwide institutional assets under management \*

Our client focus and organizational stability have been the key to our long term success

<sup>^</sup> Number of employees as of November 14, 2013

<sup>\*</sup> Pensions & Investments, Largest Money Managers Report, May 27, 2013. The ranking is based on U.S. Institutional, tax-exempt assets managed internally in millions, as of December 31, 2012.

# **Galliard Capital Management**

Composition of Business\*

Galliard Firm Assets \$84.5 Under Management

# Assets Under Management (By Strategy):

Short Duration: \$36.8 Billion

Intermediate Core: \$13.7 Billion

Broad Market Core & Core Plus: \$2.7 Billion

Custom: \$31.3 Billion

# Assets Under Management (By Plan Type):

Corporate Retirement/Benefit Plans: \$68.6 Billion

Public Entities: \$11.6 Billion

Operating Funds: \$2.4 Billion

Partnerships: \$1.4 Billion

Foundation/Endowments: \$456.9 Million

Taft Hartley: \$129.0 Million

Stable Value Assets \$78.2 billion

#### 2013 Stable Value Summary

- \$937 Million new assets
- 1 4 new clients

### Representative Stable Value Clients:\*\*

- Archer Daniels Midland
- AkzoNobel Inc.
- National Oilwell Varco

We have successfully managed portfolios for a broad array of applications and clients

<sup>\*</sup>As of 12/31/13

<sup>\*\*</sup>Excludes those requesting confidentiality. Inclusion is not performance based nor does it represent any endorsement of Galliard's services by the client.

# **Galliard Capital Management**

Organization Chart

Carrie Ca Managinį			swell, CFA g Managing P	Partner		erriam, CFA Managing		Ajay Mir. Managi	za, CFA ng Partner	Karl Tourville Founding Managing	Partner
Client Portfolio Mar	nagement & Serv	/ice	Fixed	I Income \$	Sector Team	S	Portfoli	o Analy:	sis & Support	Operations &	Technology
Mike Norman Partner  Leela Scattum Partner  Erol Sonderegger, CFA Principal  Andrew Apostol Senior Director  Taylor Benson Senior Director  David Ferry Senior Director  Nick Gage, CFA Senior Director  Andrea Johnson, CFA Director  Laura Sell, CFA	William Weber Director Linh Buoen Associate Director Robert Crandall, C Associate Director Doug Rangel, CFA Associate Director Jordan Bewley Senior Associate Michelle Boss Senior Associate Jennifer Hopper, C Senior Associate Will Moeller, CFA Senior Associate		Credit  Richard Mer Founding Ma Partner Sector Head  Matt Bentley Principal  Chad Callaha Principal  Rene Hoogm Principal  Brandon Kar Senior Direct  John Kenley Director  Robert Barre Associate Di	anaging oed, CFA oz, CFA or CFA	Ajay Mirza, C Managing Pa Sector Head Matt Roberts Senior Direct Mike Meerov Director Marco Perzic Director Gauri Jadhav Associate Dir John Hamma Senior Assoc Elizabeth Sm Senior Assoc	on, CFA on, CFA ich hilli rector ir iate nithley iate	Rasaan Ellisa Associate Din Mark Otto Associate Din Carmen Rang Associate Din Brian Brooks Senior Associate Phil Kos Senior Associate Suthisa Krup Senior Associate Jason Skull Senior Associate Jesse Ahlbre Associate	rector rector gel, CPA rector iate iate oinski iate iate cht	Jeff Hay Associate Matt Heutinck Associate Adam Maatz Associate Andrew McKessock Associate Ben Modica Associate Tim Noel Associate Lily Sihavong Associate Steve Swanson Associate	Chad Foote Chief Operating Officer Senior Principal Peter Anderson Director George Jones Director Marylynn Shapiro Director Sue Stachel Director Lisa Anderson Associate Director William Ingle Associate Director Elena Ketter	Fiona Donahoe Senior Associat Shawn Erwin Senior Associat Brian Heruth Senior Associat Deanna Moriar Senior Associat Whitney O'Neil Senior Associat Stephanie Ripl Senior Associat Corey Weber Senior Associat Geneva Hanvik Associate
Director <sup>'</sup>	ng & Client Sup  Seth Mork Senior Associate  Jennie Soucheray Senior Associate  Justin Chafe Associate  Alison Johnson Associate	Mark F Associ Khons Phone Associ Erick A	avanh savanh ate Fralle ate Wagner	David L Princip Kristin Senior Tami Po Senior Paula N Director	al Daniels, CPA Director earse-Byczek Director lovick	iate	Mosher sociate ii sociate rger	Jennife Chief C Jason I Senior Brian F	Compliance er Lammers Compliance Officer Witchell Associate Renelt Associate	Associate Director Gary Poon Associate Director Christopher Smith Associate Director Troy Visnovec Associate Director Mike Bouska Senior Associate Jennifer deFiebre Senior Associate  New in 2013	Charles Head Associate Lee Jacobsen Associate Stacie Sandag Associate Alicia Tompkir Associate



# Section II

## **Stable Value Market Update**

Wrap Capacity

### **Wrap Market Update**

- Much improvement in wrap capacity with 18 providers currently in the market
- Currently, predominantly insurance companies providing new capacity, some of which require affiliate investment management
- Wrap capacity from Bank of America and Natixis (who are exiting) is actively being replaced by new entrants and providers increasing their capacity
- Galliard has available capacity with new and existing providers and is actively on-boarding new entrants\*
  - Established providers increasing capacity
    - American General Life
- New York Life
- Prudential
- Royal Bank of Canada
   Mass Mutual
- America - TIAA/ CREF Life

Reinsurance Group of

- Recent entrants increasing capacity
  - Bank of Tokyo\*\*

ING

MetLife

Nationwide Life

- Providers expected to enter in the coming year
  - Lincoln Financial\*\*

# **Galliard continues to successfully transition Stable Value Portfolios in this environment:**

- Generated over \$35 billion in new wrap capacity since 2008
- Galliard has available capacity with new and existing providers and is continually active in on-boarding new providers for additional capacity
- Galliard continues to generate capacity through customized solutions

Galliard's
conservative
approach,
proven track
record and
strong
relationships
within the
wrap market
have allowed
us to deliver
client solutions
in a
challenging
market

<sup>\*</sup>As of 9/30/13

<sup>\*\*</sup> Pending Galliard approval

# **Stable Value Market Update**

Galliard Wrap Issuer Summary

### As of December 2013:

Name	Accepting Deposits from New Clients*	Accepting Deposits from Existing Clients*	Contract Type**	Asset Management***	S&P Credit Rating	Moody's Credit Rating
American General Life	Yes	Yes	SBIC	Galliard	A+	A2
ING Life Ins. and Annuity Co.	Yes	Yes	SBIC	Galliard, ING, PIMCO, Dodge & Cox	Α-	АЗ
MassMutual Life Ins. Co.	Yes	Yes	SAGIC	Babson	AA+	Aa2
Metropolitan Life Ins. Co.	Yes	Yes	SAGIC	Galliard, PIMCO	AA-	Aa3
Monumental Life Ins. Co.	Yes	Yes	SBIC	Galliard, PIMCO, Dodge & Cox	AA-	A1
Nationwide Life Insurance	Yes	Yes	SBIC	Galliard	A+	A1
New York Life	Yes	Yes	SBIC & SAGIC	New York Life	AA+	Aaa
Pacific Life Ins. Co.	Yes	Yes	SBIC	Galliard, PIMCO	A+	A1
Prudential Life Ins. Co	Yes	Yes	SBIC	Galliard, Prudential, Jennison	AA-	A1
Reinsurance Group of America	Yes	Yes	SBIC	Galliard	AA-	A1
Royal Bank of Canada	Yes	Yes	SBIC	Galliard	AA-	Aa3
TIAA-CREF Life	Yes	Yes	SAGIC	TIAA-CREF Life	AA+	Aaa
State Street Bank and Trust Co.	No	No	SBIC	Galliard, PIMCO	AA-	Aa2

<sup>\*</sup>Providers accepting deposits on a case by case basis

<sup>\*\*</sup> Security Backed Investment Contract (SBIC) or Separate Account GIC (SAGIC)

<sup>\*\*\*</sup>Managers typically utilized within Galliard Stable Value solutions

# **State of North Carolina Stable Value Funds**

# Transition Update

December 2010	- Galliard assumes oversight, daily valuations, and administration of stable value funds - Transitioned custody of the 457 Plan Payden & Rygel portfolio to Wells Fargo
January 2011	- Changed 401(k) Plan's Prudential benchmark from Broad Market to Intermediate Aggregate  - Transitioned PIMCO to intermediate duration strategy wrapped by MetLife and increase allocation to 15% of assets
	- Funded Galliard short duration strategy with United of Omaha Wrap
February 2011	- Began termination of State Street securities lending program in the 401(k) Plan
	- Transitioned 457 Plan's Prudential intermediate duration strategy to Galliard collective trust
	- Liquidation of GWL trading account and funding of the Wells Fargo STIF and Wells Fargo SRF liquidity buffer
	- Transitioned custody of the 401(k) Payden & Rygel portfolio to Wells Fargo
	- New guidelines established for Payden short duration strategy
March 2011	- Transition 401(k) Plan's Prudential investment to intermediate duration collective trust
July 2011	- Moved from declared rate to actual portfolio returns
2012	- Changed STIF to Wells Fargo Government Money Market
	- Finalize portfolio strategy recommendations
2013	- Secured wrap coverage for Payden & Rygel with American General Life
	- Reduced exposure to PIMCO/Met Life to 13% target
	- Allocated 15% to Jennison under Prudential wrap
2014	- Reducing Great West Life to 20% target (date to be determined)
	- Finalize Nationwide wrap contract to replace United of Omaha

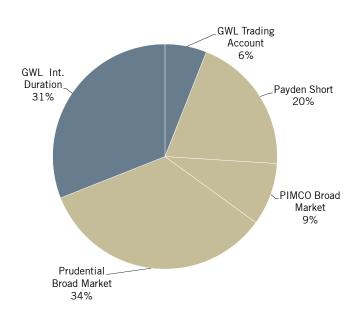


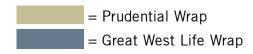
# Section III

## State of North Carolina 401(k) Plan

Transition Update

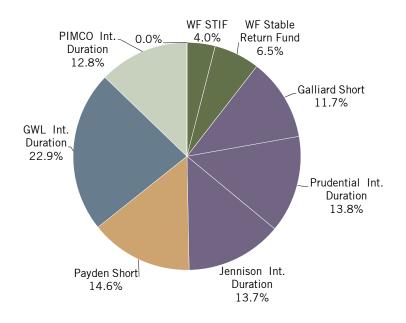
### **Initial Portfolio Allocation**





Duration	3.1 years
Avg. Quality	AA
# of Managers	4
# of Providers	2

### Portfolio Allocation 401(k) 12/31/13





Duration	3.16 years
Avg. Quality	AA-
# of Managers	6
# of Providers	4

## **State of North Carolina**

Expense Disclosure

## **Total Annual Fund Operating Expenses**

Total Annual Operating Expenses are deducted directly from the Fund's net asset value and reduce the rate of return of the investment option.

