The Education Plan
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OFI Private Investments ${ }^{*}$
The Right Way
to Invest
OFI PRIVATE INVESTMENTS INC.
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# New Mexico 529 College Savings Programs Quarterly Report 

## Period Ended 9/30/19

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

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Executive Summary
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SCHOLAR'S EDGE

- 529 -

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[^0]
## Executive Summary

Program Highlights - Quarter Period Ended 9/30/2019

Program Accounts ${ }^{1}$


The Education Plan

Program Assets (\$M)


Scholar's Edge

## 529 Reported Service Levels - New Mexico Q3 2019

| New Mexico | Service Level | Rolling Avg | Status |
| :---: | :---: | :---: | :---: |
| Wait Time* | Maintain a 85\% customer satisfaction rate on wait time | 91\% | $\checkmark$ |
| Call Resolution* | Maintain a 75\% first call resolution | 95\% | $\checkmark$ |
| Overall Customer Satisfaction* | Maintain an 85\% overall customer satisfaction | 88\% | $\checkmark$ |
| 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\% | 99.8\% | $\checkmark$ |
| 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\% | 99.7\% | $\checkmark$ |
| Withdrawals Processing** | 100\% within 3 business days | 100\% | $\checkmark$ |
| Withdrawals Accuracy** | 98\% | 99.9\% | $\checkmark$ |

[^1]II The Education Plan

Direct Plan Account and Assets - Index Options
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The Education Plan Index Options Account Growth ${ }^{3}$

| Q3 2019 |  | $\% \Delta \mathbf{Q} / \mathbf{Q}$ | \% $\Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 5,358 | 3.1\% | 15.9\% |
| Out of State | 3,270 | 13.7\% | 21.3\% |
| Investment Accounts |  |  |  |
| In State | 6,662 | 2.4\% | 13.1\% |
| Out of State | 4,060 | 11.3\% | 17.0\% |
| Unique Account Owners |  |  |  |
| In State | 3,201 | 3.3\% | 15.8\% |
| Out of State | 2,451 | 16.8\% | 23.7\% |
| Unique Beneficiaries |  |  |  |
| In State | 5,282 | 3.2\% | 15.9\% |
| Out of State | 3,257 | 13.8\% | 21.4\% |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 225 | 0.9\% | 23.6\% |
| Out of State | 53 | (1.9\%) | (69.7\%) |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 42 | 82.6\% | 68.0\% |
| Out of State | 46 | 53.3\% | 48.4\% |

Direct Plan Account and Assets - Blended Options
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The Education Plan Blended Options Account Growth ${ }^{3}$

| Q3 2019 |  | \% $\Delta$ Q/Q | \% $\triangle$ Y/Y |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 7,142 | (1.0\%) | (3.2\%) |
| Out of State | 9,429 | (0.7\%) | (3.6\%) |
| Investment accounts |  |  |  |
| In State | 9,287 | (1.2\%) | (3.7\%) |
| Out of State | 12,512 | (1.2\%) | (4.3\%) |
| Unique Account Owners |  |  |  |
| In State | 6,394 | 1.1\% | 48.6\% |
| Out of State | 7,976 | 4.5\% | 23.1\% |
| Unique Beneficiaries |  |  |  |
| In State | 6,986 | (1.0\%) | (3.1\%) |
| Out of State | 9,374 | (0.6\%) | (3.6\%) |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 79 | (2.5\%) | (6.0\%) |
| Out of State | 40 | 2.6\% | (88.7\%) |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 100 | 20.5\% | 49.3\% |
| Out of State | 180 | 78.2\% | 30.4\% |

Direct Plan Account and Assets - Total

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

|  | Q3 2019 | $\% \Delta$ Q/Q | \% $\Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 11,463 | 0.6\% | 4.4\% |
| Out of State | 11,967 | 2.8\% | 1.8\% |
| Investment accounts |  |  |  |
| In State | 15,949 | 0.4\% | 2.7\% |
| Out of State | 16,572 | 1.6\% | (1.4\%) |
| Unique Account Owners |  |  |  |
| In State | 6,394 | 1.1\% | 5.4\% |
| Out of State | 7,976 | 4.5\% | 3.2\% |
| Unique Beneficiaries |  |  |  |
| In State | 11,156 | 0.6\% | 4.4\% |
| Out of State | 11,885 | 2.8\% | 1.8\% |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 304 | 4.5\% | 18.8\% |
| Out of State | 132 | 48.3\% | (74.6\%) |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 121 | 37.5\% | 57.1\% |
| Out of State | 202 | 83.6\% | 34.7\% |

## Direct Plan Contributions - Index Options

## Plan Contribution Summary: Index Options

| Contribution Type | Q3 2019 | 2019 YTD |
| :--- | ---: | ---: |
| Existing Account Contribution | $\$ 3,952,949$ | $\$ 12,002,841$ |
| Initial Contribution | $\$ 1,220,265$ | $\$ 3,126,856$ |
| Total Contributions | $\mathbf{\$ 5 , 1 7 3 , 2 1 5}$ | $\mathbf{\$ 1 5 , 1 2 9 , 6 9 7}$ |
| Average Account Contribution | $\$ 1,193$ | $\$ 2,983$ |
|  |  |  |
| \% in Age Based Portfolios | $65.0 \%$ | $60.9 \%$ |
| \% in Custom Choice Portfolios | $35.0 \%$ | $39.1 \%$ |

The Education Plan Index Options Contributions (\$M)


2019 Incoming Rollover Summary

| Total Incoming Rollovers | 44 |
| :--- | ---: |
| Total Amount | $\$ 1,065,809$ |
| Average Rollover Amount | $\$ 24,223$ |

YTD Index Direct Purchases
By Method
$■ \mathrm{ACH} \quad$ Wire/Other $\quad$ 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 | Q3 2019 | 2019 YTD |
| :--- | ---: | ---: |
| Existing Account Contribution | $\$ 5,528,959$ | $\$ 15,871,165$ |
| Initial Contribution | $\$ 506,766$ | $\$ 838,925$ |
| Total Contributions | $\mathbf{\$ 6 , 0 3 5 , 7 2 5}$ | $\mathbf{\$ 1 6 , 7 1 0 , 0 9 1}$ |
| Average Account Contribution | $\$ 850$ | $\$ 2,068$ |
|  |  |  |
| \% in Age Based Portfolios | $56.0 \%$ | $60.2 \%$ |
| \% in Custom Choice Portfolios | $44.0 \%$ | $39.8 \%$ |

## 2019 Incoming Rollover Summary

| Total Incoming Rollovers | 11 |
| :--- | ---: |
| Total Amount | $\$ 129,683$ |
| Average Rollover Amount | $\$ 11,789$ |

YTD Blended Direct Purchases By Method
$\square$ ACH ■ Wire/Other ■ Check
14\%


YTD Blended Options Contributions by Investment Portfolio

■ Age Based Portfolios ■ Custom Choice Portfolios


## Total Plan Contribution Summary

| Contribution Type | Q3 2019 | 2019 YTD |
| :--- | ---: | ---: |
| Existing Account Contribution | $\$ 9,481,908$ | $\$ 27,874,006$ |
| Initial Contribution | $\$ 1,727,032$ | $\$ 3,965,782$ |
| Total Contributions | $\mathbf{\$ 1 1 , 2 0 8 , 9 4 0}$ | $\mathbf{\$ 3 1 , 8 3 9 , 7 8 8}$ |
| Average Account Contribution | $\$ 1,022$ | $\$ 2,536$ |
|  |  |  |
| $\%$ in Age Based Portfolios | $60.2 \%$ | $60.5 \%$ |
| $\%$ in Custom Choice Portfolios | $39.8 \%$ | $39.5 \%$ |

The Education Plan Total Contributions (\$M)


## 2019 Incoming Rollover Summary

| Total Incoming Rollovers | 55 |
| :--- | ---: |
| Total Amount | $\$ 1,195,493$ |
| Average Rollover Amount | $\$ 21,736$ |

YTD Direct Purchases
By Method
-ACH Wire/Other $\quad$ 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)


Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Index Age Based Portfolio 10 | $\$ 890,233$ |
| Index Portfolio 100 | $\$ 857,923$ |
| Index Low Duration Fixed Income Portfolio | $\$ 592,363$ |

Inception to Date Redemptions ${ }^{3}$
Total Redemptions
\$65,064,249

Plan Redemptions: Index Options

| Redemption Type | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | :---: | :---: |
| Qualified Distribution1,2 | $\$ 11,954,002$ | $\$ 10,685,115$ |
| Non-Qualified Distribution $^{2}$ | $\$ 433,453$ | $\$ 235,461$ |
| Change of Trustee/Rollover | $\$ 919,424$ | $\$ 936,763$ |
| Total Redemptions | $\$ 13,306,879$ | $\$ 11,857,340$ |

