The Education Plan
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The Right Way
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OFI PRIVATE INVESTMENTS INC.
A SUBSIDIARY OF OPPENHEIMERFUNDS, INC.

## New Mexico 529 College Savings Programs Quarterly Report

## Period Ended 12/31/18

Prepared for Program Executive Director and Education Trust Board of New Mexico

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Executive Summary

## Executive Summary

Program Highlights - Quarter Period Ended 12/31/2018


[^0]
## Executive Summary

Program Highlights - Quarter Period Ended 12/31/2018

Program Accounts ${ }^{1}$


The Education Plan

Program Assets (\$M)


Scholar's Edge

## 529 Reported Service Levels - New Mexico Q4 2018

| New Mexico | Service Level | Rolling Avg | Status |
| :---: | :---: | :---: | :---: |
| Wait Time* | Maintain a 85\% customer satisfaction rate on wait time | 93\% | $\checkmark$ |
| Call Resolution* | Maintain a 75\% first call resolution | 97\% | $\checkmark$ |
| Overall Customer Satisfaction* | Maintain an $85 \%$ overall customer satisfaction | 93\% | $\checkmark$ |
| Financial Correspondence** | $100 \%$ within 2 business days | 100\% | $\checkmark$ |
| Non-Financial Correspondence** | $100 \%$ within 2 business days | 100\% | $\checkmark$ |
| Email Correspondence** | $100 \%$ within 2 business days | 100\% | $\checkmark$ |
| Written Complaints** | 100\% within 1 business day | 100\% | $\checkmark$ |
| Verbal Complaints** | $100 \%$ within 1 business day | 100\% | $\checkmark$ |
| New Accounts Processed (Paper)** | 95\% same day | 100\% | $\checkmark$ |
| Online New Accounts** | 100\% within 2 days | 100\% | $\checkmark$ |
| New Account Accuracy** | 97\% | 100\% | $\checkmark$ |
| Confirm/Statement/Tax Forms** | 100\% mailed within 1 business day | 100\% | $\checkmark$ |
| Confirm/Statement Accuracy** | 100\% | 100\% | $\checkmark$ |
| Checks Processing** | 100\% same day | 100\% | $\checkmark$ |
| Purchases Accuracy** | 99\% | 99\% | $\checkmark$ |
| Withdrawals Processing** | $100 \%$ within 3 business days | 100\% | $\checkmark$ |
| Withdrawals Accuracy** | 98\% | 100\% | $\checkmark$ |

[^1]II The Education Plan

Direct Plan Account and Assets - Index Options
Save today for your child's tomorrow

The Education Plan Index Options Account Growth ${ }^{3}$

|  | Q4 2018 | \% $\triangle$ Q/Q | \% $\Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 4,854 | 5.0\% | 18.7\% |
| Out of State | 2,766 | 2.6\% | 15.5\% |
| Investment Accounts |  |  |  |
| In State | 6,157 | 4.6\% | 18.2\% |
| Out of State | 3,543 | 2.1\% | 13.2\% |
| Unique Account Owners |  |  |  |
| In State | 2,898 | 4.8\% | 18.8\% |
| Out of State | 2,016 | 1.7\% | 15.1\% |
| Unique Beneficiaries |  |  |  |
| In State | 4,778 | 4.8\% | 18.4\% |
| Out of State | 2,754 | 2.6\% | 15.5\% |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 180 | (1.1\%) | (40.4\%) |
| Out of State | 173 | (1.1\%) | 66.3\% |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 27 | 8.0\% | 50.0\% |
| Out of State | 37 | 19.4\% | 85.0\% |

## Direct Plan Account and Assets - Blended Options

The Education Plan Blended Options Account Growth ${ }^{3}$

| Q4 2018 |  | \% $\triangle$ Q/Q | \% $\Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 7,377 | (0.1\%) | 0.2\% |
| Out of State | 9,682 | (1.1\%) | (1.6\%) |
| Investment accounts |  |  |  |
| In State | 9,671 | 0.3\% | 0.7\% |
| Out of State | 12,930 | (1.1\%) | (2.6\%) |
| Unique Account Owners |  |  |  |
| In State | 4,295 | (0.2\%) | 1.1\% |
| Out of State | 6,412 | (1.0\%) | 0.8\% |
| Unique Beneficiaries |  |  |  |
| In State | 7,210 | 0.0\% | 0.3\% |
| Out of State | 9,620 | (1.1\%) | (1.6\%) |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 89 | 6.0\% | (47.0\%) |
| Out of State | 353 | (0.6\%) | 443.1\% |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 56 | (16.4\%) | (5.1\%) |
| Out of State | 82 | (40.6\%) | (45.3\%) |

## Direct Plan Account and Assets - Total

## The Education Plan Total Account Growth ${ }^{3}$

| Q4 2018 |  | \% $\triangle$ Q/Q | \% $\Delta$ Y/Y |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 11,179 | 1.8\% | 6.7\% |
| Out of State | 11,726 | (0.3\%) | 1.6\% |
| Investment accounts |  |  |  |
| In State | 15,828 | 1.9\% | 6.9\% |
| Out of State | 16,473 | (0.4\%) | 0.4\% |
| Unique Account Owners |  |  |  |
| In State | 6,175 | 1.8\% | 7.1\% |
| Out of State | 7,694 | (0.5\%) | 3.5\% |
| Unique Beneficiaries |  |  |  |
| In State | 10,872 | 1.8\% | 6.6\% |
| Out of State | 11,641 | (0.3\%) | 1.6\% |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 269 | 5.1\% | (33.9\%) |
| Out of State | 526 | 1.3\% | 391.6\% |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 68 | (11.7\%) | 0.0\% |
| Out of State | 99 | (34.0\%) | (35.7\%) |

## Direct Plan Contributions - Index Options

## Plan Contribution Summary: Index Options

| Contribution Type | Q4 2018 | 2018 YTD |
| :--- | :---: | :---: |
| Existing Account Contribution | $\$ 5,202,970$ | $\$ 16,260,193$ |
| Initial Contribution | $\$ 1,700,131$ | $\$ 4,739,879$ |
| Total Contributions | $\$ 6,903,100$ | $\$ 21,000,071$ |
| Average Account Contribution | $\$ 1,730$ | $\$ 3,438$ |
|  |  |  |
| $\%$ in Age Based Portfolios | $55.3 \%$ | $52.3 \%$ |
| $\%$ in Custom Choice Portfolios | $44.7 \%$ | $47.7 \%$ |

The Education Plan Index Options Contributions (\$M)


## 2018 Incoming Rollover Summary

| Total Incoming Rollovers | 52 |
| :--- | ---: |
| Total Amount | $\$ 682,025$ |
| Average Rollover Amount | $\$ 13,116$ |

YTD Index Direct Purchases
By Method
$\square$ ACH - Wire/Other ■Check


YTD Index Options Contributions by Investment Portfolio

■ Age Based Portfolios ■ Custom Choice Portfolios


## Direct Plan Contributions - Blended Options

## Plan Contribution Summary: Blended Options

| Contribution Type | Q4 2018 | 2018 YTD |
| :--- | :---: | :---: |
| Existing Account Contribution | $\$ 7,350,819$ | $\$ 25,003,045$ |
| Initial Contribution | $\$ 721,037$ | $\$ 2,094,786$ |
| Total Contributions | $\$ 8,071,856$ | $\$ 27,097,831$ |
| Average Account Contribution | $\$ 1,051$ | $\$ 2,176$ |
|  |  |  |
| $\%$ in Age Based Portfolios | $61.7 \%$ | $60.2 \%$ |
| $\%$ in Custom Choice Portfolios | $38.3 \%$ | $39.8 \%$ |

The Education Plan Blended Options Contributions (\$M)


2018 Incoming Rollover Summary

| Total Incoming Rollovers | 15 |
| :--- | ---: |
| Total Amount | $\$ 180,084$ |
| Average Rollover Amount | $\$ 12,006$ |

YTD Blended Direct Purchases By Method
$\square$ ACH ■ Wire/Other ■ Check 19\%


YTD Blended Options Contributions by Investment Portfolio

■ Age Based Portfolios ■ Custom Choice Portfolios


## Total Plan Contribution Summary

| Contribution Type | Q4 2018 | 2018 YTD |
| :--- | :---: | :---: |
| Existing Account Contribution | $\$ 12,553,789$ | $\$ 41,263,238$ |
| Initial Contribution | $\$ 2,421,168$ | $\$ 6,834,665$ |
| Total Contributions | $\$ 14,974,957$ | $\$ 48,097,903$ |
| Average Account Contribution | $\$ 1,344$ | $\$ 2,720$ |
|  |  |  |
| $\%$ in Age Based Portfolios | $55.5 \%$ | $56.7 \%$ |
| $\%$ in Custom Choice Portfolios | $44.5 \%$ | $43.3 \%$ |

The Education Plan Total Contributions (\$M)


## 2018 Incoming Rollover Summary

| Total Incoming Rollovers | 67 |
| :--- | ---: |
| Total Amount | $\$ 862,110$ |
| Average Rollover Amount | $\$ 12,867$ |

YTD Direct Purchases
By Method
-ACH Wire/Other $■$ Check


## YTD Options Contributions

 by Investment Portfolio■ Age Based Portfolios ■ Custom Choice Portfolios


## Direct Plan Redemptions - Index Options

The Education Plan Index Options Redemption Detail (\$M)


Plan Redemptions: Index Options

| Redemption Type | 2017 | 2018 |
| :--- | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 9,527,495$ | $\$ 11,976,012$ |
| Non-Qualified Distribution $^{2}$ | $\$ 202,805$ | $\$ 436,413$ |
| Change of Trustee/Rollover | $\$ 868,215$ | $\$ 919,424$ |
| Total Redemptions | $\mathbf{\$ 1 0 , 5 9 8 , 5 1 5}$ | $\mathbf{\$ 1 3 , 3 3 1 , 8 4 8}$ |

1. Qualified distributions are dollars redeemed for qualifying higher education expenses.
2. The client determines how the distribution should be coded, as qualified or non-qualified.
3. Based on inception date 4/5/2010.

## Direct Plan Redemptions - Blended Options

The Education Plan Blended Options Redemption Detail (\$M)


Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Age Based Portfolio 10 | $\$ 3,401,255$ |
| Portfolio 100 | $\$ 1,670,877$ |
| Age Based Portfolio 20 | $\$ 1,378,106$ |

Inception to Date Redemptions ${ }^{3}$
Total Redemptions

Plan Redemptions: Blended Options

| Redemption Type | 2017 | 2018 |
| :--- | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 33,609,275$ | $\$ 39,375,157$ |
| Non-Qualified Distribution $^{2}$ | $\$ 2,279,354$ | $\$ 1,683,325$ |
| Change of Trustee/Rollover | $\$ 2,786,790$ | $\$ 3,223,064$ |
| Total Redemptions | $\$ 38,675,420$ | $\$ 44,281,546$ |

1. Qualified distributions are dollars redeemed for qualifying higher education expenses.
2. The client determines how the distribution should be coded, as qualified or non-qualified.
3. Based on inception date $1 / 31 / 2005$.

Direct Plan Redemptions - Total
Total The Education Plan Redemption Detail (\$M)


Total Plan Redemptions

| Redemption Type | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 27,128,967$ | $\$ 29,856,752$ | $\$ 33,615,015$ | $\$ 37,265,592$ | $\$ 43,139,270$ | $\$ 51,351,169$ |
| Non-Qualified Distribution ${ }^{2}$ | $\$ 2,021,617$ | $\$ 1,930,009$ | $\$ 2,007,485$ | $\$ 1,666,699$ | $\$ 2,479,660$ | $\$ 2,119,738$ |
| Change of Trustee/Rollover | $\$ 4,775,764$ | $\$ 4,816,773$ | $\$ 5,120,814$ | $\$ 3,873,709$ | $\$ 3,655,005$ | $\$ 4,142,488$ |
| Total Redemptions | $\$ 33,926,349$ | $\$ 36,603,534$ | $\$ 40,743,314$ | $\$ 42,806,001$ | $\$ 49,273,935$ | $\$ 57,613,395$ |

[^2]
## Direct Plan Net Flows - Index Options

The Education Plan Index Net Flows (\$M)


## Direct Plan Net Flows - Blended Options



Quarterly Net Flows - Top 3 Portfolios

| Portfolio Name | Total |
| :--- | ---: |
| Age Based Portfolio 30 | $\$ 612,850$ |
| Age Based Portfolio 40 | $\$ 408,202$ |
| Age Based Portfolio 70 | $\$ 381,818$ |

Calendar Year

|  | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: |
| Total | $(\$ 5,249,217)$ | $(\$ 7,102,674)$ | $(\$ 10,958,168)$ | $(\$ 17,183,715)$ |

## Direct Plan Net Flows- Total

The Education Plan Total Net Flows (\$M)


Quarterly Net Flows - Top 3 Portfolios

| Portfolio Name | Total |
| :--- | ---: |
| Index Portfolio 100 | $\$ 919,391.09$ |
| Age Based Portfolio 30 | $\$ 612,849.79$ |
| Index Age Based Portfolio 100 | $\$ 525,828.52$ |

Calendar Year

|  | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: |
| Total | $(\$ 691,388)$ | $(\$ 1,218,304)$ | $(\$ 4,902,310)$ | $(\$ 9,515,492)$ |

## Direct Plan Account Profile Information

| How did you hear about The Education Plan@? |  |
| :--- | ---: |
| Direct mail | $1.12 \%$ |
| Email | $1.14 \%$ |
| TV commercial | $1.72 \%$ |
| Radio | $1.46 \%$ |
| Print ad | $2.57 \%$ |
| News Story | $1.75 \%$ |
| Online advertising | $1.00 \%$ |
| Internet search | $16.26 \%$ |
| Program representative/event | $2.49 \%$ |
| Friend, family or colleague | $24.49 \%$ |
| Financial advisor | $15.75 \%$ |
| Other | $15.15 \%$ |
| Do not wish to respond | $15.10 \%$ |

What aspect (s) of The Education Plan@ are most
appealing to you?

|  |  | Indicate your education level |  |
| :---: | :---: | :---: | :---: |
|  |  | High school | 2.41\% |
|  |  | Some college | 6.09\% |
|  |  | Associate's degree | 3.03\% |
|  |  | Bachelor's degree | 27.28\% |
|  |  | Master's degree | 24.26\% |
|  |  | Doctorate | 14.75\% |
|  |  | Professional | 5.90\% |
|  |  | Do not wish to respond | 16.27\% |
| Indicate the owner's ethnicity |  |  |  |
| White | 60.62\% |  |  |
| Asian American | 5.61\% |  |  |
| African American | 2.56\% |  |  |
| Hispanic/Latino | 16.42\% |  |  |
| Native American | 1.98\% |  |  |
| Other | 5.01\% |  |  |
| Do not wish to respond | 7.81\% | Annual household income |  |
|  |  | \$0-\$24,999 | 1.46\% |
|  |  | \$25,000-\$39,000 | 2.35\% |
|  |  | \$40,000-\$74,999 | 11.87\% |
|  |  | \$75,000-\$99,000 | 15.00\% |
|  |  | \$100,000-\$249,000 | 39.10\% |
|  |  | Over \$250,000 | 10.00\% |
|  |  | Do not wish to respond | 20.22\% |


|  |  | Indicate your education level |  |
| :---: | :---: | :---: | :---: |
|  |  | High school | 2.41\% |
|  |  | Some college | 6.09\% |
|  |  | Associate's degree | 3.03\% |
|  |  | Bachelor's degree | 27.28\% |
|  |  | Master's degree | 24.26\% |
|  |  | Doctorate | 14.75\% |
|  |  | Professional | 5.90\% |
|  |  | Do not wish to respond | 16.27\% |
| Indicate the owner's ethnicity |  |  |  |
| White | 60.62\% |  |  |
| Asian American | 5.61\% |  |  |
| African American | 2.56\% |  |  |
| Hispanic/Latino | 16.42\% |  |  |
| Native American | 1.98\% |  |  |
| Other | 5.01\% |  |  |
| Do not wish to respond | 7.81\% | Annual household income |  |
|  |  | \$0-\$24,999 | 1.46\% |
|  |  | \$25,000-\$39,000 | 2.35\% |
|  |  | \$40,000-\$74,999 | 11.87\% |
|  |  | \$75,000-\$99,000 | 15.00\% |
|  |  | \$100,000-\$249,000 | 39.10\% |
|  |  | Over \$250,000 | 10.00\% |
|  |  | Do not wish to respond | 20.22\% |

Transfers Between Index and Blended Options

Transfers from Blended Into Index Options


Transfers from Index into Blended Options


## Direct Plan Beneficiary and Owner Demographics

The Education Plan Beneficiary Age Detail


Account Highlights by Residency


1. Based on beneficiary address, Accounts can be double counted if a beneficiary has accounts with an instate \& out of state address based on the information provided.

## Account Owner Relationship To Beneficiary

| Relationship | \% of <br> Accounts | $\%$ of <br> Assets | Average <br> Balance |
| :--- | :---: | :---: | :--- |
| Parent | $72.7 \%$ | $73.7 \%$ | $\$ 16,627$ |
| Grandparent | $19.2 \%$ | $18.3 \%$ | $\$ 15,658$ |
| Other | $3.6 \%$ | $3.8 \%$ | $\$ 17,569$ |
| Aunt/Uncle | $3.0 \%$ | $2.6 \%$ | $\$ 14,000$ |
| Self/Spouse | $1.5 \%$ | $1.5 \%$ | $\$ 16,491$ |

## Direct Plan State Statistics

Top States by Assets


III Scholar's Edge

Advisor Plan Account and Assets

|  | Q4 2018 | \% $\Delta$ Q/Q | \% $\Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 10,961 | 1.1\% | 3.1\% |
| Out of State | 91,080 | (1.1\%) | (5.5\%) |
| Investment accounts |  |  |  |
| In State | 16,726 | 1.3\% | 19.1\% |
| Out of State | 122,509 | (0.8\%) | 2.2\% |
| Unique Account Owners |  |  |  |
| In State | 6,106 | 1.1\% | 3.0\% |
| Out of State | 60,407 | (1.1\%) | (5.2\%) |
| Unique Beneficiaries |  |  |  |
| In State | 10,760 | 1.2\% | 3.2\% |
| Out of State | 89,693 | (1.1\%) | (5.4\%) |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 222 | (1.3\%) | (4.3\%) |
| Out of State | 726 | (3.2\%) | 5.7\% |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 108 | (32.9\%) | 10.2\% |
| Out of State | 1,507 | (30.6\%) | (4.4\%) |

Advisor Plan Contributions

## Plan Contribution Summary

| Contribution Type | Q4 2018 | 2018 YTD |
| :--- | :---: | :---: |
| Existing Account Contribution | $\$ 27,366,213$ | $\$ 101,921,819$ |
| Initial Contribution | $\$ 5,526,401$ | $\$ 20,610,460$ |
| Total Contributions | $\$ 32,892,614$ | $\$ 122,532,278$ |
| Average Account Contribution | $\$ 750$ | $\$ 2,113$ |
|  |  |  |
| $\%$ in Age Based Portfolios | $64.3 \%$ | $66.7 \%$ |
| $\%$ in Custom Choice Portfolios | $18.0 \%$ | $17.8 \%$ |
| $\%$ in Individual Portfolios | $17.6 \%$ | $15.5 \%$ |

## Scholar's Edge Contributions (\$M)



## 2018 Incoming Rollover Summary

| Total Incoming Rollovers | 512 |
| :--- | ---: |
| Total Amount | $\$ 5,955,445$ |
| Average Rollover Amount | $\$ 11,632$ |

## YTD Purchases by Method

$\square$ Ach
■ Wire/Other
■ Check


YTD Contributions by Investment Portfolio
$\square$ Age Based Portfolios
■ Custom Choice Portfolios
■ Individual


Advisor Plan Redemptions

Scholar's Edge Redemption Detail (\$M)


Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Age Based Portfolio 10 | $\$ 17,330,234$ |
| Age Based Portfolio 20 | $\$ 7,309,319$ |
| Portfolio 100 | $\$ 3,520,246$ |

## Inception to Date Redemptions ${ }^{3}$

Total Redemptions
$\$ 2,143,182,657$

## Plan Redemptions

| Redemption Type | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ |
| :--- | :---: | ---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 150,428,220$ | $\$ 169,620,563$ |
| Non-Qualified Distribution ${ }^{2}$ | $\$ 10,464,290$ | $\$ 11,473,668$ |
| Change of Trustee/Rollover | $\$ 25,905,440$ | $\$ 21,388,552$ |
| Total Redemptions | $\mathbf{\$ 1 8 6 , 7 9 7 , 9 5 0}$ | $\mathbf{\$ 2 0 2 , 4 8 2 , 7 8 3}$ |

[^3]
## Advisor Plan Net Flows

## Scholar's Edge Net Flows (\$M)



## Quarterly Net Flows - Top 3 Portfolios

| Portfolio Name | Total |
| :--- | ---: |
| Age Based Portfolio 40 A | $\$ 1,784,996$ |
| Age Based Portfolio 60 A | $\$ 1,546,215$ |
| Age Based Portfolio 50 A | $\$ 1,450,029$ |

Calendar Year

|  | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: |
| Total | $(\$ 57,018,595)$ | $(\$ 66,434,463)$ | $(\$ 64,746,724)$ | $(\$ 79,950,505)$ |

## Advisor Plan Account Profile Information

$=529=$
Save today for your child's tomorrow

| How did you hear about the Scholar's Edge? |  |
| :--- | ---: |
| Financial Advisor | $83.33 \%$ |
| Family, Friend or Colleague | $8.68 \%$ |
| Other | $4.37 \%$ |
| Employer | $0.99 \%$ |
| Internet Search | $0.60 \%$ |
| News Story | $0.55 \%$ |
| Program Representative/Event | $1.17 \%$ |
| Do not wish to respond | $0.32 \%$ |
|  |  |
|  |  |
| What aspect (s) of Scholar's Edge are most |  |
| appealing to you? |  |
| Tax Advantages | $41.05 \%$ |
| Professional Money Management | $23.04 \%$ |
| Affordability | $14.08 \%$ |
| Flexibility | $18.38 \%$ |
| Estate Planning | $3.11 \%$ |
| Do Not Wish To Respond | $0.34 \%$ |


| Indicate your education level |  |
| :--- | ---: |
| Bachelor's Degree | $47.47 \%$ |
| Master's Degree | $17.82 \%$ |
| Some College | $11.41 \%$ |
| Doctorate | $6.21 \%$ |
| High School | $7.17 \%$ |
| Professional | $5.04 \%$ |
| Associate's Degree | $4.58 \%$ |
| Do not wish to respond | $0.30 \%$ |
|  |  |
| Annual household income |  |
| $\$ 100,000-\$ 249,999$ | $46.09 \%$ |
| $\$ 250,000+$ | $13.33 \%$ |
| $\$ 75,000-\$ 99,999$ | $17.69 \%$ |
| $\$ 40,000-\$ 74,999$ | $17.17 \%$ |
| $\$ 25,000-\$ 39,999$ | $3.78 \%$ |
| $\$ 0-\$ 24,999$ | $1.64 \%$ |
| Do not wish to respond | $0.30 \%$ |

## Advisor Plan Beneficiary and Owner Demographics



Account Owner Relationship To Beneficiary

| Relationship | $\%$ of <br> Accounts | $\%$ of <br> Assets | Average <br> Balance |
| :--- | :---: | :---: | :---: |
| Parent | $67.2 \%$ | $71.8 \%$ | $\$ 15,140$ |
| Grandparent | $23.0 \%$ | $19.4 \%$ | $\$ 11,912$ |
| Other | $5.0 \%$ | $5.0 \%$ | $\$ 14,111$ |
| Aunt/Uncle | $2.5 \%$ | $1.7 \%$ | $\$ 9,898$ |
| Self/Spouse | $2.3 \%$ | $2.1 \%$ | $\$ 12,767$ |

Account Highlights by Residency


1. Based on beneficiary address, Accounts can be double counted if a beneficiary has accounts with an instate \& out of state address based on the information provided

## Advisor Plan State Statistics

## Top States by Assets



NEW MEXICO
Home of Scholar's Edge 529

## TAX PARITY

These states offer tax deductions for contributions to any 529 plan, regardless of state.

