

ARCHITECTS OF INVESTMENT SOLUTIONS





# State of North Carolina

NOVEMBER 15, 2017

# STATE OF NORTH CAROLINA

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SECTION I

## GALLIARD CAPITAL MANAGEMENT WHO WE ARE

#### CLIENT ALIGNED STABLE VALUE & FIXED INCOME INVESTMENT SOLUTIONS FOR OVER 20 YEARS

**\$81.8 B** Total stable value aum

120+ stable value separate accounts

**111** Employees on staff SENIOR PROFESSIONALS AVERAGE YEARS OF EXPERIENCE:

Stable value portfolio management team – **24** Fixed income team – **20** Contract management & negotiation team – **23** 

STABLE VALUE & FIXED INCOME PRODUCTS • SEPARATE ACCOUNTS • COLLECTIVE FUNDS



# HIGHLIGHTS

\$93.9 B

TOTAL AUM

Galliard is now a signatory to the United Nationssupported **Principles for Responsible Investment**  Galliard ranked in the **top 10** in Pensions & Investments report of largest managers of assets held by **100 largest corporate DC** plans

(*The Corporate DC 100: The Largest Money Managers*, published March 7, 2016)

Galliard **ranked #2** by total AUM in the Pensions & Investments rankings of stable value managers

(*Largest Money Managers Report*, published May 29, 2017, data as of December 31, 2016)





SECTION II

Third Quarter 2017

#### ANNUALIZED INVESTMENT PERFORMANCE\*

Periods Ending September 30, 2017

Ferious Ending September 30, 2017								Since
Book Value Performance	<u>1 Mo</u>	<u>3 Mos</u>	YTD	<u>1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>	<u>10 Yr</u>	Inception**
Portfolio (net of all fees - NAV Level)***	0.17	0.51	1.47	1.98	1.92	1.99		2.28
Merrill Lynch 3 Month T-Bill + 150 bps	0.21	0.64	1.71	2.18	1.83	1.73	1.99	1.70
3 Year Constant Maturity Treasury Yield	0.13	0.38	1.12	1.43	1.13	0.94	1.13	0.85

#### CALENDAR YEAR PERFORMANCE

Book Value Performance	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>
Portfolio (net of all fees - NAV Level)***	1.95	1.87	1.80	2.15	2.75	3.27
Merrill Lynch 3 Month T-Bill + 150 bps	1.84	1.56	1.55	1.58	1.62	1.61
3 Year Constant Maturity Treasury Yield	1.01	1.03	0.90	0.54	0.38	0.75
Market Indices						
Merrill Lynch 3 Month T-Bill	0.33	0.05	0.03	0.07	0.11	0.10
Consumer Price Index	2.07	0.73	0.76	1.51	1.74	2.96

\*Returns for periods of less than one year are not annualized.

\*\*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. \*\*\*Returns are net of all fees, including plan administrative reimbursement.

## STATE OF NORTH CAROLINA STABLE VALUE FUND – MARKET VALUE COMPOSITE RETURNS

Third Quarter 2017

MARKET VALUE RETURNS

Period Ending September 30, 2017					
	<u>1 Mos*</u>	<u>3 Mos*</u>	<u>1 Yr</u>	<u>3 Yr</u>	<u>5 Yr</u>
Portfolio Market Value (Gross Return)	(0.20)	0.65	0.89	2.07	1.59
Portfolio Market Value (Net Return)	(0.20)	0.63	0.81	1.99	1.51
Benchmark Market Value (Total Return)**	(0.29)	0.53	0.28	1.65	1.28

#### CALENDAR YEAR PERFORMANCE

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
Portfolio Market Value (Gross Return)	2.10	1.19	2.98	-0.62	3.60
Portfolio Market Value (Net Return)	2.02	1.11	2.90	-0.72	3.53
Benchmark Market Value (Total Return)	1.49	0.95	2.66	-0.51	2.39

\*Returns for periods less than one year are not annualized.

\*\*The Blended Benchmark is a composite of each fund component's respective benchmark. The allocation to each benchmark is rebalanced monthly to reflect the relative weighting of each fund component at the beginning of the month.

Third Quarter 2017

Total Assets	\$2,518,727,516	Blended Yield (After fees)*	2.07%
Average Holdings Quality**	AA	Effective Duration	3.19 years
Number of Contract Issuers	5	Market/Book Value Ratio	100.87%

\*Blended yield is after investment management fees and wrap fees.