	401(k) Plan	457 Plan
Expense	Expense Ratio (as of 12/31/13)	Expense Ratio (as of 12/31/13)
Galliard Investment Management Fees	0.073%	0.073%
Subadvisor Management Fees	0.057%	0.059%
Investment Contract Fees	0.163%	0.164%
Acquired Fund Fees and Other Subadvisor		
Investment Management Expenses	0.046%	0.044%
-Investment Contract Fees	0.012%	0.012%
-Other Acquired Fund Fees and Subadvisor		
Investment Management Expenses	0.034%	0.033%
12b-1 Distribution Fee	None	None
Other Expenses*	0.121%	0.121%
Total Annual Fund Operating Expense**	0.461%	0.461%

<sup>\*</sup>Other Expenses – Decline to 10.4 basis points effective 1/1/2014.

<sup>\*\*</sup>Total Annual Fund Operating Expense will be reflected in the Fund's net asset value.



# Section IV

Fourth Quarter 2013

# Annualized Investment Performance\* Periods Ending December 31, 2013

							Since
Book Value Performance	<u>1 Mo</u>	3 Mos	<u> 1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>	<u>10 Yr</u>	Inception**
Portfolio (net of all fees)	0.15	0.47	2.15	2.72			2.75
Merrill Lynch 3 Month T-Bill + 100 bps	0.10	0.27	1.08	1.10			1.10
Merrill Lynch 3 Month T-Bill + 150 bps	0.14	0.39	1.58	1.61	1.64	3.21	1.61
3 Year Constant Maturity Treasury Yield	0.06	0.16	0.54	0.56	0.84	2.21	0.57
Market Value Benchmark							
Blended Benchmark***	-0.38	-0.03	-0.41	2.03	3.12	3.63	1.78
Calendar Year Performance							
Book Value Performance	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>		

Book Value Performance	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>
Portfolio (net of all fees)	2.15	2.75	3.27		
Merrill Lynch 3 Month T-Bill + 100 bps	1.08	1.12	1.11		
Merrill Lynch 3 Month T-Bill + 150 bps	1.58	1.62	1.61	1.64	1.72
3 Year Constant Maturity Treasury Yield	0.54	0.38	0.75	1.10	1.43
Market Value Benchmark					
Blended Benchmark***	-0.41	2.52	4.05	4.53	5.03
Market Indices					
Merrill Lynch 3 Month T-Bill	0.11	0.10	0.13	0.21	2.06
Consumer Price Index	2.26	2.96	1.50	2.72	0.09

<sup>\*</sup>Returns for periods of less than one year are not annualized.

<sup>\*\*</sup>Galliard's management of this portfolio began December 1, 2010. Periods that exceed Galliard's tenure with the portfolio include Galliard performance linked with historical portfolio returns.

\*\*\*10% BofAML 3 Month U.S. T-Bills, 30% Barclays Capital 1-3 Yr U.S. Govt/Credit, 60% Barclays Capital Intermediate U.S. Aggregate. This blended market value benchmark approximates the asset allocation target for the State of North Carolina Stable Value Fund. It is important to note that fundamental differences arise when comparing book value performance to a market index, especially when comparing performance for periods shorter than 10 years. Market value indices immediately reflect the gains/(loses) resulting from changing market interest rates while book value performance amortizes these gains/(losses).

### Fourth Quarter 2013

#### Portfolio Characteristics

Total Assets	\$1,870,879,345	Blended Yield (After fees)*	1.83%
Average Holdings Quality**	AA+	Effective Duration	3.16 years
Number of Contract Issuers	4	Market/Book Value Ratio	101.28%

#### **Sector Distribution**

		% of Portfolio	% of Portfolio
Portfolio Distribution	Contract Value (\$)	12/31/2013	09/30/2013
Money Market*	74,923,006	4.0	5.3
Stable Value Funds	122,451,090	6.5	6.6
Insurance Separate Accounts	667,580,181	35.7	37.4
Intermediate Portfolio	667,580,181	35.7	37.4
Security Backed Contracts	1,005,925,068	53.8	50.6
Short Portfolio	491,785,270	26.3	26.7
Intermediate Portfolio	514,139,798	27.5	23.9
Total	\$1,870,879,345	100.0%**	100.0%**

<sup>\*</sup>Blended yield is after investment management fees, net of wrap fees and administration fees.

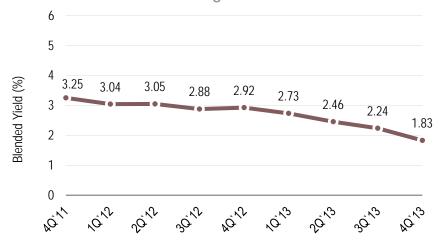
<sup>\*\*</sup>The Average Holdings Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Average Holdings Quality shown represents an average quality of the underlying individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

<sup>\*</sup>Includes Receivables and Payables

<sup>\*\*</sup>Total % of portfolio may not add to 100% due to rounding

### Fourth Quarter 2013

### Historical Book Value Crediting Rate\*



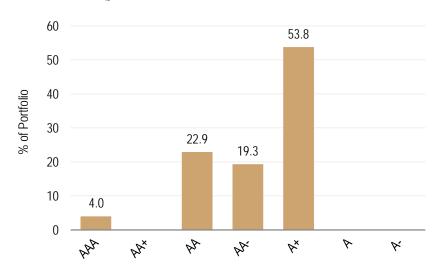
<sup>\*</sup>As of quarter end. Blended yield is after investment management fees, net of wrap fees and administration fees.

#### Market Value to Book Value Ratio\*

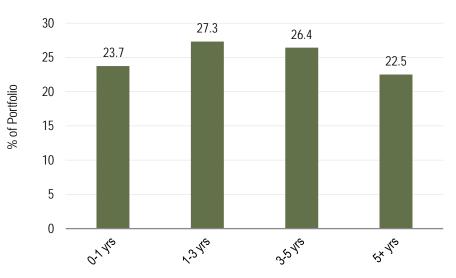


#### As of quarter end. Biended yield is after investment management rees, fiet of wrap rees and administra

### Contract Quality Distribution\*



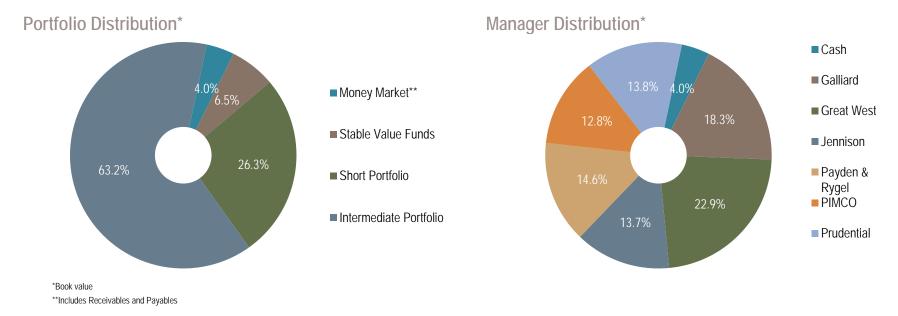
### **Underlying Duration Distribution\*\***



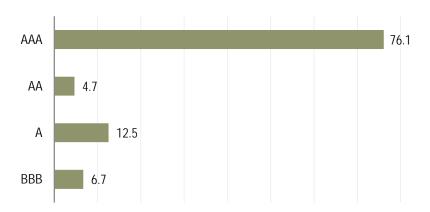
<sup>\*</sup>Total % of portfolio may not add to 100% due to rounding. The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

<sup>\*\*</sup>Total % of portfolio may not add to 100% due to rounding. Duration distribution of the externally managed portfolios is provided by the external manager.

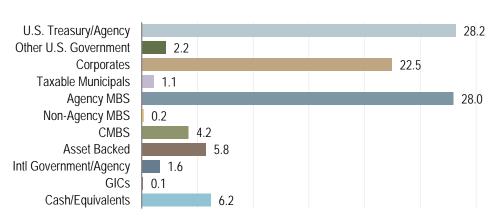
### Fourth Quarter 2013



## **Underlying Fixed Income Credit Quality\***



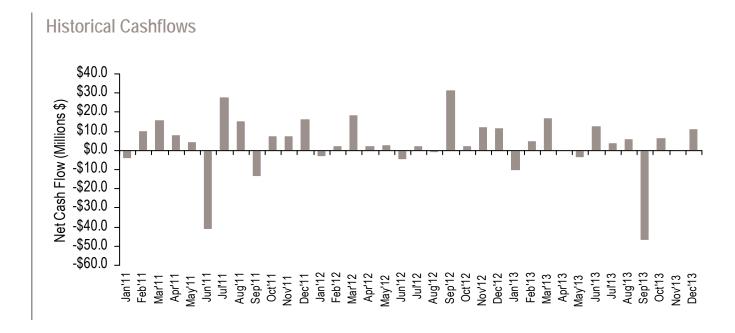
## Underlying Fixed Income Asset Allocation\*\*



\*Market value. Total % of portfolio may not add to 100% due to rounding. The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings. The external managers provide portfolio holdings, and the securities are classified using Galliard's analytics and methodology

<sup>\*\*</sup>Market value. Total % of portfolio may not add to 100% due to rounding. The external managers provide portfolio holdings, and the securities are classified using Galliard's analytics and methodology.

Fourth Quarter 2013



	2013	2012	2011	2010	2009***
Beginning Assets	\$1,829.1	\$1,702.4	\$1,594.4	\$1,446.1	\$1,384.6
Net Cash Flow (\$)*	\$2.4	\$79.1	\$55.5	\$90.1	\$32.7
Net Cash Flow (%)	0.13%	4.65%	3.48%	6.23%	2.36%
Estimated Investment Earnings	\$39.4	\$47.6	\$52.5	\$58.1	\$28.9
Ending Assets**	\$1,870.9	\$1,829.1	\$1,702.4	\$1,594.4	\$1,446.1

13

<sup>\*</sup> Contributions, Withdrawals and Investment Transfers
\*\*Cashflows may not net to final assets due to rounding

<sup>\*\*\*</sup>Beginning July 1, 2009

# **State of North Carolina Stable Value Funds**

Market Value 401(k) Plan Performance Summary

#### Short Duration

Manager	3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
Payden & Rygel	0.41%	0.94%	1.92%		2.65%	7/1/2009
Barclays Capital 1-3 Yr. Govt/Credit	<u>0.18%</u>	0.64%	<u>1.17%</u>		<u>1.80%</u>	
	0.23%	0.30%	0.75%		0.85%	
Galliard	0.170/	0.0E9/	1.85%		2.35%	1/1/2010
Gaillard	0.17%	-0.05%	1.85%		2.33%	1/1/2010
Barclays Capital 1-3 Yr. Government *	0.07%	0.37%	0.81%		1.21%	
Barclays Capital 1-3 Yr. Gov't/Credit	<u>0.18%</u>	0.64%	<u>1.17%</u>		<u>1.80%</u>	
	0.10%	-0.42%	1.04%		1.14%	

#### Intermediate Duration

Manager	3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
Prudential Investment Management	-0.13%	-1.06%	2.92%		2.66%	8/1/2010
Barclays Capital Intermediate Aggregate	<u>-0.14%</u>	<u>-1.02%</u>	2.79%		2.53%	
	0.01%	-0.04%	0.13%		0.05%	
PIMCO	-0.33%	-2.56%			2.90%	2/1/2011
Barclays Capital Intermediate Aggregate	<u>-0.14%</u>	-1.02%			2.76%	22011
	-0.19%	-1.54%			0.14%	
Great West Life	-0.02%	-0.98%			1.82%	10/1/2011
Barclays Capital Intermediate Aggregate (Ex BBB)	<u>-0.26%</u>	<u>-1.13%</u>			<u>1.20%</u>	
	0.24%	0.15%			0.62%	
Jennison	-0.15%	-1.89%	2.99%		2.73%	8/1/2010
Barclays Capital Intermediate Govt/Credit	<u>-0.02%</u>	<u>-0.86%</u>	<u>2.91%</u>		<u>2.60%</u>	
	-0.13%	-1.03%	0.08%		0.13%	

<sup>\*</sup>Index being shown for comparison purposes only, the fund is managed to a targeted duration. Returns shown are after investment management fees.