## IN-STATE TAX BENEFIT

These states offer tax deductions on contributions to the in-state 529 plan.

## TAX NEUTRAL

These states do not offer tax deductions for 529 contributions.

VI Appendix


Appendix A:
The Education Plan

## Direct Plan State Statistics

The Education Plan Account ${ }^{1}$ and Asset Growth - Indexed Options

 addresses based on the information provided

## Direct Plan State Statistics

The Education Plan Account ${ }^{1}$ and Asset Growth - Blended Options

 addresses based on the information provided

## Direct Plan State Statistics


 addresses based on the information provided.

Direct Plan State Statistics

## Sorted by Assets

| State | Assets | Accounts ${ }^{1}$ | \% of Total Assets | State | Assets | Accounts ${ }^{1}$ | \% of Total Assets | State | Assets | Accou nts ${ }^{1}$ | \% of Total Assets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New Mexico | \$246,765,483 | 11,179 | 47.2\% | Indiana | \$2,625,263 | 133 | 0.5\% | Delaware | \$646,507 | 34 | 0.1\% |
| California | \$60,548,324 | 2,118 | 11.6\% | Oregon | \$2,328,930 | 125 | 0.4\% | South Dakota | \$544,583 | 32 | 0.1\% |
| Texas | \$41,124,510 | 1,499 | 7.9\% | Kentucky | \$2,157,170 | 76 | 0.4\% | Arkansas | \$445,919 | 52 | 0.1\% |
| Massachusetts | \$19,693,166 | 775 | 3.8\% | Nevada | \$2,123,659 | 91 | 0.4\% | North Dakota | \$435,562 | 8 | 0.1\% |
| New Jersey | \$16,547,162 | 577 | 3.2\% | South Carolina | \$2,051,660 | 88 | 0.4\% | Mississippi | \$416,181 | 26 | 0.1\% |
| Florida | \$12,368,392 | 688 | 2.4\% | New Hampshire | \$2,012,910 | 95 | 0.4\% | District of Columbia | \$353,543 | 32 | 0.1\% |
| Washington | \$11,200,263 | 371 | 2.1\% | Wisconsin | \$1,549,179 | 111 | 0.3\% | Rhode Island | \$229,566 | 29 | 0.0\% |
| Colorado | \$10,331,192 | 419 | 2.0\% | Hawaii | \$1,508,887 | 59 | 0.3\% | Nebraska | \$196,921 | 26 | 0.0\% |
| Virginia | \$9,320,427 | 434 | 1.8\% | Other | \$1,234,185 | 73 | 0.2\% | West Virginia | \$102,091 | 7 | 0.0\% |
| Illinois | \$7,754,754 | 338 | 1.5\% | Missouri | \$1,228,020 | 97 | 0.2\% | Wyoming | \$55,577 | 4 | 0.0\% |
| Pennsylvania | \$7,213,612 | 318 | 1.4\% | Utah | \$1,179,679 | 89 | 0.2\% |  |  |  |  |
| New York | \$7,145,490 | 359 | 1.4\% | Montana | \$1,076,948 | 45 | 0.2\% |  |  |  |  |
| North Carolina | \$6,371,120 | 340 | 1.2\% | Kansas | \$1,054,325 | 64 | 0.2\% |  |  |  |  |
| Georgia | \$6,180,743 | 281 | 1.2\% | Oklahoma | \$1,014,044 | 55 | 0.2\% |  |  |  |  |
| Arizona | \$5,564,342 | 361 | 1.1\% | Alaska | \$910,976 | 30 | 0.2\% |  |  |  |  |
| Connecticut | \$4,755,238 | 159 | 0.9\% | Louisiana | \$882,568 | 56 | 0.2\% |  |  |  |  |
| Tennessee | \$4,301,039 | 164 | 0.8\% | Idaho | \$878,121 | 76 | 0.2\% |  |  |  |  |
| Minnesota | \$4,215,754 | 204 | 0.8\% | Vermont | \$831,013 | 19 | 0.2\% |  |  |  |  |
| Maryland | \$3,235,768 | 192 | 0.6\% | Maine | \$764,332 | 26 | 0.1\% | In State Total | \$246,765,483 | 11,179 | 47.2\% |
| Michigan | \$2,801,346 | 222 | 0.5\% | lowa | \$719,506 | 23 | 0.1\% | Out of State Total | \$275,682,447 | 11,726 | 52.8\% |
| Ohio | \$2,785,864 | 171 | 0.5\% | Alabama | \$666,116 | 55 | 0.1\% | Grand Total | \$522,447,930 | 22,905 | 100.0\% |

[^4]
## Direct Plan County Statistics

The Education Plan Full County Report

| County | Accounts ${ }^{1}$ | Assets | \% of Total Accounts | \% of Assets | Average Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BERNALILLO | 6,106 | \$138,239,463 | 55\% | 56\% | \$22,629 |
| SANTA FE | 1,377 | \$39,755,703 | 12\% | 16\% | \$28,871 |
| OS ALAMOS | 899 | \$21,356,308 | 8\% | 9\% | \$23,756 |
| SANDOVAL | 826 | \$12,378,267 | 7\% | 5\% | \$14,986 |
| DONA ANA | 611 | \$12,266,247 | 5\% | 5\% | \$20,076 |
| SAN JUAN | 229 | \$5,075,746 | 2\% | 2\% | \$22,165 |
| VALENCIA | 163 | \$1,191,454 | 1\% | 0\% | \$7,310 |
| CHAVES | 121 | \$2,725,997 | 1\% | 1\% | \$22,529 |
| EDDY | 100 | \$1,759,880 | 1\% | 1\% | \$17,599 |
| TAOS | 99 | \$2,035,523 | 1\% | 1\% | \$20,561 |
| RIO ARRIBA | 90 | \$1,145,358 | 1\% | 0\% | \$12,726 |
| MCKINLEY | 75 | \$1,721,537 | 1\% | 1\% | \$22,954 |
| OTERO | 71 | \$522,729 | 1\% | 0\% | \$7,362 |
| CURRY | 58 | \$981,439 | 1\% | 0\% | \$16,921 |
| LEA | 53 | \$945,611 | 0\% | 0\% | \$17,842 |
| SOCORRO | 46 | \$502,182 | 0\% | 0\% | \$10,917 |
| SAN MIGUEL | 44 | \$1,075,665 | 0\% | 0\% | \$24,447 |
| LINCOLN | 37 | \$423,395 | 0\% | 0\% | \$11,443 |
| COLFAX | 36 | \$410,216 | 0\% | 0\% | \$11,395 |
| GRANT | 35 | \$453,199 | 0\% | 0\% | \$12,949 |
| CIBOLA | 21 | \$596,657 | 0\% | 0\% | \$28,412 |
| SIERRA | 17 | \$278,421 | 0\% | 0\% | \$16,378 |

County statistics include New Mexico residents only
 addresses based on the information provided.

## Direct Plan County Statistics

The Education Plan Full County Report

| County | Accounts ${ }^{1}$ | Assets | \% of Total Accounts | \% of Assets | Average Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MORA | 13 | \$141,226 | 0\% | 0\% | \$10,864 |
| TORRANCE | 13 | \$184,222 | 0\% | 0\% | \$14,171 |
| ROOSEVELT | 12 | \$43,084 | 0\% | 0\% | \$3,590 |
| LUNA | 9 | \$22,749 | 0\% | 0\% | \$2,528 |
| QUAY | 6 | \$38,946 | 0\% | 0\% | \$6,491 |
| CATRON | 4 | \$80,097 | 0\% | 0\% | \$20,024 |
| GUADALUPE | 3 | \$384,486 | 0\% | 0\% | \$128,162 |
| UNION | 2 | \$8,746 | 0\% | 0\% | \$4,373 |
| DE BACA | 1 | \$8,601 | 0\% | 0\% | \$8,601 |
| HARDING | 1 | \$8,035 | 0\% | 0\% | \$8,035 |
| HIDALGO | 1 | \$4,294 | 0\% | 0\% | \$4,294 |
|  |  |  |  |  |  |

County statistics include New Mexico residents only

1. Account defined as unique owner/beneficiary relationship and based off of the Account Owners address. Accounts can be double counted if a unique account owner or unique beneficiary have accounts with multiple addresses based on the information provided.

## TEP Blended Investment Grid

## Age Based and Custom Choice Portfolios

| Custom Choice Portfolios | $\begin{aligned} & \text { Portfolio } \\ & 100 \end{aligned}$ | $\begin{array}{\|c} \text { Portfolio } \\ 90 \end{array}$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 80 \end{gathered}\right.$ | $\begin{array}{\|c} \text { Portfolio } \\ 70 \end{array}$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 60 \end{gathered}\right.$ | $\begin{gathered} \text { Portfolio } \\ 50 \end{gathered}$ | $\begin{array}{\|c} \text { Portfolio } \\ 40 \end{array}$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 30 \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 20 \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 10 \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} \text { Portfolio } \\ 5 \end{gathered}\right.$ | Low <br> Duration <br> Fixed Income Portfolio | Fixed Income Portfolio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolios | Age <br> Based <br> Portfolio <br> 100 | Age <br> Based <br> Portfolio <br> 90 | Age <br> Based <br> Portfolio <br> 80 | Age <br> Based <br> Portfolio <br> 70 | Age <br> Based <br> Portfolio <br> 60 | Age <br> Based <br> Portfolio <br> 50 | Age <br> Based <br> Portfolio <br> 40 | Age <br> Based <br> Portfolio <br> 30 | Age <br> Based <br> Portfolio <br> 20 | Age <br> Based <br> Portfolio <br> 10 | Age <br> Based <br> Portfolio <br> 5 | Low Duration Fixed Income | Age Based Low Duration Fixed |
| Blended Growth Track | Ages 0-2 | Ages 3-4 | Ages 5-6 | Ages 7-8 | $\begin{array}{\|c\|} \hline \text { Agges 9- } \\ 10 \\ \hline \end{array}$ | $\begin{gathered} \text { Ages 11- } \\ 12 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Ages 13- } \\ 14 \\ \hline \end{array}$ | $\begin{gathered} \hline \text { Ages 15- } \\ 16 \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Ages 17- } \\ 18 \\ \hline \end{array}$ | Ages 19+ |  |  |  |
| Blended Balanced Track |  |  |  | Ages 0-2 | Ages 3-4 | Ages 5-6 | Ages 7-8 | $\begin{array}{\|c\|} \hline \text { Agges 9- } \\ 10 \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { Ages 11- } \\ 12 \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { Ages 13- } \\ 14 \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { Ages 15- } \\ 16 \\ \hline \end{array}$ | Ages 17+ |  |
| Vanguard Total Stock Market Index Fund | 20.0\% | 19.0\% | 18.0\% | 16.0\% | 12.0\% | 10.0\% | 8.0\% | 6.0\% | 5.0\% | 2.0\% | 1.0\% | 0.0\% | 0.0\% |
| Oppenheimer Value Fund | 7.0\% | 6.0\% | 5.0\% | 5.0\% | 5.0\% | 4.0\% | 3.0\% | 3.0\% | 2.0\% | 1.0\% | 0.5\% | 0.0\% | 0.0\% |
| Oppenheimer Main Street Fund | 12.0\% | 11.0\% | 9.0\% | 8.0\% | 7.0\% | 6.0\% | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 1.5\% | 0.0\% | 0.0\% |
| Vanguard Extended Market Index Fund | 10.0\% | 9.0\% | 8.0\% | 7.0\% | 7.0\% | 6.0\% | 5.0\% | 3.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% |
| Oppeneheimer Main Street Mid Cap Fund | 3.5\% | 3.0\% | 2.5\% | 2.0\% | 1.5\% | 1.0\% | 0.5\% | 0.5\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Main Street Small Cap Fund | 3.5\% | 3.0\% | 2.5\% | 2.0\% | 1.5\% | 1.0\% | 0.5\% | 0.5\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Global Fund | 10.0\% | 9.0\% | 8.0\% | 7.0\% | 6.0\% | 5.0\% | 4.0\% | 3.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer International Growth Fund | 14.0\% | 13.0\% | 12.0\% | 10.0\% | 8.0\% | 7.0\% | 6.0\% | 4.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% |
| Oppenheimer Developing Markets Fund | 4.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Vanguard Developed Markets Index Fund | 12.0\% | 11.0\% | 10.0\% | 9.0\% | 8.0\% | 7.0\% | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 1.0\% | 0.0\% | 0.0\% |
| Oppenheimer Real Estate Fund | 4.0\% | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Vanguard Total Bond Market Index Fund | 0.0\% | 9.0\% | 10.0\% | 15.0\% | 20.0\% | 25.0\% | 20.0\% | 20.0\% | 20.0\% | 20.0\% | 18.0\% | 5.0\% | 25.0\% |
| Oppenheimer Limited-Term Bond Fund | 0.0\% | 0.0\% | 3.0\% | 5.0\% | 8.0\% | 8.0\% | 13.0\% | 15.0\% | 18.5\% | 21.0\% | 22.0\% | 28.0\% | 20.0\% |
| Oppenheimer Limited-Term Government Fund | 0.0\% | 0.0\% | 3.0\% | 5.0\% | 8.0\% | 8.0\% | 13.0\% | 15.0\% | 18.5\% | 21.0\% | 22.0\% | 27.0\% | 20.0\% |
| Oppenheimer Senior Floating Rate | 0.0\% | 1.0\% | 4.0\% | 5.0\% | 4.0\% | 4.0\% | 4.0\% | 4.0\% | 3.0\% | 2.0\% | 2.0\% | 0.0\% | 0.0\% |
| Vanguard Short-Term InflationProtected Securities Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 3.0\% | 6.0\% | 10.0\% | 13.0\% | 15.0\% | 25.0\% | 20.0\% |
| Oppenheimer Institutional Government Money Market Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 5.0\% | 7.0\% | 10.0\% | 10.0\% | 13.0\% | 15.0\% | 15.0\% | 15.0\% |
| Total Equity | 96.0\% | 87.0\% | 77.0\% | 68.0\% | 58.0\% | 48.0\% | 38.0\% | 29.0\% | 19.0\% | 9.0\% | 6.0\% | 0.0\% | 0.0\% |
| Total Alternative | 4.0\% | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Total Fixed Income/Short-Term Marketable Securities | 0.0\% | 10.0\% | 20.0\% | 30.0\% | 40.0\% | 50.0\% | 60.0\% | 70.0\% | 80.0\% | 90.0\% | 94.0\% | 100.0\% | 100.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

## TEP Index Investment Grid

Save today for your child's tomorrow

## Index Age Based and Index Custom Choice Portfolios

| Index Custom Choice Portfolios | $\begin{array}{\|c} \text { Portfolio } \\ 100 \end{array}$ | $\begin{aligned} & \text { Portfolio } \\ & 90 \end{aligned}$ | $\begin{aligned} & \text { Portfolio } \\ & 80 \end{aligned}$ | $\begin{aligned} & \text { Portfolio } \\ & 70 \end{aligned}$ | Portfolio 60 | Portfolio 50 | Portfolio 40 | Portfolio 30 | Portfolio 20 | Portfolio 10 | Portfolio 5 | Low Duration Fixed Income Portfolio | Fixed Income Portfolio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolios | Age <br> Based <br> Portfolio <br> 100 | Age <br> Based <br> Portfolio <br> 90 | Age Based Portfolio 80 | Age <br> Based <br> Portfolio <br> 70 | Age Based Portfolio 60 | Age Based Portfolio 50 | Age Based Portfolio 40 | Age Based Portfolio 30 | Age Based Portfolio 20 | Age Based Portfolio 10 | Age Based Portfolio 5 | Low Duration Fixed Income Portfolio |  |
| Index Growth Track | Ages 0-2 | Ages 3-4 | Ages 5-6 | Ages 7-8 | Ages 9-10 | Ages 11-12 | Ages 13-14 | Ages 15-16 | Ages 17-18 | + |  |  |  |
| Index Balanced Track |  |  |  | Ages 0-2 | Ages 3-4 | Ages 5-6 | Ages 7-8 | Ages 9-10 | Ages 11-12 | Ages 13-14 | Ages 15-16 | Ages 17+ |  |
| Vanguard Total Stock Market Index Fund | 60.0\% | 54.0\% | 49.0\% | 43.0\% | 37.0\% | 30.0\% | 24.0\% | 17.5\% | 12.0\% | 6.0\% | 4.0\% | 0.0\% | 0.0\% |
| Vanguard Total International Stock Index Fund | 35.0\% | 32.0\% | 28.0\% | 25.0\% | 21.0\% | 18.0\% | 14.0\% | 10.5\% | 7.0\% | 3.0\% | 2.0\% | 0.0\% | 0.0\% |
| Vanguard Real Estate Index Fund | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Vanguard Total Bond Market Index Fund | 0.0\% | 10.0\% | 10.0\% | 15.0\% | 20.0\% | 25.0\% | 20.0\% | 18.0\% | 18.0\% | 18.0\% | 18.0\% | 5.0\% | 25.0\% |
| Vanguard Short Term Bond Index Fund | 0.0\% | 0.0\% | 10.0\% | 15.0\% | 20.0\% | 20.0\% | 30.0\% | 36.0\% | 42.0\% | 46.0\% | 46.0\% | 55.0\% | 40.0\% |
| Vanguard Short-Term Inflation-Protected Securities Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 3.0\% | 6.0\% | 10.0\% | 13.0\% | 15.0\% | 25.0\% | 20.0\% |
| Oppenheimer Institutional Government Money Market Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 5.0\% | 7.0\% | 10.0\% | 10.0\% | 13.0\% | 15.0\% | 15.0\% | 15.0\% |
| Total Equity | 95.0\% | 86.0\% | 77.0\% | 68.0\% | 58.0\% | 48.0\% | 38.0\% | 28.0\% | 19.0\% | 9.0\% | 6.0\% | 0.0\% | 0.0\% |
| Total Alternative | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Total Fixed Income/Short Term Marketable Securities | 0.0\% | 10.0\% | 20.0\% | 30.0\% | 40.0\% | 50.0\% | 60.0\% | 70.0\% | 80.0\% | 90.0\% | 94.0\% | 100.0\% | 100.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

## Market Performance - 12/31/2018

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Months | YTD | 1 Year | 3 Year | 5 Year |
| Equity Markets |  |  |  |  |  |
| S\&P 500 Index | -13.52 | -4.38 | -4.38 | 9.26 | 8.49 |
| S\&P Completion Index | -18.28 | -9.57 | -9.57 | 7.39 | 5.17 |
| Russell 1000 Growth Index | -15.89 | -1.51 | -1.51 | 11.15 | 10.40 |
| Russell 1000 Index | -13.82 | -4.78 | -4.78 | 9.09 | 8.21 |
| Russell 1000 Value Index | -11.72 | -8.27 | -8.27 | 6.95 | 5.95 |
| Russell MidCap Index | -15.37 | -9.06 | -9.06 | 7.04 | 6.26 |
| Russell 2000 Growth Index | -21.65 | -9.31 | -9.31 | 7.24 | 5.13 |
| Russell 2000 Index | -20.20 | -11.01 | -11.01 | 7.36 | 4.41 |
| Russell 3000 Index | -14.30 | -5.24 | -5.24 | 8.97 | 7.91 |
| CRSP U.S. Total Market Index | -14.26 | -5.17 | -5.17 | 9.00 | 7.92 |
| MSCI ACWI ex-US Index | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 |
| MSCI ACWI Index | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 |
| MSCI EAFE Index | -12.54 | -13.79 | -13.79 | 2.87 | 0.53 |
| MSCI Emerging Markets Index | -7.47 | -14.58 | -14.58 | 9.25 | 1.65 |
| FTSE Developed All Cap ex US Index | -13.24 | -14.97 | -14.97 | 3.31 | 0.62 |
| FTSE Global All Cap ex US Index | -11.76 | -14.36 | -14.36 | 4.75 | 1.34 |

## Market 12/31/2018

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Months | YTD | 1 Year | 3 Year | 5 Year |
| Fixed Income Markets |  |  |  |  |  |
| Bloomberg Barclays U.S. Aggregate Bond Index | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 1.31 | 1.58 | 1.58 | 0.96 | 0.82 |
| Bloomberg Barclays US Government \& Credit 5-10 Year Index | 2.04 | -0.07 | -0.07 | 2.27 | 2.98 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 1.18 | 1.60 | 1.60 | 1.26 | 1.05 |
| iMoney Government Institutional Index | 0.49 | 1.54 | 1.54 | 0.74 | 0.45 |
| ICE BAML US High Yield Master II Constrained Index | -4.67 | -2.27 | -2.27 | 7.27 | 3.83 |
| JP Morgan Leveraged Loan Index | -3.16 | 1.08 | 1.08 | 4.98 | 3.49 |
| FTSE World Government Bond Index ex-US | 1.31 | -1.82 | -1.82 | 3.32 | 0.28 |
| Bloomberg Barclays US Aggregate Float Adjusted Index | 1.58 | -0.08 | -0.08 | 2.09 | 2.50 |
| Bloomberg Barclays US 0-5 Year TIPS Index | -0.22 | 0.59 | 0.59 | 1.42 | 0.62 |
| PHLX Gold \& Silver Index | 8.69 | -16.41 | -16.41 | 16.78 | -2.60 |
| FTSE NAREIT Equity REITs Index | -6.73 | -4.62 | -4.62 | 2.89 | 7.90 |
| MSCI US Investable Market Real Estate 25/50 Transition Index | -6.75 | -7.04 | -7.04 | 0.00 | 0.00 |
| Alerian MLP Total Return Index | -17.30 | -12.42 | -12.42 | -1.06 | -7.31 |

## Direct Plan Performance

## Period Ended 12/31/2018

## The Education Plan - Age-Based Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Age Based Portfolio 100 | -14.04 | -10.64 | -10.64 | 5.44 | 4.67 | 5.86 |
| Customized Performance Benchmark | -13.41 | -9.22 | -9.22 | 6.86 | 5.38 | 6.80 |
| Variance | -0.63 | -1.42 | -1.42 | -1.42 | -0.71 | -0.94 |
| Age Based Portfolio 90 | -12.82 | n/a | n/a | n/a | n/a | -10.90 |
| Customized Performance Benchmark | -12.06 |  |  |  |  | -9.34 |
| Variance | -0.76 |  |  |  |  | -1.56 |
| Age Based Portfolio 80 | -11.41 | -8.35 | -8.35 | 5.05 | 4.26 | 5.02 |
| Customized Performance Benchmark | -10.75 | -7.14 | -7.14 | 6.18 | 4.99 | 6.44 |
| Variance | -0.66 | -1.21 | -1.21 | -1.13 | -0.73 | -1.42 |
| Age Based Portfolio 70 | -10.01 | n/a | n/a | n/a | n/a | -8.30 |
| Customized Performance Benchmark | -9.34 |  |  |  |  | -6.92 |
| Variance | -0.67 |  |  |  |  | -1.38 |
| Age Based Portfolio 60 | -8.33 | -6.24 | -6.24 | 4.36 | 3.74 | 4.10 |
| Customized Performance Benchmark | -7.80 | -5.16 | -5.16 | 5.36 | 4.51 | 5.98 |
| Variance | -0.53 | -1.08 | -1.08 | -1.00 | -0.77 | -1.88 |
| Age Based Portfolio 50 | -6.88 | n/a | n/a | n/a | n/a | -5.30 |
| Customized Performance Benchmark | -6.35 |  |  |  |  | -4.30 |
| Variance | -0.53 |  |  |  |  | -1.00 |

. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Direct Plan Performance

## The Education Plan - Age-Based Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Age Based Portfolio 40 | -5.30 | -3.74 | -3.74 | 3.59 | 3.08 | 2.33 |
| Customized Performance Benchmark | -4.89 | -2.97 | -2.97 | 4.25 | 3.63 | 5.03 |
| Variance | -0.41 | -0.77 | -0.77 | -0.66 | -0.55 | -2.70 |
| Age Based Portfolio 30 | -3.95 | n/a | n/a | n/a | n/a | -2.70 |
| Customized Performance Benchmark | -3.47 |  |  |  |  | -1.95 |
| Variance | -0.48 |  |  |  |  | -0.75 |
| Age Based Portfolio 20 | -2.31 | -1.32 | -1.32 | 2.68 | 2.27 | 1.76 |
| Customized Performance Benchmark | -1.96 | -0.86 | -0.86 | 3.02 | 2.65 | 4.00 |
| Variance | -0.35 | -0.46 | -0.46 | -0.34 | -0.38 | -2.24 |
| Age Based Portfolio 10 | -0.81 | -0.22 | -0.22 | 1.99 | 1.64 | 1.17 |
| Customized Performance Benchmark | -0.52 | 0.15 | 0.15 | 2.21 | 1.95 | 3.07 |
| Variance | -0.29 | -0.37 | -0.37 | -0.22 | -0.31 | -1.90 |
| Age Based Portfolio 5 | -0.30 | n/a | n/a | n/a | n/a | 0.70 |
| Customized Performance Benchmark | -0.05 |  |  |  |  | 0.94 |
| Variance | -0.25 |  |  |  |  | -0.24 |
| Age Based Low Duration Fixed Income Portfolio | 0.58 | 1.08 | 1.08 | 1.09 | n/a | 0.98 |
| Customized Performance Benchmark | 0.78 | 1.25 | 1.25 | 0.89 |  | 0.78 |
| Variance | -0.20 | -0.17 | -0.17 | 0.20 |  | 0.20 |

[^5]
## Direct Plan Performance

The Education Plan - Custom Choice Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Portfolio 100 | -14.42 | -10.86 | -10.86 | 5.52 | 4.66 | 5.89 |
| Customized Performance Benchmark | -13.41 | -9.22 | -9.22 | 6.86 | 5.38 | 6.80 |
| Variance | -1.01 | -1.64 | -1.64 | -1.34 | -0.72 | -0.91 |
| Portfolio 90 | -12.54 | n/a | n/a | n/a | n/a | -9.30 |
| Customized Performance Benchmark | -12.06 |  |  |  |  | -9.3 |
| Variance | -0.48 |  |  |  |  | 0.04 |
| Portfolio 80 | -11.51 | -8.47 | -8.47 | 4.98 | 4.24 | 5.14 |
| Customized Performance Benchmark | -10.75 | -7.14 | -7.14 | 6.18 | 4.99 | 6.44 |
| Variance | -0.76 | -1.33 | -1.33 | -1.20 | -0.75 | -1.30 |
| Portfolio 70 | -8.73 | n/a | n/a | n/a | n/a | -6.90 |
| Customized Performance Benchmark | -9.34 |  |  |  |  | -6.92 |
| Variance | 0.61 |  |  |  |  | 0.02 |
| Portfolio 60 | -8.39 | -6.23 | -6.23 | 4.37 | 3.75 | 4.13 |
| Customized Performance Benchmark | -7.80 | -5.16 | -5.16 | 5.36 | 4.51 | 5.98 |
| Variance | -0.59 | -1.07 | -1.07 | -0.99 | -0.76 | -1.85 |
| Portfolio 50 | -6.66 | n/a | n/a | n/a | n/a | -4.70 |
| Customized Performance Benchmark | -6.35 |  |  |  |  | -4.30 |
| Variance | -0.31 |  |  |  |  | -0.40 |

[^6]
## Direct Plan Performance

The Education Plan - Custom Choice Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Portfolio 40 | -5.33 | -3.79 | -3.79 | 3.58 | 3.08 | 2.45 |
| Customized Performance Benchmark | -4.89 | -2.97 | -2.97 | 4.25 | 3.63 | 5.03 |
| Variance | -0.44 | -0.82 | -0.82 | -0.67 | -0.55 | -2.58 |
| Portfolio 30 | -4.05 | n/a | n/a | n/a | n/a | -2.90 |
| Customized Performance Benchmark | -3.47 |  |  |  |  | -1.95 |
| Variance | -0.58 |  |  |  |  | -0.95 |
| Portfolio 20 | -2.24 | -1.17 | -1.17 | 2.72 | 2.30 | 1.75 |
| Customized Performance Benchmark | -1.96 | -0.86 | -0.86 | 3.02 | 2.65 | 4.00 |
| Variance | -0.28 | -0.31 | -0.31 | -0.30 | -0.35 | -2.25 |
| Portfolio 10 | -0.81 | -0.15 | -0.15 | 1.98 | 1.65 | 1.20 |
| Customized Performance Benchmark | -0.52 | 0.15 | 0.15 | 2.21 | 1.95 | 3.07 |
| Variance | -0.29 | -0.30 | -0.30 | -0.23 | -0.30 | -1.87 |
| Portfolio 5 | -0.69 | n/a | n/a | n/a | n/a | 1.00 |
| Customized Performance Benchmark | -0.05 |  |  |  |  | 0.94 |
| Variance | -0.64 |  |  |  |  | 0.06 |

[^7]
## Direct Plan Performance

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The Education Plan - Custom Choice Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Fixed Income Portfolio | 0.77 | 0.87 | 0.87 | 1.65 | n/a | 1.33 |
| Customized Performance Benchmark | 0.93 | 0.97 | 0.97 | 1.60 |  | 1.39 |
| Variance | -0.16 | -0.10 | -0.10 | 0.05 |  | -0.06 |
| Low Duration Fixed Income Portfolio | 0.49 | 1.07 | 1.07 | 1.22 | n/a | 1.04 |
| Customized Performance Benchmark | 0.78 | 1.25 | 1.25 | 0.89 |  | 0.78 |
| Variance | -0.29 | -0.18 | -0.18 | 0.33 |  | 0.26 |
| Short Term Yield Portfolio | 0.55 | 1.66 | 1.66 | 0.79 | 0.47 | 1.22 |
| Customized Performance Benchmark | 0.49 | 1.54 | 1.54 | 0.74 | 0.45 | 1.14 |
| Variance | 0.06 | 0.12 | 0.12 | 0.05 | 0.02 | 0.08 |

## Index Direct Plan Performance

Period Ended 12/31/2018

## The Education Plan - Age-Based Index Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Index Age Based Portfolio 100 | -12.88 | -8.10 | -8.10 | 6.80 | 5.85 | 8.72 |
| Customized Performance Benchmark | -12.99 | -8.45 | -8.45 | 7.10 | 6.16 | 9.50 |
| Variance | 0.11 | 0.35 | 0.35 | -0.30 | -0.31 | -0.78 |
| Index Age Based Portfolio 90 | -11.39 | n/a | n/a | n/a | n/a | -9.00 |
| Customized Performance Benchmark | -11.60 |  |  |  |  | -8.85 |
| Variance | 0.21 |  |  |  |  | -0.15 |
| Index Age Based Portfolio 80 | -9.93 | -6.31 | -6.31 | 5.82 | 5.13 | 8.01 |
| Customized Performance Benchmark | -10.24 | -6.54 | -6.54 | 6.13 | 5.41 | 8.19 |
| Variance | 0.31 | 0.23 | 0.23 | -0.31 | -0.28 | -0.18 |
| Index Age Based Portfolio 70 | -8.60 | n/a | n/a | n/a | n/a | -6.50 |
| Customized Performance Benchmark | -8.83 |  |  |  |  | -6.54 |
| Variance | 0.23 |  |  |  |  | 0.04 |
| Index Age Based Portfolio 60 | -7.27 | -4.70 | -4.70 | 4.62 | 4.35 | 6.86 |
| Customized Performance Benchmark | -7.37 | -4.67 | -4.67 | 5.09 | 4.60 | 6.81 |
| Variance | 0.10 | -0.03 | -0.03 | -0.47 | -0.25 | 0.05 |
| Index Age Based Portfolio 50 | -5.70 | n/a | n/a | n/a | n/a | -4.00 |
| Customized Performance Benchmark | -5.92 |  |  |  |  | -4.05 |
| Variance | 0.22 |  |  |  |  | 0.05 |

[^8]
## Index Direct Plan Performance

## The Education Plan - Age-Based Index Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Index Age Based Portfolio 40 | -4.43 | -2.68 | -2.68 | 3.59 | 3.53 | 5.49 |
| Customized Performance Benchmark | -4.52 | -2.74 | -2.74 | 3.84 | 3.52 | 5.07 |
| Variance | 0.09 | 0.06 | 0.06 | -0.25 | 0.01 | 0.42 |
| Index Age Based Portfolio 30 | -2.96 | n/a | n/a | n/a | n/a | -1.60 |
| Customized Performance Benchmark | -3.10 |  |  |  |  | -1.60 |
| Variance | 0.14 |  |  |  |  | 0.00 |
| Index Age Based Portfolio 20 | -1.63 | -0.78 | -0.78 | 2.39 | 2.56 | 3.85 |
| Customized Performance Benchmark | -1.74 | -0.83 | -0.83 | 2.58 | 2.41 | 3.31 |
| Variance | 0.11 | 0.05 | 0.05 | -0.19 | 0.15 | 0.54 |
| Index Age Based Portfolio 10 | -0.31 | 0.08 | 0.08 | 1.60 | 1.86 | 2.79 |
| Customized Performance Benchmark | -0.32 | 0.14 | 0.14 | 1.73 | 1.57 | 2.04 |
| Variance | 0.01 | -0.06 | -0.06 | -0.13 | 0.29 | 0.75 |
| Index Age Based Portfolio 5 | 0.20 | n/a | n/a | n/a | n/a | 1.00 |
| Customized Performance Benchmark | 0.17 |  |  |  |  | 1.07 |
| Variance | 0.03 |  |  |  |  | -0.07 |
| Index Age Based Low Duration Fixed Income Portfolio | 0.89 | 1.09 | 1.09 | 0.96 | n/a | 0.65 |
| Customized Performance Benchmark | 0.90 | 1.14 | 1.14 | 1.11 |  | 0.98 |
| Variance | -0.01 | -0.05 | -0.05 | -0.15 |  | -0.33 |

[^9]
## Index Direct Plan Performance

The Education Plan - Custom Choice Index Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Index Portfolio 100 | -12.90 | -8.43 | -8.43 | 6.80 | 5.86 | 9.03 |
| Customized Performance Benchmark | -12.99 | -8.45 | -8.45 | 7.10 | 6.16 | 9.50 |
| Variance | 0.09 | 0.02 | 0.02 | -0.30 | -0.30 | -0.47 |
| Index Portfolio 90 | -11.39 | n/a | n/a | n/a | n/a | -8.20 |
| Customized Performance Benchmark | -11.60 |  |  |  |  | -8.85 |
| Variance | 0.21 |  |  |  |  | 0.65 |
| Index Portfolio 80 | -10.08 | -6.44 | -6.44 | 5.81 | 5.17 | 8.02 |
| Customized Performance Benchmark | -10.24 | -6.54 | -6.54 | 6.13 | 5.41 | 8.19 |
| Variance | 0.16 | 0.10 | 0.10 | -0.32 | -0.24 | -0.17 |
| Index Portfolio 70 | -8.54 | n/a | n/a | n/a | n/a | -5.80 |
| Customized Performance Benchmark | -8.83 |  |  |  |  | -6.54 |
| Variance | 0.29 |  |  |  |  | 0.74 |
| Index Portfolio 60 | -7.21 | -4.51 | -4.51 | 4.80 | 4.44 | 6.80 |
| Customized Performance Benchmark | -7.37 | -4.67 | -4.67 | 5.09 | 4.60 | 6.81 |
| Variance | 0.16 | 0.16 | 0.16 | -0.29 | -0.16 | -0.01 |
| Index Portfolio 50 | -5.75 | n/a | n/a | n/a | n/a | -3.30 |
| Customized Performance Benchmark | -5.92 |  |  |  |  | -4.05 |
| Variance | 0.17 |  |  |  |  | 0.75 |

[^10]
## Index Direct Plan Performance

The Education Plan - Custom Choice Index Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Index Portfolio 40 | -4.39 | -2.63 | -2.63 | 3.60 | 3.50 | 5.45 |
| Customized Performance Benchmark | -4.52 | -2.74 | -2.74 | 3.84 | 3.52 | 5.07 |
| Variance | 0.13 | 0.11 | 0.11 | -0.24 | -0.02 | 0.38 |
| Index Portfolio 30 | -3.15 | n/a | n/a | n/a | n/a | -1.50 |
| Customized Performance Benchmark | -3.10 |  |  |  |  | -1.60 |
| Variance | -0.05 |  |  |  |  | 0.10 |
| Index Portfolio 20 | -1.69 | -0.78 | -0.78 | 2.36 | 2.54 | 3.87 |
| Customized Performance Benchmark | -1.74 | -0.83 | -0.83 | 2.58 | 2.41 | 3.31 |
| Variance | 0.05 | 0.05 | 0.05 | -0.22 | 0.13 | 0.56 |
| Index Portfolio 10 | -0.31 | 0.08 | 0.08 | 1.60 | 1.87 | 2.76 |
| Customized Performance Benchmark | -0.32 | 0.14 | 0.14 | 1.73 | 1.57 | 2.04 |
| Variance | 0.01 | -0.06 | -0.06 | -0.13 | 0.30 | 0.72 |
| Index Portfolio 5 | 0.10 | n/a | n/a | n/a | n/a | 0.90 |
| Customized Performance Benchmark | 0.17 |  |  |  |  | 1.07 |
| Variance | -0.07 |  |  |  |  | -0.17 |

[^11]
## Index Direct Plan Performance

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The Education Plan - Custom Choice Index Portfolios

|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Month | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Index Fixed Income Portfolio | 0.97 | 0.88 | 0.88 | 1.25 | n/a | 1.10 |
| Customized Performance Benchmark | 1.01 | 0.89 | 0.89 | 1.53 |  | 1.37 |
| Variance | -0.04 | -0.01 | -0.01 | -0.28 |  | -0.27 |
| Index Low Duration Fixed Income Portfolio | 0.88 | 1.08 | 1.08 | 0.99 | n/a | 0.83 |
| Customized Performance Benchmark | 0.90 | 1.14 | 1.14 | 1.11 |  | 0.98 |
| Variance | -0.02 | -0.06 | -0.06 | -0.12 |  | -0.15 |

[^12]
## Direct Underlying Investment Performance

The Education Plan
Period Ended 12/31/2018

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Return ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/ Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| U.S. Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Value Fund I | -14.25 | -11.00 | -11.00 | 5.36 | 4.66 | 8.35 | 74 | 78 | 78 | 81 | 70 | n/a |
| Russell 1000 Value Index | -11.72 | -8.27 | -8.27 | 6.95 | 5.95 | 9.98 |  |  |  |  |  |  |
| Variance | -2.53 | -2.73 | -2.73 | -1.59 | -1.29 | -1.63 |  |  |  |  |  |  |
| Oppenheimer Main Street Fund I | -13.68 | -7.52 | -7.52 | 6.64 | 6.86 | 11.51 | 51 | 73 | 73 | 77 | 54 | n/a |
| S\&P 500 Index | -13.52 | -4.38 | -4.38 | 9.26 | 8.49 | 12.62 |  |  |  |  |  |  |
| Variance | -0.16 | -3.14 | -3.14 | -2.62 | -1.63 | -1.11 |  |  |  |  |  |  |
| Vanguard Total Stock Market Index Fund | -14.26 | -5.16 | -5.16 | 8.99 | 7.91 | 13.26 | 66 | 42 | 42 | 24 | 27 | 15 |
| CRSP U.S. Total Market Index | -14.26 | -5.17 | -5.17 | 9.00 | 7.92 | 13.27 |  |  |  |  |  |  |
| Variance | 0.00 | 0.01 | 0.01 | -0.01 | -0.01 | -0.01 |  |  |  |  |  |  |
| Oppenheimer Main Street Mid Cap Fund I | -18.11 | -11.90 | -11.90 | 4.95 | 3.96 | 9.02 | 82 | 66 | 66 | 61 | 59 | n/a |
| Russell MidCap Index | -15.37 | -9.06 | -9.06 | 7.04 | 6.26 | 10.97 |  |  |  |  |  |  |
| Variance | -2.74 | -2.84 | -2.84 | -2.09 | -2.30 | -1.95 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower.
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Direct Underlying Investment Performance

The Education Plan

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Return ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/ Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| U.S. Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Vanguard Extended Market Index Fund I | -18.18 | -9.35 | -9.35 | 7.54 | 5.30 | 13.66 | 84 | 33 | 33 | 23 | 38 | 16 |
| S\&P Completion Index | -18.28 | -9.57 | -9.57 | 7.39 | 5.17 | 13.54 |  |  |  |  |  |  |
| Variance | 0.10 | 0.22 | 0.22 | 0.15 | 0.13 | 0.12 |  |  |  |  |  |  |
| Oppenheimer Main Street Small Cap Fund I | -19.84 | -10.39 | -10.39 | 6.50 | 4.97 | 7.22 | 55 | 28 | 28 | 43 | 17 | n/a |
| Russell 2000 index | -20.20 | -11.01 | -11.01 | 7.36 | 4.41 | 6.98 |  |  |  |  |  |  |
| Variance | 0.36 | 0.62 | 0.62 | -0.86 | 0.56 | 0.24 |  |  |  |  |  |  |

## Direct Underlying Investment Performance

## The Education Plan

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Return ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/ Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| International/Global Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer International Growth Fund I | -14.63 | -19.22 | -19.22 | 0.26 | -0.54 | 4.30 | 63 | 92 | 92 | 92 | 87 | n/a |
| MSCI ACWI ex-US Index | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 | 3.49 |  |  |  |  |  |  |
| Variance | -3.17 | -5.02 | -5.02 | -4.22 | -1.22 | 0.81 |  |  |  |  |  |  |
| Vanguard Total International Stock Index Fund | -11.66 | -14.39 | -14.39 | 4.56 | 0.97 | 3.38 | 26 | 50 | 50 | 12 | 21 | n/a |
| FTSE Global All Cap ex US Index | -11.76 | -14.36 | -14.36 | 4.75 | 1.34 |  |  |  |  |  |  |  |
| Variance | 0.10 | -0.03 | -0.03 | -0.19 | -0.37 |  |  |  |  |  |  |  |
| Oppenheimer Global Fund I | -15.80 | -13.22 | -13.22 | 6.09 | 5.01 | 9.45 | 85 | 82 | 82 | 43 | 24 | n/a |
| MSCI ACWI Index | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 7.55 |  |  |  |  |  |  |
| Variance | -3.05 | -3.80 | -3.80 | -0.51 | 0.75 | 1.90 |  |  |  |  |  |  |
| Oppenheimer Developing Markets Fund I | -7.78 | -11.79 | -11.79 | 8.63 | 1.13 | 4.94 | 59 | 13 | 13 | 29 | 41 | n/a |
| MSCI Emerging Markets Index | -7.47 | -14.58 | -14.58 | 9.25 | 1.65 | 3.27 |  |  |  |  |  |  |
| Variance | -0.31 | 2.79 | 2.79 | -0.62 | -0.52 | 1.67 |  |  |  |  |  |  |
| Vanguard Developing Markets Index Fund | -13.11 | -14.49 | -14.49 | 3.48 | 0.84 | 6.30 | 61 | 51 | 51 | 33 | 25 | 35 |
| FTSE Developed All Cap ex US Index | -13.24 | -14.97 | -14.97 | 3.31 | 0.62 | 0.00 |  |  |  |  |  |  |
| Variance | 0.13 | 0.48 | 0.48 | 0.17 | 0.22 | 6.30 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Direct Underlying Investment Performance

## The Education Plan

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Return ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/ Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Fixed Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Limited-Term Bond Fund I | 0.35 | 1.27 | 1.27 | 2.10 | 1.82 | 1.95 | 69 | 34 | 34 | 20 | 15 | n/a |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 1.18 | 1.60 | 1.60 | 1.26 | 1.05 | 1.06 |  |  |  |  |  |  |
| Variance | -0.83 | -0.33 | -0.33 | 0.84 | 0.77 | 0.89 |  |  |  |  |  |  |
| Oppenheimer Limited-Term Government Fund I | 1.23 | 1.47 | 1.47 | 1.19 | 1.19 | 0.96 | 45 | 18 | 18 | 6 | 10 | n/a |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 1.31 | 1.58 | 1.58 | 0.96 | 0.82 | 0.75 |  |  |  |  |  |  |
| Variance | -0.08 | -0.11 | -0.11 | 0.23 | 0.37 | 0.21 |  |  |  |  |  |  |
| Vanguard Short-Term Bond Index Fund | 1.45 | 1.37 | 1.37 | 1.36 | 1.26 | 1.25 | 2 | 26 | 26 | 64 | 49 | n/a |
| Bloomberg Barclays U.S. 1-5 Years Government/Credit Float Adjusted Index | 1.46 | 1.38 | 1.38 | 1.40 | 1.32 |  |  |  |  |  |  |  |
| Variance | -0.01 | -0.01 | -0.01 | -0.04 | -0.06 |  |  |  |  |  |  |  |
| Vanguard Total Bond Market Index Fund | 1.62 | -0.01 | -0.01 | 2.04 | 2.47 | 3.45 | 18 | 30 | 30 | 53 | 38 | 76 |
| Bloomberg Barclays US Aggregate Float Adjusted Index | 1.58 | -0.08 | -0.08 | 2.09 | 2.50 | 0.00 |  |  |  |  |  |  |
| Variance | 0.04 | 0.07 | 0.07 | -0.05 | -0.03 | 3.45 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar.