[^2]
## Direct Plan Redemptions - Blended Options

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


Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Age Based Portfolio 10 | $\$ 5,791,803$ |
| Portfolio 100 | $\$ 4,233,637$ |
| Age Based Portfolio 20 | $\$ 3,232,972$ |

Inception to Date Redemptions ${ }^{3}$
Total Redemptions
\$440,640,819

Plan Redemptions: Blended Options

| Redemption Type | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 39,394,528$ | $\$ 32,175,804$ |
| Non-Qualified Distribution $^{2}$ | $\$ 1,663,954$ | $\$ 1,381,268$ |
| Change of Trustee/Rollover | $\$ 3,223,064$ | $\$ 2,985,470$ |
| Total Redemptions | $\mathbf{\$ 4 4 , 2 8 1 , 5 4 6}$ | $\$ 36,542,542$ |

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)


Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Age Based Portfolio 10 | $\$ 5,791,803$ |
| Portfolio 100 | $\$ 4,233,637$ |
| Age Based Portfolio 20 | $\$ 3,232,972$ |

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

## Total Redemptions

\$505,705,068.17

Total Plan Redemptions

| Redemption Type | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 29,856,752$ | $\$ 33,615,015$ | $\$ 37,265,592$ | $\$ 43,139,270$ | $\$ 51,329,159$ | $\$ 42,860,919.91$ |
| Non-Qualified Distribution ${ }^{2}$ | $\$ 1,930,009$ | $\$ 2,007,485$ | $\$ 1,666,699$ | $\$ 2,479,660$ | $\$ 2,116,777$ | $\$ 1,616,729.09$ |
| Change of Trustee/Rollover | $\$ 4,816,773$ | $\$ 5,120,814$ | $\$ 3,873,709$ | $\$ 3,655,005$ | $\$ 4,142,488$ | $\$ 3,922,232.83$ |
| Total Redemptions | $\$ 36,603,534$ | $\$ 40,743,314$ | $\$ 42,806,001$ | $\$ 49,273,935$ | $\$ 57,588,425$ | $\$ 48,399,881.83$ |

[^3]
## Direct Plan Net Flows - Index Options

The Education Plan Index Net Flows (\$M)


## Direct Plan Net Flows - Blended Options



Calendar Year

## 2016

2017
2018
Total $(\$ 7,102,674) \quad(\$ 10,958,168) \quad(\$ 17,183,715) \quad(\$ 19,832,451)$

## Direct Plan Net Flows- Total

## The Education Plan Total Net Flows (\$M)



Quarterly Net Flows - Top 3 Portfolios

| Portfolio Name | Total |
| :--- | ---: |
| Index Age Based Portfolio 70 | $\$ 458,817$ |
| Age Based Portfolio 30 | $\$ 322,973$ |
| Index Age Based Portfolio 40 | $\$ 278,813$ |

Calendar Year

## 2016 <br> 2017 <br> 2018

Total $(\$ 1,218,304) \quad(\$ 4,902,310) \quad(\$ 9,515,492) \quad(\$ 16,560,094)$

## Direct Plan Account Profile Information

| How did you hear about The Education Plan@? |  |
| :--- | ---: |
| Direct mail | $1.04 \%$ |
| Email | $1.07 \%$ |
| TV commercial | $1.63 \%$ |
| Radio | $1.38 \%$ |
| Print ad | $2.45 \%$ |
| News Story | $1.63 \%$ |
| Online advertising | $0.91 \%$ |
| Internet search | $15.52 \%$ |
| Program representative/event | $2.35 \%$ |
| Friend, family or colleague | $23.88 \%$ |
| Financial advisor | $15.41 \%$ |
| Other | $14.40 \%$ |
| Do not wish to respond | $18.33 \%$ |

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

| Tax Advantages | $44.07 \%$ |
| :--- | ---: |
| Flexibility | $18.42 \%$ |
| Estate planning | $6.89 \%$ |
| Affordability | $14.12 \%$ |
| Professional money management | $12.04 \%$ |
| Do Not Wish To Respond | $4.46 \%$ |


|  | Indicate your education level |  |
| :---: | :---: | :---: |
|  | High school | 2.44\% |
|  | Some college | 5.94\% |
|  | Associate's degree | 2.93\% |
|  | Bachelor's degree | 26.75\% |
|  | Master's degree | 23.61\% |
|  | Doctorate | 14.63\% |
|  | Professional | 5.96\% |
|  | Do not wish to respond | 17.73\% |
| Indicate the owner's ethnicity |  |  |
| White 60.82\% |  |  |
| Asian American 5.69\% |  |  |
| African American $\quad 2.57 \%$ |  |  |
| Hispanic/Latino 16.33\% |  |  |
| Native American $1.96 \%$ |  |  |
| Other 5.06\% |  |  |
| Do not wish to respond $\quad 7.57 \%$ | Annual household income |  |
|  | \$0-\$24,999 | 1.38\% |
|  | \$25,000-\$39,000 | 3.81\% |
|  | \$40,000-\$74,999 | 10.19\% |
|  | \$75,000-\$99,000 | 18.43\% |
|  | \$100,000-\$249,000 | 33.88\% |
|  | Over \$250,000 | 9.92\% |
|  | Do not wish to respond | 22.39\% |

Results are based on account owners who elected to answer the survey questions.
Due to rounding, responses do not total $100 \%$ in all cases.

Transfers Between Index and Blended Options


Transfers from Index into Blended Options


Direct Plan Beneficiary and Owner Demographics

The Education Plan Beneficiary Age Detail


## Account Owner Relationship To Beneficiary

| Relationship | \% of <br> Accounts | \% of <br> Assets | Average <br> Balance |
| :--- | :---: | :---: | :---: |
| Parent | $73.7 \%$ | $74.4 \%$ | $\$ 17,959$ |
| Grandparent | $18.4 \%$ | $18.0 \%$ | $\$ 17,397$ |
| Other | $3.3 \%$ | $3.6 \%$ | $\$ 18,938$ |
| Aunt/Uncle | $3.0 \%$ | $2.4 \%$ | $\$ 14,244$ |
| Self/Spouse | $1.5 \%$ | $1.6 \%$ | $\$ 18,562$ |

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.

## Direct Plan State Statistics

Top States by Assets


III Scholar's Edge

Advisor Plan Account and Assets

|  | Q3 2019 | \% $\Delta$ Q/Q | $\% \Delta \mathrm{Y} / \mathrm{Y}$ |
| :---: | :---: | :---: | :---: |
| Accounts ${ }^{1}$ |  |  |  |
| In State | 11,060 | 0.2\% | 2.0\% |
| Out of State | 86,375 | (2.5\%) | (6.2\%) |
| Investment accounts |  |  |  |
| In State | 16,985 | 0.6\% | 2.9\% |
| Out of State | 116,437 | (2.6\%) | (5.7\%) |
| Unique Account Owners |  |  |  |
| In State | 6,145 | 0.2\% | 1.8\% |
| Out of State | 57,519 | (2.3\%) | (5.8\%) |
| Unique Beneficiaries |  |  |  |
| In State | 10,852 | 0.2\% | 2.0\% |
| Out of State | 85,099 | (1.2\%) | (6.1\%) |
| New Accounts ${ }^{1}$ |  |  |  |
| In State | 248 | (0.8\%) | 10.2\% |
| Out of State | 614 | (1.3\%) | (18.1\%) |
| Closed Accounts ${ }^{2}$ |  |  |  |
| In State | 168 | 20.0\% | 4.3\% |
| Out of State | 2,373 | 48.5\% | 9.3\% |

Advisor Plan Contributions

Plan Contribution Summary

| Contribution Type | Q3 2019 | 2019 YTD |
| :--- | ---: | ---: |
| Existing Account Contribution | $\$ 21,774,858$ | $\$ 70,428,834$ |
| Initial Contribution | $\$ 4,788,348$ | $\$ 12,750,451$ |
| Total Contributions | $\mathbf{\$ 2 6 , 5 5 3 , 2 0 6}$ | $\mathbf{\$ 8 3 , 1 7 9 , \mathbf { 2 8 5 }}$ |
| Average Account Contribution | $\$ 651$ | $\$ 1,794$ |
|  |  |  |
| \% in Age Based Portfolios | $69.3 \%$ | $70.7 \%$ |
| \% in Custom Choice Portfolios | $16.0 \%$ | $16.5 \%$ |
| \% in Individual Portfolios | $14.7 \%$ | $12.8 \%$ |