\*\*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 contracts and cash held by the portfolio as rated by S&P and Moody's.

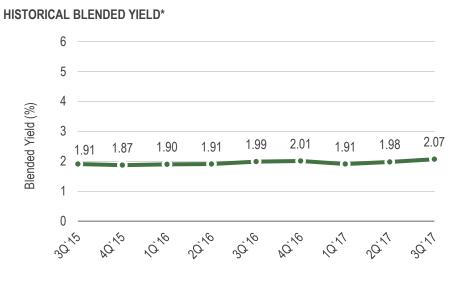
#### SECTOR DISTRIBUTION

		% OF PORTFOLIO	% OF PORTFOLIO
PORTFOLIO DISTRIBUTION	CONTRACT VALUE (\$)	<u>09/30/2017</u>	<u>06/30/2017</u>
Cash & Equivalents*	15,428,521	0.6	0.9
WF Stable Return Fund	169,286,585	6.7	7.0
Separate Account GICs	833,270,796	33.1	32.9
Intermediate Portfolio	833,270,796	33.1	32.9
Security Backed Investment Contracts	1,500,741,613	59.6	59.2
Short Portfolio	799,622,421	31.7	31.6
Intermediate Portfolio	701,119,192	27.8	27.6
Total	\$2,518,727,516	100.0%**	100.0%**

\*Includes Receivables and Payables

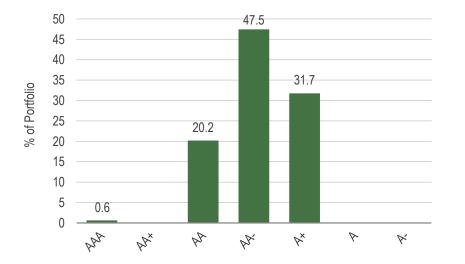
\*\*Total % of portfolio may not add to 100% due to rounding

Third Quarter 2017

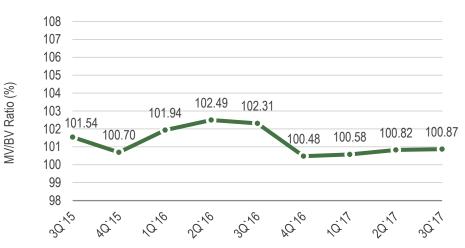


<sup>\*</sup>As of quarter end. Blended yield is after investment management fees and wrap fees.

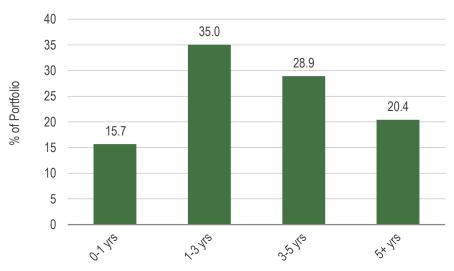
#### **CONTRACT QUALITY DISTRIBUTION\***



MARKET VALUE TO BOOK VALUE RATIO

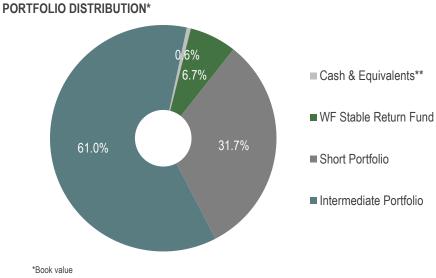


**UNDERLYING DURATION DISTRIBUTION\*\*** 

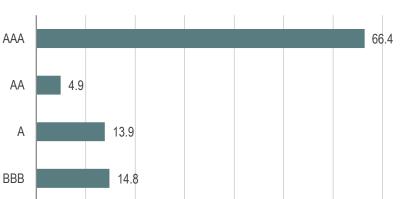


\*Total % of portfolio may not add to 100% due to rounding. The quality distribution shown represents the distribution of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. \*\*Total % of portfolio may not add to 100% due to rounding. Duration distribution of the externally managed portfolios is provided by the external manager.

Third Quarter 2017



\*\*Includes Receivables and Payables

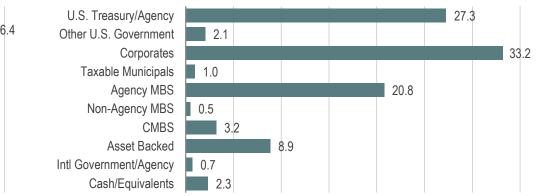


#### **UNDERLYING FIXED INCOME CREDIT QUALITY\***

#### .6% Cash & Equivalents 12.9% Dodge & Cox Galliard Great West 23.6% Jennison Assoc. 13.8% Payden & Rygel 20.2% Prudential

UNDERLYING FIXED INCOME ASSET ALLOCATION\*\*

**MANAGER DISTRIBUTION\*** 



\*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

\*\*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 for maximum comparability across managers.