## Direct Underlying Investment Performance

## The Education Plan



1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Direct Plan Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | 665 | 231 | 226 | (2.2\%) | (66.0\%) |
| Age Based Portfolio 90 | - | 323 | 321 | (0.6\%) | - |
| Age Based Portfolio 80 | 885 | 372 | 367 | (1.3\%) | (58.5\%) |
| Age Based Portfolio 70 | - | 563 | 544 | (3.4\%) | - |
| Age Based Portfolio 60 | 1,392 | 717 | 702 | (2.1\%) | (49.6\%) |
| Age Based Portfolio 50 | - | 1,014 | 994 | (2.0\%) | - |
| Age Based Portfolio 40 | 2,408 | 1,594 | 1,493 | (6.3\%) | (38.0\%) |
| Age Based Portfolio 30 | - | 2,055 | 2,006 | (2.4\%) | - |
| Age Based Portfolio 20 | 3,049 | 1,853 | 1,918 | 3.5\% | (37.1\%) |
| Age Based Portfolio 10 | 3,013 | 2,652 | 2,708 | 2.1\% | (10.1\%) |
| Age Based Portfolio 5 | - | 79 | 106 | 34.2\% | - |
| Age Based Low Duration Fixed Income Portfolio | 25 | 45 | 57 | 26.7\% | 128.0\% |
| Portfolio 100 | 4,151 | 4,034 | 3,972 | (1.5\%) | (4.3\%) |
| Portfolio 90 | - | 20 | 30 | 50.0\% | - |
| Portfolio 80 | 2,333 | 2,245 | 2,210 | (1.6\%) | (5.3\%) |
| Portfolio 70 | - | 12 | 31 | 158.3\% | - |
| Portfolio 60 | 1,569 | 1,501 | 1,472 | (1.9\%) | (6.2\%) |
| Portfolio 50 | - | 17 | 33 | 94.1\% | - |
| Portfolio 40 | 1,021 | 986 | 964 | (2.2\%) | (5.6\%) |

## Direct Plan Accounts* by Portfolio

| Portfolio Name | $\mathbf{1 2 / 3 1 / 2 0 1 7}$ | $\mathbf{9 / 3 0 / 2 0 1 8}$ | $\mathbf{1 2 / 3 1 / 2 0 1 8}$ | Q/Q Change | Y/Y Change |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Portfolio 30 | - | 7 | 13 | $85.7 \%$ |  |
| Portfolio 20 | 468 | 467 | 465 | $(0.4 \%)$ | $(0.6 \%)$ |
| Portfolio 10 | 800 | 769 | 775 | $0.8 \%$ | $(3.1 \%)$ |
| Portfolio 5 | - | 12 | 16 | $33.3 \%$ | - |
| Fixed Income Portfolio | 132 | 147 | 152 | $3.4 \%$ | $15.2 \%$ |
| Low Duration Fixed Income Portfolio | 65 | 97 | 104 | $7.2 \%$ | $60.0 \%$ |
| Short Term Yield Portfolio | 889 | 901 | 922 | $2.3 \%$ | $3.7 \%$ |
| Total | $\mathbf{2 2 , 8 6 5}$ | $\mathbf{2 2 , 7 1 3}$ | $\mathbf{2 2 , 6 0 1}$ | $\mathbf{( 0 . 5 \% )}$ | $(\mathbf{1 . 2 \%})$ |
| $\%$ in Age Based Portfolios | $\mathbf{5 0 . 0 2 \%}$ | $\mathbf{5 0 . 6 2 \%}$ | $\mathbf{5 0 . 6 \%}$ |  |  |
| $\%$ in Custom Choice Portfolios | $\mathbf{4 9 . 9 8 \%}$ | $\mathbf{4 9 . 3 8 \%}$ | $\mathbf{4 9 . 4 \%}$ |  |  |

## Direct Plan Index Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | 781 | 411 | 452 | 10.0\% | (42.1\%) |
| Index Age Based Portfolio 90 |  | 395 | 373 | (5.6\%) | - |
| Index Age Based Portfolio 80 | 633 | 419 | 419 | 0.0\% | (33.8\%) |
| Index Age Based Portfolio 70 | - | 442 | 495 | 12.0\% | - |
| Index Age Based Portfolio 60 | 461 | 327 | 379 | 15.9\% | (17.8\%) |
| Index Age Based Portfolio 50 | - | 309 | 322 | 4.2\% | - |
| Index Age Based Portfolio 40 | 458 | 373 | 388 | 4.0\% | (15.3\%) |
| Index Age Based Portfolio 30 | - | 486 | 491 | 1.0\% | - |
| Index Age Based Portfolio 20 | 496 | 245 | 271 | 10.6\% | (45.4\%) |
| Index Age Based Portfolio 10 | 499 | 386 | 396 | 2.6\% | (20.6\%) |
| Index Age Based Portfolio 5 | - | 171 | 191 | 11.7\% | - |
| Index Age Based Low Duration Fixed Income Portfolio | 50 | 100 | 123 | 23.0\% | 146.0\% |
| Index Portfolio 100 | 1,669 | 1,901 | 1,956 | 2.9\% | 17.2\% |
| Index Portfolio 90 | - | 23 | 35 | 52.2\% | - |
| Index Portfolio 80 | 941 | 991 | 982 | (0.9\%) | 4.4\% |
| Index Portfolio 70 | - | 30 | 38 | 26.7\% | - |
| Index Portfolio 60 | 742 | 761 | 752 | (1.2\%) | 1.3\% |
| Index Portfolio 50 | - | 32 | 48 | 50.0\% | - |
| Index Portfolio 40 | 517 | 536 | 526 | (1.9\%) | 1.7\% |
| Index Portfolio 30 | - | 18 | 28 | 55.6\% | - |
| Index Portfolio 20 | 387 | 393 | 393 | 0.0\% | 1.6\% |

## Direct Plan Index Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Portfolio 10 | 327 | 327 | 327 | 0.0\% | 0.0\% |
| Index Portfolio 5 | - | 7 | 17 | 142.9\% | - |
| Index Fixed Income Portfolio | 141 | 136 | 133 | (2.2\%) | (5.7\%) |
| Index Low Duration Fixed Income Portfolio | 115 | 139 | 165 | 18.7\% | 43.5\% |
| Total | 7,948 | 9,358 | 9,700 | 3.7\% | 22.0\% |
| \% in Age Based Index Portfolios | 41.00\% | 43.4\% | 44.3\% |  |  |
| \% in Custom Choice Index Portfolios | 59.00\% | 56.6\% | 55.7\% |  |  |

## Direct Plan Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$4,936,820 | \$1,065,877 | \$1,157,106 | 8.6\% | (76.6\%) |
| Age Based Portfolio 90 | - | \$2,090,069 | \$1,726,804 | (17.4\%) | - |
| Age Based Portfolio 80 | \$12,459,021 | \$4,343,906 | \$3,662,787 | (15.7\%) | (70.6\%) |
| Age Based Portfolio 70 | - | \$7,577,495 | \$6,895,383 | (9.0\%) | - |
| Age Based Portfolio 60 | \$29,223,970 | \$15,390,820 | \$13,572,884 | (11.8\%) | (53.6\%) |
| Age Based Portfolio 50 | - | \$23,542,366 | \$21,511,156 | (8.6\%) | - |
| Age Based Portfolio 40 | \$61,345,213 | \$38,255,367 | \$33,456,682 | (12.5\%) | (45.5\%) |
| Age Based Portfolio 30 | - | \$54,195,082 | \$51,389,812 | (5.2\%) | - |
| Age Based Portfolio 20 | \$81,707,978 | \$51,172,942 | \$52,665,057 | 2.9\% | (35.5\%) |
| Age Based Portfolio 10 | \$51,049,245 | \$36,150,509 | \$36,654,014 | 1.4\% | (28.2\%) |
| Age Based Portfolio 5 | - | \$658,138 | \$523,347 | (20.5\%) | - |
| Age Based Low Duration Fixed Income Portfolio | \$521,568 | \$789,728 | \$1,198,433 | 51.8\% | 129.8\% |
| Portfolio 100 | \$80,583,678 | \$77,550,592 | \$64,004,083 | (17.5\%) | (20.6\%) |
| Portfolio 90 | - | \$109,934 | \$124,699 | 13.4\% | - |
| Portfolio 80 | \$28,923,574 | \$27,371,462 | \$23,369,733 | (14.6\%) | (19.2\%) |
| Portfolio 70 | - | \$42,812 | \$157,249 | 267.3\% | - |
| Portfolio 60 | \$16,475,061 | \$15,904,380 | \$14,080,238 | (11.5\%) | (14.5\%) |
| Portfolio 50 | - | \$253,824 | \$487,098 | 91.9\% | - |
| Portfolio 40 | \$8,759,456 | \$8,473,300 | \$7,713,060 | (9.0\%) | (11.9\%) |
| Portfolio 30 | - | \$113,078 | \$199,836 | 76.7\% | - |
| Portfolio 20 | \$4,941,934 | \$4,582,912 | \$4,420,689 | (3.5\%) | (10.5\%) |
| Portfolio 10 | \$6,721,277 | \$6,221,126 | \$6,136,877 | (1.4\%) | (8.7\%) |

## Direct Plan Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio 5 | - | \$609,162 | \$159,407 | (73.8\%) | - |
| Fixed Income Portfolio | \$2,571,046 | \$2,749,670 | \$2,788,525 | 1.4\% | 8.5\% |
| Low Duration Fixed Income Portfolio | \$1,453,227 | \$2,554,129 | \$2,528,007 | (1.0\%) | 74.0\% |
| Short Term Yield Portfolio | \$15,496,403 | \$15,903,913 | \$17,664,837 | 11.1\% | 14.0\% |
| Total | \$402,844,054 | \$397,672,593 | \$368,247,803 | (7.4\%) | (8.6\%) |
| \% in Age Based Portfolios | 59.20\% | 59.2\% | 60.9\% |  |  |
| \% in Custom Choice Portfolios | 40.80\% | 40.8\% | 39.1\% |  |  |

## Direct Plan Index Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$6,993,073 | \$2,037,523 | \$2,095,242 | 2.8\% | (70.0\%) |
| Index Age Based Portfolio 90 | - | \$3,805,657 | \$3,370,469 | (11.4\%) | - |
| Index Age Based Portfolio 80 | \$10,815,878 | \$5,534,437 | \$4,441,768 | (19.7\%) | (58.9\%) |
| Index Age Based Portfolio 70 | - | \$8,526,768 | \$8,283,431 | (2.9\%) | - |
| Index Age Based Portfolio 60 | \$10,466,402 | \$7,075,578 | \$7,644,509 | 8.0\% | (27.0\%) |
| Index Age Based Portfolio 50 | - | \$7,161,244 | \$7,107,928 | (0.7\%) | - |
| Index Age Based Portfolio 40 | \$12,200,756 | \$9,433,901 | \$9,625,332 | 2.0\% | (21.1\%) |
| Index Age Based Portfolio 30 | - | \$9,923,070 | \$9,854,643 | (0.7\%) | - |
| Index Age Based Portfolio 20 | \$12,558,724 | \$7,573,092 | \$7,352,283 | (2.9\%) | (41.5\%) |
| Index Age Based Portfolio 10 | \$9,119,343 | \$6,242,549 | \$6,765,170 | 8.4\% | (25.8\%) |
| Index Age Based Portfolio 5 | - | \$599,923 | \$663,870 | 10.7\% | - |
| Index Age Based Low Duration Fixed Income Portfolio | \$699,919 | \$1,776,719 | \$2,126,045 | 19.7\% | 203.8\% |
| Index Portfolio 100 | \$33,267,088 | \$38,395,745 | \$34,040,395 | (11.3\%) | 2.3\% |
| Index Portfolio 90 | - | \$101,242 | \$133,966 | 32.3\% | - |
| Index Portfolio 80 | \$14,566,495 | \$15,474,817 | \$14,025,668 | (9.4\%) | (3.7\%) |
| Index Portfolio 70 | - | \$453,610 | \$495,935 | 9.3\% | - |
| Index Portfolio 60 | \$13,183,076 | \$13,018,601 | \$12,012,563 | (7.7\%) | (8.9\%) |
| Index Portfolio 50 | - | \$1,434,382 | \$1,488,925 | 3.8\% | - |
| Index Portfolio 40 | \$7,947,011 | \$7,888,619 | \$7,252,155 | (8.1\%) | (8.7\%) |
| Index Portfolio 30 | - | \$236,622 | \$409,379 | 73.0\% | - |
| Index Portfolio 20 | \$6,168,753 | \$6,212,979 | \$5,523,488 | (11.1\%) | (10.5\%) |
| Index Portfolio 10 | \$4,177,910 | \$3,936,427 | \$3,814,757 | (3.1\%) | (8.7\%) |

## Direct Plan Index Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Portfolio 5 | - | \$48,642 | \$328,375 | 575.1\% | - |
| Index Fixed Income Portfolio | \$2,054,089 | \$1,909,889 | \$1,889,103 | (1.1\%) | (8.0\%) |
| Index Low Duration Fixed Income Portfolio | \$2,100,445 | \$2,797,944 | \$3,454,727 | 23.5\% | 64.5\% |
| Total | \$136,698,132 | \$161,599,981 | \$154,200,127 | (4.6\%) | 12.8\% |
| \% in Age Based Index Portfolios | 44.60\% | 43.1\% | 45.0\% |  |  |
| \% in Custom Choice Index Portfolios | 55.40\% | 56.9\% | 55.0\% |  |  |

## Direct Plan Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$1,065,877 | \$224,019 | (\$132,789) | \$1,157,106 |
| Age Based Portfolio 90 | \$2,090,069 | \$128,177 | $(\$ 491,442)$ | \$1,726,804 |
| Age Based Portfolio 80 | \$4,343,906 | \$171,489 | (\$852,607) | \$3,662,787 |
| Age Based Portfolio 70 | \$7,577,495 | \$381,818 | (\$1,063,930) | \$6,895,383 |
| Age Based Portfolio 60 | \$15,390,820 | \$346,443 | (\$2,164,379) | \$13,572,884 |
| Age Based Portfolio 50 | \$23,542,366 | \$359,076 | (\$2,390,286) | \$21,511,156 |
| Age Based Portfolio 40 | \$38,255,367 | \$408,202 | (\$5,206,887) | \$33,456,682 |
| Age Based Portfolio 30 | \$54,195,082 | \$612,850 | (\$3,418,120) | \$51,389,812 |
| Age Based Portfolio 20 | \$51,172,942 | $(\$ 711,073)$ | \$2,203,187 | \$52,665,057 |
| Age Based Portfolio 10 | \$36,150,509 | (\$2,688,100) | \$3,191,605 | \$36,654,014 |
| Age Based Portfolio 5 | \$658,138 | (\$3,293) | (\$131,499) | \$523,347 |
| Age Based Low Duration Fixed Income Portfolio | \$789,728 | (\$31,368) | \$440,072 | \$1,198,433 |
| Portfolio 100 | \$77,550,592 | $(\$ 426,897)$ | (\$13,119,612) | \$64,004,083 |
| Portfolio 90 | \$109,934 | \$8,298 | \$6,467 | \$124,699 |
| Portfolio 80 | \$27,371,462 | (\$277,703) | (\$3,724,026) | \$23,369,733 |
| Portfolio 70 | \$42,812 | \$104,917 | \$9,520 | \$157,249 |
| Portfolio 60 | \$15,904,380 | (\$270,262) | (\$1,553,880) | \$14,080,238 |
| Portfolio 50 | \$253,824 | (\$50,782) | \$284,055 | \$487,098 |
| Portfolio 40 | \$8,473,300 | (\$113,296) | $(\$ 646,944)$ | \$7,713,060 |

## Direct Plan Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Portfolio 30 | \$113,078 | \$3,639 | \$83,119 | \$199,836 |
| Portfolio 20 | \$4,582,912 | $(\$ 73,868)$ | $(\$ 88,355)$ | \$4,420,689 |
| Portfolio 10 | \$6,221,126 | $(\$ 160,840)$ | \$76,591 | \$6,136,877 |
| Portfolio 5 | \$609,162 | $(\$ 11,413)$ | $(\$ 438,342)$ | \$159,407 |
| Fixed Income Portfolio | \$2,749,670 | $(\$ 57,146)$ | \$96,001 | \$2,788,525 |
| Low Duration Fixed Income Portfolio | \$2,554,129 | (\$174,665) | \$148,543 | \$2,528,007 |
| Short Term Yield Portfolio | \$15,903,913 | $(\$ 50,623)$ | \$1,811,548 | \$17,664,837 |
| Total | \$397,672,593 | (\$2,352,400) | (\$27,072,389) | \$368,247,803 |

## Direct Plan Index Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$2,037,523 | \$525,829 | $(\$ 468,110)$ | \$2,095,242 |
| Index Age Based Portfolio 90 | \$3,805,657 | \$370,889 | $(\$ 806,077)$ | \$3,370,469 |
| Index Age Based Portfolio 80 | \$5,534,437 | \$165,192 | (\$1,257,861) | \$4,441,768 |
| Index Age Based Portfolio 70 | \$8,526,768 | \$372,053 | (\$615,390) | \$8,283,431 |
| Index Age Based Portfolio 60 | \$7,075,578 | \$399,955 | \$168,976 | \$7,644,509 |
| Index Age Based Portfolio 50 | \$7,161,244 | \$274,584 | (\$327,900) | \$7,107,928 |
| Index Age Based Portfolio 40 | \$9,433,901 | \$355,700 | $(\$ 164,269)$ | \$9,625,332 |
| Index Age Based Portfolio 30 | \$9,923,070 | \$226,638 | $(\$ 295,065)$ | \$9,854,643 |
| Index Age Based Portfolio 20 | \$7,573,092 | $(\$ 52,906)$ | $(\$ 167,903)$ | \$7,352,283 |
| Index Age Based Portfolio 10 | \$6,242,549 | $(\$ 179,765)$ | \$702,386 | \$6,765,170 |
| Index Age Based Portfolio 5 | \$599,923 | \$75,580 | $(\$ 11,633)$ | \$663,870 |
| Index Age Based Low Duration Fixed Income Portfolio | \$1,776,719 | \$79,076 | \$270,250 | \$2,126,045 |
| Index Portfolio 100 | \$38,395,745 | \$919,391 | (\$5,274,741) | \$34,040,395 |
| Index Portfolio 90 | \$101,242 | \$27,854 | \$4,870 | \$133,966 |
| Index Portfolio 80 | \$15,474,817 | \$150,250 | (\$1,599,399) | \$14,025,668 |
| Index Portfolio 70 | \$453,610 | \$82,423 | $(\$ 40,098)$ | \$495,935 |
| Index Portfolio 60 | \$13,018,601 | $(\$ 20,085)$ | (\$985,953) | \$12,012,563 |
| Index Portfolio 50 | \$1,434,382 | \$34,873 | \$19,670 | \$1,488,925 |
| Index Portfolio 40 | \$7,888,619 | $(\$ 36,471)$ | (\$599,993) | \$7,252,155 |
| Index Portfolio 30 | \$236,622 | \$21,190 | \$151,567 | \$409,379 |
| Index Portfolio 20 | \$6,212,979 | $(\$ 266,395)$ | $(\$ 423,096)$ | \$5,523,488 |
| Index Portfolio 10 | \$3,936,427 | $(\$ 156,656)$ | \$34,986 | \$3,814,757 |

## Direct Plan Index Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Index Portfolio 5 | \$48,642 | (\$5,695) | \$285,428 | \$328,375 |
| Index Fixed Income Portfolio | \$1,909,889 | $(\$ 79,789)$ | \$59,003 | \$1,889,103 |
| Index Low Duration Fixed Income Portfolio | \$2,797,944 | (\$45,672) | \$702,455 | \$3,454,727 |
| Total | \$161,599,981 | \$3,238,042 | (\$10,637,896) | \$154,200,127 |

## Direct Plan Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$225,840 | \$1,821 | \$224,019 |
| Age Based Portfolio 90 | \$128,177 | \$0 | \$128,177 |
| Age Based Portfolio 80 | \$172,344 | \$855 | \$171,489 |
| Age Based Portfolio 70 | \$442,302 | \$60,484 | \$381,818 |
| Age Based Portfolio 60 | \$349,946 | \$3,503 | \$346,443 |
| Age Based Portfolio 50 | \$424,799 | \$65,723 | \$359,076 |
| Age Based Portfolio 40 | \$542,128 | \$133,926 | \$408,202 |
| Age Based Portfolio 30 | \$757,694 | \$144,844 | \$612,850 |
| Age Based Portfolio 20 | \$667,034 | \$1,378,106 | $(\$ 711,073)$ |
| Age Based Portfolio 10 | \$713,155 | \$3,401,255 | $(\$ 2,688,100)$ |
| Age Based Portfolio 5 | \$15,908 | \$19,200 | $(\$ 3,293)$ |
| Age Based Low Duration Fixed Income Portfolio | \$58,939 | \$90,306 | $(\$ 31,368)$ |
| Portfolio 100 | \$1,243,980 | \$1,670,877 | $(\$ 426,897)$ |
| Portfolio 90 | \$8,298 | \$0 | \$8,298 |
| Portfolio 80 | \$465,591 | \$743,294 | $(\$ 277,703)$ |
| Portfolio 70 | \$105,917 | \$1,000 | \$104,917 |
| Portfolio 60 | \$250,982 | \$521,244 | $(\$ 270,262)$ |
| Portfolio 50 | \$28,857 | \$79,639 | $(\$ 50,782)$ |
| Portfolio 40 | \$199,695 | \$312,990 | $(\$ 113,296)$ |
| Portfolio 30 | \$3,737 | \$98 | \$3,639 |
| Portfolio 20 | \$126,580 | \$200,448 | $(\$ 73,868)$ |
| Portfolio 10 | \$143,749 | \$304,589 | $(\$ 160,840)$ |

## Direct Plan Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Portfolio 5 | \$10,687 | \$22,100 | $(\$ 11,413)$ |
| Fixed Income Portfolio | \$102,797 | \$159,943 | $(\$ 57,146)$ |
| Low Duration Fixed Income Portfolio | \$36,775 | \$211,440 | $(\$ 174,665)$ |
| Short Term Yield Portfolio | \$845,947 | \$896,571 | $(\$ 50,623)$ |
| Total | \$8,071,856 | \$10,424,257 | (\$2,352,400) |

## Direct Plan Index Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$543,837 | \$18,008 | \$525,829 |
| Index Age Based Portfolio 90 | \$372,254 | \$1,364 | \$370,889 |
| Index Age Based Portfolio 80 | \$219,826 | \$54,634 | \$165,192 |
| Index Age Based Portfolio 70 | \$409,584 | \$37,531 | \$372,053 |
| Index Age Based Portfolio 60 | \$426,033 | \$26,078 | \$399,955 |
| Index Age Based Portfolio 50 | \$299,286 | \$24,703 | \$274,584 |
| Index Age Based Portfolio 40 | \$370,662 | \$14,962 | \$355,700 |
| Index Age Based Portfolio 30 | \$291,853 | \$65,215 | \$226,638 |
| Index Age Based Portfolio 20 | \$144,199 | \$197,105 | (\$52,906) |
| Index Age Based Portfolio 10 | \$317,807 | \$497,572 | $(\$ 179,765)$ |
| Index Age Based Portfolio 5 | \$96,040 | \$20,460 | \$75,580 |
| Index Age Based Low Duration Fixed Income Portfolio | \$323,437 | \$244,360 | \$79,076 |
| Index Portfolio 100 | \$1,506,950 | \$587,558 | \$919,391 |
| Index Portfolio 90 | \$27,854 | \$0 | \$27,854 |
| Index Portfolio 80 | \$392,142 | \$241,892 | \$150,250 |
| Index Portfolio 70 | \$83,423 | \$1,000 | \$82,423 |
| Index Portfolio 60 | \$231,797 | \$251,882 | $(\$ 20,085)$ |
| Index Portfolio 50 | \$55,961 | \$21,088 | \$34,873 |
| Index Portfolio 40 | \$167,488 | \$203,959 | $(\$ 36,471)$ |
| Index Portfolio 30 | \$22,414 | \$1,223 | \$21,190 |
| Index Portfolio 20 | \$109,096 | \$375,491 | $(\$ 266,395)$ |
| Index Portfolio 10 | \$90,341 | \$246,997 | $(\$ 156,656)$ |

## Direct Plan Index Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions |  |
| :--- | ---: | ---: | ---: |
| Index Portfolio 5 | $\$ 14,516$ | $(\$ 5,695)$ |  |
| Index Fixed Income Portfolio | $\$ 48,852$ | $\$ 20,211$ | $\$ 128,641$ |
| Index Low Duration Fixed Income Portfolio | $\$ 337,451$ | $(\$ 79,789)$ |  |
| Total | $\$ 6,903,100$ | $(\$ 45,672)$ |  |

## Appendix B:

 Scholar's EdgeAdvisor Plan State Statistics

## Scholar's Edge Account ${ }^{1}$ and Asset Growth

Scholar'SEdge Account and Asset Growth
Accounts $\rightarrow$ Assets (\$M)