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



## 2019 Incoming Rollover Summary

| Total Incoming Rollovers | 314 |
| :--- | ---: |
| Total Amount | $\$ 3,060,079$ |
| Average Rollover Amount | $\$ 9,745$ |

## YTD Purchases by Method

- Ach
- Wire/Other
- Check


YTD Contributions by Investment Portfolio

- Age Based Portfolios
- Custom Choice Portfolios
- Individual


Advisor Plan Redemptions


## Quarterly Redemptions - Top 3 Portfolios

| Portfolio Name | Total Redemptions |
| :--- | ---: |
| Age Based Portfolio 10 | $\$ 29,467,833$ |
| Age Based Portfolio 20 | $\$ 20,193,749$ |
| Portfolio 100 | $\$ 6,504,972$ |

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

Total Redemptions

$$
\$ 2,309,715,431
$$

Plan Redemptions

| Redemption Type | 2018 | 2019 |
| :--- | :---: | :---: |
| Qualified Distribution ${ }^{1,2}$ | $\$ 169,528,581$ | $\$ 137,799,381$ |
| Non-Qualified Distribution $^{2}$ | $\$ 11,473,474$ | $\$ 7,010,317$ |
| Change of Trustee/Rollover | $\$ 21,388,552$ | $\$ 19,277,837$ |
| Total Redemptions | $\mathbf{\$ 2 0 2 , 3 9 0}, \mathbf{6 0 7}$ | $\mathbf{\$ 1 6 4 , 0 8 7 , 5 3 6}$ |

[^4]
## Advisor Plan Net Flows

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



## Quarterly Net Flows - Top 3 Portfolios

| Portfolio Name | Total |
| :--- | ---: |
| Age Based Portfolio 40 A | $\$ 1,425,096$ |
| Age Based Portfolio 50 A | $\$ 1,421,870$ |
| Age Based Portfolio 100 A | $\$ 1,161,278$ |

Calendar Year

## 2016

Total ( $\$ 66,434,463)(\$ 64,746,724)(\$ 79,950,505) \quad(\$ 80,028,365)$

## Advisor Plan Account Profile Information

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| How did you hear about the Scholar's Edge? |  |
| :--- | ---: |
| Financial Advisor | $83.25 \%$ |
| Family, Friend or Colleague | $8.65 \%$ |
| Other | $4.33 \%$ |
| Employer | $0.97 \%$ |
| Internet Search | $0.61 \%$ |
| News Story | $0.62 \%$ |
| Program Representative/Event | $1.21 \%$ |
| Do not wish to respond | $0.36 \%$ |
|  |  |
|  |  |
| What aspect (s) of Scholar's Edge are most |  |
| appealing to you? |  |
| Tax Advantages | $41.11 \%$ |
| Professional Money Management | $22.80 \%$ |
| Affordability | $14.16 \%$ |
| Flexibility | $18.33 \%$ |
| Estate Planning | $3.21 \%$ |
| Do Not Wish To Respond | $0.39 \%$ |


| Indicate your education level |  |
| :--- | ---: |
| Bachelor's Degree | $47.34 \%$ |
| Master's Degree | $17.94 \%$ |
| Some College | $11.24 \%$ |
| Doctorate | $6.27 \%$ |
| High School | $7.14 \%$ |
| Professional | $5.08 \%$ |
| Associate's Degree | $4.64 \%$ |
| Do not wish to respond | $0.35 \%$ |
|  |  |
| Annual household income |  |
| $\$ 100,000-\$ 249,999$ | $46.16 \%$ |
| $\$ 250,000+$ | $13.55 \%$ |
| $\$ 75,000-\$ 99,999$ | $17.69 \%$ |
| $\$ 40,000-\$ 74,999$ | $16.81 \%$ |
| $\$ 25,000-\$ 39,999$ | $3.70 \%$ |
| $\$ 0-\$ 24,999$ | $1.73 \%$ |
| Do not wish to respond | $0.35 \%$ |

## Advisor Plan Beneficiary and Owner Demographics

## Scholar's Edge Beneficiary Age Detail



Account Owner Relationship To Beneficiary

| Relationship | \% of <br> Accounts | \% of <br> Assets | Average <br> Balance |
| :--- | :---: | :---: | :---: |
| Parent | $66.9 \%$ | $71.6 \%$ | $\$ 16,983$ |
| Grandparent | $23.6 \%$ | $19.9 \%$ | $\$ 13,384$ |
| Other | $4.7 \%$ | $4.7 \%$ | $\$ 15,780$ |
| Aunt/Uncle | $2.5 \%$ | $1.7 \%$ | $\$ 11,009$ |
| Self/Spouse | $2.4 \%$ | $2.1 \%$ | $\$ 14,383$ |

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

## The Education Plan Account and Asset Growth

Indexed Options

 addresses based on the information provided

The Education Plan Account and Asset Growth

Blended Options

 addresses based on the information provided.

The Education Plan Account and Asset Growth

Total

The Education Plan Account and Asset Growth

$$
\text { Accounts } \quad \rightarrow \text { Assets }
$$


 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 | Accounts | \% of Total Assets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New Mexico | \$273,732,807 | 11,463 | 48.4\% | Michigan | \$2,944,482 | 242 | 0.5\% | Vermont | \$636,603 | 17 | 0.1\% |
| California | \$63,662,336 | 2,104 | 11.3\% | Indiana | \$2,850,944 | 135 | 0.5\% | South Dakota | \$517,270 | 29 | 0.1\% |
| Texas | \$43,346,604 | 1,564 | 7.7\% | Oregon | \$2,626,298 | 131 | 0.5\% | North Dakota | \$492,193 | 8 | 0.1\% |
| Massachusetts | \$20,315,495 | 730 | 3.6\% | South Carolina | \$2,126,045 | 83 | 0.4\% | Arkansas | \$449,724 | 47 | 0.1\% |
| New Jersey | \$16,195,488 | 558 | 2.9\% | Nevada | \$2,117,135 | 87 | 0.4\% | Mississippi | \$280,556 | 20 | 0.0\% |
| Florida | \$12,869,841 | 728 | 2.3\% | New Hampshire | \$1,949,144 | 88 | 0.3\% | Nebraska | \$239,806 | 27 | 0.0\% |
| Washington | \$11,889,806 | 360 | 2.1\% | Wisconsin | \$1,786,622 | 134 | 0.3\% | District of Columbia | \$131,431 | 31 | 0.0\% |
| Colorado | \$11,304,392 | 450 | 2.0\% | Hawaii | \$1,577,217 | 55 | 0.3\% | Rhode Island | \$107,662 | 25 | 0.0\% |
| Virginia | \$10,355,425 | 481 | 1.8\% | Missouri | \$1,452,527 | 123 | 0.3\% | West Virginia | \$93,926 | 7 | 0.0\% |
| Illinois | \$8,833,663 | 346 | 1.6\% | Other | \$1,363,046 | 91 | 0.2\% | Wyoming | \$68,184 | 7 | 0.0\% |
| Pennsylvania | \$8,161,516 | 310 | 1.4\% | Utah | \$1,308,782 | 112 | 0.2\% |  |  |  |  |
| New York | \$7,445,345 | 372 | 1.3\% | Montana | \$1,198,372 | 45 | 0.2\% |  |  |  |  |
| North Carolina | \$7,147,300 | 352 | 1.3\% | Kansas | \$1,158,097 | 62 | 0.2\% |  |  |  |  |
| Georgia | \$6,196,587 | 271 | 1.1\% | Alaska | \$1,077,532 | 29 | 0.2\% |  |  |  |  |
| Arizona | \$5,224,070 | 374 | 0.9\% | Oklahoma | \$1,040,093 | 56 | 0.2\% |  |  |  |  |
| Connecticut | \$4,682,230 | 154 | 0.8\% | Idaho | \$984,238 | 93 | 0.2\% |  |  |  |  |
| Minnesota | \$4,527,296 | 202 | 0.8\% | Louisiana | \$914,632 | 55 | 0.2\% |  |  |  |  |
| Maryland | \$4,412,352 | 205 | 0.8\% | Alabama | \$864,192 | 62 | 0.2\% |  |  |  |  |
| Tennessee | \$4,387,761 | 157 | 0.8\% | Maine | \$851,254 | 25 | 0.2\% | In State Total | \$273,732,807 | 11,463 | 48.4\% |
| Ohio | \$3,071,217 | 181 | 0.5\% | Iowa | \$848,992 | 28 | 0.2\% | Out of State Total | \$291,766,571 | 11,967 | 51.4\% |
| Kentucky | \$2,977,251 | 78 | 0.5\% | Delaware | \$703,598 | 36 | 0.1\% | Grand Total | \$565,499,378 | 23,430 | 100\% |