# **State of North Carolina Stable Value Funds**

Impact of Rising Market Rates – 401(k) Plan

Segment	Manager	Period	Book Value	Market Value	MV/BV Ratio	Market Value Yield	Duration (Years)	Book Value Crediting Rate
Short Duration	Payden & Rygel	9/30/2013	\$ 271,440,198	\$ 274,544,455	101.1%	0.85%	1.59	1.73%
		12/31/2013	\$ 272,506,062	\$ 275,667,806	<u>101.2</u> %	0.83%	1.49	<u>1.32</u> %
			\$ 1,065,864	\$ 1,123,351	0.0%	-0.02%	(0.10)	-0.41%
	Galliard	9/30/2013	\$ 221,139,125	\$ 222,825,103	100.8%	1.27%	2.03	1.44%
		12/31/2013	\$ 219,279,208	\$ 223,211,507	<u>101.8</u> %	1.24%	1.94	<u>2.02</u> %
			\$ (1,859,917)	\$ 386,404	1.0%	-0.03%	(0.09)	0.58%
Intermediate Duration	Prudential	9/30/2013	\$ 441,146,598	\$ 457,069,175	103.6%	1.85%	4.02	2.74%
		12/31/2013	\$ 258,273,841	\$ 262,905,425	<u>101.8</u> %	2.07%	4.12	<u>2.02</u> %
		!	\$ (182,872,757)	\$ (194,163,750)	-1.8%	0.22%	0.10	-0.72%
	PIMCO	9/30/2013	\$ 264,849,672	\$ 269,944,401	101.9%	2.43%	4.54	2.56%
		12/31/2013	\$ 239,283,498	\$ 241,911,686	<u>101.1</u> %	2.33%	4.20	<u>2.39</u> %
		:	\$ (25,566,174)	\$ (28,032,715)	-0.8%	-0.10%	(0.34)	-0.17%
	Great West Life	9/30/2013	\$ 425,242,920	\$ 433,631,427	102.0%	2.55%	4.33	3.13%
		12/31/2013	\$ 428,296,683	\$ 433,378,411	<u>101.2</u> %	2.45%	4.02	<u>2.85</u> %
			\$ 3,053,763	\$ (253,016)	-0.8%	-0.10%	(0.31)	-0.28%
	Jennison	9/30/2013	\$ -	\$ -	0.0%	0.00%	-	0.00%
		12/31/2013	\$ 255,865,956	\$ 260,454,359	<u>101.8</u> %	1.50%	3.87	<u>2.02</u> %
			\$ 255,865,956	\$ 260,454,359	101.8%	1.50%	3.87	2.02%
Total Fund		9/30/2013	\$ 1,844,378,548	\$ 1,878,574,597	101.9%	1.77%	3.24	2.24%
		12/31/2013	\$ 1,870,879,34 <u>5</u>	\$ 1,894,903,290	<u>101.3</u> %	<u>1.71</u> %	3.16	<u>2.04</u> %
			\$ 26,500,797	\$ 16,328,693	-0.6%	-0.06%	(80.0)	-0.20%

#### Fourth Quarter 2013

### **Issuer Rating Summary**

	<u>S &amp; P I</u>	Rating	Moody'	s Rating
	12/31/2013	9/30/2013	12/31/2013	9/30/2013
American General Life Ins. Co.	A+	A+	A2	A2
GreatWest Life Insurance Co.	AA	AA	Aa3	Aa3
Metropolitan Life Ins. Co.	AA-	AA-	Aa3	Aa3
Prudential Ins. Co. of America	AA-	AA-	A1	A1

#### American General Life Ins. Co.

- Strong capital levels
- All life businesses except New York were consolidated into this subsidiary at year end 2012
- Leading positions in a diverse set of products

#### Great-West-Life & Annuity Insurance Co.

- Aggressive dividend taking by the parent, combined with General Account growth, results in low capital levels and ratios
- Strong positions in niche markets
- Reliant on support from parent company; the leading insurer in Canada which had solid 2012 results

#### Metropolitan Life Ins. Co.

- Largest U.S. life insurer by invested assets
- Capital levels at this subsidiary remain below average
- Exited Fed oversight by shedding banking operations, though likely to be declared a non-bank SIFI

#### Prudential Ins. Co. of America

- A leading diversified U.S. life insurer
- Surplus continues to show solid growth
- Higher than industry average investment risk with exposure to commercial real estate, non-Agency CMOs, equities and high yield bonds

The information contained herein reflects the views of Galliard Capital Management, Inc. & sources believed to be reliable by Galliard as of the date of publication. The views expressed here may change at any time subsequent to the date of publication. This publication is for informational purposes only. For institutional investors only.

# North Carolina 401(k) Stable Value Fund Portfolio Review Portfolio Holdings

December 31, 2013

Asset ID	Security Description	Manager	Contract Value (\$)	Market Value (\$)	Market/Book Value Ratio (%)	% of Portfolio	Yield (%)	Maturity*	Effective Duration (yrs)	S&P Rating	Moody's Rating	Wrap Fee (bps)
Money Market	'											
FUNDAVAIL	Cash Receivable / (Payable)		-992,343	-992,343	100.0	-0.1	0.01		0.10	AAA	Aaa	
VP45600\$1	WF Adv Government Money Market		75,915,349	75,915,349	100.0	4.1	0.01		0.10	AAA	Aaa	
Total Money N	Market		74,923,006	74,923,006	100.0	4.0	0.01		0.10	AAA	Aaa	
Stable Value I	Funds											
949907109	Wells Fargo Stable Return Fund G		122,451,090	122,451,090	100.0	6.5	1.52		2.31	AA-	Aa3	
Total Stable V	alue Funds		122,451,090	122,451,090	100.0	6.5	1.52		2.31	AA-	Aa3	_
Insurance Sep	parate Accounts											
Intermediate	e Portfolio											
391997NH2	GreatWest Life Insurance Co.	Great West	428,296,683	433,378,411	101.2	22.9	2.85	N.S.M.	4.02	AA	Aa3	15.0
590994VM8	Metropolitan Life Ins. Co.	PIMCO	239,283,498	241,911,686	101.1	12.8	2.39	N.S.M.	4.20	AA-	Aa3	20.0
Total Interm	nediate Portfolio		667,580,181	675,290,097	101.2	35.7	2.69		4.08	AA	Aa3	
Total Insuran	ce Separate Accounts		667,580,181	675,290,097	101.2	35.7	2.69		4.08	AA	Aa3	
Security Back												
Short Portfo												
946996EE1	American General Life Ins. Co.	Payden & Rygel	272,506,062	275,667,806	101.2	14.6	1.32	N.S.M.	1.49	A+	A2	25.0
744999CV3	Prudential Ins. Co. of America	Galliard	219,279,208	223,211,507	101.8	11.7	2.02	N.S.M.	1.94	AA-	A1	17.0
Total Short			491,785,270	498,879,313	101.4	26.3	1.63		1.69	A+	A2	
Intermediate	e Portfolio											
744999CV3	Prudential Ins. Co. of America	Jennison	255,865,956	260,454,359	101.8	13.7	2.02	N.S.M.	3.87	AA-	A1	17.0
744999CV3	Prudential Ins. Co. of America	Prudential	258,273,841	262,905,425	101.8	13.8	2.02	N.S.M.	4.12	AA-	A1	17.0
Total Interm	nediate Portfolio		514,139,798	523,359,784	101.8	27.5	2.02		4.00	AA-	<b>A</b> 1	
Total Security	Backed Contracts		1,005,925,068	1,022,239,097	101.6	53.8	1.83		2.87	AA-	<b>A</b> 1	
Total Fund			1,870,879,345	1,894,903,290	101.3	100.0	1.83		3.16	AA-	<b>A</b> 1	

# Fixed Income Portfolio Review - North Carolina 401k - Payden & Rygel

### Fourth Quarter 2013

# Annualized Investment Performance\* Periods Ending December 31, 2013

Since 1 Yr 3 Yr 5 Yr Inception\*\* 3 Mos Portfolio 0.41 0.94 1.92 2.65 Benchmark\*\*\* 0.18 0.64 1.17 2.02 1.80

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA-	AA+	Total Assets	\$275.7 million
Weighted Average Maturity	2.23 years	1.88 years	Number of Issues	218
Yield to Maturity	0.83%	0.55%	Weighted Coupon	1.36%
Effective Duration	1.49 years	1.83 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: July 01, 2009

<sup>\*\*\*</sup>Barclays Capital 1-3 Year Government/Credit Index

<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

# Fixed Income Portfolio Review - North Carolina 401k - Payden & Rygel

# Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	31.3%	28.5%	73.5%
Other U.S. Government	2.9%	2.6%	0.0%
Taxable Municipal	2.6%	2.8%	1.0%
Corporates	41.0%	44.3%	18.9%
Asset Backed Securities (ABS)	9.6%	9.4%	0.0%
Commercial Mortgage Backed Securities (CMBS)	0.0%	0.0%	0.0%
Mortgage Backed Securities (MBS)	5.2%	4.8%	0.0%
Sovereign / Supranationals	6.9%	7.1%	6.6%
Cash / Equivalents	0.5%	0.4%	0.0%
Total	100.0%**	100.0%**	100.0%**

### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	56.1%	52.4%	76.2%
AA	7.8%	7.8%	6.5%
A	17.9%	20.9%	10.1%
BBB	18.2%	18.9%	7.2%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

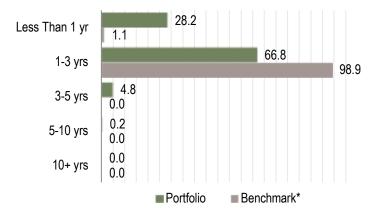
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

# Fixed Income Portfolio Review - North Carolina 401k - Payden & Rygel

## **Fourth Quarter 2013**

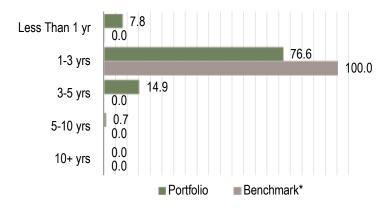
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	23.2%	28.2%	1.1%
1-3 yrs	71.6%	66.8%	98.9%
3-5 yrs	5.0%	4.8%	0.0%
5-10 yrs	0.2%	0.2%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	4.1%	7.8%	0.0%
1-3 yrs	80.7%	76.6%	100.0%
3-5 yrs	14.5%	14.9%	0.0%
5-10 yrs	0.7%	0.7%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



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<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

# Fixed Income Portfolio Review – Galliard Short High Quality Core Fixed Income Fund - B

Fourth Quarter 2013

Annualized Investment Performance\*
Periods Ending December 31, 2013

						Since
	<u>1 Mo</u>	3 Mos	<u>1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>	Inception**
Portfolio	-0.15	0.17	-0.05	1.85		2.35
Barclay's 1-3 Year Govt/Credit	-0.13	0.18	0.64	1.17	2.02	1.57

<sup>\*</sup>Returns for periods of less than one year are not annualized.