Advisor Plan State Statistics

| State | Assets | Accounts ${ }^{1}$\% of Total <br> Assets |  |
| :--- | :---: | ---: | ---: |
| California | $\$ 279,138,532$ | 15,246 | $16.2 \%$ |
| New Mexico | $\$ 166,418,477$ | 10,961 | $9.6 \%$ |
| Texas | $\$ 149,254,637$ | 8,447 | $8.6 \%$ |
| New Jersey | $\$ 137,457,015$ | 6,477 | $8.0 \%$ |
| New York | $\$ 108,751,336$ | 6,285 | $6.3 \%$ |
| Pennsylvania | $\$ 92,496,455$ | 5,327 | $5.4 \%$ |
| Florida | $\$ 92,034,045$ | 5,468 | $5.3 \%$ |
| Massachusetts | $\$ 77,912,459$ | 3,371 | $4.5 \%$ |
| Minnesota | $\$ 41,462,432$ | 2,767 | $2.4 \%$ |
| Washington | $\$ 41,409,213$ | 2,377 | $2.4 \%$ |
| Connecticut | $\$ 40,301,833$ | 2,048 | $2.3 \%$ |
| Georgia | $\$ 37,390,531$ | 2,444 | $2.2 \%$ |
| North Carolina | $\$ 33,692,612$ | 2,055 | $2.0 \%$ |
| Arizona | $\$ 30,236,694$ | 2,147 | $1.8 \%$ |
| Hawaii | $\$ 26,391,918$ | 1,487 | $1.5 \%$ |
| Illinois | $\$ 25,411,471$ | 1,546 | $1.5 \%$ |
| Ohio | $\$ 24,844,546$ | 1,659 | $1.4 \%$ |
| Michigan | $\$ 24,510,863$ | 1,849 | $1.4 \%$ |
| Colorado | $\$ 24,484,221$ | 1,678 | $1.4 \%$ |


| State | Assets | Accounts ${ }^{1}$ | \% of Total <br> Assets |
| :--- | ---: | ---: | ---: |
| Virginia | $\$ 23,277,002$ | 1,411 | $1.3 \%$ |
| Louisiana | $\$ 20,670,242$ | 1,200 | $1.2 \%$ |
| Tennessee | $\$ 20,170,599$ | 1,163 | $1.2 \%$ |
| Maryland | $\$ 20,121,989$ | 1,182 | $1.2 \%$ |
| Nevada | $\$ 17,038,768$ | 1,009 | $1.0 \%$ |
| Missouri | $\$ 14,276,788$ | 1,120 | $0.8 \%$ |
| Kentucky | $\$ 12,472,187$ | 798 | $0.7 \%$ |
| South Dakota | $\$ 11,677,928$ | 900 | $0.7 \%$ |
| New Hampshire | $\$ 11,011,393$ | 615 | $0.6 \%$ |
| Indiana | $\$ 9,200,037$ | 633 | $0.5 \%$ |
| South Carolina | $\$ 9,033,827$ | 716 | $0.5 \%$ |
| Oklahoma | $\$ 8,673,953$ | 590 | $0.5 \%$ |
| Alabama | $\$ 8,472,017$ | 549 | $0.5 \%$ |
| Kansas | $\$ 7,538,092$ | 643 | $0.4 \%$ |
| lowa | $\$ 7,293,935$ | 636 | $0.4 \%$ |
| Wisconsin | $\$ 7,133,120$ | 568 | $0.4 \%$ |
| Delaware | $\$ 7,037,080$ | 390 | $0.4 \%$ |
| Oregon | $\$ 6,962,049$ | 491 | $0.4 \%$ |
| Other | $\$ 6,652,611$ | 432 | $0.4 \%$ |
|  |  |  |  |


| State | Assets | Accounts ${ }^{1}$ | \% of <br> Total <br> Asse <br> ts |
| :---: | :---: | :---: | :---: |
| Wyoming | \$4,647,216 | 311 | 0.3\% |
| Mississippi | \$4,390,444 | 282 | 0.3\% |
| Maine | \$4,367,594 | 245 | 0.3\% |
| Utah | \$3,911,181 | 367 | 0.2\% |
| Nebraska | \$3,829,573 | 256 | 0.2\% |
| Arkansas | \$3,357,574 | 207 | 0.2\% |
| Rhode Island | \$3,215,509 | 274 | 0.2\% |
| Idaho | \$3,154,297 | 297 | 0.2\% |
| Montana | \$2,885,686 | 298 | 0.2\% |
| Vermont | \$2,777,890 | 168 | 0.2\% |
| Alaska | \$2,575,256 | 211 | 0.1\% |
| West Virginia | \$2,139,360 | 182 | 0.1\% |
| North Dakota | \$2,117,953 | 195 | 0.1\% |
| District of Columbia | \$1,439,492 | 63 | 0.1\% |
|  |  |  |  |
| In State Total | \$166,418,477 | 10,961 | 9.6\% |
| Out of State Total | \$1,560,783,452 | 91,085 | 90.4\% |
| Grand Total | \$1,727,121,929 | 102,041 | 100.0\% |

[^13]Advisor Plan County Statistics
Scholar's Edge Full County Report (6/30/18)

| County | Accounts ${ }^{1}$ | Assets | \% of Total Accounts | \% of Assets | Average Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BERNALILLO | 5,306 | \$84,748,386 | 48\% | 51\% | \$15,927 |
| SANTA FE | 1,077 | \$19,450,176 | 10\% | 12\% | \$18,060 |
| DONA ANA | 872 | \$10,891,096 | 8\% | 7\% | \$12,490 |
| SANDOVAL | 825 | \$10,608,998 | 8\% | 6\% | \$12,859 |
| SAN JUAN | 416 | \$5,435,984 | 4\% | 3\% | \$13,067 |
| LOS ALAMOS | 332 | \$7,107,395 | 3\% | 4\% | \$21,408 |
| EDDY | 330 | \$5,171,902 | 3\% | 3\% | \$15,672 |
| CHAVES | 306 | \$4,890,416 | 3\% | 3\% | \$15,982 |
| VALENCIA | 291 | \$2,472,138 | 3\% | 1\% | \$8,495 |
| LEA | 187 | \$3,180,751 | 2\% | 2\% | \$17,009 |
| OTERO | 172 | \$1,814,640 | 2\% | 1\% | \$10,550 |
| RIO ARRIBA | 141 | \$1,556,152 | 1\% | 1\% | \$11,037 |
| CURRY | 129 | \$1,716,016 | 1\% | 1\% | \$13,302 |
| TAOS | 126 | \$1,562,345 | 1\% | 1\% | \$12,400 |
| LINCOLN | 72 | \$863,051 | 1\% | 1\% | \$11,987 |
| GRANT | 55 | \$564,861 | 1\% | 0\% | \$10,270 |
| MCKINLEY | 52 | \$1,302,346 | 0\% | 1\% | \$25,045 |
| SAN MIGUEL | 46 | \$863,697 | 0\% | 1\% | \$18,776 |
| CIBOLA | 37 | \$551,862 | 0\% | 0\% | \$14,915 |
| TORRANCE | 29 | \$346,566 | 0\% | 0\% | \$11,951 |
| COLFAX | 25 | \$183,126 | 0\% | 0\% | \$7,325 |
| SOCORRO | 23 | \$237,867 | 0\% | 0\% | \$10,342 |

County statistics include New Mexico residents only
 multiple addresses based on the information provided.

## Advisor Plan County Statistics

Scholar's Edge Full County Report

| County | Accounts ${ }^{1}$ | Assets | \% of Total Accounts | \% of Assets | Average Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
| UNION | 21 | \$146,083 | 0\% | 0\% | \$6,956 |
| QUAY | 18 | \$109,555 | 0\% | 0\% | \$6,086 |
| ROOSEVELT | 17 | \$228,272 | 0\% | 0\% | \$13,428 |
| SIERRA | 17 | \$108,040 | 0\% | 0\% | \$6,355 |
| LUNA | 15 | \$64,968 | 0\% | 0\% | \$4,331 |
| HIDALGO | 9 | \$82,971 | 0\% | 0\% | \$9,219 |
| MORA | 6 | \$21,567 | 0\% | 0\% | \$3,595 |
| CATRON | 3 | \$32,033 | 0\% | 0\% | \$10,678 |
| HARDING | 3 | \$91,531 | 0\% | 0\% | \$30,510 |
| dE BACA | 2 | \$2,098 | 0\% | 0\% | \$1,049 |
| GUADALUPE | 1 | \$11,589 | 0\% | 0\% | \$11,589 |

County statistics include New Mexico residents only

1. Account defined as unique owner/beneficiary relationship and based off of the Account Owners address. Accounts can be double counted if a unique account owner or unique beneficiary have accounts with multiple addresses based on the information provided.

## Scholar's Edge Investment Grid

| Custom Choice Portfolios | Portfolio 100 | Portfolio 90 | Portfolio $80$ | Portfolio 70 | Portfolio 60 | Portfolio 50 | Portfolio 40 | Portfolio 30 | Portfolio 20 | Portfolio 10 | Fixed Income Portfolio | Low Duration Fixed Income Portfolio | $\qquad$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolios | Age Based Portfolio 100 | Age Based Portfolio 90 | Age Based Portfolio 80 | Age Based Portfolio 70 | Age Based Portfolio 60 | Age Based Portfolio 50 | Age Based Portfolio 40 | Age Based Portfolio 30 | Age Based Portfolio 20 | Age Based Portfolio 10 | Age Based Fixed Income Portfolio | Age Based Low Duration Fixed Income Portfolio |  |
|  | Ages 0-2 | Ages 3-4 | Ages 5-6 | Ages 7-8 | Ages 9-10 | Ages 11-12 | Ages 13-14 | Ages 15-16 | Ages 17-18 | Age 19+ |  |  |  |
| Oppenheimer Value Fund | 7.0\% | 7.0\% | 7.0\% | 7.0\% | 6.0\% | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| T. Rowe Price Blue Chip Growth Fund | 12.0\% | 11.0\% | 10.0\% | 8.0\% | 7.0\% | 5.0\% | 3.0\% | 2.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Main Street Fund | 13.0\% | 13.0\% | 10.0\% | 8.0\% | 7.0\% | 6.0\% | 5.0\% | 3.5\% | 3.0\% | 1.5\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Main Street Mid Cap Fund | 6.0\% | 4.0\% | 4.0\% | 3.5\% | 3.0\% | 2.0\% | 1.5\% | 1.0\% | 0.5\% | 0.5\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Main Street Small Cap Fund | 6.0\% | 4.0\% | 3.0\% | 2.5\% | 2.0\% | 1.0\% | 1.0\% | 0.5\% | 0.5\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Capital Income Fund | 0.0\% | 0.0\% | 1.0\% | 3.0\% | 5.0\% | 7.0\% | 9.0\% | 8.0\% | 8.0\% | 8.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Developing Markets Fund | 5.0\% | 5.0\% | 4.0\% | 4.0\% | 3.0\% | 2.0\% | 1.5\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer International Growth Fund | 16.0\% | 15.0\% | 13.0\% | 11.0\% | 9.0\% | 8.0\% | 6.0\% | 4.0\% | 2.0\% | 2.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Global Fund | 16.0\% | 15.0\% | 14.0\% | 13.0\% | 12.0\% | 11.0\% | 10.0\% | 9.0\% | 7.0\% | 4.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Global Value Fund | 10.0\% | 9.0\% | 8.0\% | 7.0\% | 6.0\% | 5.0\% | 4.0\% | 3.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer Real Estate Fund | 5.0\% | 4.0\% | 3.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Oppenheimer SteelPath MLP Select 40 Fund | 4.0\% | 3.0\% | 3.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| American Century Diversified Bond Fund | 0.0\% | 2.0\% | 3.0\% | 5.0\% | 6.0\% | 7.0\% | 7.0\% | 7.0\% | 7.0\% | 6.0\% | 5.0\% | 6.0\% | 0.0\% |
| Oppeneheimer Total Return Bond Fund | 0.0\% | 3.0\% | 6.0\% | 7.0\% | 9.0\% | 10.0\% | 11.0\% | 12.0\% | 13.0\% | 12.0\% | 10.0\% | 10.0\% | 0.0\% |
| Oppenheimer International Bond Fund | 0.0\% | 3.0\% | 5.0\% | 7.5\% | 7.5\% | 7.5\% | 7.0\% | 7.0\% | 5.0\% | 4.0\% | 0.0\% | 5.0\% | 0.0\% |
| Oppenheimer Limited-Term Bond Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 3.0\% | 3.5\% | 5.5\% | 7.5\% | 10.0\% | 13.0\% | 0.0\% | 20.0\% | 0.0\% |
| Oppenheimer Limited -Term Government Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 2.0\% | 2.5\% | 5.0\% | 7.5\% | 10.0\% | 13.0\% | 25.0\% | 20.0\% | 0.0\% |
| Oppenheimer Senior Floating Rate Fund | 0.0\% | 1.0\% | 4.0\% | 5.0\% | 5.0\% | 5.0\% | 5.0\% | 5.0\% | 4.0\% | 2.0\% | 25.0\% | 4.0\% | 0.0\% |
| MainStay High Yield Corporate Bond Fund | 0.0\% | 1.0\% | 2.0\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.0\% | 4.0\% | 4.0\% | 0.0\% | 5.0\% | 0.0\% |
| American Century Short Duration Inflation Protection Bond Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 3.0\% | 6.0\% | 10.0\% | 13.0\% | 20.0\% | 15.0\% | 0.0\% |
| Oppenheimer Institutional Government Money Market Fund | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 5.0\% | 5.0\% | 7.0\% | 10.0\% | 15.0\% | 15.0\% | 15.0\% | 5.0\% |
| NYLIM Funding Agreement | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 95.0\% |
| Total Equity | 91.0\% | 83.0\% | 73.0\% | 65.0\% | 57.0\% | 47.0\% | 39.0\% | 30.0\% | 21.0\% | 12.0\% | 0.0\% | 0.0\% | 0.0\% |
| Total Alternative | 9.0\% | 7.0\% | 6.0\% | 4.0\% | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 1.0\% | 0.0\% | 0.0\% | 0.0\% |
| Total Fixed Income/Short-Term Marketable Securities | 0.0\% | 10.0\% | 21.0\% | 31.0\% | 4000.0\% | 50.0\% | 59.0\% | 68.0\% | 78.0\% | 87.0\% | 100.0\% | 100.0\% | 5.0\% |
| Stable Value Investment | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 95.0\% |

## Advisor Plan Performance

Scholar's Edge - Age-Based Portfolios
Period Ended 12/31/2018

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Age Based Portfolio 100 | A | -14.36 | -10.84 | -10.84 | 4.86 | 4.19 | 5.19 | -17.36 | -13.96 | -13.96 | 3.62 | 3.45 | 4.93 |
|  | C | -14.53 | -11.51 | -11.51 | 4.06 | 3.40 | 4.40 | -15.38 | -12.40 | -12.40 | 4.06 | 3.40 | 4.40 |
| Customized Performance Benchmark |  | -12.89 | -8.53 | -8.53 | 7.27 | 5.49 | 6.83 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.47 | -2.31 | -2.31 | -2.41 | -1.30 | -1.64 |  |  |  |  |  |  |
| Age Based Portfolio 90 | A | -13.08 | n/a | n/a | n/a | n/a | -12.30 | -16.12 | n/a | n/a | n/a | n/a | -15.37 |
|  | C | -13.15 | n/a | n/a | n/a | n/a | -12.80 | -14.02 | n/a | n/a | n/a | n/a | -13.67 |
| Customized Performance Benchmark |  | -11.42 |  |  |  |  | -9.37 | $n / a$ | n/a | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.66 |  |  |  |  | -2.93 |  |  |  |  |  |  |
| Age Based Portfolio 80 | A | -11.72 | -9.21 | -9.21 | 4.45 | 3.76 | 5.23 | -14.81 | -12.38 | -12.38 | 3.21 | 3.02 | 4.96 |
|  | C | -11.90 | -9.91 | -9.91 | 3.65 | 2.98 | 4.44 | -12.78 | -10.81 | -10.81 | 3.65 | 2.98 | 4.44 |
| Customized Performance Benchmark |  | -10.16 | -6.78 | -6.78 | 6.68 | 5.01 | 6.44 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.56 | -2.43 | -2.43 | -2.23 | -1.25 | -1.21 |  |  |  |  |  |  |
| Age Based Portfolio 70 | A | -10.37 | n/a | n/a | n/a | n/a | -10.10 | -13.51 | n/a | n/a | n/a | n/a | -13.25 |
|  | C | -10.61 | n/a | n/a | n/a | n/a | -10.70 | -11.50 | n/a | n/a | n/a | n/a | -11.59 |
| Customized Performance Benchmark |  | -8.87 |  |  |  |  | -7.44 | $n / a$ | n/a | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.50 |  |  |  |  | -2.66 |  |  |  |  |  |  |

## Advisor Plan Performance

Scholar's Edge - Age-Based Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Age Based Portfolio 60 | A | -9.08 | -7.35 | -7.35 | 4.16 | 3.40 | 4.15 | -12.26 | -10.59 | -10.59 | 2.93 | 2.66 | 3.89 |
|  | C | -9.23 | -8.03 | -8.03 | 3.39 | 2.63 | 3.37 | -10.14 | -8.94 | -8.95 | 3.39 | 2.63 | 3.37 |
| Customized Performance Benchmark |  | -7.55 | -5.09 | -5.09 | 5.95 | 4.45 | 5.98 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.53 | -2.26 | -2.26 | -1.79 | -1.05 | -1.83 |  |  |  |  |  |  |
| Age Based Portfolio 50 | A | -7.78 | n/a | n/a | n/a | n/a | -7.50 | -11.00 | n/a | n/a | n/a | n/a | -10.74 |
|  | C | -7.92 | n/a | n/a | n/a | n/a | -8.10 | -8.84 | n/a | n/a | n/a | n/a | -9.02 |
| Customized Performance Benchmark |  | -6.24 |  |  |  |  | -4.94 | n/a | n/a | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.54 |  |  |  |  | -2.56 |  |  |  |  |  |  |
| Age Based Portfolio 40 | A | -6.36 | -5.37 | -5.37 | 3.35 | 2.69 | 2.99 | -9.64 | -8.68 | -8.68 | 2.13 | 1.96 | 2.73 |
|  | C | -6.53 | -6.07 | -6.07 | 2.59 | 1.92 | 2.22 | -7.47 | -7.00 | -7.00 | 2.59 | 1.92 | 2.22 |
| Customized Performance Benchmark |  | -4.97 | -3.31 | -3.31 | 4.72 | 3.56 | 5.12 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.39 | -2.06 | -2.06 | -1.37 | -0.87 | -2.13 |  |  |  |  |  |  |
| Age Based Portfolio 30 | A | -4.98 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
|  | C |  |  |  |  |  |  | n/a | n/a | n/a | n/a | n/a | n/a |
| Customized Performance Benchmark |  | -3.66 |  |  |  |  |  | $n / a$ | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.32 |  |  |  |  |  |  |  |  |  |  |  |

# Advisor Plan Performance 

Scholar's Edge - Age-Based Portfolios
$=529$

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Age Based Portfolio 20 | A | -3.38 | -2.98 | -2.98 | 2.58 | 1.97 | 2.49 | -6.76 | -6.37 | -6.37 | 1.37 | 1.24 | 2.22 |
|  | C | -3.59 | -3.73 | -3.73 | 1.80 | 1.21 | 1.72 | -4.55 | -4.70 | -4.70 | 1.80 | 1.21 | 1.72 |
| Customized Performance Benchmark |  | -2.29 | -1.36 | -1.36 | 3.41 | 2.58 | 4.16 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.09 | -1.62 | -1.62 | -0.83 | -0.61 | -1.67 |  |  |  |  |  |  |
| Age Based Portfolio 10 | A | -1.97 | -1.83 | -1.83 | 2.00 | 1.47 | 1.85 | -5.40 | -5.26 | -5.27 | 0.80 | 0.75 | 1.59 |
|  | C | -2.15 | -2.62 | -2.62 | 1.22 | 0.71 | 1.08 | -3.13 | -3.59 | -3.59 | 1.22 | 0.71 | 1.08 |
| Customized Performance Benchmark |  | -1.09 | -0.45 | -0.45 | 2.59 | 1.94 | 3.34 | $n / a$ | n/a | n/a | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.88 | -1.38 | -1.38 | -0.59 | -0.47 | -1.49 |  |  |  |  |  |  |

[^14]
## Advisor Plan Performance

## Scholar's Edge - Custom Choice Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Portfolio 100 | A | -14.58 | -11.00 | -11.00 | 4.80 | 4.15 | 5.18 | -17.57 | -14.12 | -14.12 | 3.57 | 3.41 | 4.92 |
|  | C | -14.74 | -11.66 | -11.66 | 4.02 | 3.37 | 4.39 | -15.59 | -12.54 | -12.54 | 4.02 | 3.37 | 4.39 |
| Customized Performance Benchmark |  | -12.89 | -8.53 | -8.53 | 7.27 | 5.49 | 6.83 | $n / a$ | $n / a$ | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.69 | -2.47 | -2.47 | -2.47 | -1.34 | -1.65 |  |  |  |  |  |  |
| Portfolio 90 | A | -12.77 | n/a | n/a | n/a | n/a | -11.20 | -15.82 | n/a | n/a | n/a | n/a | -14.31 |
|  | C | -12.95 | n/a | n/a | n/a | n/a | -11.90 | -13.82 | n/a | n/a | n/a | n/a | -12.78 |
| Customized Performance Benchmark |  | -11.42 |  |  |  |  | -9.37 | $n / a$ | $n / a$ | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.35 |  |  |  |  | -1.83 |  |  |  |  |  |  |
| Portfolio 80 | A | -11.75 | -9.18 | -9.18 | 4.51 | 3.80 | 5.25 | -14.84 | -12.36 | -12.36 | 3.27 | 3.06 | 4.98 |
|  | C | -11.93 | -9.88 | -9.88 | 3.72 | 3.02 | 4.46 | -12.81 | -10.78 | -10.78 | 3.72 | 3.02 | 4.46 |
| Customized Performance Benchmark |  | -10.16 | -6.78 | -6.78 | 6.68 | 5.01 | 6.44 | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.59 | -2.40 | -2.40 | -2.17 | -1.21 | -1.19 |  |  |  |  |  |  |
| Portfolio 70 | A | -10.28 | n/a | n/a | n/a | n/a | -8.40 | -13.42 | n/a | n/a | n/a | n/a | -11.61 |
|  | C | -10.48 | n/a | n/a | n/a | n/a | -9.40 | -11.37 | n/a | n/a | n/a | n/a | -10.31 |
| Customized Performance Benchmark |  | -8.87 |  |  |  |  | -7.44 | $n / a$ | n/a | n/a | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.41 |  |  |  |  | -0.96 |  |  |  |  |  |  |

## Advisor Plan Performance

## Scholar's Edge - Custom Choice Portfolios

|  | Unit <br> Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Portfolio 60 | A | -9.13 | -7.33 | -7.33 | 4.17 | 3.40 | 4.17 | -12.31 | -10.57 | -10.57 | 2.94 | 2.67 | 3.91 |
|  | C | -9.31 | -8.01 | -8.01 | 3.39 | 2.62 | 3.39 | -10.21 | -8.93 | -8.93 | 3.39 | 2.62 | 3.39 |
| Customized Performance Benchmark |  | -7.55 | -5.09 | -5.09 | 5.95 | 4.45 | 5.98 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.58 | -2.24 | -2.24 | -1.78 | -1.05 | -1.81 |  |  |  |  |  |  |
| Portfolio 50 | A | -7.70 | n/a | n/a | n/a | n/a | -7.70 | -10.93 | n/a | n/a | n/a | n/a | -10.93 |
|  | C | -7.84 | n/a | n/a | n/a | n/a | -8.30 | -8.76 | n/a | n/a | n/a | n/a | -9.22 |
| Customized Performance Benchmark |  | -6.24 |  |  |  |  | -4.94 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.46 |  |  |  |  | $-2.76$ |  |  |  |  |  |  |
| Portfolio 40 | A | -6.37 | -5.36 | -5.36 | 3.35 | 2.69 | 3.01 | -9.65 | -8.67 | -8.67 | 2.13 | 1.96 | 2.74 |
|  | C | -6.52 | -6.06 | -6.06 | 2.59 | 1.92 | 2.24 | -7.46 | -7.00 | -7.00 | 2.59 | 1.92 | 2.24 |
| Customized Performance Benchmark |  | -4.97 | -3.31 | -3.31 | 4.72 | 3.56 | 5.12 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.40 | -2.05 | -2.05 | -1.37 | -0.87 | -2.11 |  |  |  |  |  |  |
| Portfolio 30 | A | -4.77 | n/a | n/a | n/a | n/a | -4.10 | -8.10 | n/a | n/a | n/a | n/a | -7.46 |
|  | C | -5.03 | n/a | n/a | n/a | n/a | -3.80 | -5.98 | n/a | n/a | n/a | n/a | -4.76 |
| Customized Performance Benchmark |  | -3.66 |  |  |  |  | -2.52 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.11 |  |  |  |  | -1.58 |  |  |  |  |  |  |