[^5] 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3ERNALILLO | 6,280 | \$153,902,316 | 55\% | 56\% | \$24,507 |
| SANTA FE | 1,402 | \$44,194,108 | 12\% | 16\% | \$31,522 |
| LOS ALAMOS | 920 | \$23,276,612 | 8\% | 9\% | \$25,301 |
| SANDOVAL | 871 | \$14,731,287 | 8\% | 5\% | \$16,913 |
| DONA ANA | 649 | \$13,781,881 | 6\% | 5\% | \$21,236 |
| SAN JUAN | 232 | \$5,479,250 | 2\% | 2\% | \$23,617 |
| VALENCIA | 156 | \$1,026,693 | 1\% | 0\% | \$6,581 |
| CHAVES | 124 | \$3,099,143 | 19 | 1\% | \$24,993 |
| EDDY | 103 | \$2,124,409 | 1\% | 1\% | \$20,625 |
| TAOS | 95 | \$2,387,962 | 1\% | 1\% | \$25,136 |
| RIO ARRIBA | 91 | \$883,999 | 1\% | 0\% | \$9,714 |
| MCKINLEY | 73 | \$1,484,144 | 1\% | 1\% | \$20,331 |
| OTERO | 67 | \$535,087 | 1\% | 0\% | \$7,986 |
| CURRY | 56 | \$1,119,996 | 0\% | 0\% | \$20,000 |
| LEA | 56 | \$1,019,860 | 0\% | 0\% | \$18,212 |
| SOCORRO | 42 | \$501,364 | 0\% | 0\% | \$11,937 |
| COLFAX | 41 | \$520,219 | 0\% | 0\% | \$12,688 |
| SAN MIGUEL | 36 | \$1,133,060 | 0\% | 0\% | \$31,474 |
| GRANT | 35 | \$544,784 | 0\% | 0\% | \$15,565 |
| LINCOLN | 35 | \$471,861 | 0\% | 0\% | \$13,482 |
| SIERRA | 21 | \$342,160 | 0\% | 0\% | \$16,293 |
| CIBOLA | 16 | \$558,972 | 0\% | 0\% | \$34,936 |

[^6] 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 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| MORA | 15 | $\$ 193,706$ | $0 \%$ | $0 \%$ | Average Balance |
| TORRANCE | 15 | $\$ 187,719$ | $0 \%$ | $0 \%$ | $\$ 12,914$ |
| ROOSEVELT | 11 | $\$ 43,113$ | $0 \%$ | $0 \%$ | $\$ 12,515$ |
| LUNA | 9 | $\$ 27,367$ | $0 \%$ | $0 \%$ | $\$ 3,919$ |
| QUAY | 7 | $\$ 49,993$ | $0 \%$ | $0 \%$ | $\$ 3,041$ |
| CATRON | 3 | $\$ 68,265$ | $0 \%$ | $0 \%$ | $\$ 7,142$ |
| UNION | 2 | $\$ 11,275$ | $0 \%$ | $0 \%$ | $\$ 22,755$ |
| DE BACA | 1 | $\$ 9,769$ | $0 \%$ | $\$ 5,638$ |  |
| HARDING | 1 | $\$ 16,590$ | $0 \%$ | $\$ 9,769$ |  |
| HIDALGO |  |  |  |  | $0 \%$ |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

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.

## Blended Age Based Approach ${ }^{1,2}$

Underlying Funds and Target Allocations

|  |  | $\begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 100 \end{gathered}$ | $\begin{array}{\|c} \text { Blended Age } \\ \text { Based Portfolio } \\ 90 \end{array}$ | $\left\lvert\, \begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 80 \end{gathered}\right.$ | $\begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 70 \end{gathered}$ | $\begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 60 \end{gathered}$ | $\begin{array}{\|l} \text { Blended Age } \\ \text { Based Portfolio } \\ 50 \end{array}$ | $\left\lvert\, \begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 40 \end{gathered}\right.$ | Blended Age Based Portfolio 30 | $\begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 20 \end{gathered}$ | $\begin{gathered} \text { Blended Age } \\ \text { Based Portfolio } \\ 10 \end{gathered}$ | $\begin{array}{\|c\|} \text { Blended Age } \\ \text { Based Portfolio } \\ 5 \end{array}$ | Blended Age Based Low Duration Fixed Income Portfolio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Blended Growth Age Based 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 | Ages 19+ | - | - |
| Blended Balanced Age Based 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+ |
| U.S. Equity | 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\% |
|  | Invesco 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 |
|  | Invesco Oppenheimer Main Street ${ }^{\text {® }}$ 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 |
|  | 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 |
|  | Invesco Oppenheimer Main Street ${ }^{\circ}$ 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 |
|  | Invesco Oppenheimer Main Street ${ }^{\text { }}$ 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 |
| Global/ <br> International Equity | Invesco 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 |
|  | Invesco 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 |
|  | Invesco 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 |
|  | 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 |
| Real Estate | Invesco 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 |
| Fixed Income | 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 |
|  | Invesco 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 |
|  | Invesco 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 |
|  | Invesco Oppenheimer Senior Floating Rate Fund | 0.0 | 1.0 | 4.0 | 5.0 | 4.0 | 4.0 | 4.0 | 4.0 | 3.0 | 2.0 | 2.0 | 0.0 |
|  | Vanguard Short-Term Inflation Protected Securities Index 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 |
| Money Market | Invesco Oppenheimer Institutional Government Money Market Fund ${ }^{2}$ | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.0 | 7.0 | 10.0 | 10.0 | 13.0 | 15.0 | 15.0 |

Please refer to the most recent Plan Description and Participation Agreement, as amended and supplemented.
 Vanguard funds, purchase the Institutional class of shares.



 no guarantee that the Institutional Government Money Market Portfolio will maintain this return. This undertaking may be amended or withdrawn at any time.
 information.
 Contact your attorney or other advisor regarding your specific legal, investment or tax situation.

The Education Plan is operated as a qualified tuition program offered by The Education Trust Board of New Mexico and is available to all U.S. residents. OFI Private Investments Inc. is the program manager for The Education Plan and OppenheimerFunds Distributor, Inc. is the distributor of The Education Plan. Some states offer favorable tax treatment to their residents only if they invest in the state's own plan. Investors should consider before investing whether their or their designated beneficiary's home state offers any state tax or other benefits that are only available for investments in such state's qualified tuition program, such as financial aid, scholarship funds, and protection from creditors, and should consult their tax advisor. These securities are neither FDIC insured nor guaranteed and may lose value.

Before investing in the Plan, investors should carefully consider the investment objectives, risks, charges and expenses associated with municipal fund securities. The Plan Description and Participation Agreement contain this and other information about the Plan, and may be obtained by visiting www.theeducationplan.com or calling 1.877.EdPlan8. Investors should read these documents carefully before investing.

## Blended Custom Choice Options ${ }^{1,2}$

Underlying Funds and Target Allocations

|  |  | Blended Custom Choice 100 | Blended Custom Choice Portfolio 90 | Blended Custom Choice Portfolio 80 | Blended Custom Choice Portfolio 70 | Blended Custom Choice Portfolio 60 | Blended Custorm Choice Portfolio 50 | Blended Custorn Choice 40 | Blended Custom Choice Portfolio 30 | Blended Custom Choice Portfolio 20 | Blended Custom Choice 10 | Blended Custom Choice Portfolio 5 | Blended Custom Choice Low Duration Fixed Income | Blended Custom Choice Fixed income Portfolio | $\begin{array}{\|l} \text { Blended } \\ \text { Custom } \\ \text { Choice Short } \\ \text { Term Yield } \\ \text { Portfolio } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Equity | 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\% | 0.0\% |
|  | Invesco 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 | 0.0 |
|  | Invesco 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 | 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 | 0.0 |
|  | Invesco Oppenheimer Main Street ${ }^{\text {© }}$ 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 | 0.0 |
|  | Invesco Oppenheimer Main Street ${ }^{\text { }}$ 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 | 0.0 |
| Global/ <br> International <br> Equity | Invesco 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 | 0.0 |
|  | Invesco 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 | 0.0 |
|  | Invesco 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 | 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 | 0.0 |
| Real Estate | Invesco 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 | 0.0 |
| Fixed Income | 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 | 0.0 |
|  | Invesco 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 | 0.0 |
|  | Invesco 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 | 0.0 |
|  | Invesco Oppenheimer Senior Floating Rate Fund | 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 | 0.0 |
|  | Vanguard Short-Term Inflation Protected Securities Index 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 | 0.0 |
| Money Market | Invesco Oppenheimer Institutional Government Money Market Fund ${ }^{2}$ | 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 | 100.0 |

1. Portfolios that invest in Oppenheimer mutual funds purchase Class I shares or Class L shares in the case of Oppenheimer Institutional Government Money Market Fund. Portfolios that invest in the Vanguard funds, purchase the Institutional class of shares.
2. You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $\$ 1.00$ per share, it cannot guarantee it will do so. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time. The Plan Manager and The Education Trust Board have agreed to voluntarily waive the Management Fee and Administrative Fee, respectively (but, in neither case, not below zero) and/or reimburse expenses to the extent necessary to assist the Institutional Government Money Market Portfolio in attempting to maintain at least a $0.00 \%$ return. There is no guarantee that the Institutional Government Money Market Portfolio will maintain this return. This undertaking may be amended or withdrawn at any time.