<sup>\*\*</sup>Galliard Performance Inception: January 01, 2010

# Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

### Fourth Quarter 2013

# Annualized Investment Performance\*

Periods Ending December 31, 2013

	1 Mo	3 Mos	1 Yr	3 Yr	5 Yr	Inception**
Portfolio	-0.15	0.17	-0.05	1.85		2.35
Benchmark***	-0.14	0.07	0.37	0.81	1.25	1.21

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AAA	Total Assets	\$2,487.1 million
Weighted Average Maturity	2.40 years	1.87 years	Number of Issues	559
Yield to Maturity	1.24%	0.39%	Weighted Coupon	2.18%
<b>Effective Duration</b>	1.94 years	1.81 years	<b>Estimated Annual Income</b>	\$52.9 million

Since

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Galliard Performance Inception: January 01, 2010

<sup>\*\*\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

# Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

## Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio	% of Portfolio	% of Benchmark*
	09/30/2013	12/31/2013	12/31/2013
U.S. Government/Agency Debentures	14.3%	13.9%	100.0%
Other U.S. Government	6.8%	6.7%	0.0%
Taxable Municipal	2.8%	2.9%	0.0%
Corporates	14.8%	14.2%	0.0%
Asset Backed Securities (ABS)	15.2%	15.5%	0.0%
Commercial Mortgage Backed Securities (CMBS)	8.8%	8.6%	0.0%
Mortgage Backed Securities (MBS)	31.4%	30.7%	0.0%
Sovereign / Supranationals	0.8%	0.8%	0.0%
Cash / Equivalents	5.2%	6.8%	0.0%
Total	100.0%**	100.0%**	100.0%**

### Top 5 Credit Exposure

	% of Portfolio
	12/31/2013
Royal Bank of Canada	0.6%
General Electric Co	0.5%
BB&T Corp	0.4%
JPMorgan Chase & Co	0.4%
Goldman Sachs Group Inc/The	0.4%
Total	2.3%**

Total entity exposure – includes all related entities

### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	84.5%	84.1%	97.1%
AA	6.7%	6.2%	2.8%
A	8.8%	9.7%	0.0%
BBB	0.0%	0.0%	0.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

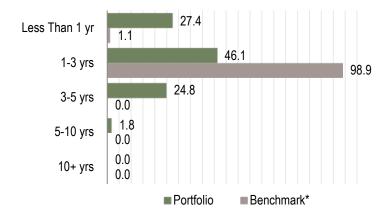
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

# Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

## Fourth Quarter 2013

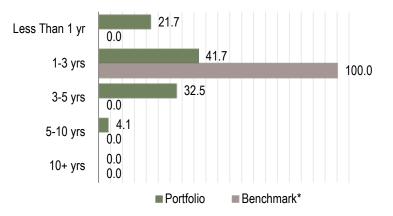
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	27.8%	27.4%	1.1%
1-3 yrs	43.2%	46.1%	98.9%
3-5 yrs	26.9%	24.8%	0.0%
5-10 yrs	2.1%	1.8%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	22.9%	21.7%	0.0%
1-3 yrs	34.8%	41.7%	100.0%
3-5 yrs	36.1%	32.5%	0.0%
5-10 yrs	6.2%	4.1%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

# Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

## Fourth Quarter 2013

# Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	-0.13	-1.06	2.92		2.66
Benchmark***	-0.14	-1.02	2.79	4.18	2.53

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AA+	Total Assets	\$2,009.7 million
Weighted Average Maturity	4.69 years	5.26 years	Number of Issues	1063
Yield to Maturity	2.07%	2.17%	Weighted Coupon	3.18%
Effective Duration	4.12 years	4.34 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: August 01, 2010

<sup>\*\*\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

# Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

## Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	39.7%	38.7%	40.4%
Other U.S. Government	0.0%	0.0%	0.0%
Taxable Municipal	0.3%	0.3%	0.6%
Corporates	21.8%	22.1%	18.4%
Asset Backed Securities (ABS)	0.3%	0.4%	0.5%
Commercial Mortgage Backed Securities (CMBS)	4.1%	4.5%	2.0%
Mortgage Backed Securities (MBS)	32.7%	33.3%	33.8%
Sovereign / Supranationals	0.6%	0.6%	4.3%
Cash / Equivalents	0.5%	0.1%	0.0%
Total	100.0%**	100.0%**	100.0%**

### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	76.4%	75.9%	77.3%
AA	3.3%	3.4%	4.6%
A	11.6%	11.8%	9.2%
BBB	8.8%	8.9%	9.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

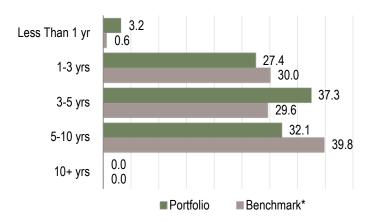
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

# Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

## Fourth Quarter 2013

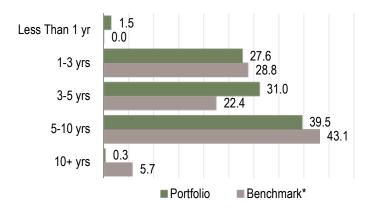
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	2.7%	3.2%	0.6%
1-3 yrs	31.1%	27.4%	30.0%
3-5 yrs	37.5%	37.3%	29.6%
5-10 yrs	28.7%	32.1%	39.8%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	2.0%	1.5%	0.0%
1-3 yrs	30.4%	27.6%	28.8%
3-5 yrs	31.1%	31.0%	22.4%
5-10 yrs	36.2%	39.5%	43.1%
10+ yrs	0.3%	0.3%	5.7%
Total	100.0%**	100.0%**	100.0%**



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<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

# Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

## Fourth Quarter 2013

# Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	-0.33	-2.56	2.82		2.90
Benchmark***	-0.14	-1.02	2.79	4.18	2.76

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA	AA+	Total Assets	\$1,150.4 million
Weighted Average Maturity	4.22 years	5.26 years	Number of Issues	231
Yield to Maturity	2.33%	2.17%	Weighted Coupon	2.56%
Effective Duration	4.20 years	4.34 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: February 01, 2011

<sup>\*\*\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

# Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

## Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	52.5%	51.0%	40.4%
Other U.S. Government	0.0%	0.0%	0.0%
Taxable Municipal	1.0%	1.0%	0.6%
Corporates	16.8%	17.3%	18.4%
Asset Backed Securities (ABS)	0.0%	0.0%	0.5%
Commercial Mortgage Backed Securities (CMBS)	0.0%	0.0%	2.0%
Mortgage Backed Securities (MBS)	42.8%	33.3%	33.8%
Sovereign / Supranationals	1.7%	1.7%	4.3%
Cash / Equivalents	-14.7%	-4.2%	0.0%
Total	100.0%**	100.0%**	100.0%**

## **Quality Distribution\*\*\***

	% of Portfolio	% of Portfolio	% of Benchmark*
	09/30/2013	12/31/2013	12/31/2013
AAA	80.6%	80.1%	77.3%
AA	3.0%	3.1%	4.6%
A	11.2%	11.2%	9.2%
BBB	5.2%	5.6%	9.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

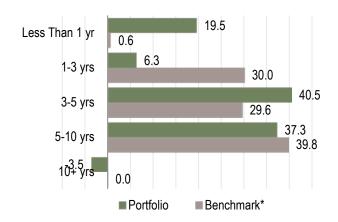
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

# Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

## Fourth Quarter 2013

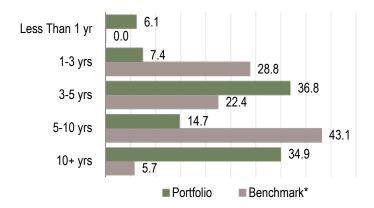
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	16.6%	19.5%	0.6%
1-3 yrs	17.4%	6.3%	30.0%
3-5 yrs	46.0%	40.5%	29.6%
5-10 yrs	20.5%	37.3%	39.8%
10+ yrs	-0.5%	-3.5%	0.0%
Total	100.0%**	100.0%**	100.0%**



### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	6.4%	6.1%	0.0%
1-3 yrs	4.3%	7.4%	28.8%
3-5 yrs	39.4%	36.8%	22.4%
5-10 yrs	6.5%	14.7%	43.1%
10+ yrs	43.3%	34.9%	5.7%
Total	100.0%**	100.0%**	100.0%**



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<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

### Fixed Income Portfolio Review - North Carolina 401k - Great West ISA

### Fourth Quarter 2013

# Annualized Investment Performance\* Periods Ending December 31, 2013

Since 3 Mos 1 Yr 3 Yr 5 Yr Inception\*\* Portfolio -0.02 -0.98 2.87 1.82 Benchmark\*\*\* -0.26 -1.13 2.57 3.76 1.20

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AAA	Total Assets	\$433.4 million
Weighted Average Maturity	5.31 years	5.25 years	Number of Issues	516
Yield to Maturity	2.45%	2.07%	Weighted Coupon	3.70%
Effective Duration	4.02 years	4.32 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: October 01, 2011

<sup>\*\*\*</sup>BarCap Interm Agg Ex Baa

<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - North Carolina 401k - Great West ISA

#### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	2.6%	4.0%	44.4%
Other U.S. Government	2.5%	3.2%	0.0%
Taxable Municipal	0.0%	0.0%	0.6%
Corporates	18.4%	18.1%	11.8%
Asset Backed Securities (ABS)	4.1%	6.0%	0.6%
Commercial Mortgage Backed Securities (CMBS)	8.3%	9.5%	1.9%
Mortgage Backed Securities (MBS)	63.4%	59.0%	37.2%
Sovereign / Supranationals	0.0%	0.0%	3.6%
Cash / Equivalents	0.8%	0.4%	0.0%
Total	100.0%**	100.0%**	100.0%**

## **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	81.4%	81.7%	84.9%
AA	4.9%	4.9%	5.0%
A	11.5%	11.9%	10.1%
BBB	2.3%	1.5%	0.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

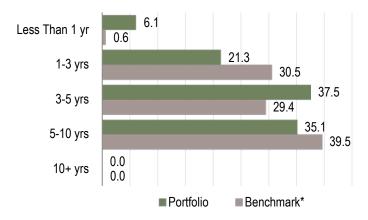
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

#### Fixed Income Portfolio Review - North Carolina 401k - Great West ISA

#### Fourth Quarter 2013

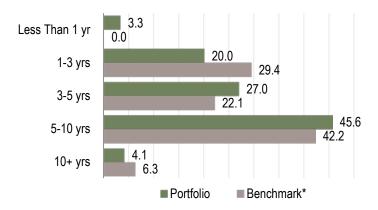
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	5.2%	6.1%	0.6%
1-3 yrs	16.4%	21.3%	30.5%
3-5 yrs	42.0%	37.5%	29.4%
5-10 yrs	36.4%	35.1%	39.5%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	3.4%	3.3%	0.0%
1-3 yrs	14.4%	20.0%	29.4%
3-5 yrs	28.4%	27.0%	22.1%
5-10 yrs	50.1%	45.6%	42.2%
10+ yrs	3.7%	4.1%	6.3%
Total	100.0%**	100.0%**	100.0%**



Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

Disclosure: Galliard Capital Management has exercised reasonable professional care in the preparation of this material. We cannot, however, guarantee the accuracy of all information contained herein.