HISTORICAL CASHFLOWS \$35.0 \$30.0 \$25.0 \$20.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$15.0 \$10.0 \$10.0 \$11.00 \$1.00 

	YTD	2016***	2015	2014	2013
Beginning Assets	\$2,472.8	\$1,948.6	\$1,904.2	\$1,870.9	\$1,829.1
Net Cash Flow (\$)*	\$9.1	\$81.5	\$8.8	-\$0.3	\$2.4
Net Cash Flow (%)	0.37%	4.18%	0.46%	-0.02%	0.13%
Estimated Investment Earnings	\$36.8	\$46.9	\$35.7	\$33.6	\$39.4
Ending Assets**	\$2,518.7	\$2,472.8	\$1,948.6	\$1,904.2	\$1,870.9

\*Contributions, Withdrawals and Investment Transfers

\*\*Cashflows may not net to final assets due to rounding.

\*\*\*Approximately \$395.8m of net inflow and transfer activity related to the 1/4/2016 merger of North Carolina 457 plan assets have been removed for illustrative purposes.

## STATE OF NORTH CAROLINA STABLE VALUE FUND

MARKET VALUE PERFORMANCE SUMMARY

3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
0.44%	1.24%	1.25%	1.17%	2.00%	7/1/2009
<u>0.34%</u>	<u>0.66%</u>	<u>1.05%</u>	<u>0.91%</u>	<u>1.43%</u>	
0.10%	0.58%	0.20%	0.26%	0.57%	
0.46%	0.89%	1.54%	1.19%	1.96%	1/1/2010
0.24%	0.27%	0.78%	0.65%	0.98%	
<u>0.34%</u>	<u>0.66%</u>	<u>1.05%</u>	<u>0.91%</u>	<u>1.30%</u>	
0.22%	0.62%	0.76%	0.54%	0.98%	
	0.44% 0.34% 0.10% 0.46% 0.24% 0.34%	0.44%         1.24%           0.34%         0.66%           0.10%         0.58%           0.46%         0.89%           0.24%         0.27%           0.34%         0.66%	0.44%         1.24%         1.25%           0.34%         0.66%         1.05%           0.10%         0.58%         0.20%           0.46%         0.89%         1.54%           0.24%         0.27%         0.78%           0.34%         0.66%         1.05%	0.44%         1.24%         1.25%         1.17%           0.34%         0.66%         1.05%         0.91%           0.10%         0.58%         0.20%         0.26%           0.46%         0.89%         1.54%         1.19%           0.24%         0.27%         0.78%         0.65%           0.34%         0.66%         1.05%         0.91%	0.44%         1.24%         1.25%         1.17%         2.00%           0.34%         0.66%         1.05%         0.91%         1.43%           0.10%         0.58%         0.20%         0.26%         0.57%           0.46%         0.89%         1.54%         1.19%         1.96%           0.24%         0.27%         0.78%         0.65%         0.98%           0.34%         0.66%         1.05%         0.91%         1.30%

Intermediate Duration

Manager	3 Months	1 Year	3 Years	5 Years	Since Inception	Inception
Dodge & Cox	0.96%	1.22%	-	-	2.21%	3/1/2015
Bloomberg Barclays U.S. Intermediate Aggregate	<u>0.72%</u>	<u>0.25%</u>	-	-	<u>1.80%</u>	
	0.24%	0.97%	-	-	0.41%	
Great-West Life***	0.68%	0.40%	2.21%	1.73%	2.28%	10/1/2011
Bloomberg Barclays U.S. Intermediate Aggregate****	<u>0.72%</u>	<u>0.03%</u>	<u>2.13%</u>	1.60%	<u>1.97%</u>	
	-0.04%	0.37%	0.08%	0.13%	0.31%	
Jennison	0.64%	0.43%	2.44%	1.75%	2.75%	8/1/2010
Bloomberg Barclays U.S. Intermediate Govt/Credit	<u>0.60%</u>	<u>0.23%</u>	<u>2.13%</u>	<u>1.61%</u>	<u>2.44%</u>	
	0.04%	0.20%	0.31%	0.14%	0.31%	
Prudential	0.87%	0.89%	-	-	2.75%	2/1/2016
Bloomberg Barclays U.S. Intermediate Aggregate	<u>0.72%</u>	<u>0.25%</u>	-	-	<u>1.83%</u>	
	0.15%	0.64%	-	-	0.92%	