As a result of a reorganization on May 24, 2019, the underlying OppenheimerFunds' names have changed. Please see the underlying Funds current prospectus at www.oppenheimerfunds.com for further information

This material is provided for general and educational purposes only, and is not intended to provide legal, tax or investment advice, or for use to avoid penalties that may be imposed under U.S. federal tax laws. Contact your attorney or other advisor regarding your specific legal, investment or tax situation.

The Education Plan^ is operated as a qualified tuition program offered by The Education Trust Board of New Mexico and is available to all U.S. residents. OFI Private Investments Inc. is the program manager for The Education Plan and OppenheimerFunds Distributor, Inc. is the distributor of The Education Plan. Some states offer favorable tax treatment to their residents only if they invest in the state's own plan. Investors should consider before investing whether their or their designated beneficiary's home state offers any state tax or other benefits that are only available for investments in such state's qualified tuition program, such as financial aid, scholarship funds, and protection from creditors, and should consult their tax advisor. These securities are neither FDIC insured nor guaranteed and may lose value.

Before investing in the Plan, investors should carefully consider the investment objectives, risks, charges and expenses associated with municipal fund securities. The Plan Description and Participation Agreement contain this and other information about the Plan, and may be obtained by visiting www.theeducationplan.com or calling 1.877.EdPlan8. Investors should read these documents carefully before investing.

## Index Age Based Approach ${ }^{1,2}$

Underlying Funds and Target Allocations

|  |  | $\begin{gathered} \text { Index } \\ \text { Age ased } \\ \text { Pottoliod } \\ \text { Ioo } \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age asese } \\ \text { Portolicio } \\ \hline 90 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Pottfiolio } \\ 80 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age fased } \\ \text { Portoliolio } \\ \hline 70 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Portfolio } \\ 60 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \substack{\text { Age Based } \\ \text { Potrofolio } \\ 50} \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Portiolio } \\ 40 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Portolilio } \\ 30 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Pottoliio } \\ 20 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Portoflio } \\ 10 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Age Based } \\ \text { Portfolio } \\ 5 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Index Growth Age Based 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 | Ages 19+ | - | - |
| Index Balanced Age Based 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+ |
| U.S. Equity | 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\% |
| Global/International Equity | Vanguard Total International Stock Market 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 |
| Real Estate | Vanguard Real Estate Index Fund ${ }^{3}$ | 5.0 | 4.0 | 3.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 | 1.0 | 1.0 | 0.0 | 0.0 |
| Fixed Income | 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 |
|  | 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 |
|  | Vanguard Short-Term Inflation Protected Securities Index 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 |
| Money Market | Invesco Oppenheimer Institutional Government Money Market Fund ${ }^{2}$ | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.0 | 7.0 | 10.0 | 10.0 | 13.0 | 15.0 | 15.0 |





 that the Institutional Government Money Market Portfolio will maintain this return. This undertaking may be amended or withdrawn at any time.
3. Prior to September 26, 2017, the Fund was named "Vanguard REIT Index Fund".

 Contact your attorney or other advisor regarding your specific legal, investment or tax situation.


 financial aid, scholarship funds, and protection from creditors, and should consult their tax advisor. These securities are neither FDIC insured nor guaranteed and may lose value.

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## Index Custom Choice Options ${ }^{1,2}$

Underlying Funds and Target Allocations

|  |  | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 100 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 90 \end{gathered}$ | $\begin{aligned} & \text { Index } \\ & \text { Portfolio } \\ & 80 \end{aligned}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 70 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfiflio } \\ 60 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 50 \end{gathered}$ | $\begin{aligned} & \text { Index } \\ & \text { Portfolio } \\ & 40 \end{aligned}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 30 \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 20 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 10 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Index } \\ \text { Portfolio } \\ 5 \\ \hline \end{gathered}$ | IndexLow <br> D Dration <br> Fixed Income <br> Partfolio | $\begin{aligned} & \text { Index Fixed } \\ & \text { Incomed } \\ & \text { Portfolio } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Equity | 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\% |
| Global/International Equity | Vanguard Total International Stock Market 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 |
| Real Estate | Vanguard Real Estate Index Fund ${ }^{3}$ | 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 |
| Fixed Income | 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 Index 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 |
| Money Market | Invesco Oppenheimer Institutional Government Money Market Fund ${ }^{2}$ | 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 |

1. Portfolios that invest in Oppenheimer Institutional Government Money Market Fund purchase Class L shares. Portfolios that invest in the Vanguard funds purchase the Institutional class of shares.
2. You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $\$ 1.00$ per share, it cannot quarantee it will do so. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time. The Plan Manager and The Education Trust Board have agreed to voluntarily waive the Management Fee and Administrative Fee, respectively (but, in neither case, not below zero) and/or reimburse expenses to the extent necessary to assist the Institutional Government Money Market Portfolio in attempting to maintain at least a $0.00 \%$ return. There is no guarantee that the Institutional Government Money Market Portfolio will maintain this return. This undertaking may be amended or withdrawn at any time.
3. Prior to September 26, 2017, the Fund was named "Vanguard REIT Index Fund"

As a result of a reorganization on May 24, 2019, the underlying OppenheimerFunds' names have changed. Please see the underlying Funds current prospectus at www.oppenheimerfunds.com for further information.

This material is provided for general and educational purposes only, and is not intended to provide legal, tax or investment advice, or for use to avoid penalties that may be imposed under U.S. federal tax laws. Contact your attorney or other advisor regarding your specific legal, investment or tax situation.

The Education Plan ${ }^{\circledR}$ is operated as a qualified tuition program offered by The Education Trust Board of New Mexico and is available to all U.S. residents. OFI Private Investments Inc. is the program manager for The Education Plan and OppenheimerFunds Distributor, Inc. is the distributor of The Education Plan. Some states offer favorable tax treatment to their residents only if they invest in the state's own plan. Investors should consider before investing whether their or their designated beneficiary's home state offers any state tax or other benefits that are only available for investments in such state's qualified tuition program, such as financial aid, scholarship funds, and protection from creditors, and should consult their tax advisor. These securities are neither FDIC insured nor guaranteed and may lose value.

Before investing in the Plan, investors should carefully consider the investment objectives, risks, charges and expenses associated with municipal fund securities. The Plan Description and Participation Agreement contain this and other information about the Plan, and may be obtained by visiting www.theeducationplan.com or calling 1.877.EdPlan8. Investors should read these documents carefully before investing.

## Direct Plan Blended Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | 231 | 214 | 202 | -5.61\% | -12.55\% |
| Age Based Portfolio 90 | 323 | 295 | 276 | -6.44\% | -14.55\% |
| Age Based Portfolio 80 | 372 | 337 | 343 | 1.78\% | -7.80\% |
| Age Based Portfolio 70 | 563 | 518 | 497 | -4.05\% | -11.72\% |
| Age Based Portfolio 60 | 717 | 657 | 644 | -1.98\% | -10.18\% |
| Age Based Portfolio 50 | 1,014 | 926 | 864 | -6.70\% | -14.79\% |
| Age Based Portfolio 40 | 1,594 | 1,303 | 1,275 | -2.15\% | -20.01\% |
| Age Based Portfolio 30 | 2,055 | 1,911 | 1,874 | -1.94\% | -8.81\% |
| Age Based Portfolio 20 | 1,853 | 1,951 | 1,922 | -1.49\% | 3.72\% |
| Age Based Portfolio 10 | 2,652 | 2,830 | 2,856 | 0.92\% | 7.69\% |
| Age Based Portfolio 5 | 79 | 192 | 226 | 17.71\% | 186.08\% |
| Age Based Low Duration Fixed Income Portfolio | 45 | 73 | 96 | 31.51\% | 113.33\% |
| Portfolio 100 | 4,034 | 3,863 | 3,787 | -1.97\% | -6.12\% |
| Portfolio 90 | 20 | 45 | 61 | 35.56\% | 205.00\% |
| Portfolio 80 | 2,245 | 2,123 | 2,077 | -2.17\% | -7.48\% |
| Portfolio 70 | 12 | 42 | 54 | 28.57\% | 350.00\% |
| Portfolio 60 | 1,501 | 1,410 | 1,386 | -1.70\% | -7.66\% |
| Portfolio 50 | 17 | 38 | 52 | 36.84\% | 205.88\% |
| Portfolio 40 | 986 | 911 | 885 | -2.85\% | -10.24\% |