<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>Column percentage may not add exactly due to rounding



## Section V

#### Fourth Quarter 2013

Annualized Investment Performance*
Periods Ending December 31, 2013

Book Value Performance	<u>1 Mo</u>	3 Mos	<u>1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>	<u>10 Yr</u>	<u>Since</u> <u>Inception**</u>
Portfolio (net of all fees) Merrill Lynch 3 Month T-Bill + 100 bps Merrill Lynch 3 Month T-Bill + 150 bps 3 Year Constant Maturity Treasury Yield	0.15 0.10 0.14 0.06	0.45 0.27 0.39 0.16	2.15 1.08 1.58 0.54	2.74 1.10 1.61 0.56	 1.64 0.84	3.21 2.21	2.77 1.10 1.61 0.57
Market Value Benchmark Blended Benchmark***	-0.38	-0.03	-0.41	2.03	3.12	3.63	1.78

#### Calendar Year Performance

В	ook Value Performance	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>
Po	ortfolio (net of all fees)	2.15	2.77	3.30		
Me	errill Lynch 3 Month T-Bill + 100 bps	1.08	1.12	1.11		
Me	errill Lynch 3 Month T-Bill + 150 bps	1.58	1.62	1.61	1.64	1.72
3 ۱	Year Constant Maturity Treasury Yield	0.54	0.38	0.75	1.10	1.43
Ma	arket Value Benchmark					
Ble	ended Benchmark***	-0.41	2.52	4.05	4.53	5.03
Ma	arket Indices					
Me	errill Lynch 3 Month T-Bill	0.11	0.10	0.13	0.21	2.06
	onsumer Price Index	2.26	2.96	1.50	2.72	0.09

<sup>\*</sup>Returns for periods of less than one year are not annualized.

<sup>\*\*\*</sup>Galliard's management of this portfolio began December 1, 2010. Periods that exceed Galliard's tenure with the portfolio include Galliard performance linked with historical portfolio returns.

\*\*\*\*10% BofAML 3 Month U.S. T-Bills, 30% Barclays Capital 1-3 Yr U.S. Govt/Credit, 60% Barclays Capital Intermediate U.S. Aggregate. This blended market value benchmark approximates the asset allocation target for the State of North Carolina Stable Value Fund. It is important to note that fundamental differences arise when comparing book value performance to a market index, especially when comparing performance for periods shorter than 10 years. Market value indices immediately reflect the gains/(losse) resulting from changing market interest rates while book value performance amortizes these gains/(losses).

#### Fourth Quarter 2013

#### Portfolio Characteristics

Total Assets	\$392,001,659	Blended Yield (After fees)*	1.78%
Average Holdings Quality**	AA+	Effective Duration	3.15 years
Number of Contract Issuers	4	Market/Book Value Ratio	101.25%

#### **Sector Distribution**

		% of Portfolio	% of Portfolio
Portfolio Distribution	Contract Value (\$)	12/31/2013	09/30/2013
Money Market*	14,455,104	3.7	3.5
Stable Value Funds	25,375,962	6.5	6.5
Insurance Separate Accounts	142,994,067	36.5	38.1
Intermediate Portfolio	142,994,067	36.5	38.1
Security Backed Contracts	209,176,526	53.4	52.0
Short Portfolio	105,605,007	26.9	27.2
Intermediate Portfolio	103,571,519	26.4	24.7
Total	\$392,001,659	100.0%**	100.0%**

<sup>\*</sup>Blended yield is after investment management fees, net of wrap fees and administration fees.

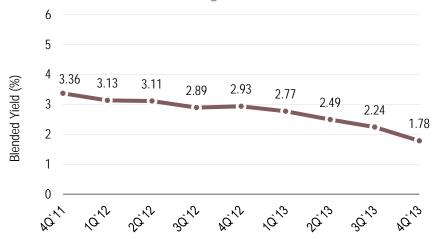
<sup>\*\*</sup>The Average Holdings Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Average Holdings Quality shown represents an average quality of the underlying individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

<sup>\*</sup>Includes Receivables and Payables

<sup>\*\*</sup>Total % of portfolio may not add to 100% due to rounding

#### Fourth Quarter 2013

#### Historical Book Value Crediting Rate\*

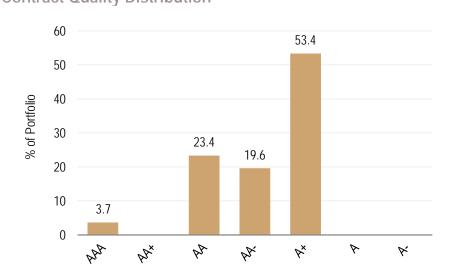


<sup>\*</sup>As of quarter end. Blended yield is after investment management fees, net of wrap fees and administration fees.

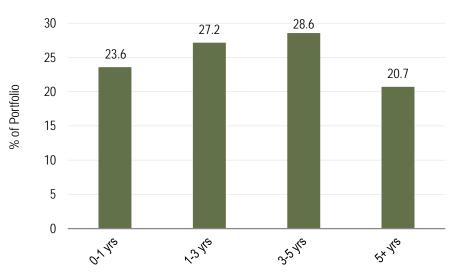
#### Market Value to Book Value Ratio\*



### Contract Quality Distribution\*



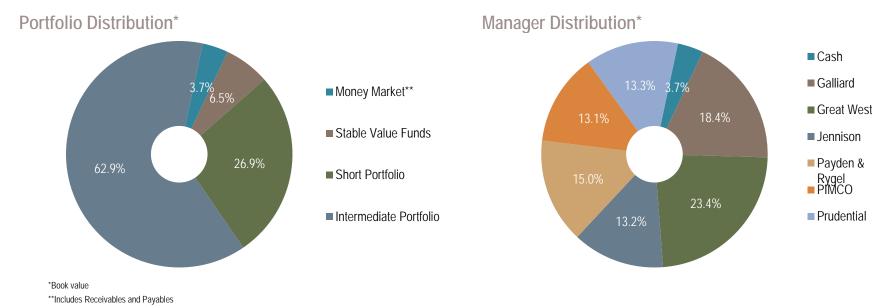
#### **Underlying Duration Distribution\*\***



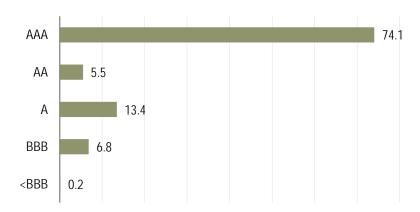
<sup>\*</sup>Total % of portfolio may not add to 100% due to rounding. The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

<sup>\*\*</sup>Total % of portfolio may not add to 100% due to rounding. Duration distribution of the externally managed portfolios is provided by the external manager.

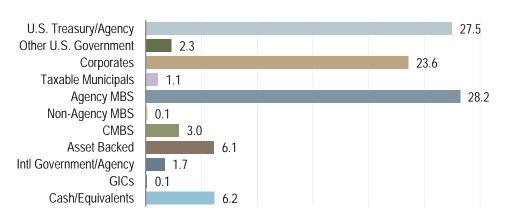
#### Fourth Quarter 2013



#### **Underlying Fixed Income Credit Quality\***



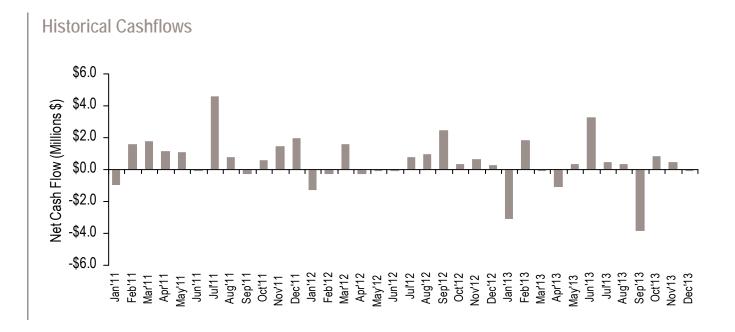
#### Underlying Fixed Income Asset Allocation\*\*



\*Market value. Total % of portfolio may not add to 100% due to rounding. The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings. The external managers provide portfolio holdings, and the securities are classified using Galliard's analytics and methodology

<sup>\*\*</sup>Market value. Total % of portfolio may not add to 100% due to rounding. The external managers provide portfolio holdings, and the securities are classified using Galliard's analytics and methodology.

## Fourth Quarter 2013



	2013	2012	2011	2010	2009***
Beginning Assets	\$384.1	\$368.8	\$343.5	\$324.7	\$319.1
Net Cash Flow (\$)*	-\$0.4	\$5.1	\$13.8	\$6.0	-\$1.0
Net Cash Flow (%)	-0.10%	1.38%	4.02%	1.85%	-0.31%
Estimated Investment Earnings	\$8.3	\$10.3	\$11.4	\$12.8	\$6.6
Ending Assets**	\$392.0	\$384.1	\$368.8	\$343.5	\$324.7

<sup>\*</sup> Contributions, Withdrawals and Investment Transfers

<sup>\*\*</sup>Cashflows may not net to final assets due to rounding

<sup>\*\*\*</sup>Beginning July 1, 2009

## **State of North Carolina Stable Value Funds**

Market Value 457 Plan Performance Summary

#### Short Duration

Manager	3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
Payden & Rygel	0.41%	0.92%	1.90%		2.30%	8/1/2009
Barclays Capital 1-3 Yr. Govt/Credit	<u>0.18%</u>	<u>0.64%</u>	<u>1.17%</u>		<u>1.72%</u>	
	0.23%	0.36%	0.60%		0.43%	
			/			
Galliard	0.17%	-0.05%	1.85%		2.35%	1/1/2010
Barclays Capital 1-3 Yr. Government *	0.07%	0.37%	0.81%		1.21%	
Barclays Capital 1-3 Yr. Gov't/Credit	<u>0.18%</u>	0.64%	1.17%		<u>1.80%</u>	
	0.10%	-0.42%	1.04%		1.14%	

#### Intermediate Duration

Manager	3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
Prudential Investment Management	-0.13%	-1.06%	2.92%		2.66%	8/1/2010
Barclays Capital Intermediate Aggregate	<u>-0.14%</u>	<u>-1.02%</u>	2.79%		<u>2.53%</u>	
	0.01%	-0.04%	0.13%		0.05%	
PIMCO	-0.33%	-2.56%			2.90%	2/1/2011
Barclays Capital Intermediate Aggregate	<u>-0.14%</u>	<u>-1.02%</u>			<u>2.76%</u>	
	-0.19%	-1.54%			0.14%	
Great West Life	0.14%	-0.57%			1.72%	10/1/2011
Barclays Capital Intermediate Aggregate (Ex BBB)	<u>-0.26%</u>	<u>-1.13%</u>			<u>1.20%</u>	
	0.40%	0.56%			0.52%	
Jennison	-0.15%	-1.89%	2.99%		2.73%	8/1/2010
Barclays Capital Intermediate Govt/Credit	<u>-0.02%</u>	<u>-0.86%</u>	2.91%		2.60%	
	-0.13%	-1.03%	0.08%		0.13%	

<sup>\*</sup>Index being shown for comparison purposes only, the fund is managed to a targeted duration. Returns shown are after investment management fees.