\*Returns shown are after investment management fees. \*\*Index being shown for comparison purposes only, the fund is managed to a targeted duration. \*\*\*Performance shown was provided by Great West. \*\*\*\*Linked Benchmark: Prior to 7/1/17 was Bloomberg Barclays U.S. Intermediate Aggregate A or Better.



## **STATE OF NORTH CAROLINA** SUPPLEMENTARY PERFORMANCE INFORMATION

#### THIRD QUARTER 2017

Fund Component	Benchmark Component	3Q'17 Weight	Portfolio Contribution to Gross Return	Portfolio Contribution to Net Return	Benchmark Contribution to Total Return
WF Adv Government Money Market	BofA Merrill Lynch U.S. 3 Month T-Bill	0.50%	0.001	0.001	0.002
Wells Fargo Stable Return Fund	50% BofA Merrill Lynch 1-3 Year U.S. Treasury Index, 50% Citigroup 3 Month T-Bill	6.27%	0.033	0.033	0.017
Dodge & Cox – ISA	Bloomberg Barclays U.S. Intermediate Aggregate Bond Index	13.05%	0.124	0.121	0.093
Jennison – WF CTF 'N'	Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index	14.07%	0.089	0.085	0.084
Prudential – FI SA	Bloomberg Barclays U.S. Intermediate Aggregate Bond Index	14.35%	0.123	0.119	0.103
Payden & Rygel – FI SA	Bloomberg Barclays U.S. 1-3 Year Government/Credit Bond Index	14.79%	0.064	0.059	0.049
Galliard – WF CTF 'F'	Bloomberg Barclays U.S. 1-3 Year Government Bond Index	16.84%	0.080	0.078	0.056
Great West – ISA	Bloomberg Barclays U.S. Intermediate Aggregate Bond Index*	20.13%	0.135	0.133	0.132
Total Fund Market Value Return			0.650	0.629	0.537

\*Linked Benchmark: Prior to 7/1/17 was Bloomberg Barclays U.S. Intermediate Aggregate A or Better.



# STATE OF NORTH CAROLINA STABLE VALUE FUND

MANAGER-LEVEL CHARACTERISTICS

Segment	Manager	Period	Book Value	Market Value	MV/BV Ratio	Market Value Yield	Duration (Years)	Book Value Crediting Rate*
Short Duration	Payden & Rygel	6/30/2017	369,952,507	\$ 370,359,047	<u>100.1</u> %	1.73%	1.63	<u>1.38</u> %
		9/30/2017	374,165,464	\$ 374,552,345	<u>100.1</u> %	<u>1.79</u> %	1.71	<u>1.58</u> %
		\$	4,212,957	\$ 4,193,298	0.0%	0.06%	0.08	0.20%
	Galliard	6/30/2017	420,420,920	\$ 421,015,606	<u>100.1</u> %	1.93%	1.88	<u>1.68</u> %
		9/30/2017 <u>\$</u>	425,456,957	\$ 425,903,028	<u>100.1</u> %	<u>1.94</u> %	1.85	<u>1.81</u> %
		\$	5,036,038	\$ 4,887,422	0.0%	0.01%	(0.03)	0.13%
Intermediate Duration	Prudential	6/30/2017 <u>\$</u>	348,847,133	\$ 356,966,194	<u>102.3</u> %	<u>2.58</u> %	4.14	<u>2.61</u> %
		9/30/2017	354,224,416	\$ 362,521,737	<u>102.3</u> %	2.60%	4.16	<u>2.71</u> %
		\$	5,377,283	\$ 5,555,542	0.0%	0.02%	0.02	0.10%
	Dodge & Cox	6/30/2017 <u>\$</u>	320,488,489	\$ 325,004,196	<u>101.4</u> %	<u>2.22</u> %	3.38	<u>2.53</u> %
		9/30/2017	324,772,952	\$ 330,025,585	<u>101.6</u> %	<u>2.51</u> %	3.74	<u>2.59</u> %
		\$	4,284,463	\$ 5,021,389	0.2%	0.29%	0.36	0.06%
	Great West Life	6/30/2017 <u>\$</u>	502,367,711	\$ 501,328,441	<u>99.8</u> %	<u>2.33</u> %	3.40	<u>2.15</u> %
		9/30/2017	508,497,844	\$ 508,005,593	<u>99.9</u> %	2.34%	4.00	<u>2.11</u> %
		\$	6,130,133	\$ 6,677,152	0.1%	0.01%	0.60	-0.04%
	Jennison	6/30/2017	342,525,560	\$ 350,497,494	<u>102.3%</u>	2.10%	4.16	<u>2.61</u> %
		9/30/2017 <u>\$</u>	346,894,777	\$ 355,020,409	<u>102.3%</u>	2.06%	4.20	<u>2.71</u> %
		\$	4,369,216	\$ 4,522,915	0.0%	-0.04%	0.04	0.10%
Total Fund		6/30/2017	2,503,007,765	\$ 2,523,576,423	<u>100.8</u> %	<u>2.13</u> %	3.00	<u>2.11</u> %
		9/30/2017 <u></u> \$	2,518,727,516	\$ 2,540,743,804	<u>100.9</u> %	<u>2.18</u> %	3.19	<u>2.20</u> %
		\$	15,719,751	\$ 17,167,381	0.1%	0.05%	0.19	0.09%