|  | Total Return (\%) |  | Average Annual Total Return (\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Months | YTD | 1 Year | 3 Year | 5 Year |
| Equity Markets |  |  |  |  |  |
| S\&P 500 Index | 1.70 | 20.55 | 4.25 | 13.39 | 10.84 |
| S\&P Completion Index | -1.64 | 17.53 | -3.96 | 9.83 | 8.40 |
| Russell 1000 Growth Index | 1.49 | 23.30 | 3.71 | 16.89 | 13.39 |
| Russell 1000 Index | 1.42 | 20.53 | 3.87 | 13.19 | 10.62 |
| Russell 1000 Value Index | 1.36 | 17.81 | 4.00 | 9.43 | 7.79 |
| Russell MidCap Index | 0.48 | 21.93 | 3.19 | 10.69 | 9.10 |
| Russell 2000 Growth Index | -4.17 | 15.34 | -9.63 | 9.79 | 9.08 |
| Russell 2000 Index | -2.40 | 14.18 | -8.89 | 8.23 | 8.19 |
| Russell 3000 Index | 1.16 | 20.09 | 2.92 | 12.83 | 10.44 |
| CRSP U.S. Total Market Index | 1.11 | 20.03 | 2.92 | 12.82 | 10.43 |
| MSCI ACWI ex-US Index | -1.80 | 11.56 | -1.23 | 6.33 | 2.90 |
| MSCI ACWI Index | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 |
| MSCI EAFE Index | -1.07 | 12.80 | -1.34 | 6.48 | 3.27 |
| MSCI Emerging Markets Index | -4.25 | 5.89 | -2.02 | 5.97 | 2.33 |
| FTSE Developed All Cap ex US Index | -1.10 | 12.40 | -2.48 | 6.09 | 3.16 |
| FTSE Global All Cap ex US Index | -1.58 | 11.79 | -1.35 | 6.50 | 3.49 |

## Market 9/30/2019

|  | 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 | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 0.59 | 3.07 | 4.42 | 1.54 | 1.34 |
| Bloomberg Barclays US Government \& Credit 5-10 Year Index | 2.28 | 10.23 | 12.49 | 3.18 | 4.01 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 0.71 | 3.45 | 4.67 | 1.84 | 1.61 |
| iMoney Government Institutional Index | 2.24 | 2.38 | 2.35 | 1.56 | 1.02 |
| Credit Suisse High Yield Index | 1.03 | 11.08 | 5.79 | 5.96 | 5.13 |
| FTSE World Government Bond Index ex-US | -0.11 | 5.39 | 6.78 | 0.60 | 1.28 |
| Bloomberg Barclays US Aggregate Float Adjusted Index | 2.33 | 8.72 | 10.44 | 2.96 | 3.40 |
| Bloomberg Barclays US 0-5 Year TIPS Index | 0.32 | 3.67 | 3.44 | 1.65 | 1.27 |
| PHLX Gold \& Silver Index | 5.28 | 25.88 | 36.82 | -1.28 | 2.56 |
| FTSE NAREIT Equity REITs Index | 7.80 | 26.96 | 18.42 | 7.36 | 10.26 |
| MSCI US Investable Market Real Estate 25/50 Transition Index | 7.15 | 27.17 | 18.58 | n/a | n/a |
| Alerian MLP Total Return Index | -5.02 | 11.08 | -8.13 | -2.46 | -8.65 |
| FTSE World Government Bond Index ex-US | -0.11 | 5.39 | 6.78 | 0.60 | 1.28 |

## Direct Plan Performance

## Period Ended 9/30/2019

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 | -0.57 | 17.64 | 1.13 | 9.18 | 7.21 | 6.73 |
| Customized Performance Benchmark | 0.05 | 16.79 | 1.14 | 9.73 | 7.76 | 7.57 |
| Variance | -0.62 | 0.85 | -0.01 | -0.55 | -0.55 | -0.84 |
| Age Based Portfolio 90 | -0.38 | 16.72 | 1.76 | n/a | n/a | 2.48 |
| Customized Performance Benchmark | 0.26 | 16.04 | 2.05 |  |  | 4.04 |
| Variance | -0.64 | 0.68 | -0.29 |  |  | -1.56 |
| Age Based Portfolio 80 | -0.21 | 15.31 | 2.16 | 7.95 | 6.44 | 5.79 |
| Customized Performance Benchmark | 0.39 | 14.93 | 2.58 | 8.53 | 7.04 | 7.11 |
| Variance | -0.60 | 0.38 | -0.42 | -0.58 | -0.60 | -1.32 |
| Age Based Portfolio 70 | -0.10 | 14.18 | 2.75 | n/a | n/a | 2.91 |
| Customized Performance Benchmark | 0.51 | 13.84 | 3.21 |  |  | 4.32 |
| Variance | -0.61 | 0.34 | -0.46 |  |  | -1.41 |
| Age Based Portfolio 60 | 0.14 | 12.96 | 3.55 | 6.58 | 5.51 | 4.76 |
| Customized Performance Benchmark | 0.65 | 12.71 | 3.92 | 7.10 | 6.15 | 6.53 |
| Variance | -0.51 | 0.25 | -0.37 | -0.52 | -0.64 | -1.77 |
| Age Based Portfolio 50 | 0.38 | 11.93 | 4.23 | n/a | n/a | 3.71 |
| Customized Performance Benchmark | 0.85 | 11.64 | 4.55 |  |  | 4.68 |
| Variance | -0.47 | 0.29 | -0.32 |  |  | -0.97 |

[^7]
## 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 | 0.46 | 10.24 | 4.40 | 5.19 | 4.45 | 2.89 |
| Customized Performance Benchmark | 0.82 | 9.95 | 4.58 | 5.49 | 4.88 | 5.45 |
| Variance | -0.36 | 0.29 | -0.18 | -0.30 | -0.43 | -2.56 |
| Age Based Portfolio 30 | 0.48 | 8.74 | 4.44 | n/a | n/a | 3.59 |
| Customized Performance Benchmark | 0.83 | 8.46 | 4.70 |  |  | 4.21 |
| Variance | -0.35 | 0.28 | -0.26 |  |  | -0.62 |
| Age Based Portfolio 20 | 0.81 | 7.47 | 5.00 | 3.73 | 3.27 | 2.18 |
| Customized Performance Benchmark | 0.90 | 7.12 | 5.02 | 3.83 | 3.53 | 4.27 |
| Variance | -0.09 | 0.35 | -0.02 | -0.10 | -0.26 | -2.09 |
| Age Based Portfolio 10 | 0.92 | 6.03 | 5.17 | 2.87 | 2.49 | 1.52 |
| Customized Performance Benchmark | 0.96 | 5.71 | 5.16 | 2.97 | 2.69 | 3.30 |
| Variance | -0.04 | 0.32 | 0.01 | -0.10 | -0.20 | -1.78 |
| Age Based Portfolio 5 | 0.86 | 5.16 | 4.85 | n/a | n/a | 3.65 |
| Customized Performance Benchmark | 0.85 | 4.93 | 4.88 |  |  | 3.74 |
| Variance | 0.01 | 0.23 | -0.03 |  |  | -0.09 |
| Age Based Low Duration Fixed Income Portfolio | 0.75 | 3.78 | 4.38 | 1.84 | n/a | 1.72 |
| Customized Performance Benchmark | 0.62 | 3.37 | 4.18 | 1.65 |  | 1.46 |
| Variance | 0.13 | 0.41 | 0.20 | 0.19 |  | 0.26 |