## Advisor Plan Performance

Scholar's Edge - Custom Choice Portfolios

|  | Unit <br> Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Portfolio 20 | A | -3.39 | -2.92 | -2.92 | 2.59 | 1.97 | 2.46 | -6.77 | -6.32 | -6.32 | 1.38 | 1.25 | 2.20 |
|  | C | -3.61 | -3.76 | -3.76 | 1.79 | 1.19 | 1.68 | -4.57 | -4.72 | -4.72 | 1.79 | 1.19 | 1.68 |
| Customized Performance Benchmark |  | -2.29 | -1.36 | -1.36 | 3.41 | 2.58 | 4.16 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.10 | -1.56 | -1.56 | -0.82 | -0.61 | -1.70 |  |  |  |  |  |  |
| Portfolio 10 | A | -1.97 | -1.83 | -1.83 | 1.99 | 1.47 | 1.85 | -5.40 | -5.27 | -5.27 | 0.78 | 0.75 | 1.59 |
|  | C | -2.16 | -2.58 | -2.58 | 1.22 | 0.71 | 1.08 | -3.13 | -3.56 | -3.56 | 1.22 | 0.71 | 1.08 |
| Customized Performance Benchmark |  | -1.09 | -0.45 | -0.45 | 2.59 | 1.94 | 3.34 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.88 | -1.38 | -1.38 | -0.60 | -0.47 | -1.49 |  |  |  |  |  |  |
| Fixed Income Portfolio | A | -0.10 | -0.19 | -0.19 | 1.72 | n/a | 1.30 | -3.59 | -3.68 | -3.69 | 0.52 | n/a | 0.22 |
|  | C | -0.29 | -0.97 | -0.97 | 0.93 | n/a | 0.51 | -1.29 | -1.96 | -1.96 | 0.93 | n/a | 0.51 |
| Customized Performance Benchmark |  | -0.19 | 0.80 | 0.80 | 2.10 |  | 1.74 | n/a | n/a | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.09 | -0.99 | -0.99 | -0.38 |  | -0.44 |  |  |  |  |  |  |

## Advisor Plan Performance

- 529

Scholar's Edge - Custom Choice Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Low Duration Fixed Income Portfolio | A | 0.10 | 0.29 | 0.29 | 1.00 | n/a | 0.71 | -3.41 | -3.22 | -3.22 | -0.20 | n/a | -0.36 |
|  | C | -0.10 | -0.50 | -0.50 | 0.23 | n/a | -0.03 | -1.10 | -1.49 | -1.49 | 0.23 | n/a | -0.03 |
| Customized Performance Benchmark |  | 0.51 | 0.60 | 0.60 | 0.92 |  | 0.78 | n/a | n/a | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.41 | -0.31 | -0.31 | 0.08 |  | -0.07 |  |  |  |  |  |  |
| Capital Preservation Portfolio | A | 0.33 | 1.15 | 1.15 | 0.94 | 0.88 | 1.96 | -3.19 | -2.39 | -2.39 | -0.25 | 0.17 | 1.62 |
|  | C | 0.26 | 0.87 | 0.87 | 0.67 | 0.46 | 1.36 | -0.74 | -0.13 | -0.13 | 0.67 | 0.46 | 1.36 |
| Customized Performance Benchmark |  |  |  |  |  |  |  | $n / a$ | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ |

Variance(Between Class A and Benchmark)

[^15]
## Advisor Plan Performance

$-529$

## Scholar's Edge - Individual Fund Portfolios

 Period Ended 12/31/2018|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Value Portfolio | A | -14.27 | -11.34 | -11.34 | 4.83 | 4.14 | 5.17 | -17.28 | -14.44 | -14.44 | 3.59 | 3.40 | 4.90 |
|  | C | -14.44 | -11.99 | -11.99 | 4.05 | 3.36 | 4.38 | -15.29 | -12.87 | -12.87 | 4.05 | 3.36 | 4.38 |
| Russell 1000 Value Index |  | -11.72 | -8.27 | -8.27 | 6.95 | 5.95 | 6.57 | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -2.55 | -3.07 | -3.07 | -2.12 | -1.81 | -1.40 |  |  |  |  |  |  |
| Dividend Opportunity Portfolio | A | -11.63 | -8.88 | -8.88 | n/a | n/a | 1.36 | -14.72 | -12.07 | -12.07 | n/a | n/a | -0.52 |
|  | C | -11.77 | -9.54 | -9.54 | n/a | n/a | 0.26 | -12.65 | -10.45 | -10.45 | n/a | n/a | 0.26 |
| Russell 3000 Value Index |  | -12.24 | -8.58 | -8.58 |  |  | 1.18 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.61 | -0.30 | -0.30 |  |  | 0.18 |  |  |  |  |  |  |

[^16]
## Advisor Plan Performance

$-529$

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Main Street Portfolio | A | -13.74 | -7.89 | -7.89 | 6.11 | 6.35 | 8.56 | -16.76 | -11.11 | -11.11 | 4.86 | 5.60 | 7.87 |
|  | C | -13.88 | -8.57 | -8.57 | 5.33 | 5.57 | 7.79 | -14.74 | -9.48 | -9.48 | 5.33 | 5.57 | 7.79 |
| S\&P 500 Index |  | -13.52 | -4.38 | -4.38 | 9.26 | 8.49 | 10.15 | $n / a$ | n/a | n/a | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.22 | -3.51 | -3.51 | -3.15 | -2.14 | -1.59 |  |  |  |  |  |  |
| T Rowe Price Blue Chip Growth Portfolio | A | -14.33 | n/a | n/a | n/a | n/a | -7.30 | -17.32 | n/a | n/a | n/a | n/a | -10.54 |
|  | C | -14.48 | n/a | n/a | n/a | n/a | -7.90 | -15.34 | n/a | n/a | n/a | n/a | -8.82 |
| S\&P 500 Index |  | -13.52 |  |  |  |  | -7.21 | $n / a$ | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.81 |  |  |  |  | -0.09 |  |  |  |  |  |  |

[^17]
## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since <br> Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Main Street Mid Cap Portfolio | A | -18.15 | -12.23 | -12.23 | 4.48 | 3.49 | 6.39 | -21.01 | -15.30 | -15.30 | 3.25 | 2.75 | 6.12 |
|  | C | -18.30 | -12.90 | -12.90 | 3.70 | 2.71 | 5.61 | -19.11 | -13.77 | -13.77 | 3.70 | 2.71 | 5.61 |
| Russell MidCap Index |  | -15.37 | -9.06 | -9.06 | 7.04 | 6.26 | 8.37 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -2.78 | -3.17 | -3.17 | -2.56 | -2.77 | -1.98 |  |  |  |  |  |  |
| Main Street Small Cap Portfolio | A | -19.72 | -10.63 | -10.63 | 6.50 | n/a | 5.22 | -22.53 | -13.76 | -13.76 | 5.24 | n/a | 4.11 |
|  | C | -19.92 | -11.33 | -11.33 | 5.70 | n/a | 4.93 | -20.72 | -12.22 | -12.22 | 5.70 | n/a | 4.93 |
| Russell 2000 Index |  | -20.20 | -11.01 | -11.01 | 7.36 |  | 6.12 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.48 | 0.38 | 0.38 | -0.86 |  | -0.90 |  |  |  |  |  |  |
| Discovery Portfolio | A | -20.95 | -3.53 | -3.53 | 8.91 | 5.15 | 8.83 | -23.72 | -6.91 | -6.91 | 7.63 | 4.41 | 8.15 |
|  | C | -21.11 | -4.22 | -4.22 | 8.13 | 4.38 | 6.57 | -21.90 | -5.18 | -5.18 | 8.13 | 4.38 | 6.57 |
| Russell 2000 Growth Index |  | -21.65 | -9.31 | -9.31 | 7.24 | 5.13 | 8.50 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.70 | 5.78 | 5.78 | 1.67 | 0.02 | 0.33 |  |  |  |  |  |  |
| International Growth Portfolio | A | -14.66 | -19.51 | -19.51 | -0.25 | -1.03 | 1.33 | -17.65 | -22.32 | -22.32 | -1.42 | -1.73 | 0.69 |
|  | C | -14.87 | -20.21 | -20.21 | -1.00 | -1.78 | 0.73 | -15.72 | -21.01 | -21.01 | -1.00 | -1.78 | 0.73 |
| MSCI ACWI ex-US Index |  | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 | 1.82 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -3.20 | -5.31 | -5.31 | -4.73 | -1.71 | -0.49 |  |  |  |  |  |  |

## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| International Diversified Portfolio | A | -13.14 | -14.62 | -14.62 | 4.20 | 1.36 | 3.24 | -16.18 | -17.61 | -17.61 | 2.97 | 0.64 | 2.59 |
|  | C | -13.23 | -15.20 | -15.20 | 3.42 | 0.59 | 3.29 | -14.10 | -16.04 | -16.04 | 3.42 | 0.59 | 3.29 |
| MSCI ACWI ex-US Index |  | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 | 1.82 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.68 | -0.42 | -0.42 | -0.28 | 0.68 | 1.42 |  |  |  |  |  |  |
| Global Portfolio | A | -15.78 | -13.47 | -13.47 | 5.57 | 4.51 | 6.42 | -18.72 | -16.50 | -16.50 | 4.32 | 3.77 | 5.75 |
|  | C | -15.92 | -14.10 | -14.10 | 4.77 | 3.73 | 4.38 | -16.76 | -14.96 | -14.96 | 4.77 | 3.73 | 4.38 |
| MSCI ACWI Index |  | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 5.62 | $n / a$ | $n / a$ | n/a | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -3.03 | -4.05 | -4.05 | -1.03 | 0.25 | 0.80 |  |  |  |  |  |  |
| Global Focus Portfolio | A | -16.36 | -9.40 | -9.40 | 3.82 | n/a | 2.87 | -19.29 | -12.57 | -12.57 | 2.60 | n/a | 1.78 |
|  | C | -16.44 | -10.02 | -10.02 | 3.09 | n/a | 3.54 | -17.28 | -10.92 | -10.92 | 3.09 | n/a | 3.54 |
| MSCI ACWI Index |  | -12.75 | -9.42 | -9.42 | 6.60 |  | 6.31 | $n / a$ | $n / a$ | n/a | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -3.61 | 0.02 | 0.02 | -2.78 |  | -3.44 |  |  |  |  |  |  |
| Global Opportunities Portfolio | A | -24.84 | -18.03 | -18.03 | 11.16 | 8.61 | 11.88 | -27.47 | -20.90 | -20.90 | 9.85 | 7.84 | 11.17 |
|  | C | -24.98 | -18.65 | -18.65 | 10.31 | 7.80 | 8.13 | -25.73 | -19.46 | -19.46 | 10.31 | 7.80 | 8.13 |
| MSCI ACWI Index |  | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 5.62 | $n / a$ | n/a | $n / a$ | n/a | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -12.09 | -8.61 | -8.61 | 4.56 | 4.35 | 6.26 |  |  |  |  |  |  |

1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar.

## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| International Small-Mid Company Portfolio | A | -16.91 | -9.59 | -9.59 | 7.47 | n/a | 7.99 | -19.82 | -12.75 | -12.75 | 6.20 | n/a | 6.84 |
|  | C | -17.04 | -10.25 | -10.25 | 6.67 | n/a | 7.20 | -17.87 | -11.15 | -11.15 | 6.67 | n/a | 7.20 |
| MSCI ACWI ex-US SMid Cap Index |  | -13.97 | -17.06 | -17.06 | 3.84 |  | 3.80 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -2.94 | 7.47 | 7.47 | 3.63 |  | 4.19 |  |  |  |  |  |  |
| Developing Markets Portfolio | A | -7.82 | -12.18 | -12.18 | 7.96 | 0.58 | 1.64 | -11.05 | -15.25 | -15.25 | 6.69 | -0.14 | 1.00 |
|  | C | -8.03 | -12.92 | -12.92 | 7.12 | -0.18 | 1.69 | -8.95 | -13.79 | -13.79 | 7.12 | -0.18 | 1.69 |
| MSCI Emerging Markets Index |  | -7.47 | -14.58 | -14.58 | 9.25 | 1.65 | 1.08 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.35 | 2.40 | 2.40 | -1.29 | -1.07 | 0.56 |  |  |  |  |  |  |
| American Century Diversified Bond Portfolio | A | 0.28 | -2.16 | -2.16 | 0.82 | 1.46 | -1.11 | -3.23 | -5.58 | -5.58 | -0.37 | 0.74 | -1.36 |
|  | C | 0.06 | -2.90 | -2.90 | 0.06 | 0.70 | -1.85 | -0.94 | -3.87 | -3.87 | 0.06 | 0.70 | -1.85 |
| Bloomberg Barclays US Aggregate Bond Index |  | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 | 3.81 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.36 | -2.17 | -2.17 | -1.24 | -1.06 | -4.92 |  |  |  |  |  |  |
| Limited Term Bond Portfolio | A | 0.19 | 0.77 | 0.77 | 1.62 | n/a | 1.27 | -2.06 | -1.50 | -1.50 | 0.85 | n/a | 0.58 |
|  | C | 0.00 | 0.00 | 0.00 | 0.76 | n/a | 0.68 | -1.00 | -1.00 | -1.00 | 0.76 | n/a | 0.68 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index |  | 1.18 | 1.60 | 1.60 | 1.26 |  | 1.11 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.99 | -0.83 | -0.83 | 0.36 |  | 0.16 |  |  |  |  |  |  |

. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year

## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Limited Term Government Portfolio | A | 1.07 | 0.97 | 0.97 | 0.68 | 0.59 | 0.65 | -1.20 | -1.30 | -1.30 | -0.08 | 0.13 | 0.24 |
|  | C | 0.91 | 0.20 | 0.20 | -0.07 | -0.16 | -0.09 | -0.09 | -0.80 | -0.80 | -0.07 | -0.16 | -0.09 |
| Bloomberg Barclays U.S. Gov't 1-3 Year Bond Index |  | 1.31 | 1.58 | 1.58 | 0.96 | 0.82 | 0.75 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.24 | -0.61 | -0.61 | -0.28 | -0.23 | -0.10 |  |  |  |  |  |  |
| Senior Floating Rate Portfolio | A | -4.28 | -1.11 | -1.11 | 4.82 | 2.50 | 2.70 | -7.63 | -4.57 | -4.57 | 3.58 | 1.77 | 2.05 |
|  | C | -4.54 | -1.85 | -1.85 | 4.04 | 1.72 | 1.95 | -5.49 | -2.83 | -2.83 | 4.04 | 1.72 | 1.95 |
| JP Morgan Leveraged Loan Index |  | -3.16 | 1.08 | 1.08 | 4.98 | 3.49 | 3.50 | n/a | $n / a$ | n/a | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.12 | -2.19 | -2.19 | -0.16 | -0.99 | -0.80 |  |  |  |  |  |  |
| Total Return Bond Portfolio | A | 0.50 | n/a | n/a | n/a | n/a | 0.90 | -3.02 | n/a | n/a | n/a | n/a | -2.63 |
|  | C | 0.30 | n/a | n/a | n/a | n/a | 0.70 | -0.70 | n/a | n/a | n/a | n/a | -0.30 |
| Bloomberg Barclays US Aggregate Bond Index |  | 1.64 |  |  |  |  | 2.18 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.14 |  |  |  |  | -1.28 |  |  |  |  |  |  |
| MainStay MacKay High Yield Corporate Bond Portfolio | A | -3.82 | -1.86 | -1.86 | 6.26 | n/a | 4.53 | -7.18 | -5.30 | -5.30 | 5.00 | n/a | 3.42 |
|  | C | -3.99 | -2.59 | -2.59 | 6.35 | n/a | 5.70 | -4.95 | -3.56 | -3.57 | 6.35 | n/a | 5.70 |
| ICE BAML US High Yield Master II Constrained Index |  | -4.67 | $-2.27$ | -2.27 | 7.27 |  | 5.00 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.85 | 0.41 | 0.41 | -1.01 |  | -0.47 |  |  |  |  |  |  |

## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  | Unit Class | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Global Strategic Income Portfolio | A | -2.14 | -4.73 | -4.73 | 2.53 | 1.48 | 4.08 | -5.56 | -8.07 | -8.07 | 1.32 | 0.76 | 3.81 |
|  | C | -2.35 | -5.46 | -5.46 | 1.76 | 0.73 | 3.30 | -3.32 | -6.41 | -6.41 | 1.76 | 0.73 | 3.30 |
| Bloomberg Barclays US Aggregate Bond Index |  | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 | 3.81 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -3.78 | -4.74 | -4.74 | 0.47 | -1.04 | 0.27 |  |  |  |  |  |  |
| International Bond Portfolio | A | -0.48 | -5.85 | -5.85 | 3.39 | 1.31 | 0.53 | -3.97 | -9.15 | -9.15 | 2.17 | 0.59 | -0.11 |
|  | C | -0.70 | -6.57 | -6.57 | 2.61 | 0.53 | -0.07 | -1.69 | -7.50 | -7.50 | 2.61 | 0.53 | -0.07 |
| FTSE World Gov't Bond Index ex-U.S. |  | 1.31 | -1.82 | -1.82 | 3.32 | 0.28 | -0.09 | $n / a$ | n/a | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.79 | -4.03 | -4.03 | 0.07 | 1.03 | 0.62 |  |  |  |  |  |  |
| Institutional Money Market Portfolio | A | 0.46 | 1.53 | 1.53 | 0.74 | 0.44 | 1.19 | -3.05 | -2.02 | -2.02 | -0.45 | -0.27 | 0.93 |
|  | C | 0.49 | 1.57 | 1.57 | 0.76 | 0.46 | 1.03 | 0.49 | 1.57 | 1.57 | 0.76 | 0.46 | 1.03 |
| iMoney Government Institutional Index |  | 0.49 | 1.54 | 1.54 | 0.74 | 0.45 | 1.14 | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.03 | -0.01 | -0.01 | 0.00 | -0.01 | 0.05 |  |  |  |  |  |  |
| American Century Short Duration Inflation Protect Portfolio | A | -0.70 | n/a | n/a | n/a | n/a | -0.30 | -4.17 | n/a | n/a | n/a | n/a | -3.79 |
|  | C | -1.00 | n/a | n/a | n/a | n/a | -1.10 | -1.99 | n/a | n/a | n/a | n/a | -2.09 |
| Bloomberg Barclays U.S. 1-5 Year Treasury Inflation Protected Securities (TIPS) Index |  | -0.20 |  |  |  |  | 0.80 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.50 |  |  |  |  | -1.10 |  |  |  |  |  |  |

# Advisor Plan Performance 

Scholar's Edge - Individual Fund Portfolios

|  | $\begin{array}{r} \text { Unit } \\ \text { Class } \end{array}$ | Excluding Sales Charge |  |  |  |  |  | Including Sales Charge |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  | Total Return(\%) |  | Average Annual Total Return (\%) |  |  |  |
|  |  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | Since Inception ${ }^{1}$ |
| Real Estate Portfolio | A | -6.86 | -5.87 | -5.87 | 1.10 | 6.63 | 3.82 | -10.12 | -9.16 | -9.16 | -0.09 | 5.87 | 3.16 |
|  | C | -7.07 | -6.52 | -6.52 | 0.35 | 5.83 | 4.20 | -8.00 | -7.46 | -7.46 | 0.35 | 5.83 | 4.20 |
| FTSE NAREIT Equity REITs Index |  | -6.73 | -4.62 | -4.62 | 2.89 | 7.90 | 4.46 | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.13 | -1.25 | -1.25 | -1.79 | -1.27 | -0.64 |  |  |  |  |  |  |
| Gold \& Special Minerals Portfolio | A | 4.59 | -12.74 | -12.74 | 13.87 | -0.69 | -1.64 | 0.93 | -15.79 | -15.79 | 12.53 | -1.39 | -2.26 |
|  | C | 4.51 | -13.33 | -13.33 | 13.04 | -1.43 | -2.68 | 3.51 | -14.20 | -14.20 | 13.04 | -1.43 | -2.68 |
| PHLX Gold \& Silver Index |  | 8.69 | -16.41 | -16.41 | 16.78 | -2.60 | -5.99 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -4.10 | 3.67 | 3.67 | -2.91 | 1.91 | 4.35 |  |  |  |  |  |  |
| Global Allocation Portfolio | A | -8.50 | n/a | n/a | n/a | n/a | -8.50 | -11.70 | n/a | n/a | n/a | n/a | -11.70 |
|  | C | -8.67 | n/a | n/a | n/a | n/a | -9.40 | -9.58 | n/a | n/a | n/a | n/a | -10.31 |
| 60\% MSCI ACWI/40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged |  | -7.13 |  |  |  |  | -5.87 | $n / a$ | $n / a$ | n/a | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.37 |  |  |  |  | -2.63 |  |  |  |  |  |  |
| SteeIPath MLP Select 40 Portfolio | A | -12.09 | n/a | n/a | n/a | n/a | -2.60 | -15.17 | n/a | n/a | n/a | n/a | -6.01 |
|  | C | -12.19 | n/a | n/a | n/a | n/a | -9.20 | -13.06 | n/a | n/a | n/a | n/a | -10.11 |
| Alerian MLP Total Return Index |  | -17.30 |  |  |  |  | -10.90 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 5.21 |  |  |  |  | 8.30 |  |  |  |  |  |  |
| Capital Income Portfolio | A | -5.80 | -4.14 | -4.14 | 3.09 | n/a | 2.59 | -9.09 | -7.49 | -7.49 | 1.87 | n/a | 1.50 |
|  | C | -5.98 | -4.89 | -4.89 | 2.28 | n/a | 2.05 | -6.92 | -5.84 | -5.84 | 2.28 | n/a | 2.05 |
| 65\% Bloomberg Barclays U.S. Aggregate Bond Index/ 35\% Russell 3000 Index |  | -4.09 | -1.51 | -1.51 | 4.66 |  | 4.59 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.71 | -2.63 | -2.63 | -1.57 |  | -2.00 |  |  |  |  |  |  |

1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 -

## Advisor Underlying Investment Performance

Scholar's Edge
Period Ended 12/31/2018

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| U.S. Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Value Fund I | -14.25 | -11.00 | -11.00 | 5.36 | 4.66 | 8.35 | 74 | 78 | 78 | 81 | 70 | n/a |
| Russell 1000 Value Index | -11.72 | -8.27 | -8.27 | 6.95 | 5.95 | 9.98 |  |  |  |  |  |  |
| Variance | -2.53 | -2.73 | -2.73 | -1.59 | -1.29 | -1.63 |  |  |  |  |  |  |
| Oppenheimer Dividend Opportunity Fund I | -11.58 | -8.49 | -8.49 | 6.27 | n/a | 4.10 | 33 | 48 | 48 | 63 | n/a | n/a |
| Russell 3000 Value Index | -12.24 | -8.58 | -8.58 | 7.01 |  | 4.53 |  |  |  |  |  |  |
| Variance | 0.66 | 0.09 | 0.09 | -0.74 |  | -0.43 |  |  |  |  |  |  |
| T. Rowe Price Blue Chip Growth Fund | -14.19 | 2.14 | 2.14 | 12.19 | n/a | 12.01 | 27 | 13 | 13 | 8 | n/a | n/a |
| S\&P 500 Index | -13.52 | -4.38 | -4.38 | 9.26 |  | 9.19 |  |  |  |  |  |  |
| Variance | -0.67 | 6.52 | 6.52 | 2.93 |  | 2.82 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower.
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar.