## **State of North Carolina Stable Value Funds**

Impact of Rising Market Rates – 457 Plan

Segment	Manager	Period	Book Value	Market Value	MV/BV Ratio	Market Value Yield	Duration (Years)	Book Value Crediting Rate
Short Duration	Payden & Rygel	9/30/2013	\$ 58,546,594	\$ 59,219,671	101.1%	0.86%	1.61	1.42%
		12/31/2013	\$ 58,777,964	\$ 59,460,185	<u>101.2</u> %	0.83%	1.48	<u>1.33</u> %
			\$ 231,370	\$ 240,514	0.0%	-0.03%	(0.13)	-0.09%
	Galliard	9/30/2013	\$ 47,360,051	\$ 47,710,683	100.7%	1.27%	2.03	1.43%
		12/31/2013	\$ 46,827,043	\$ 47,793,418	<u>102.1</u> %	1.24%	1.94	<u>2.10</u> %
			\$ (533,008)	\$ 82,735	1.3%	-0.03%	(0.09)	0.67%
Intermediate Duration	Prudential	9/30/2013	\$ 96,165,597	\$ 99,845,091	103.8%	1.85%	4.02	2.80%
		12/31/2013	\$ 51,991,462	\$ 53,064,416	<u>102.1</u> %	<u>2.07</u> %	4.12	<u>2.10</u> %
			\$ (44,174,135)	\$ (46,780,675)	-1.8%	0.22%	0.10	-0.70%
	PIMCO	9/30/2013	\$ 57,147,381	\$ 58,306,318	102.0%	2.43%	4.54	2.59%
		12/31/2013	\$ 51,458,287	\$ 52,083,825	<u>101.2</u> %	<u>2.33</u> %	4.20	<u>2.41</u> %
			\$ (5,689,094)	\$ (6,222,493)	-0.8%	-0.10%	(0.34)	-0.18%
	Great West Life	9/30/2013	\$ 90,966,404	\$ 91,936,820	101.1%	2.53%	4.18	2.89%
		12/31/2013	\$ 91,535,780	\$ 92,016,541	<u>100.5</u> %	2.36%	3.99	<u>2.48</u> %
			\$ 569,376	\$ 79,721	-0.5%	-0.17%	(0.19)	-0.41%
	Jennison	9/30/2013	\$ -	\$ -	0.0%	0.00%	-	0.00%
		12/31/2013	\$ 51,580,057	\$ 52,644,521	<u>102.1</u> %	1.50%	3.87	<u>2.10</u> %
			\$ 51,580,057	\$ 52,644,521	102.1%	1.50%	3.87	2.10%
Total Fund		9/30/2013	\$ 388,956,364	\$ 395,788,918	101.8%	1.80%	3.28	2.24%
		12/31/2013	\$ 392,001,659	\$ 396,893,972	<u>101.2</u> %	<u>1.70</u> %	3.15	<u>2.00</u> %
			\$ 3,045,295	\$ 1,105,054	-0.5%	-0.10%	(0.13)	-0.24%

#### Fourth Quarter 2013

#### **Issuer Rating Summary**

	<u>S &amp; P I</u>	Rating	Moody's	Rating
	12/31/2013	9/30/2013	12/31/2013	9/30/2013
American General Life Ins. Co.	A+	A+	A2	A2
GreatWest Life Insurance Co.	AA	AA	Aa3	Aa3
Metropolitan Life Ins. Co.	AA-	AA-	Aa3	Aa3
Prudential Ins. Co. of America	AA-	AA-	A1	A1

#### American General Life Ins. Co.

- Strong capital levels
- All life businesses except New York were consolidated into this subsidiary at year end 2012
- Leading positions in a diverse set of products

#### Great-West-Life & Annuity Insurance Co.

- Aggressive dividend taking by the parent, combined with General Account growth, results in low capital levels and ratios
- Strong positions in niche markets
- Reliant on support from parent company; the leading insurer in Canada which had solid 2012 results

#### Metropolitan Life Ins. Co.

- Largest U.S. life insurer by invested assets
- Capital levels at this subsidiary remain below average
- Exited Fed oversight by shedding banking operations, though likely to be declared a non-bank SIFI

#### Prudential Ins. Co. of America

- A leading diversified U.S. life insurer
- Surplus continues to show solid growth
- Higher than industry average investment risk with exposure to commercial real estate, non-Agency CMOs, equities and high yield bonds

The information contained herein reflects the views of Galliard Capital Management, Inc. & sources believed to be reliable by Galliard as of the date of publication. The views expressed here may change at any time subsequent to the date of publication. This publication is for informational purposes only. For institutional investors only.

# North Carolina 457 Stable Value Fund Portfolio Review Portfolio Holdings

December 31, 2013

Asset ID	Security Description	Manager	Contract Value (\$)	Market Value (\$)	Market/Book Value Ratio (%)	% of Portfolio	Yield (%)	Maturity*	Effective Duration (yrs)	S&P Rating	Moody's Rating	Wrap Fee (bps)
Money Marke	<u> </u>											
FUNDAVAIL	Cash Receivable / (Payable)		-224,502	-224,502	100.0	-0.1	0.01		0.10	AAA	Aaa	
VP45600\$1	WF Adv Government Money Market		14,679,606	14,679,606	100.0	3.7	0.01		0.10	AAA	Aaa	
Total Money I	Market		14,455,104	14,455,104	100.0	3.7	0.01		0.10	AAA	Aaa	_
Stable Value	Funds											
949907109	Wells Fargo Stable Return Fund G		25,375,962	25,375,962	100.0	6.5	1.52		2.31	AA-	Aa3	
Total Stable \	/alue Funds		25,375,962	25,375,962	100.0	6.5	1.52		2.31	AA-	Aa3	_
Insurance Se	parate Accounts											
Intermediat	e Portfolio											
391997NC3	GreatWest Life Insurance Co.	Great West	91,535,780	92,016,541	100.5	23.4	2.48	N.S.M.	3.99	AA	Aa3	15.0
590994BY4	Metropolitan Life Ins. Co.	PIMCO	51,458,287	52,083,825	101.2	13.1	2.41	N.S.M.	4.20	AA-	Aa3	20.0
Total Intern	nediate Portfolio		142,994,067	144,100,366	100.8	36.5	2.45		4.06	AA	Aa3	
Total Insuran	ce Separate Accounts		142,994,067	144,100,366	100.8	36.5	2.45		4.06	AA	Aa3	
Security Back Short Portfo	ked Contracts											
946996DV4	American General Life Ins. Co.	Payden & Rygel	58,777,964	59,460,185	101.2	15.0	1.33	N.S.M.	1.48	A+	A2	25.0
744999CF8	Prudential Ins. Co. of America	Galliard	46,827,043	47,793,418	102.1	11.9	2.10	N.S.M.	1.94	AA-	A1	17.0
Total Short	Portfolio		105,605,007	107,253,604	101.6	26.9	1.67		1.69	A+	A2	
Intermediat	e Portfolio											
744999CF8	Prudential Ins. Co. of America	Jennison	51,580,057	52,644,521	102.1	13.2	2.10	N.S.M.	3.87	AA-	A1	17.0
744999CF8	Prudential Ins. Co. of America	Prudential	51,991,462	53,064,416	102.1	13.3	2.10	N.S.M.	4.12	AA-	A1	17.0
Total Intern	nediate Portfolio		103,571,519	105,708,937	102.1	26.4	2.10		4.00	AA-	<b>A</b> 1	
Total Security	Backed Contracts		209,176,526	212,962,540	101.8	53.4	1.88		2.83	AA-	<b>A</b> 1	
Total Fund			392,001,659	396,893,972	101.2	100.0	1.78	_	3.15	AA-	<b>A</b> 1	

## Fixed Income Portfolio Review - North Carolina 457 - Payden & Rygel

#### Fourth Quarter 2013

## Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	0.41	0.92	1.90		2.30
Benchmark***	0.18	0.64	1.17	2.02	1.72

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA-	AA+	Total Assets	\$59.5 million
Weighted Average Maturity	2.25 years	1.88 years	Number of Issues	194
Yield to Maturity	0.83%	0.55%	Weighted Coupon	1.37%
Effective Duration	1.48 vears	1.83 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: August 01, 2009

<sup>\*\*\*</sup>Barclays Capital 1-3 Year Government/Credit Index

<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - North Carolina 457 - Payden & Rygel

### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	31.3%	29.4%	73.5%
Other U.S. Government	2.8%	2.6%	0.0%
Taxable Municipal	2.6%	2.9%	1.0%
Corporates	39.6%	41.6%	18.9%
Asset Backed Securities (ABS)	10.5%	10.3%	0.0%
Commercial Mortgage Backed Securities (CMBS)	0.0%	0.0%	0.0%
Mortgage Backed Securities (MBS)	5.5%	5.0%	0.0%
Sovereign / Supranationals	7.1%	7.4%	6.6%
Cash / Equivalents	0.7%	0.7%	0.0%
Total	100.0%**	100.0%**	100.0%**

#### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	57.1%	54.6%	76.2%
AA	7.9%	8.0%	6.5%
A	17.5%	19.2%	10.1%
BBB	17.5%	18.2%	7.2%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

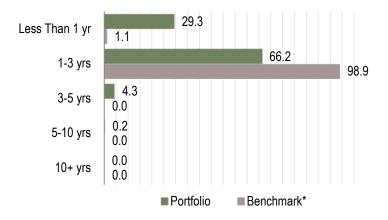
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

## Fixed Income Portfolio Review - North Carolina 457 - Payden & Rygel

#### Fourth Quarter 2013

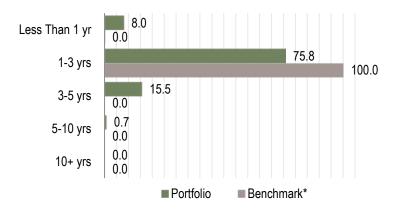
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	25.0%	29.3%	1.1%
1-3 yrs	70.2%	66.2%	98.9%
3-5 yrs	4.6%	4.3%	0.0%
5-10 yrs	0.2%	0.2%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	4.9%	8.0%	0.0%
1-3 yrs	79.4%	75.8%	100.0%
3-5 yrs	15.0%	15.5%	0.0%
5-10 yrs	0.7%	0.7%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

Disclosure: Galliard Capital Management has exercised reasonable professional care in the preparation of this material. We cannot, however, guarantee the accuracy of all information contained herein.

<sup>\*</sup>Barclays Capital 1-3 Yr Govt/Credit

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

## Fixed Income Portfolio Review – Galliard Short High Quality Core Fixed Income Fund - B

Fourth Quarter 2013

Annualized Investment Performance\*
Periods Ending December 31, 2013

						Since
	<u>1 Mo</u>	3 Mos	<u>1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>	Inception**
Portfolio	-0.15	0.17	-0.05	1.85		2.35
Barclay's 1-3 Year Govt/Credit	-0.13	0.18	0.64	1.17	2.02	1.57

<sup>\*</sup>Returns for periods of less than one year are not annualized.