[^8]
## 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 | -0.65 | 17.62 | 0.66 | 9.19 | 7.19 | 6.76 |
| Customized Performance Benchmark | 0.05 | 16.79 | 1.14 | 9.73 | 7.76 | 7.57 |
| Variance | -0.70 | 0.83 | -0.48 | -0.54 | -0.57 | -0.81 |
| Portfolio 90 | -0.38 | 16.21 | 1.64 | n/a | n/a | 3.34 |
| Customized Performance Benchmark | 0.26 | 16.04 | 2.05 |  |  | 4.04 |
| Variance | -0.64 | 0.17 | -0.41 |  |  | -0.70 |
| Portfolio 80 | -0.28 | 15.30 | 2.03 | 7.94 | 6.39 | 5.90 |
| Customized Performance Benchmark | 0.39 | 14.93 | 2.58 | 8.53 | 7.04 | 7.11 |
| Variance | -0.67 | 0.37 | -0.55 | -0.59 | -0.65 | -1.21 |
| Portfolio 70 | -0.66 | 13.53 | 3.63 | n/a | n/a | 3.53 |
| Customized Performance Benchmark | 0.51 | 13.84 | 3.21 |  |  | 4.32 |
| Variance | -1.17 | -0.31 | 0.42 |  |  | -0.79 |
| Portfolio 60 | 0.18 | 13.12 | 3.63 | 6.65 | 5.56 | 4.79 |
| Customized Performance Benchmark | 0.65 | 12.71 | 3.92 | 7.10 | 6.15 | 6.53 |
| Variance | -0.47 | 0.41 | -0.29 | -0.45 | -0.59 | -1.74 |
| Portfolio 50 | 0.38 | 11.86 | 4.41 | n/a | n/a | 4.08 |
| Customized Performance Benchmark | 0.85 | 11.64 | 4.55 |  |  | 4.68 |
| Variance | -0.47 | 0.22 | -0.14 |  |  | -0.60 |

[^9]
## 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 | 0.40 | 10.20 | 4.33 | 5.17 | 4.43 | 3.00 |
| Customized Performance Benchmark | 0.82 | 9.95 | 4.58 | 5.49 | 4.88 | 5.45 |
| Variance | -0.42 | 0.25 | -0.25 | -0.32 | -0.45 | -2.45 |
| Portfolio 30 | 0.48 | 8.45 | 4.05 | n/a | n/a | 3.28 |
| Customized Performance Benchmark | 0.83 | 8.46 | 4.70 |  |  | 4.21 |
| Variance | -0.35 | -0.01 | -0.65 |  |  | -0.93 |
| Portfolio 20 | 0.81 | 7.41 | 5.01 | 3.74 | 3.28 | 2.16 |
| Customized Performance Benchmark | 0.90 | 7.12 | 5.02 | 3.83 | 3.53 | 4.27 |
| Variance | -0.09 | 0.29 | -0.01 | -0.09 | -0.25 | -2.11 |
| Portfolio 10 | 0.92 | 6.00 | 5.15 | 2.89 | 2.50 | 1.54 |
| Customized Performance Benchmark | 0.96 | 5.71 | 5.16 | 2.97 | 2.69 | 3.30 |
| Variance | -0.04 | 0.29 | -0.01 | -0.08 | -0.19 | -1.76 |
| Portfolio 5 | 0.76 | 5.25 | 4.52 | n/a | n/a | 3.89 |
| Customized Performance Benchmark | 0.85 | 4.93 | 4.88 |  |  | 3.74 |
| Variance | -0.09 | 0.32 | -0.36 |  |  | 0.15 |

[^10]
## 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 ${ }^{1}$ |
| Fixed Income Portfolio | 1.11 | 4.78 | 5.59 | 2.13 | n/a | 2.25 |
| Customized Performance Benchmark | 0.98 | 4.42 | 5.39 | 2.06 |  | 2.21 |
| Variance | 0.13 | 0.36 | 0.20 | 0.07 |  | 0.04 |
| Low Duration Fixed Income Portfolio | 0.75 | 3.86 | 4.37 | 1.90 | n/a | 1.79 |
| Customized Performance Benchmark | 0.62 | 3.37 | 4.18 | 1.65 |  | 1.46 |
| Variance | 0.13 | 0.49 | 0.19 | 0.25 |  | 0.33 |
| Short Term Yield Portfolio | 0.54 | 1.64 | 2.19 | 1.28 | 0.80 | 1.27 |
| Customized Performance Benchmark | 0.47 | 1.53 | 2.01 | 1.22 | 0.75 | 1.17 |
| Variance | 0.07 | 0.11 | 0.18 | 0.06 | 0.05 | 0.10 |

## Index Direct Plan Performance

## Period Ended 9/30/2019

## 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 | 0.50 | 17.20 | 2.10 | 10.26 | 8.12 | 9.82 |
| Customized Performance Benchmark | 0.47 | 17.48 | 2.21 | 10.55 | 8.43 | 10.63 |
| Variance | 0.03 | -0.28 | -0.11 | -0.29 | -0.31 | -0.81 |
| Index Age Based Portfolio 90 | 0.57 | 16.04 | 2.82 | n/a | n/a | 3.46 |
| Customized Performance Benchmark | 0.62 | 16.59 | 3.06 |  |  | 4.64 |
| Variance | -0.05 | -0.55 | -0.24 |  |  | -1.18 |
| Index Age Based Portfolio 80 | 0.58 | 14.85 | 3.45 | 8.63 | 7.03 | 8.93 |
| Customized Performance Benchmark | 0.65 | 15.30 | 3.50 | 9.01 | 7.38 | 9.19 |
| Variance | -0.07 | -0.45 | -0.05 | -0.38 | -0.35 | -0.26 |
| Index Age Based Portfolio 70 | 0.66 | 13.58 | 3.81 | n/a | n/a | 3.83 |
| Customized Performance Benchmark | 0.73 | 14.16 | 4.07 |  |  | 4.73 |
| Variance | -0.07 | -0.58 | -0.26 |  |  | -0.90 |
| Index Age Based Portfolio 60 | 0.85 | 12.94 | 4.73 | 7.06 | 5.92 | 7.67 |
| Customized Performance Benchmark | 0.89 | 13.16 | 4.82 | 7.44 | 6.29 | 7.70 |
| Variance | -0.04 | -0.22 | -0.09 | -0.38 | -0.37 | -0.03 |
| Index Age Based Portfolio 50 | 0.94 | 11.67 | 5.30 | n/a | n/a | 4.44 |
| Customized Performance Benchmark | 1.00 | 11.90 | 5.28 |  |  | 4.99 |
| Variance | -0.06 | -0.23 | 0.02 |  |  | -0.55 |

[^11]
## 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 | 1.03 | 10.22 | 5.33 | 5.43 | 4.67 | 6.13 |
| Customized Performance Benchmark | 0.98 | 10.35 | 5.37 | 5.65 | 4.87 | 5.80 |
| Variance | 0.05 | -0.13 | -0.04 | -0.22 | -0.20 | 0.33 |
| Index Age Based Portfolio 30 | 0.94 | 8.64 | 5.42 | n/a | n/a | 4.26 |
| Customized Performance Benchmark | 0.99 | 8.86 | 5.49 |  |  | 4.69 |
| Variance | -0.05 | -0.22 | -0.07 |  |  | -0.43 |
| Index Age Based Portfolio 20 | 1.01 | 7.41 | 5.66 | 3.67 | 3.30 | 4.33 |
| Customized Performance Benchmark | 0.98 | 7.48 | 5.61 | 3.83 | 3.41 | 3.87 |
| Variance | 0.03 | -0.07 | 0.05 | -0.16 | -0.11 | 0.46 |
| Index Age Based Portfolio 10 | 1.05 | 6.05 | 5.72 | 2.82 | 2.49 | 3.21 |
| Customized Performance Benchmark | 1.03 | 6.12 | 5.79 | 2.95 | 2.50 | 2.55 |
| Variance | 0.02 | -0.07 | -0.07 | -0.13 | -0.01 | 0.66 |
| Index Age Based Portfolio 5 | 0.95 | 5.35 | 5.56 | n/a | n/a | 3.95 |
| Customized Performance Benchmark | 0.97 | 5.44 | 5.62 |  |  | 4.15 |
| Variance | -0.02 | -0.09 | -0.06 |  |  | -0.20 |
| Index Age Based Low Duration Fixed Income Portfolio | 0.76 | 3.91 | 4.84 | 1.69 | n/a | 1.48 |
| Customized Performance Benchmark | 0.76 | 4.04 | 4.98 | 1.83 |  | 1.78 |
| Variance | 0.00 | -0.13 | -0.14 | -0.14 |  | -0.30 |