## Advisor Underlying Investment Performance

## Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| U.S. Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Main Street Fund I | -13.68 | -7.52 | -7.52 | 6.64 | 6.86 | 11.51 | 51 | 73 | 73 | 77 | 54 | n/a |
| S\&P 500 Index | -13.52 | -4.38 | -4.38 | 9.26 | 8.49 | 12.62 |  |  |  |  |  |  |
| Variance | -0.16 | -3.14 | -3.14 | -2.62 | -1.63 | -1.11 |  |  |  |  |  |  |
| Oppenheimer Main Street Mid Cap Fund I | -18.11 | -11.90 | -11.90 | 4.95 | 3.96 | 9.02 | 82 | 66 | 66 | 61 | 59 | n/a |
| Russell MidCap Index | -15.37 | -9.06 | -9.06 | 7.04 | 6.26 | 10.97 |  |  |  |  |  |  |
| Variance | -2.74 | -2.84 | -2.84 | -2.09 | -2.30 | -1.95 |  |  |  |  |  |  |
| Oppenheimer Main Street Small Cap Fund I | -19.84 | -10.39 | -10.39 | 6.50 | 4.97 | 7.22 | 55 | 28 | 28 | 43 | 17 | n/a |
| Russell 2000 Index | -20.20 | -11.01 | -11.01 | 7.36 | 4.41 | 6.98 |  |  |  |  |  |  |
| Variance | 0.36 | 0.62 | 0.62 | -0.86 | 0.56 | 0.24 |  |  |  |  |  |  |
| Oppenheimer Discovery Fund I | -21.04 | -3.20 | -3.20 | 9.53 | 5.74 | 11.62 | 54 | 31 | 31 | 35 | 41 | n/a |
| Russell 2000 Growth Index | -21.65 | -9.31 | -9.31 | 7.24 | 5.13 | 10.09 |  |  |  |  |  |  |
| Variance | 0.61 | 6.11 | 6.11 | 2.29 | 0.61 | 1.53 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar.

# Advisor Underlying Investment Performance 

$-529$

## Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| International/ Global Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer International Growth Fund I | -14.63 | -19.22 | -19.22 | 0.26 | -0.54 | 4.30 | 63 | 92 | 92 | 92 | 87 | n/a |
| MSCI ACWI ex-US Index | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 | 3.49 |  |  |  |  |  |  |
| Variance | -3.17 | -5.02 | -5.02 | -4.22 | -1.22 | 0.81 |  |  |  |  |  |  |
| Oppenheimer International Diversified Fund I | -13.09 | -14.27 | -14.27 | 4.82 | 1.87 | 6.84 | 39 | 51 | 51 | 23 | 35 | n/a |
| MSCI ACWI ex-US Index | -11.46 | -14.20 | -14.20 | 4.48 | 0.68 | 4.22 |  |  |  |  |  |  |
| Variance | -1.63 | -0.07 | -0.07 | 0.34 | 1.19 | 2.62 |  |  |  |  |  |  |
| Oppenheimer Global Fund I | -15.80 | -13.22 | -13.22 | 6.09 | 5.01 | 9.45 | 85 | 82 | 82 | 43 | 24 | n/a |
| MSCI ACWI Index | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 7.55 |  |  |  |  |  |  |
| Variance | -3.05 | -3.80 | -3.80 | -0.51 | 0.75 | 1.90 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Advisor Underlying Investment Performance

## Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| International/ Global Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Global Focus Fund I | -16.76 | -9.56 | -9.56 | 4.21 | 1.55 | 8.68 | 93 | 51 | 51 | 76 | 84 | n/a |
| MSCI ACWI Index | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 7.67 |  |  |  |  |  |  |
| Variance | -4.01 | -0.14 | -0.14 | -2.39 | -2.71 | 1.01 |  |  |  |  |  |  |
| Oppenheimer Global Opportunities Fund I | -25.09 | -17.77 | -17.77 | 11.88 | 9.21 | 12.13 | 99 | 70 | 70 | 2 | 1 | n/a |
| MSCI ACWI Index | -12.75 | -9.42 | -9.42 | 6.60 | 4.26 | 7.55 |  |  |  |  |  |  |
| Variance | -12.34 | -8.35 | -8.35 | 5.28 | 4.95 | 4.58 |  |  |  |  |  |  |
| Oppenheimer International Small-Mid Company Fund I | -16.88 | -9.09 | -9.09 | 7.97 | 7.87 | 14.85 | 39 | 4 | 4 | 5 | 1 | n/a |
| MSCI ACWI ex-US SMid Cap Index | -13.97 | -17.06 | -17.06 | 3.84 | 1.75 | 6.30 |  |  |  |  |  |  |
| Variance | -2.91 | 7.97 | 7.97 | 4.13 | 6.12 | 8.55 |  |  |  |  |  |  |
| Oppenheimer Developing Markets Fund I | -7.78 | -11.79 | -11.79 | 8.63 | 1.13 | 4.94 | 59 | 13 | 13 | 29 | 41 | n/a |
| MSCI Emerging Markets Index | -7.47 | -14.58 | -14.58 | 9.25 | 1.65 | 3.27 |  |  |  |  |  |  |
| Variance | -0.31 | 2.79 | 2.79 | -0.62 | -0.52 | 1.67 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower.
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar

## Advisor Underlying Investment Performance

## Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Fixed Income |  |  |  |  |  |  |  |  |  |  |  |  |
| American Century Diversified Bond Fund Instl. | 0.67 | -1.26 | -1.26 | 1.65 | 2.30 | 3.56 | 68 | 79 | 79 | 76 | 50 | 74 |
| Bloomberg Barclays U.S. Aggregate Bond Index | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 | 3.48 |  |  |  |  |  |  |
| Variance | -0.97 | -1.27 | -1.27 | -0.41 | -0.22 | 0.08 |  |  |  |  |  |  |
| Oppenheimer Limited-Term Bond Fund I | 0.35 | 1.27 | 1.27 | 2.10 | 1.82 | 1.95 | 69 | 34 | 34 | 20 | 15 | n/a |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 1.18 | 1.60 | 1.60 | 1.26 | 1.05 | 1.06 |  |  |  |  |  |  |
| Variance | -0.83 | -0.33 | -0.33 | 0.84 | 0.77 | 0.89 |  |  |  |  |  |  |
| Oppenheimer Limited-Term Government Fund I | 1.23 | 1.47 | 1.47 | 1.19 | 1.19 | 0.96 | 45 | 18 | 18 | 6 | 10 | n/a |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 1.31 | 1.58 | 1.58 | 0.96 | 0.82 | 0.75 |  |  |  |  |  |  |
| Variance | -0.08 | -0.11 | -0.11 | 0.23 | 0.37 | 0.21 |  |  |  |  |  |  |
| Oppenheimer Total Return Bond Fund I | 0.63 | -0.77 | -0.77 | 2.31 | 2.96 | 3.20 | 69 | 62 | 62 | 39 | 13 | n/a |
| Bloomberg Barclays US Aggregate Bond Index | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 | 2.00 |  |  |  |  |  |  |
| Variance | -1.01 | -0.78 | -0.78 | 0.25 | 0.44 | 1.20 |  |  |  |  |  |  |
| Oppenheimer Senior Floating Rate Fund I | -4.20 | -0.67 | -0.67 | 5.40 | 3.02 | 3.71 | 90 | 67 | 67 | 7 | 9 | n/a |
| JP Morgan Leveraged Loan Index | -3.16 | 1.08 | 1.08 | 4.98 | 3.49 | 3.89 |  |  |  |  |  |  |
| Variance | -1.04 | -1.75 | -1.75 | 0.42 | -0.47 | -0.18 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 day/year calendar.

## Advisor Underlying Investment Performance

Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Fixed Income |  |  |  |  |  |  |  |  |  |  |  |  |
| MainStay High Yield Corporate Bond Fund I | -3.53 | -1.46 | -1.46 | 6.80 | 4.05 | 9.60 | 24 | 25 | 25 | 17 | 7 | 40 |
| ICE BAML US High Yield Master II Constrained Index | -4.67 | -2.27 | -2.27 | 7.27 | 3.83 | 11.02 |  |  |  |  |  |  |
| Variance | 1.14 | 0.81 | 0.81 | -0.47 | 0.22 | -1.42 |  |  |  |  |  |  |
| Oppenheimer Global Strategic Income Fund I | -2.05 | -4.36 | -4.36 | 3.00 | 1.95 | 2.86 | 63 | 92 | 92 | 73 | 71 | n/a |
| Bloomberg Barclays U.S. Aggregate Bond Index | 1.64 | 0.01 | 0.01 | 2.06 | 2.52 | 2.05 |  |  |  |  |  |  |
| Variance | -3.69 | -4.37 | -4.37 | 0.94 | -0.57 | 0.81 |  |  |  |  |  |  |
| Oppenheimer International Bond Fund I | -0.44 | -5.53 | -5.53 | 3.88 | 1.78 | 1.87 | 74 | 91 | 91 | 19 | 28 | n/a |
| FTSE World Government Bond Index ex-US | 1.31 | -1.82 | -1.82 | 3.32 | 0.28 |  |  |  |  |  |  |  |
| Variance | -1.75 | -3.71 | -3.71 | 0.56 | 1.50 |  |  |  |  |  |  |  |
| American Century Short Duration Inflation Protected Bond Fund | -0.54 | 0.17 | 0.17 | n/a | n/a | 0.11 | 46 | 12 | 12 | n/a | n/a | n/a |
| Bloomberg Barclays U.S. 1-5 Year Treasury Inflation Protected Securities (TIPS) Index | -0.20 | 0.41 | 0.41 |  |  |  |  |  |  |  |  |  |
| Variance | -0.34 | -0.24 | -0.24 |  |  |  |  |  |  |  |  |  |
| Oppenheimer Institutional Government Money Market Fund L | 0.53 | 1.73 | 1.73 | 0.95 | 0.59 | 0.40 |  |  |  |  |  |  |
| iMoney Government Institutional Index | 0.49 | 1.54 | 1.54 | 0.74 | 0.45 |  |  |  |  |  |  |  |
| Variance | 0.04 | 0.19 | 0.19 | 0.21 | 0.14 |  |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Advisor Underlying Investment Performance

## Scholar's Edge

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Returns ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Year/Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Alternative |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Real Estate Fund I | -6.78 | -5.55 | -5.55 | 1.68 | 7.37 | 6.44 | 56 | 53 | 53 | 62 | 46 | n/a |
| FTSE NAREIT Equity REITs Index | -6.73 | -4.62 | -4.62 | 2.89 | 7.90 | 6.73 |  |  |  |  |  |  |
| Variance | -0.05 | -0.93 | -0.93 | -1.21 | -0.53 | -0.29 |  |  |  |  |  |  |
| Oppenheimer Steelpath MLP Select 40 Fund I | -11.65 | -9.42 | -9.42 | 0.08 | -3.30 | -2.38 | 4 | 1 | 1 | 46 | 6 | n/a |
| Alerian MLP Index Total Return | -17.30 | -12.42 | -12.42 | -1.06 | -7.31 |  |  |  |  |  |  |  |
| Variance | 5.65 | 3.00 | 3.00 | 1.14 | 4.01 |  |  |  |  |  |  |  |
| Oppenheimer Gold \& Special Minerals Fund I | 4.87 | -12.76 | -12.76 | 15.31 | 0.13 | -11.42 | 58 | 18 | 18 | 24 | 35 | n/a |
| PHLX Gold \& Silver Index | 8.69 | -16.41 | -16.41 | 16.78 | -2.60 | -13.34 |  |  |  |  |  |  |
| Variance | -3.82 | 3.65 | 3.65 | -1.47 | 2.73 | 1.92 |  |  |  |  |  |  |
| Oppenheimer Global Allocation Fund I | -8.61 | -9.35 | -9.35 | 3.22 | 2.20 | 4.46 | 60 | 74 | 74 | 66 | 46 | n/a |
| 60\% MSCI ACWI/40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged | -7.13 | -4.91 | -4.91 | 5.27 | 4.10 | 5.55 |  |  |  |  |  |  |
| Variance | $-1.48$ | -4.44 | -4.44 | -2.05 | -1.90 | -1.09 |  |  |  |  |  |  |
| Multi-Asset |  |  |  |  |  |  |  |  |  |  |  |  |
| Oppenheimer Capital Income Fund I | -5.76 | -3.76 | -3.76 | 3.65 | 3.15 | 3.18 | 51 | 28 | 28 | 56 | 33 | n/a |
| 65\% Bloomberg Barclays U.S. Aggregate Bond Index/ 35\% Russell 3000 Index | -4.09 | -1.51 | -1.51 | 4.66 | 4.63 | 4.66 |  |  |  |  |  |  |
| Variance | -1.67 | -2.25 | -2.25 | -1.01 | -1.48 | -1.48 |  |  |  |  |  |  |

1. Performance is based on net asset value and does not take into account any applicable sales changes. If sales charges were deducted, performance would be lower.
2. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | 5,143 | 2,009 | 1,922 | (4.3\%) | (62.6\%) |
| Age Based Portfolio 90 | - | 2,504 | 2,498 | (0.2\%) | - |
| Age Based Portfolio 80 | 6,867 | 3,330 | 3,302 | (0.8\%) | (51.9\%) |
| Age Based Portfolio 70 | - | 4,417 | 4,326 | (2.1\%) | - |
| Age Based Portfolio 60 | 10,416 | 5,656 | 5,416 | (4.2\%) | (48.0\%) |
| Age Based Portfolio 50 | - | 8,298 | 7,955 | (4.1\%) | - |
| Age Based Portfolio 40 | 18,162 | 12,291 | 11,574 | (5.8\%) | (36.3\%) |
| Age Based Portfolio 30 | - | 15,946 | 15,768 | (1.1\%) | - |
| Age Based Portfolio 20 | 20,963 | 12,867 | 13,317 | 3.5\% | (36.5\%) |
| Age Based Portfolio 10 | 21,995 | 18,829 | 19,214 | 2.0\% | (12.6\%) |
| Portfolio 100 | 10,040 | 10,377 | 10,218 | (1.5\%) | 1.8\% |
| Portfolio 90 | - | 47 | 58 | 23.4\% | - |
| Portfolio 80 | 7,883 | 8,168 | 8,061 | (1.3\%) | 2.3\% |
| Portfolio 70 | - | 60 | 80 | 33.3\% | - |
| Portfolio 60 | 5,880 | 6,079 | 5,969 | (1.8\%) | 1.5\% |
| Portfolio 50 | - | 34 | 48 | 41.2\% | - |
| Portfolio 40 | 2,375 | 2,439 | 2,401 | (1.6\%) | 1.1\% |
| Portfolio 30 | - | 34 | 43 | 26.5\% | - |
| Portfolio 20 | 590 | 635 | 610 | (3.9\%) | 3.4\% |
| Portfolio 10 | 970 | 992 | 959 | (3.3\%) | (1.1\%) |

## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income Portfolio | 131 | 142 | 144 | 1.4\% | 9.9\% |
| Low Duration Fixed Income Portfolio | 70 | 95 | 96 | 1.1\% | 37.1\% |
| Capital Preservation Portfolio | 1,741 | 1,713 | 1,709 | (0.2\%) | (1.8\%) |
| Gold \& Special Minerals Portfolio | 289 | 323 | 327 | 1.2\% | 13.1\% |
| Real Estate Portfolio | 477 | 493 | 498 | 1.0\% | 4.4\% |
| Developing Markets Portfolio | 490 | 590 | 600 | 1.7\% | 22.4\% |
| International Small-Mid Company Portfolio | 184 | 300 | 321 | 7.0\% | 74.5\% |
| Discovery Portfolio | 397 | 588 | 644 | 9.5\% | 62.2\% |
| Main Street Small Cap Portfolio | 350 | 491 | 553 | 12.6\% | 58.0\% |
| Main Street Mid Cap Portfolio | 2,602 | 2,798 | 2,817 | 0.7\% | 8.3\% |
| International Growth Portfolio | 2,423 | 2,513 | 2,468 | (1.8\%) | 1.9\% |
| International Diversified Portfolio | 331 | 425 | 440 | 3.5\% | 32.9\% |
| Global Opportunities Portfolio | 542 | 805 | 870 | 8.1\% | 60.5\% |
| Global Portfolio | 289 | 361 | 384 | 6.4\% | 32.9\% |
| Global Focus Portfolio | 75 | 116 | 125 | 7.8\% | 66.7\% |
| Value Portfolio | 1,664 | 1,782 | 1,793 | 0.6\% | 7.8\% |
| Dividend Opportunity Portfolio | 606 | 708 | 734 | 3.7\% | 21.1\% |
| Main Street Portfolio | 2,328 | 2,613 | 2,647 | 1.3\% | 13.7\% |
| Capital Income Portfolio | 136 | 182 | 188 | 3.3\% | 38.2\% |

## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | 206 | 257 | 279 | 8.6\% | 35.4\% |
| Global Strategic Income Portfolio | 2,046 | 1,975 | 1,904 | (3.6\%) | (6.9\%) |
| International Bond Portfolio | 140 | 176 | 172 | (2.3\%) | 22.9\% |
| Senior Floating Rate Portfolio | 402 | 509 | 535 | 5.1\% | 33.1\% |
| American Century Diversified Bond Portfolio | 714 | 694 | 688 | (0.9\%) | (3.6\%) |
| Limited Term Bond Portfolio | 102 | 115 | 139 | 20.9\% | 36.3\% |
| Limited Term Government Portfolio | 133 | 147 | 156 | 6.1\% | 17.3\% |
| Institutional Money Market Portfolio | 1,651 | 1,750 | 1,781 | 1.8\% | 7.9\% |
| Steelpath MLP Select 40 Portfolio | - | 32 | 37 | 15.6\% | - |
| Total Return Bond Portfolio | - | 38 | 59 | 55.3\% | - |
| American Century Short Duration Inflation Protection Bond Portfolio | - | 11 | 22 | 100.0\% | - |
| Global Allocation Portfolio | - | 12 | 16 | 33.3\% | - |
| T. Rowe Price Blue Chip Growth Portfolio | - | 2,277 | 2,350 | 3.2\% | - |
| Total | 142,278 | 140,043 | 139,235 | (0.6\%) | (2.1\%) |
| \% in Age Based Portfolios | 63.30\% | 61.5\% | 61.3\% |  |  |
| \% in Custom Choice Portfolios | 20.60\% | 20.7\% | 20.4\% |  |  |
| \% in Individual Fund Portfolios | 16.10\% | 17.8\% | 18.3 |  |  |
| \% in Portfolio Allocator | 0.84\% | 1.14\% | 1.14\% |  |  |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$38,856,576 | \$9,807,392 | \$8,072,920 | (17.7\%) | (79.2\%) |
| Age Based Portfolio 90 | - | \$18,531,759 | \$15,750,487 |  |  |
| Age Based Portfolio 80 | \$80,827,470 | \$32,881,507 | \$28,978,664 | (11.9\%) | (64.1\%) |
| Age Based Portfolio 70 | - | \$52,169,589 | \$45,555,364 |  |  |
| Age Based Portfolio 60 | \$152,880,532 | \$81,177,337 | \$69,517,788 | (14.4\%) | (54.5\%) |
| Age Based Portfolio 50 | - | \$124,506,515 | \$110,121,238 | (11.6\%) | - |
| Age Based Portfolio 40 | \$315,731,831 | \$203,476,450 | \$180,340,827 | (11.4\%) | (42.9\%) |
| Age Based Portfolio 30 | - | \$280,239,579 | \$263,500,446 | (6.0\%) | - |
| Age Based Portfolio 20 | \$384,926,991 | \$216,115,646 | \$219,549,489 | 1.6\% | (43.0\%) |
| Age Based Portfolio 10 | \$284,902,860 | \$208,039,156 | \$207,088,142 | (0.5\%) | (27.3\%) |
| Portfolio 100 | \$177,002,435 | \$175,526,711 | \$146,872,465 | (16.3\%) | (17.0\%) |
| Portfolio 90 | - | \$720,746 | \$828,293 |  |  |
| Portfolio 80 | \$129,562,108 | \$125,999,519 | \$109,271,398 | (13.3\%) | (15.7\%) |
| Portfolio 70 | - | \$1,346,508 | \$1,379,690 |  |  |
| Portfolio 60 | \$100,015,706 | \$95,728,375 | \$84,866,722 | (11.3\%) | (15.1\%) |
| Portfolio 50 | - | \$867,941 | \$1,112,126 | 28.1\% | - |
| Portfolio 40 | \$39,595,952 | \$37,243,662 | \$34,139,216 | (8.3\%) | (13.8\%) |
| Portfolio 30 | - | \$519,588 | \$1,036,529 | 99.5\% | - |
| Portfolio 20 | \$12,681,187 | \$12,679,577 | \$11,836,394 | (6.6\%) | (6.7\%) |
| Portfolio 10 | \$10,783,083 | \$9,728,293 | \$9,073,809 | (6.7\%) | (15.9\%) |
| Fixed Income Portfolio | \$1,936,590 | \$1,993,760 | \$2,116,660 | 6.2\% | 3.0\% |
| Low Duration Fixed Income Portfolio | \$1,756,889 | \$1,629,416 | \$1,627,587 | (0.1\%) | (7.3\%) |
| Capital Preservation Portfolio | \$26,658,321 | \$25,542,586 | \$25,908,360 | 1.4\% | (2.8\%) |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gold \& Special Minerals Portfolio | \$1,061,914 | \$1,079,106 | \$1,125,063 | 4.3\% | 5.9\% |
| Real Estate Portfolio | \$1,285,512 | \$1,282,833 | \$1,180,589 | (8.0\%) | (8.2\%) |
| Developing Markets Portfolio | \$1,934,817 | \$2,132,414 | \$2,048,302 | (3.9\%) | 5.9\% |
| International Small Company Portfolio | \$696,624 | \$1,183,615 | \$1,013,499 | (14.4\%) | 45.5\% |
| Discovery Portfolio | \$1,391,714 | \$2,418,766 | \$2,177,773 | (10.0\%) | 56.5\% |
| Main Street Small Cap Portfolio | \$1,298,362 | \$1,916,210 | \$1,716,586 | (10.4\%) | 32.2\% |
| Main Street Mid Cap Portfolio | \$21,767,514 | \$22,199,537 | \$18,158,475 | (18.2\%) | (16.6\%) |
| International Growth Portfolio | \$16,038,055 | \$14,489,344 | \$12,188,638 | (15.9\%) | (24.0\%) |
| International Diversified Portfolio | \$1,435,064 | \$1,966,008 | \$1,762,796 | (10.3\%) | 22.8\% |
| Global Opportunities Portfolio | \$3,271,529 | \$4,829,560 | \$4,086,304 | (15.4\%) | 24.9\% |
| Global Portfolio | \$1,427,081 | \$1,746,306 | \$1,550,869 | (11.2\%) | 8.7\% |
| Global Focus Portfolio | \$422,430 | \$659,706 | \$627,313 | (4.9\%) | 48.5\% |
| Value Portfolio | \$13,134,826 | \$13,360,044 | \$11,380,059 | (14.8\%) | (13.4\%) |
| Dividend Opportunity Portfolio | \$2,952,653 | \$3,323,382 | \$3,009,598 | (9.4\%) | 1.9\% |
| Main Street Portfolio | \$19,538,314 | \$21,573,052 | \$18,720,850 | (13.2\%) | (4.2\%) |
| Capital Income Portfolio | \$832,161 | \$1,120,031 | \$1,137,188 | 1.5\% | 36.7\% |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 12/31/2017 | 9/30/2018 | 12/31/2018 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$1,308,340 | \$1,347,784 | \$1,347,178 | (0.0\%) | 3.0\% |
| Global Strategic Income Portfolio | \$13,743,600 | \$11,644,789 | \$10,780,538 | (7.4\%) | (21.6\%) |
| International Bond Portfolio | \$483,218 | \$570,482 | \$577,458 | 1.2\% | 19.5\% |
| Senior Floating Rate Portfolio | \$3,254,954 | \$3,779,982 | \$3,660,577 | (3.2\%) | 12.5\% |
| American Century Diversified Bond Portfolio | \$3,671,105 | \$3,218,312 | \$3,040,709 | (5.5\%) | (17.2\%) |
| Limited Term Bond Portfolio | \$867,309 | \$834,483 | \$1,305,754 | 56.5\% | 50.6\% |
| Limited Term Government Portfolio | \$863,016 | \$982,317 | \$1,113,917 | 13.4\% | 29.1\% |
| Steelpath MLP Select 40 Portfolio | - | \$156,967 | \$242,548 | 54.5\% | - |
| Total Return Bond Portfolio | - | \$166,579 | \$218,219 | 31.0\% | - |
| American Century Short duration Inflation Protection Bond Portfolio | - | \$114,732 | \$198,354 | 72.9\% | - |
| Global Allocation Portfolio | - | \$115,770 | \$145,440 | 25.6\% | - |
| T. Rowe Price Blue Chip Growth Portfolio | - | \$19,991,285 | \$17,443,295 | (12.7\%) | - |
| Institutional Money Market Portfolio | \$25,760,563 | \$24,925,541 | \$26,619,426 | 6.8\% | 3.3\% |
| Total | \$1,901,440,681 | \$1,879,600,553 | \$1,727,121,929 | (8.1\%) | (9.2\%) |
| \% in Age Based Portfolios | 66.00\% | 65.3\% | 66.5\% |  |  |
| \% in Custom Choice Portfolios | 24.70\% | 24.5\% | 23.1\% |  |  |
| \% in Individual Fund Portfolios | 9.30\% | 10.2\% | 10.4\% |  |  |
| \% in Portfolio Allocator | 0.27\% | 0.34\% | 0.35\% |  |  |