<sup>\*\*</sup>Galliard Performance Inception: January 01, 2010

## Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

#### Fourth Quarter 2013

## Annualized Investment Performance\*

Periods Ending December 31, 2013

	1 Mo	3 Mos	1 Yr	3 Yr	5 Yr	Inception**
Portfolio	-0.15	0.17	-0.05	1.85		2.35
Benchmark***	-0.14	0.07	0.37	0.81	1.25	1.21

#### **Portfolio Characteristics**

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AAA	Total Assets	\$2,487.1 million
Weighted Average Maturity	2.40 years	1.87 years	Number of Issues	559
Yield to Maturity	1.24%	0.39%	Weighted Coupon	2.18%
Effective Duration	1.94 years	1.81 years	<b>Estimated Annual Income</b>	\$52.9 million

Since

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Galliard Performance Inception: January 01, 2010

<sup>\*\*\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

#### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio	% of Portfolio	% of Benchmark*
	09/30/2013	12/31/2013	12/31/2013
U.S. Government/Agency Debentures	14.3%	13.9%	100.0%
Other U.S. Government	6.8%	6.7%	0.0%
Taxable Municipal	2.8%	2.9%	0.0%
Corporates	14.8%	14.2%	0.0%
Asset Backed Securities (ABS)	15.2%	15.5%	0.0%
Commercial Mortgage Backed Securities (CMBS)	8.8%	8.6%	0.0%
Mortgage Backed Securities (MBS)	31.4%	30.7%	0.0%
Sovereign / Supranationals	0.8%	0.8%	0.0%
Cash / Equivalents	5.2%	6.8%	0.0%
Total	100.0%**	100.0%**	100.0%**

#### Top 5 Credit Exposure

	% of Portfolio
	12/31/2013
Royal Bank of Canada	0.6%
General Electric Co	0.5%
BB&T Corp	0.4%
JPMorgan Chase & Co	0.4%
Goldman Sachs Group Inc/The	0.4%
Total	2.3%**

Total entity exposure – includes all related entities

#### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	84.5%	84.1%	97.1%
AA	6.7%	6.2%	2.8%
A	8.8%	9.7%	0.0%
BBB	0.0%	0.0%	0.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

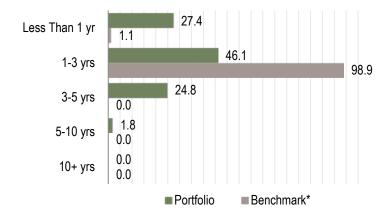
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

## Fixed Income Portfolio Review - Galliard Short High Quality Core Fixed Income Fund - B

#### Fourth Quarter 2013

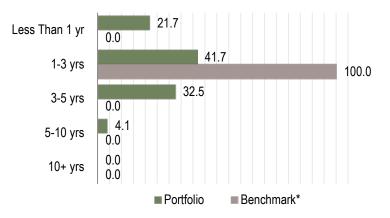
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	27.8%	27.4%	1.1%
1-3 yrs	43.2%	46.1%	98.9%
3-5 yrs	26.9%	24.8%	0.0%
5-10 yrs	2.1%	1.8%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	22.9%	21.7%	0.0%
1-3 yrs	34.8%	41.7%	100.0%
3-5 yrs	36.1%	32.5%	0.0%
5-10 yrs	6.2%	4.1%	0.0%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



<sup>\*</sup>Barclays Capital 1-3 Yr Government. Benchmark information shown is used for comparative purposes only. The fund is managed to a targeted duration of 2.0 years.

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

## Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

#### Fourth Quarter 2013

## Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	-0.13	-1.06	2.92		2.66
Benchmark***	-0.14	-1.02	2.79	4.18	2.53

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AA+	Total Assets	\$2,009.7 million
Weighted Average Maturity	4.69 years	5.26 years	Number of Issues	1063
Yield to Maturity	2.07%	2.17%	Weighted Coupon	3.18%
Effective Duration	4.12 years	4.34 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: August 01, 2010

<sup>\*\*\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio	% of Portfolio	% of Benchmark*
	09/30/2013	12/31/2013	12/31/2013
U.S. Government/Agency Debentures	39.7%	38.7%	40.4%
Other U.S. Government	0.0%	0.0%	0.0%
Taxable Municipal	0.3%	0.3%	0.6%
Corporates	21.8%	22.1%	18.4%
Asset Backed Securities (ABS)	0.3%	0.4%	0.5%
Commercial Mortgage Backed Securities (CMBS)	4.1%	4.5%	2.0%
Mortgage Backed Securities (MBS)	32.7%	33.3%	33.8%
Sovereign / Supranationals	0.6%	0.6%	4.3%
Cash / Equivalents	0.5%	0.1%	0.0%
Total	100.0%**	100.0%**	100.0%**

#### Quality Distribution\*\*\*

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	76.4%	75.9%	77.3%
AA	3.3%	3.4%	4.6%
A	11.6%	11.8%	9.2%
BBB	8.8%	8.9%	9.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

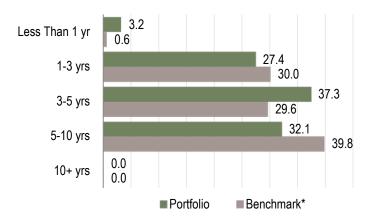
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

## Fixed Income Portfolio Review - Wells Fargo Fixed Income Fund M (Prudential)

#### Fourth Quarter 2013

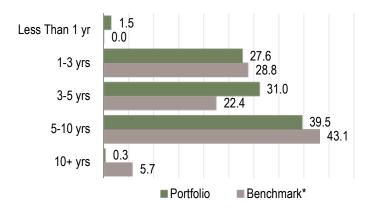
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	2.7%	3.2%	0.6%
1-3 yrs	31.1%	27.4%	30.0%
3-5 yrs	37.5%	37.3%	29.6%
5-10 yrs	28.7%	32.1%	39.8%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	2.0%	1.5%	0.0%
1-3 yrs	30.4%	27.6%	28.8%
3-5 yrs	31.1%	31.0%	22.4%
5-10 yrs	36.2%	39.5%	43.1%
10+ yrs	0.3%	0.3%	5.7%
Total	100.0%**	100.0%**	100.0%**



Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

Disclosure: Galliard Capital Management has exercised reasonable professional care in the preparation of this material. We cannot, however, guarantee the accuracy of all information contained herein.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

## Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

#### Fourth Quarter 2013

## Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	-0.33	-2.56	2.82		2.90
Benchmark***	-0.14	-1.02	2.79	4.18	2.76

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA	AA+	Total Assets	\$1,150.4 million
Weighted Average Maturity	4.22 years	5.26 years	Number of Issues	231
Yield to Maturity	2.33%	2.17%	Weighted Coupon	2.56%
Effective Duration	4.20 years	4.34 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: February 01, 2011

<sup>\*\*\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio	% of Portfolio	% of Benchmark*
	09/30/2013	12/31/2013	12/31/2013
U.S. Government/Agency Debentures	52.5%	51.0%	40.4%
Other U.S. Government	0.0%	0.0%	0.0%
Taxable Municipal	1.0%	1.0%	0.6%
Corporates	16.8%	17.3%	18.4%
Asset Backed Securities (ABS)	0.0%	0.0%	0.5%
Commercial Mortgage Backed Securities (CMBS)	0.0%	0.0%	2.0%
Mortgage Backed Securities (MBS)	42.8%	33.3%	33.8%
Sovereign / Supranationals	1.7%	1.7%	4.3%
Cash / Equivalents	-14.7%	-4.2%	0.0%
Total	100.0%**	100.0%**	100.0%**

#### **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	80.6%	80.1%	77.3%
AA	3.0%	3.1%	4.6%
A	11.2%	11.2%	9.2%
BBB	5.2%	5.6%	9.0%
< BBB	0.0%	0.0%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

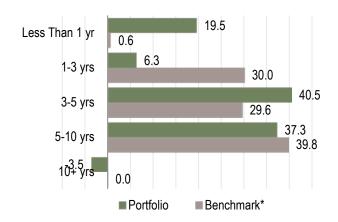
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

## Fixed Income Portfolio Review - Metlife Separate Acct 654 - Commingled (PIMCO)

#### Fourth Quarter 2013

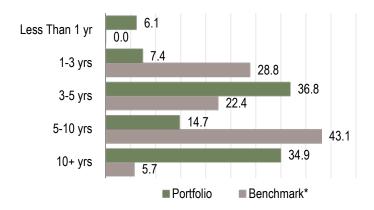
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	16.6%	19.5%	0.6%
1-3 yrs	17.4%	6.3%	30.0%
3-5 yrs	46.0%	40.5%	29.6%
5-10 yrs	20.5%	37.3%	39.8%
10+ yrs	-0.5%	-3.5%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	6.4%	6.1%	0.0%
1-3 yrs	4.3%	7.4%	28.8%
3-5 yrs	39.4%	36.8%	22.4%
5-10 yrs	6.5%	14.7%	43.1%
10+ yrs	43.3%	34.9%	5.7%
Total	100.0%**	100.0%**	100.0%**



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Disclosure: Galliard Capital Management has exercised reasonable professional care in the preparation of this material. We cannot, however, guarantee the accuracy of all information contained herein.

<sup>\*</sup>Barclays Capital Intermediate Aggregate

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

#### Fixed Income Portfolio Review - North Carolina 457 - Great West ISA

#### Fourth Quarter 2013

## Annualized Investment Performance\* Periods Ending December 31, 2013

	3 Mos	1 Yr	3 Yr	5 Yr	Since Inception**
Portfolio	0.14	-0.57	2.80		1.72
Benchmark***	-0.26	-1.13	2.57	3.76	1.20

#### Portfolio Characteristics

	Portfolio	Benchmark*		Portfolio
Weighted Average Quality**	AA+	AAA	Total Assets	\$92.0 million
Weighted Average Maturity	5.08 years	5.25 years	Number of Issues	205
Yield to Maturity	2.36%	2.07%	Weighted Coupon	3.91%
Effective Duration	3.99 years	4.32 years		

Portfolio characteristics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>Returns for periods of less than one year are not annualized. Returns shown are before fees.

<sup>\*\*</sup>Performance Inception: October 01, 2011

<sup>\*\*\*</sup>BarCap Interm Agg Ex Baa

<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

## Fixed Income Portfolio Review - North Carolina 457 - Great West ISA

#### Fourth Quarter 2013

#### **Sector Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
U.S. Government/Agency Debentures	1.0%	1.0%	44.4%
Other U.S. Government	3.8%	3.7%	0.0%
Taxable Municipal	0.0%	0.0%	0.6%
Corporates	24.2%	24.2%	11.8%
Asset Backed Securities (ABS)	6.1%	6.8%	0.6%
Commercial Mortgage Backed Securities (CMBS)	3.2%	4.2%	1.9%
Mortgage Backed Securities (MBS)	60.8%	58.7%	37.2%
Sovereign / Supranationals	0.0%	0.0%	3.6%
Cash / Equivalents	0.9%	1.4%	0.0%
Total	100.0%**	100.0%**	100.0%**

## **Quality Distribution\*\*\***

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
AAA	71.7%	72.0%	84.9%
AA	8.6%	8.2%	5.0%
A	16.1%	16.7%	10.1%
BBB	2.9%	2.4%	0.0%
< BBB	0.8%	0.7%	0.0%
NR/NA	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**

Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>Column percentage may not add exactly due to rounding

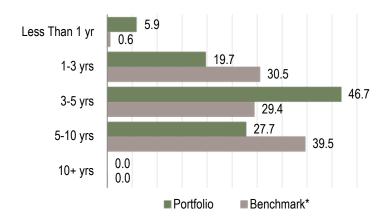
<sup>\*\*\*</sup>The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.

#### Fixed Income Portfolio Review - North Carolina 457 - Great West ISA

#### Fourth Quarter 2013

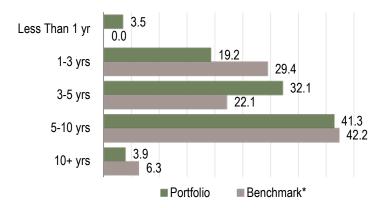
#### **Duration Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	4.7%	5.9%	0.6%
1-3 yrs	17.5%	19.7%	30.5%
3-5 yrs	48.6%	46.7%	29.4%
5-10 yrs	29.3%	27.7%	39.5%
10+ yrs	0.0%	0.0%	0.0%
Total	100.0%**	100.0%**	100.0%**



#### **Maturity Distribution**

	% of Portfolio 09/30/2013	% of Portfolio 12/31/2013	% of Benchmark* 12/31/2013
0-1 yrs	2.9%	3.5%	0.0%
1-3 yrs	15.1%	19.2%	29.4%
3-5 yrs	34.0%	32.1%	22.1%
5-10 yrs	44.6%	41.3%	42.2%
10+ yrs	3.5%	3.9%	6.3%
Total	100.0%**	100.0%**	100.0%**



Portfolio statistics are calculated by Galliard based on external manager supplied holdings.