\*Gross of Galliard, Payden & Rygel, and Prudential investment management fees.



Third Quarter 2017

#### **ISSUER RATING SUMMARY**

	S&P RAT	ING	MOODY'S RATING			
	<u>9/30/2017</u>	<u>6/30/2017</u>	<u>9/30/2017</u>	<u>6/30/2017</u>		
American General Life Ins. Co.	A+	A+	A2	A2		
Great-West Life & Annuity Ins. Co.	AA	AA	Aa3	Aa3		
Metropolitan Life Ins. Co.	AA-	AA-	Aa3	Aa3		
Nationwide Life Ins. Co.	A+	A+	A1	A1		
Prudential Ins. Co. of America	AA-	AA-	A1	A1		

Third Quarter 2017

#### ISSUER RATING SUMMARY

AMERICAN GENERAL LIFE INS. CO.

- Solid capital levels
- Leading positions in most Life and Annuity products
- Brian Duperreault was appointed the new CEO of AIG (AGL's parent). Formerly CEO of Hamilton Insurance Group, Bermuda, he's also held senior leadership positions at Marsh & McLennan, ACE, and AIG and its affiliates. AIG is committed to its' turnaround strategy and not splitting the company.
- AIG's designation as a systemically important financial institution (SIFI) was removed by U.S. regulators, relieving it of additional oversight and capital rules that were still being finalized

#### GREAT-WEST LIFE & ANNUITY INS. CO.

- Aggressive dividend taking by the parent, combined with General Account growth, results in low capital levels and ratios
- Reliant on support from parent company, Great West Life Assurance, Co., the leading insurer in Canada

#### METROPOLITAN LIFE INS. CO.

- MetLife, Inc. completed its spin-off of Brighthouse Financial retail life insurance businesses on August 4, 2017. Metropolitan Life Insurance Company will remain with MetLife, Inc. MetLife's capital ratios fell as a result of the Brighthouse-related restructuring.
- The Financial Stability Oversight Council's appeal of the removal of MetLife's systemically important financial institution (SIFI) designation is slated to be reviewed by the Circuit Court by year end.
- On September 15, 2017, Met Life completed its purchase of Logan Circle Partners, a fixed income manager with \$37 billion in assets under management

#### NATIONWIDE LIFE INS. CO.

- Part of a leading mutual group that includes a leading Property & Casualty company
- Strong history of earnings

#### PRUDENTIAL INS. CO. OF AMERICA

- A leading diversified U.S. life insurer
- Continue to maintain above average capital ratios versus lower ratios following 2015 captive reinsurance transaction
- Prudential, as the last non-bank institution designated as a systemically important financial institution (SIFI), is expected to pursue relief from the U.S. Financial Stability Oversight Council following the FSOC's recent removal of AIG's SIFI-designation

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.