## Advisor Plan Estimated Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$9,807,392 | \$1,420,357 | (\$3,154,829) | \$8,072,920 |
| Age Based Portfolio 90 | \$18,531,759 | \$916,176 | (\$3,697,448) | \$15,750,487 |
| Age Based Portfolio 80 | \$32,881,507 | \$1,009,654 | $(\$ 4,912,497)$ | \$28,978,664 |
| Age Based Portfolio 70 | \$52,169,589 | \$1,427,165 | (\$8,041,390) | \$45,555,364 |
| Age Based Portfolio 60 | \$81,177,337 | \$1,725,931 | $(\$ 13,385,480)$ | \$69,517,788 |
| Age Based Portfolio 50 | \$124,506,515 | \$1,772,942 | (\$16,158,219) | \$110,121,238 |
| Age Based Portfolio 40 | \$203,476,450 | \$2,265,730 | $(\$ 25,401,353)$ | \$180,340,827 |
| Age Based Portfolio 30 | \$280,239,579 | \$1,820,291 | (\$18,559,424) | \$263,500,446 |
| Age Based Portfolio 20 | \$216,115,646 | (\$4,568,469) | \$8,002,312 | \$219,549,489 |
| Age Based Portfolio 10 | \$208,039,156 | (\$14,897,437) | \$13,946,423 | \$207,088,142 |
| Portfolio 100 | \$175,526,711 | (\$1,381,724) | (\$27,272,522) | \$146,872,465 |
| Portfolio 90 | \$720,746 | \$99,163 | \$8,384 | \$828,293 |
| Portfolio 80 | \$125,999,519 | (\$1,380,920) | (\$15,347,201) | \$109,271,398 |
| Portfolio 70 | \$1,346,508 | \$41,960 | $(\$ 8,778)$ | \$1,379,690 |
| Portfolio 60 | \$95,728,375 | (\$1,215,614) | (\$9,646,039) | \$84,866,722 |
| Portfolio 50 | \$867,941 | \$27,204 | \$216,981 | \$1,112,126 |
| Portfolio 40 | \$37,243,662 | (\$754,862) | (\$2,349,584) | \$34,139,216 |
| Portfolio 30 | \$519,588 | \$34,188 | \$482,753 | \$1,036,529 |
| Portfolio 20 | \$12,679,577 | $(\$ 426,041)$ | $(\$ 417,142)$ | \$11,836,394 |
| Portfolio 10 | \$9,728,293 | $(\$ 356,367)$ | $(\$ 298,117)$ | \$9,073,809 |

## Advisor Plan Estimated Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Fixed Income Portfolio | \$1,993,760 | \$50,903 | \$71,997 | \$2,116,660 |
| Low Duration Fixed Income Portfolio | \$1,629,416 | $(\$ 119,638)$ | \$117,809 | \$1,627,587 |
| Capital Preservation Portfolio | \$25,542,586 | $(\$ 927,614)$ | \$1,293,388 | \$25,908,360 |
| Gold \& Special Minerals Portfolio | \$1,079,106 | $(\$ 32,539)$ | \$78,496 | \$1,125,063 |
| Real Estate Portfolio | \$1,282,833 | (\$765) | $(\$ 101,479)$ | \$1,180,589 |
| Developing Markets Portfolio | \$2,132,414 | \$61,506 | $(\$ 145,618)$ | \$2,048,302 |
| International Small-Mid Company Portfolio | \$1,183,615 | \$34,776 | $(\$ 204,892)$ | \$1,013,499 |
| Discovery Portfolio | \$2,418,766 | \$238,711 | $(\$ 479,704)$ | \$2,177,773 |
| Main Street Small Cap Portfolio | \$1,916,210 | \$92,052 | $(\$ 291,676)$ | \$1,716,586 |
| Main Street Mid Cap Portfolio | \$22,199,537 | \$56,305 | $(\$ 4,097,367)$ | \$18,158,475 |
| International Growth Portfolio | \$14,489,344 | $(\$ 54,634)$ | $(\$ 2,246,072)$ | \$12,188,638 |
| International Diversified Portfolio | \$1,966,008 | \$45,972 | $(\$ 249,184)$ | \$1,762,796 |
| Global Opportunities Portfolio | \$4,829,560 | \$536,998 | (\$1,280,254) | \$4,086,304 |
| Global Portfolio | \$1,746,306 | \$51,550 | $(\$ 246,987)$ | \$1,550,869 |
| Global Focus Portfolio | \$659,706 | \$19,649 | $(\$ 52,042)$ | \$627,313 |
| Value Portfolio | \$13,360,044 | (\$37,974) | (\$1,942,011) | \$11,380,059 |
| Dividend Opportunity Portfolio | \$3,323,382 | \$63,659 | $(\$ 377,443)$ | \$3,009,598 |
| Main Street Portfolio | \$21,573,052 | \$151,222 | (\$3,003,424) | \$18,720,850 |
| Capital Income Portfolio | \$1,120,031 | \$21,567 | $(\$ 4,410)$ | \$1,137,188 |

## Advisor Plan Estimated Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$1,347,784 | \$46,864 | $(\$ 47,470)$ | \$1,347,178 |
| Global Strategic Income Portfolio | \$11,644,789 | (\$343,477) | (\$520,774) | \$10,780,538 |
| International Bond Portfolio | \$570,482 | \$5,891 | \$1,085 | \$577,458 |
| Senior Floating Rate Portfolio | \$3,779,982 | \$20,642 | $(\$ 140,047)$ | \$3,660,577 |
| American Century Diversified Bond Portfolio | \$3,218,312 | $(\$ 31,846)$ | (\$145,757) | \$3,040,709 |
| Limited Term Bond Portfolio | \$834,483 | \$258,785 | \$212,486 | \$1,305,754 |
| Limited Term Government Portfolio | \$982,317 | \$39,330 | \$92,270 | \$1,113,917 |
| Institutional Money Market Portfolio | \$24,925,541 | (\$1,462,946) | \$3,156,831 | \$26,619,426 |
| Steelpath MLP Select 40 Portfolio | \$156,967 | \$108,990 | $(\$ 23,409)$ | \$242,548 |
| Total Return Bond Portfolio | \$166,579 | \$18,377 | \$33,263 | \$218,219 |
| American Century Short duration Inflation Protection Bond Portfolio | \$114,732 | \$17,594 | \$66,028 | \$198,354 |
| Global Allocation Portfolio | \$115,770 | \$36,418 | $(\$ 6,748)$ | \$145,440 |
| T. Rowe Price Blue Chip Growth Portfolio | \$19,991,285 | \$156,880 | (\$2,704,870) | \$17,443,295 |
| Total | \$1,879,600,553 | (\$13,297,470) | (\$139,181,153) | \$1,727,121,930 |

## Advisor Plan Contribution \& Redemption Details

$-529$

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$1,467,654 | \$47,298 | \$1,420,357 |
| Age Based Portfolio 90 | \$980,618 | \$64,442 | \$916,176 |
| Age Based Portfolio 80 | \$1,238,581 | \$228,927 | \$1,009,654 |
| Age Based Portfolio 70 | \$1,537,579 | \$110,414 | \$1,427,165 |
| Age Based Portfolio 60 | \$1,943,342 | \$217,411 | \$1,725,931 |
| Age Based Portfolio 50 | \$2,238,493 | \$465,551 | \$1,772,942 |
| Age Based Portfolio 40 | \$3,054,318 | \$788,588 | \$2,265,730 |
| Age Based Portfolio 30 | \$3,529,832 | \$1,709,541 | \$1,820,291 |
| Age Based Portfolio 20 | \$2,740,849 | \$7,309,319 | $(\$ 4,568,469)$ |
| Age Based Portfolio 10 | \$2,432,797 | \$17,330,234 | $(\$ 14,897,437)$ |
| Portfolio 100 | \$2,138,522 | \$3,520,246 | (\$1,381,724) |
| Portfolio 90 | \$115,885 | \$16,722 | \$99,163 |
| Portfolio 80 | \$1,687,809 | \$3,068,728 | (\$1,380,920) |
| Portfolio 70 | \$45,944 | \$3,984 | \$41,960 |
| Portfolio 60 | \$1,186,940 | \$2,402,554 | (\$1,215,614) |
| Portfolio 50 | \$30,954 | \$3,750 | \$27,204 |
| Portfolio 40 | \$373,123 | \$1,127,985 | $(\$ 754,862)$ |
| Portfolio 30 | \$46,864 | \$12,676 | \$34,188 |
| Portfolio 20 | \$157,927 | \$583,968 | $(\$ 426,041)$ |
| Portfolio 10 | \$186,027 | \$542,395 | $(\$ 356,367)$ |

## Advisor Plan Contribution \& Redemption Details

$-529$

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Fixed Income Portfolio | \$169,434 | \$118,530 | \$50,903 |
| Low Duration Fixed Income Portfolio | \$37,278 | \$156,916 | (\$119,638) |
| Capital Preservation Portfolio | \$317,359 | \$1,244,973 | $(\$ 927,614)$ |
| Gold \& Special Minerals Portfolio | \$27,330 | \$59,869 | $(\$ 32,539)$ |
| Real Estate Portfolio | \$31,010 | \$31,775 | (\$765) |
| Developing Markets Portfolio | \$114,265 | \$52,760 | \$61,506 |
| International Small-Mid Company Portfolio | \$46,841 | \$12,065 | \$34,776 |
| Discovery Portfolio | \$256,825 | \$18,114 | \$238,711 |
| Main Street Small Cap Portfolio | \$127,939 | \$35,887 | \$92,052 |
| Main Street Mid Cap Portfolio | \$554,655 | \$498,351 | \$56,305 |
| International Growth Portfolio | \$228,685 | \$283,319 | (\$54,634) |
| International Diversified Portfolio | \$71,065 | \$25,092 | \$45,972 |
| Global Opportunities Portfolio | \$558,597 | \$21,599 | \$536,998 |
| Global Portfolio | \$64,389 | \$12,839 | \$51,550 |
| Global Focus Portfolio | \$23,214 | \$3,566 | \$19,649 |
| Value Portfolio | \$241,471 | \$279,445 | $(\$ 37,974)$ |
| Dividend Opportunity Portfolio | \$102,264 | \$38,605 | \$63,659 |
| Main Street Portfolio | \$561,028 | \$409,806 | \$151,222 |
| Capital Income Portfolio | \$52,147 | \$30,580 | \$21,567 |

## Advisor Plan Contribution \& Redemption Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$68,809 | \$21,945 | \$46,864 |
| Global Strategic Income Portfolio | \$97,313 | \$440,790 | $(\$ 343,477)$ |
| International Bond Portfolio | \$16,516 | \$10,625 | \$5,891 |
| Senior Floating Rate Portfolio | \$153,879 | \$133,236 | \$20,642 |
| American Century Diversified Bond Portfolio | \$58,647 | \$90,493 | $(\$ 31,846)$ |
| Limited Term Bond Portfolio | \$270,836 | \$12,051 | \$258,785 |
| Limited Term Government Portfolio | \$49,897 | \$10,568 | \$39,330 |
| Institutional Money Market Portfolio | \$549,615 | \$2,012,561 | (\$1,462,946) |
| Steelpath MLP Select 40 Portfolio | \$115,960 | \$6,970 | \$108,990 |
| Total Return Bond Portfolio | \$21,408 | \$3,031 | \$18,377 |
| American Century Short duration Inflation Protection Bond Portfolio | \$20,672 | \$3,078 | \$17,594 |
| Global Allocation Portfolio | \$36,570 | \$152 | \$36,418 |
| T. Rowe Price Blue Chip Growth Portfolio | \$712,637 | \$555,757 | \$156,880 |
| Total | \$32,892,614 | \$46,190,084 | (\$13,297,470) |

## VI Glossary

## Glossary

Save today for your child's tomorrow

## Account Terms

| Unique Account Owner Beneficiary Relationship | - Count of unique account owner/ beneficiary relationships <br> - Standard definition of "Account" <br> - In the scenario below, there are 2 unique account owner/beneficiary relationships |
| :---: | :---: |
| Unique Beneficiary | - Count of unique beneficiary SSNs <br> - In the scenario below, there are 2 unique beneficiaries |
| Unique Account Owner | - Count of unique account owner SSNs <br> - In the scenario below, there is 1 unique account owner |
| Unique Account Number | - Count of unique account numbers <br> - In the scenario below, there is 3 unique account numbers |
| Investment Account | - Count of total portfolio accounts <br> - In the scenario below, there are 5 investment accounts |

## Account Scenario

## Account 123

John Smith (AO), Jane Smith (Bene)
Investments: Age Based 7-9 Years Portfolio A shares, Equity Portfolio A shares

## Account 456

John Smith (AO), Jane Smith (Bene)
Investments: Balanced Portfolio B Shares

## Account 789

John Smith (AO), Frank Smith (Bene)
Investments: Age Based 12-14 Years Portfolio A shares, Equity Portfolio A shares

## Exception to the above:

Due to account registration differences relating to UGMA/ UTMA accounts versus regular 529 accounts, the UGMA/UTMA accounts will always fall outside the definition of Unique Account Owner Beneficiary Relationship as described above.

Sample Registration
John Smith Custodian
FBO Frank Smith
UGMA/UTMA

- The beneficiary is also considered the account owner
- An UGMA/UTMA will have a separate account number from a 529 savings account for the same beneficiary
- Using the above scenario, this would be counted as a separate A/O Beneficiary relationship because Frank Smith is both the account owner and beneficiary


## Glossary

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## Additional Account Terms

| New Account | - Accounts opened during a specified time period |
| :--- | :--- | :--- |
|  | New accounts can by measured based on type (relationship, account owner, beneficiary, account number, <br> investment account) |
| Change in Accounts | - Change in total accounts from one period to another |
|  | - Generally, new accounts - closed accounts |

## Transactions / Account Activity

| Redemption Terms |  |
| :---: | :---: |
| Redemptions | - Also called distributions / withdrawals / liquidations <br> - Does not include portfolio exchange activity |
| Qualified / Non-Qualified Redemption | - Qualified redemptions for qualifying higher education expenses <br> - Determined by the client; selected on form or website or asked by phone associate <br> - Web default is qualified; client must change to non-qualified if appropriate |
| Change of Trustee/Rollover | - Outgoing transfer/rollover of assets to another program |
| Contribution Terms |  |
| Existing Account Contribution | - Purchase to an existing account |
| Initial Contribution | - Initial purchase to a new account <br> - This is only the first purchase to the new account |
| Change of Trustee/Rollover | - Incoming transfer/rollover of assets from another program |
| Other |  |
| Net Flows | - Gross Contribution - Gross Redemptions |
| Transaction Methods |  |
| ACH | - Purchase/redemption completed via electronic bank transfer |
| Wire | - Purchase/redemption completed via bank wire |
| Check | - Purchase via mailed check |
| AIP | - Automatic Investment Plan |

## Glossary

## Portfolios

| Static Portfolio | - Portfolios maintain a consistent target Asset allocation |
| :--- | :--- |
|  | - Assets remain in the portfolio until account owner requests an asset transfer |
| Age-Based Portfolio | - Portfolios with differing target asset allocations based on the current age of the beneficiary |
|  | - As the beneficiary gets older the assets will automatically move to the next appropriate age-based portfolio. |
| Individual Fund Portfolio | - $100 \%$ invested in a single underlying fund |

## Disclosures

The performance data quoted represents past performance, which does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's units, when redeemed, may be worth more or less than the original cost. Current performance may be lower or higher than the performance quoted. For performance data current to the most recent month-end, visit us at scholarsedge529.com or call us at $\mathbf{1 . 8 6 6 . 5 2 9 . S A V E ~ ( 1 . 8 6 6 . 5 2 9 . 7 2 8 3 ) ~ f o r ~ S c h o l a r ' s E d g e ~ o r ~ v i s i t ~ t h e e d u c a t i o n p l a n . c o m ~ o r ~ c a l l ~ u s ~ a t ~ 1 . 8 7 7 . E d P l a n 8 ~ ( 1 . 8 7 7 . 3 3 7 . 5 2 6 8 ) ~ f o r ~ t h e ~}$ Education Plan.
The benchmarks for the Scholar'sEdge® Portfolios are based on a blend of the benchmarks applicable to each Underlying Fund category. Investors cannot directly invest in a compilation of benchmark indices.

| Underlying Investment | Benchmark |
| :---: | :---: |
| Oppenheimer Value Fund | Russell 1000® Value Index |
| Oppenheimer Main Street Fund ${ }_{\text {B }}$ | S\&P 500® Index |
| Oppenheimer Main Street Mid Cap Fund® | Russell® Midcap Index |
| Oppenheimer International Growth Fund | MSCI® AC World ex-U.S. Index |
| American Century Diversified Bond Fund | Bloomberg Barclays US Aggregate Bond Index |
| Oppenheimer International Bond Fund | Citigroup World Government Bond Index ex U.S |
| Oppenheimer Limited -Term Government Fund | Bloomberg Barclays U.S. Government 1-3 Year Bond Index |
| Oppenheimer Global Strategic Income Fund | Bloomberg Barclays U.S. Aggregate Bond Index |
| MainStay High Yield Corporate Bond Fund | BofA ML US HY Master II Constrained Index |
| Oppenheimer Senior Floating Rate Fund | JP Morgan Leveraged Loan Index |
| Oppenheimer Institutional Government Money Market Fund | iMoneyNet Government Institutional Index |
| Oppenheimer Global Fund | MSCI® AC World Index |
| Oppenheimer Global Opportunities Fund | MSCI® AC World Index |
| Oppenheimer Developing Markets Fund | MSCI® Emerging Markets Index |
| Oppenheimer International Diversified Fund | MSCI® AC Worldex-U.S. Index |
| Oppenheimer Dividend Opportunity Fund | Russell 3000® Value Index |
| Oppenheimer Discovery Fund | Russell 2000® Growth Index |
| Oppenheimer Gold \& Special Minerals Fund | Philadelphia Gold and Silver Index |
| Oppenheimer Real Estate Fund | FTSE NAREIT Equity REITs Index |
| Oppenheimer Limited-Term Bond Fund | Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index |
| Oppenheimer Global Focus Fund | MSCI AC World Index |
| Oppenheimer Main Street Small Cap Fund | Russell 2000 Index |
| Oppenheimer International Small-Mid Company Fund | MSCI ACWI ex-US SMID Index |
| Oppenheimer Capital Income Fund | 65\% Bloomberg Barclays U.S. Aggregate Bond Index/35\% Russell 3000 Index |
| Oppenheimer Total Return Bond Fund | Bloomberg Barclays US Aggregate Bond Index |
| Oppenheimer SteelPath MLP Select 40 Fund | Alerian MLP Index Total Return |
| American Century Short Duration Inflation Protection Bond Fund | Bloomberg Barclays US 1-5 TIPS Index |
| Oppenheimer Global Allocation Fund | 60\% MSCI All Country World Index / 40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged |
| T. Rowe Price Blue Chip Growth Fund | S\&P 500® Index |

## Disclosures

The benchmarks for The Education Plan® Portfolios are based on a blend of the benchmarks applicable to each Underlying Fund category. Investors cannot directly invest in a compilation of benchmark indices.

| Underlying Fund | Benchmark |
| :--- | :--- |
| Oppenheimer Value Fund | Russell 1000® Value Index |
| Oppenheimer International Growth Fund | MSCI® AC World ex-U.S. Index |
| Oppenheimer Main Street Fund® | S\&P 500® Index |
| Oppenheimer Institutional Government Money Market Fund | iMoneyNet Government Institutional Index |
| Oppenheimer Limited-Term Government Fund | Bloomberg Barclays U.S. Government 1-3 Year Bond Index |
| Oppenheimer Senior Floating Rate Fund | J P Morgan Leveraged Loan Index |
| Oppenheimer Main Street Mid Cap Fund® | Russell Midcap Index |
| Vanguard Extended Market Index Fund | S\&P Completion Index |
| Vanguard Total Stock Market Index Fund | CRSP U.S. Total Market Index |
| Oppenheimer Global Fund | MSCI All Country World Index |
| Oppenheimer Limited-Term Bond Fund | Bloomberg Barclays US Aggregate 1-3 Year Bond Index |
| Oppenheimer Main Street Small Cap Fund | Russell 2000 Index |
| Vanguard Short-Term Bond Index Fund | Bloomberg Barclays US 1-5 Years Government/Credit Float Adjusted Index |
| Vanguard Total International Stock Index Fund | FTSE Global All Cap ex US Index |
| Vanguard Total Bond Market Index Fund | Bloomberg Barclays U.S. Aggregate Float Adjusted Index |
| Vanguard Real Estate Index Fund | MSCI® US Investable Market Real Estate 25/50 Transition Index |
| Vanguard Short-Term Inflation-Protected Securities Index Fund | Bloomberg Barclays US 0-5 Year TIPS Index |
| Oppenheimer Developing Markets Fund | MSCI® Emerging Markets Index |
| Vanguard Developed Markets Index Fund | FTSE Developed All Cap ex US Index |
| Oppenheimer Real Estate Fund | FTSE NAREIT Equity REITs Index |

## Disclosures

For each fund with at least a three-year history, Morningstar calculates a Morningstar Rating ${ }^{\text {TM }}$ based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a fund's monthly performance (including the effects of sales charges, loads, and bottom $10 \%$ receive 1 star. (Each share class is counted as a fraction of one fund within this scale and rated separately, which may cause slight variations in the distribution percentages.) The Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its three-, five- and ten-year (if applicable) Morningstar Rating metrics. Different share classes may have different expenses and performance characteristics. A fund's Morningstar rating is a relative rating of a fund within its peer group and does not necessarily mean that the fund had high total returns.
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[^0]:    1. Accounts are reported as unique owner/beneficiary relationships (includes funded accounts only)
[^1]:    1. *Rolling 12 months Average
    2. ${ }^{* *}$ Quarter Average
[^2]:    1. Qualified distributions are dollars redeemed for qualifying higher education expenses.
    2. The client determines how the distribution should be coded, as qualified or non-qualified.
    3. Based on inception date $1 / 31 / 2005$.
[^3]:    1. Qualified distributions are dollars redeemed for qualifying higher education expenses.
    2. The client determines how the distribution should be coded, as qualified or non-qualified.
    3. Based on inception date $1 / 31 / 2005$.
[^4]:     addresses based on the information provided.

[^5]:    . Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

[^6]:    . Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

[^7]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^8]:    . Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

[^9]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^10]:    . Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.

[^11]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^12]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^13]:    1. Account defined as unique owner/beneficiary relationship and based off of the Account Owners address. Accounts can be double counted if a unique account owner or unique beneficiary have accounts with multiple addresses based on the information provided.
[^14]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^15]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and 365 -day/year calendar.
[^16]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
[^17]:    1. Since inception returns of less than 12 months are cumulative returns. Since inception returns of greater than 12 months are annualized returns based upon a true day count and $365-$ day/year calendar.