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<sup>\*</sup>BarCap Interm Agg Ex Baa

<sup>\*\*</sup>Column percentage may not add exactly due to rounding



# Appendix

## **Portfolio Strategy and Positioning**

**Economic and Market Outlook** 

#### **Economic Outlook**

- Despite drags from the Budget Sequester, the recent government shutdown and the debt ceiling fight, U.S. economic growth appears to be holding up reasonably well. Absent a more serious shock, we expect growth to continue at a 2 to 2-1/2% pace into 2014.
- Recent improvement in labor market indicators has been amplified by a decades-low labor participation rate. The number of discouraged job seekers leaving the workforce is a signal that the recovery has not yet broadened to all areas of the economy.
- The Fed's decision to delay any taper of its asset purchase program is a boon to the "carry trade", but may signal deeper concern by Fed officials that the nascent recovery is not fully self-sustaining. Given the economic disruption likely caused by the government shutdown, we expect the Fed to err on the side of caution and delay tapering until 2014 and probably not before its March 2014 meeting.
- Following a broad sell-off this summer where rates rose more than 100bps, yields on US Treasuries declined somewhat over the Fall in response to weaker economic data and dovish statements from the Fed. In November, rates have rebounded yet again particularly on longer maturities. Shorter term yields have been well contained, however, perhaps reflecting a continued rotation into shorter bonds.

#### **Anticipated Portfolio Strategy**

- Maintain neutral duration positioning. Hold modest flattening bias to take advantage of yield curve rolldown.
- Following the recent rally in spreads, corporate bonds now look fair to slightly rich. We continue to favor high quality taxable municipals and bellwether financials.
- Short AAA consumer ABS and structured U.S. government bonds, such as Export-Import Bank and SBA, remain attractive investments. In MBS, we continue to favor extension-protected trades such as 10-year pass-throughs and 15-year specified pass-through pools.
- Short CMBS are attractive as recent increases in secondary market supply have provided opportunities to add seasoned deals.
- We continue to reduce our TIPS position, given our expectation that inflation risks are more balanced and realized inflation has been muted.



John R. Caswell, CFA
Founding Managing Partner

John is a Founding Partner and Chairman of Galliard's Fixed Income Committee. He is responsible for overseeing investment policy and strategy formulation. Prior to co-founding Galliard, John was Chief Investment Officer of Norwest Investment Management. John began his investment career in 1975 and holds a BBA degree in Finance and an MBA degree in Finance from the University of Iowa. He has authored and collaborated on many articles and chapters on fixed income and stable value investment management.



Richard J. Merriam, CFA
Founding Managing Partner

Richard is a Founding Partner and Galliard's Chief Investment Strategist. In this role, he is responsible for asset selection and strategy formulation for the firm's portfolios. He also serves as Corporate Sector Head. Prior to cofounding Galliard, Richard was Chief Investment Officer of Insight Investment Management. He began his investment career in 1985 and holds BA degrees in Economics and English from the University of Michigan and an MBA degree in Finance from the University of Minnesota.



**Karl P. Tourville** *Founding Managing Partner* 

Karl is a Founding Partner and Chairman of Galliard's Management Committee. He is involved in client portfolio management, developing investment strategy and designing new products. Prior to cofounding Galliard, Karl was Director of Fixed Income for Norwest Investment Management. Karl is a past member of the Board of Directors of the Stable Value Investment Association and has authored and collaborated on many articles and chapters on fixed income and stable value investment management. He holds a BA in Economics and an MBA in Finance from the University of St. Thomas.



Carrie A. Callahan
Managing Partner

Carrie is a Managing Partner at Galliard Capital Management and directs client service and consultant relations for the firm. Prior to joining Galliard, Carrie was a Group Vice President in consultant relations at Trusco Capital. Prior to Trusco, Carrie was a Senior Vice President for SunTrust Banks where she was responsible for bundled 401K sales and high net worth relationship management. She began her career in investment management, institutional sales and consultant relations in 1991. Carrie holds a BA in economics from the University of Central Florida. She sits on the Investment Committee for the University of Central Florida Foundation.



Ajay Mirza, CFA Managing Partner

Ajay is a Managing Partner and serves as Structured Securities Sector Head. Prior to joining Galliard, Ajay was a mortgage backed securities analyst with Insight Investment Management. He also served as a research analyst at Lehman Brothers, where he worked on the mortgage backed securities trading desk. Ajay holds a BE in Instrumentation from the Birla Institute of Technology (India), an MA in Economics from Tulane University, and a MBA from the University of Minnesota. Ajay began his investment career in 1994 and has been with Galliard since the firm's inception.



Michael D. Norman *Partner* 

Mike is responsible for client administration. Prior to joining Galliard, Mike served as a Securities Lending Trader and Trust Officer with Norwest Bank. Mike began his investment career in 1993 and has been involved in the stable value industry since 1996. Mike also served on the Stable Value Investment Association's (SVIA) Board of Directors along with a number of other boards and associations. Mike holds a BA from the University of Notre Dame and an MBA from the University of Minnesota.



**Leela J. Scattum** *Partner* 

In her role as Head of Contract Strategy and Placements, Leela develops strategies that address and align the portfolios, investment guidelines and Plan risk profile with the demands of the current stable value environment, and works with the client portfolio analysts to implement those strategies. She began her investment career in 1992 and has been with Galliard since the firm's inception in mid 1995. Leela holds B.Sc. (Statistics) and B.Ed. (Education) degrees from the University of Bombay. She also completed her course work for the Master of Science degree in Applied Mathematics from the University of Bombay, and holds an MBA degree from the University of St. Thomas.



**Chad M. Foote, CPA** (inactive)

Chief Operating Officer

Senior Principal

As Chief Operating Officer of Galliard, Chad is responsible for accounting operations and the implementation of new technology and business initiatives. Chad holds a CPA (inactive) and a CISA (inactive). Before joining Galliard, Chad was the head of risk management at Alliance Financial Services. He also served as a Director at PricewaterhouseCoopers consulting on financial operations and risk management practices, and was a Compliance Officer for First American Funds. Chad holds a BS in Management from the University of Minnesota's Carlson School of Management.



Jennifer Lammers Chief Compliance Officer

Jennifer is the Chief Compliance Officer at Galliard and is responsible for the firm's compliance program and regulatory matters. Prior to joining Galliard, Jennifer was Chief Financial Officer and Chief Compliance Officer for Fiduciary Counselling, Inc. and Chief Compliance Officer for both Clearwater Management Company and Clearwater Investment Trust. Before her duties at Fiduciary Counselling, Inc. and Clearwater, Jennifer was the Chief Compliance Officer at RiverSource Investments and RiverSource Funds (now Columbia Management and Columbia Funds.) Prior to working for RiverSource, Jennifer was Director of Finance and President of Tamarack Mutual Funds for Voyageur Asset Management. Jennifer has also managed an internal audit department for a Fortune 500 company and been the controller of a start-up company. She holds a B.S. from Brigham Young University and an M.B.A. from the University of Houston. She is also a certified public accountant.



**David H. Lui** *Principal* 

David is responsible for leading the contract negotiation team at Galliard. Prior to joining Galliard, David was the Chief Compliance Officer of FAF Advisors and First American Funds. Previously, David was Chief Compliance Officer of Franklin Advisers and Chief Compliance Counsel for Charles Schwab in San Francisco. David earned his B.A. in history from Brown University in Providence, Rhode Island, and a J.D. from the University of California, Hastings College of Law, in San Francisco. He has been admitted to practice law in both California and Minnesota. He is a past Chairman of the Board of Directors of the National Society of Compliance Professionals and is a nationally recognized speaker in compliance issues. David has more than 20 years of experience in compliance and investment law.



**Erol D. Sonderegger, CFA** *Principal* 

Erol leads Fixed Income Client Portfolio Management. Erol is a member of the Fixed Income Committee and provides input on investment strategy for both Fixed Income and Stable Value. Erol is also responsible for the external manager oversight program. Prior to joining Galliard, Erol was a Portfolio Manager with RiverSource Investments and was a member of their Fixed Income Strategy Committee. Erol's portfolio management experience at RiverSource included co-managing a number of fixed income and balanced investment products. Prior to working at RiverSource, Erol was an investment analyst for the Minnesota State Board of Investments. Erol earned his BA in International Business, with a concentration in Finance, from George Washington University in Washington D.C. and is a CFA Charterholder.



Andy C. Apostol Senior Director

Andy is responsible for stable value client relationships and client portfolio management. Prior to joining Galliard, Andy was a Senior Vice President at Dwight Asset Management, overseeing fixed income and stable value portfolios. Prior to Dwight, Andy was a Senior Account Manager for INVESCO's fixed income and stable value business. Andy earned his B.S. in Business Administration from the University of Oregon.



**Taylor Benson** Senior Director

Taylor is responsible for client service and consultant relationship management. Prior to joining Galliard, Taylor was an Investment Consultant at Segal Advisors for defined benefit and defined contribution plans. Prior to Segal, Taylor was a client service associate for Legg Mason & Co., where she was responsible for servicing the Western Asset Management's Institutional Mutual Fund clients. She began her career as a business analyst for Hewitt Associates. Taylor holds a BS in Finance from Providence College.



**David B. Ferry** Senior Director

David is responsible for client and consultant relationship management. In this capacity, David works with current and prospective clients, as well as the consultants who serve them to develop strategy and to assure execution of client mandates. Prior to joining Galliard, David was a Senior Vice President with SunGard Wealth Management, managing sales and relationships for the SunGard platform. He earned his BS in Business and his MBA in Finance from the University of Minnesota.



Nick Gage, CFA Senior Director

Nick is head of stable value separate account management. Prior to joining Galliard, Nick served as a Senior Investment Analyst for Wells Fargo Institutional Asset Advisors, where he provided investment manager due diligence and asset allocation analysis for defined contribution and defined benefit plans. Nick is currently serving as a member of the Stable Value Investment Association's Board of Directors. Nick holds a BS in Economics from Vanderbilt University.



Andrea Johnson, CFA, CIPM Director

As a part of the Client Portfolio Management team, Andrea assists in the management of Galliard's fixed income and stable value portfolios. Andrea also contributes to firm investment communication pieces and works closely with the client services team. Prior to joining Galliard in 2005, Andrea served as an Investment Sales Associate and Brokerage Settlement Specialist with Marshall & Ilsley Corporation, where she prepared portfolio reviews, provided support in creating financial and asset allocation plans and ensured proper execution of trades. Andrea holds a BA in Economics and Spanish from Ripon College.



**Doug Rangel, CFA**Associate Director

As a part of the Client Portfolio Management team, Doug assists in the management of Galliard's fixed income and stable value portfolios. Doug is responsible for performance analysis on our trading desk and also works closely with the client services team. He has extensive experience in fixed income analytics and performance attribution. Prior to joining Galliard, Doug was a senior investment analyst for the ELCA Board of Pensions where he was responsible for a range of investment analysis including the Board's socially-oriented investment initiatives. Prior to working at the Board of Pensions, Doug was a senior business analyst for RiverSource Investments on the structured assets investment team. Doug earned his BS in Business Management with an emphasis in Economics, from Greenville College, received his MBA from the University of St. Thomas and is a CFA Charterholder.