## STATE OF NORTH CAROLINA STABLE VALUE FUND PORTFOLIO TRANSACTIONS

07/01/2017 - 09/30/2017

Asset ID Issuer	Par Amount	Maturity*	Trade Date	Settle Date	S&P Rating	Moody's Rating
PURCHASES						
Security Backed Investment Contracts						
896994GW4 Nationwide Life Ins. Co.	2,920,000	N.S.M.	07/03/2017	07/03/2017	A+	A1
946996EE1 American General Life Ins. Co.	2,570,000	N.S.M.	07/03/2017	07/03/2017	A+	A2
744999CV3 Prudential Ins. Co. of America	4,800,000	N.S.M.	07/03/2017	07/03/2017	AA-	A1
Total Security Backed Investment Contracts	10,290,000					
Separate Account GICs						
391997NH2 Great-West Life & Annuity Ins. Co.	3,490,000	N.S.M.	07/03/2017	07/03/2017	AA	Aa3
590994VM8 Metropolitan Life Ins. Co.	2,220,000	N.S.M.	07/03/2017	07/03/2017	AA-	Aa3
Total Separate Account GICs	5,710,000					
OTAL PURCHASES	16,000,000					

## STATE OF NORTH CAROLINA STABLE VALUE FUND PORTFOLIO HOLDINGS

September 30, 2017

Asset ID	Security Description	Manager	Contract Value (\$)	Market Value (\$)	Market/Book Value Ratio (%)	% of Portfolio	Crediting Rate/ Yield (%)	Maturity*	Effective Duration (yrs)	S&P Rating	Moody's Rating	Wrap Fee (bps)
CASH & EQUI	VALENTS											
FUNDAVAIL	Cash Receivable / (Payable)		-1,277,106	-1,277,106	100.0	-0.1	0.87		0.10	AAA	Aaa	
VP45600\$1	WF Adv Government Money Market		16,705,627	16,705,627	100.0	0.7	0.87		0.10	AAA	Aaa	
TOTAL CASH	& EQUIVALENTS		15,428,521	15,428,521	100.0	0.6	0.87		0.10	AAA	Aaa	
STABLE VAL	JE FUNDS											
949907109	Wells Fargo Stable Return Fund G		169,286,585	169,286,585	100.0	6.7	2.05		2.50	AA-	Aa3	
TOTAL STAB	LE VALUE FUNDS		169,286,585	169,286,585	100.0	6.7	2.05		2.50	AA-	Aa3	
SEPARATE A	CCOUNT GICS											
Intermediate	e Portfolio											
391997NH2	Great-West Life & Annuity Ins. Co.	Great West	508,497,844	508,005,593	99.9	20.2	2.11	N.S.M.	4.00	AA	Aa3	15.0
590994VM8	Metropolitan Life Ins. Co.	Dodge & Cox	324,772,952	330,025,585	101.6	12.9	2.59	N.S.M.	3.74	AA-	Aa3	20.0
Total Interm	Total Intermediate Portfolio		833,270,796	838,031,178	100.6	33.1	2.30		3.90	AA	Aa3	
TOTAL SEPA	RATE ACCOUNT GICS		833,270,796	838,031,178	100.6	33.1	2.30		3.90	AA	Aa3	
SECURITY BA	CKED INVESTMENT CONTRAC	TS										
Short Portfo	blio											
946996EE1	American General Life Ins. Co.	Payden & Rygel	374,165,464	374,552,345	100.1	14.9	1.58	N.S.M.	1.71	A+	A2	20.0
896994GW4	Nationwide Life Ins. Co.	Galliard	425,456,957	425,903,028	100.1	16.9	1.81	N.S.M.	1.85	A+	A1	21.0
Total Short	Portfolio		799,622,421	800,455,373	100.1	31.7	1.70		1.78	A+	A1	
Intermediate	e Portfolio											
744999CV3	Prudential Ins. Co. of America	Jennison Assoc.	346,894,777	355,020,409	102.3	13.8	2.71	N.S.M.	4.20	AA-	A1	17.0
744999CV3	Prudential Ins. Co. of America	Prudential	354,224,416	362,521,737	102.3	14.1	2.71	N.S.M.	4.16	AA-	A1	17.0
Total Interm	Total Intermediate Portfolio		701,119,192	717,542,146	102.3	27.8	2.71		4.18	AA-	<b>A</b> 1	
TOTAL SECU	RITY BACKED INVESTMENT CO	INTRACTS	1,500,741,613	1,517,997,518	101.1	59.6	2.17		2.90	A+	A1	
TOTAL PORT	TOTAL PORTFOLIO		2,518,727,516	2,540,743,804	100.9	100.0	2.20		3.19	AA-	A1	

## SECTION III

## **STATE OF NORTH CAROLINA STABLE VALUE FUNDS** RELATIONSHIP MILESTONES

2017	<ul> <li>Hosted SRP staff at Galliard offices for due diligence review</li> <li>Negotiated lower contract fees with American General Life</li> </ul>
2016	<ul> <li>Merged the 457 plan's Stable Value Fund into the plan's 401(k) Stable Value Fund</li> <li>Amended the Galliard IMA to reflect relationship with the group trust. Amendment included Galliard investment management fee reduction</li> <li>Transitioned Prudential enhanced index strategy collective trust to an active management strategy separate account. No change to benchmark (intermediate aggregate).</li> </ul>
2015	<ul> <li>Added Dodge &amp; Cox as sub-advisor to both the 401(k) and 457 Plan's stable value funds, replacing PIMCO</li> <li>Facilitated closure of Great West Life open receivable</li> <li>Negotiated lower contract fees with American General Life</li> </ul>
2014	<ul> <li>Finalized Nationwide wrap contract to replace United of Omaha</li> <li>Reduced Great West Life allocation to target (20%)</li> </ul>
2013	<ul> <li>Secured wrap coverage for Payden &amp; Rygel with American General Life</li> <li>Reduced exposure to PIMCO/Met Life to 13% target</li> <li>Allocated 15% to Jennison under Prudential wrap</li> </ul>

## **STATE OF NORTH CAROLINA STABLE VALUE FUNDS** RELATIONSHIP MILESTONES CONTINUED

2012	<ul> <li>Changed STIF to Wells Fargo Government Money Market</li> <li>Finalize portfolio strategy recommendations</li> </ul>
2011	<ul> <li>Changed 401(k) Plan's Prudential benchmark from Broad Market to Intermediate Aggregate</li> <li>Transitioned PIMCO to intermediate duration strategy wrapped by MetLife and increase allocation to 15% of assets</li> <li>Funded Galliard short duration strategy with United of Omaha Wrap</li> <li>Began termination of State Street securities lending program in the 401(k) Plan</li> <li>Transitioned 457 Plan's Prudential intermediate duration strategy to Galliard collective trust</li> <li>Liquidation of GWL trading account and funding of the Wells Fargo STIF and Wells Fargo SRF liquidity buffer</li> <li>Transitioned custody of the 401(k) Payden &amp; Rygel portfolio to Wells Fargo</li> <li>New guidelines established for Payden short duration strategy</li> <li>Transition 401(k) Plan's Prudential investment to intermediate duration collective trust</li> <li>Moved from declared rate to actual portfolio returns</li> </ul>
DECEMBER 2010	<ul> <li>Galliard assumes oversight, daily valuations, and administration of stable value funds</li> <li>Transitioned custody of the 457 Plan Payden &amp; Rygel portfolio to Wells Fargo</li> </ul>

G GALLIARD Capital Management, Inc.

## **STATE OF NORTH CAROLINA** EXPENSE DISCLOSURE

#### TOTAL ANNUAL OPERATING EXPENSES

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

Expense	Expense Ratio (as of 9/30/17)	Per \$1000	Est. Annual Revenue	
Investment Management Fees paid to Galliard	0.067%	\$0.67	\$1,681,502	
Investment Management Fees paid to Non-Affiliated Investment Advisors	0.062%	\$0.62	\$1,565,355	
Investment Contract Fees <sup>1</sup>	0.169%	\$1.69	\$4,245,986	
Acquired Fund Fees <sup>2</sup>	0.032%	\$0.32	\$795,232	
-Investment Contract Fees	0.012%	\$0.12	\$309,634	
-Other Acquired Fund Fees and Non-Affiliated Investment Management Fees paid to Non- Affiliated Investment Advisors <sup>3</sup>	0.019%	\$0.19	\$485,598	
12b-1 Distribution Fee	None	None	None	
Other Expenses	0.027%	\$0.27	\$671,866	
Total Annual Fund Operating Expense <sup>4</sup>	0.356%	\$3.56	\$8,959,941	

<sup>1</sup>These are fees paid to create and maintain the investments used by a stable value fund <sup>2</sup>These are fees borne indirectly by the Fund when it acquires an interest in another fund which pays its own separate fees <sup>3</sup>Includes audit fees for the cost of producing a report by a qualified auditor <sup>4</sup>Total Annual Fund Operating Expenses are reflected daily in the Fund's net asset value (NAV)