[^12]
## Index Direct Plan Performance

education plan*
Save today for your child's tomorrow

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 | 0.44 | 17.10 | 2.00 | 10.18 | 8.10 | 10.11 |
| Customized Performance Benchmark | 0.47 | 17.48 | 2.21 | 10.55 | 8.43 | 10.63 |
| Variance | -0.03 | -0.38 | -0.21 | -0.37 | -0.33 | -0.52 |
| Index Portfolio 90 | 0.56 | 16.34 | 3.09 | n/a | n/a | 4.20 |
| Customized Performance Benchmark | 0.62 | 16.59 | 3.06 |  |  | 4.64 |
| Variance | -0.06 | -0.25 | 0.03 |  |  | -0.44 |
| Index Portfolio 80 | 0.58 | 14.98 | 3.39 | 8.65 | 7.07 | 8.95 |
| Customized Performance Benchmark | 0.65 | 15.30 | 3.50 | 9.01 | 7.38 | 9.19 |
| Variance | -0.07 | -0.32 | -0.11 | -0.36 | -0.31 | -0.24 |
| Index Portfolio 70 | 0.75 | 13.59 | 3.88 | n/a | n/a | 4.32 |
| Customized Performance Benchmark | 0.73 | 14.16 | 4.07 |  |  | 4.73 |
| Variance | 0.02 | -0.57 | -0.19 |  |  | -0.41 |
| Index Portfolio 60 | 0.85 | 12.94 | 4.80 | 7.18 | 6.01 | 7.62 |
| Customized Performance Benchmark | 0.89 | 13.16 | 4.82 | 7.44 | 6.29 | 7.70 |
| Variance | -0.04 | -0.22 | -0.02 | -0.26 | -0.28 | -0.08 |
| Index Portfolio 50 | 1.03 | 11.69 | 5.26 | n/a | n/a | 4.93 |
| Customized Performance Benchmark | 1.00 | 11.90 | 5.28 |  |  | 4.99 |
| Variance | 0.03 | -0.21 | -0.02 |  |  | -0.06 |

[^13]
## 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 | 0.92 | 10.20 | 5.35 | 5.46 | 4.65 | 6.09 |
| Customized Performance Benchmark | 0.98 | 10.35 | 5.37 | 5.65 | 4.87 | 5.80 |
| Variance | -0.06 | -0.15 | -0.02 | -0.19 | -0.22 | 0.29 |
| Index Portfolio 30 | 0.94 | 8.73 | 5.31 | n/a | n/a | 4.38 |
| Customized Performance Benchmark | 0.99 | 8.86 | 5.49 |  |  | 4.69 |
| Variance | -0.05 | -0.13 | -0.18 |  |  | -0.31 |
| Index Portfolio 20 | 1.01 | 7.39 | 5.58 | 3.66 | 3.28 | 4.34 |
| Customized Performance Benchmark | 0.98 | 7.48 | 5.61 | 3.83 | 3.41 | 3.87 |
| Variance | 0.03 | -0.09 | -0.03 | -0.17 | -0.13 | 0.47 |
| Index Portfolio 10 | 1.05 | 6.07 | 5.74 | 2.83 | 2.49 | 3.18 |
| Customized Performance Benchmark | 1.03 | 6.12 | 5.79 | 2.95 | 2.50 | 2.55 |
| Variance | 0.02 | -0.05 | -0.05 | -0.12 | -0.01 | 0.63 |
| Index Portfolio 5 | 0.95 | 5.35 | 5.46 | n/a | n/a | 3.89 |
| Customized Performance Benchmark | 0.97 | 5.44 | 5.62 |  |  | 4.15 |
| Variance | -0.02 | -0.09 | -0.16 |  |  | -0.26 |

[^14]
## 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 Fixed Income Portfolio | 1.12 | 4.82 | 5.84 | 1.84 | n/a | 2.06 |
| Customized Performance Benchmark | 1.07 | 4.92 | 5.98 | 2.03 |  | 2.31 |
| Variance | 0.05 | -0.10 | -0.14 | -0.19 |  | -0.25 |
| Index Low Duration Fixed Income Portfolio | 0.85 | 4.09 | 5.00 | 1.74 | n/a | 1.67 |
| Customized Performance Benchmark | 0.76 | 4.04 | 4.98 | 1.83 |  | 1.78 |
| Variance | 0.09 | 0.05 | 0.02 | -0.09 |  | -0.11 |

## Direct Underlying Investment Performance

The Education Plan
Period Ended 9/30/2019

|  | Total Returns ${ }^{1}$ |  | Average Annual Total Return ${ }^{1}$ |  |  |  | Morningstar Rankings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-Mo | YTD | 1-Year | 3-Year | 5-Year | 10-Yearl Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| U.S. Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Value Fund R6 | -0.34 | 16.83 | 0.18 | 8.69 | 6.56 | 9.72 | 92 | 50 | 66 | 68 | 70 | 86 |
| Russell 1000 Value Index | 1.36 | 17.81 | 4.00 | 9.43 | 7.79 |  |  |  |  |  |  |  |
| Variance | -1.70 | -0.98 | -3.82 | -0.74 | -1.23 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Fund R6 | 0.93 | 22.60 | 5.83 | 11.49 | 9.73 | 13.28 | 73 | 11 | 20 | 61 | 42 | 42 |
| S\&P 500 Index | 1.70 | 20.55 | 4.25 | 13.39 | 10.84 |  |  |  |  |  |  |  |
| Variance | -0.77 | 2.05 | 1.58 | -1.90 | -1.11 |  |  |  |  |  |  |  |
| Vanguard Total Stock Market Index Fund | 1.09 | 20.00 | 2.89 | 12.81 | 10.42 | 13.10 | 68 | 46 | 56 | 36 | 27 | 13 |
| CRSP U.S. Total Market Index | 1.11 | 20.03 | 2.92 | 12.82 | 10.43 | 13.11 |  |  |  |  |  |  |
| Variance | -0.02 | -0.03 | -0.03 | -0.01 | -0.01 | -0.01 |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Mid Cap Fund R6 | 1.20 | 23.02 | 0.74 | 8.57 | 6.93 | 11.29 | 24 | 9 | 39 | 60 | 55 | 48 |
| Russell MidCap Index | 0.48 | 21.93 | 3.19 | 10.69 | 9.10 |  |  |  |  |  |  |  |
| Variance | 0.72 | 1.09 | -2.45 | -2.12 | -2.17 |  |  |  |  |  |  |  |

## 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 | -1.60 | 17.60 | -3.78 | 9.97 | 8.54 | 12.44 | 86 | 59 | 69 | 31 | 27 | 18 |
| S\&P Completion Index | -1.64 | 17.53 | -3.96 | 9.83 | 8.40 | 12.30 |  |  |  |  |  |  |
| Variance | 0.04 | 0.07 | 0.18 | 0.14 | 0.14 | 0.14 |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Small Cap Fund R6 | 0.34 | 16.14 | -6.90 | 9.17 | 8.22 | 8.87 | 20 | 31 | 42 | 19 | 30 | n/a |
| Russell 2000 Index | -2.40 | 14.18 | -8.89 | 8.23 | 8.19 |  |  |  |  |  |  |  |
| Variance | 2.74 | 1.96 | 1.99 | 0.94 | 0.03 |  |  |  |  |  |  |  |

## 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 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-Yearl Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Fixed Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Limited-Term Bond Fund R6 | 1.02 | 5.16 | 5.53 | 2.78 | 2.48 | 2.54 | 17 | 16 | 20 | 11 | 11 | 7 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 0.71 | 3.45 | 4.67 | 1.84 | 1.61 |  |  |  |  |  |  |  |
| Variance | 0.31 | 1.71 | 0.86 | 0.94 | 0.87 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Limited-Term Government Fund R6 | 0.79 | 3.37 | 4.64 | 1.69 | 1.61 | 1.35 | 21 | 30 | 32 | 7 | 9 | 9 |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 0.59 | 3.07 | 4.42 | 1.54 | 1.34 |  |  |  |  |  |  |  |
| Variance | 0.20 | 0.30 | 0.22 | 0.15 | 0.27 |  |  |  |  |  |  |  |
| Vanguard Short-Term Bond Index Fund | 0.95 | 4.49 | 6.00 | 1.96 | 1.96 | 2.02 | 26 | 31 | 12 | 58 | 39 | 58 |
| Bloomberg Barclays U.S. 1-5 Years Government/Credit Float Adjusted Index | 0.89 | 4.48 | 6.01 | 2.01 | 2.01 | 2.12 |  |  |  |  |  |  |
| Variance | 0.06 | 0.01 | -0.01 | -0.05 | -0.05 | -0.10 |  |  |  |  |  |  |
| Vanguard Total Bond Market Index Fund | 2.43 | 8.70 | 10.45 | 2.91 | 3.36 | 3.71 | 10 | 30 | 14 | 32 | 22 | 47 |
| Bloomberg Barclays US Aggregate Float Adjusted Index | 2.33 | 8.72 | 10.44 | 2.96 | 3.40 | 3.79 |  |  |  |  |  |  |
| Variance | 0.10 | -0.02 | 0.01 | -0.05 | -0.04 | -0.08 |  |  |  |  |  |  |

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-Yearl Since Inception ${ }^{2}$ | QTD | YTD | 1-Year | 3-Year | 5-Year | 10-Year |
| Fixed Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Senior Floating Rate Fund R6 | -1.98 | 2.31 | -1.98 | 3.08 | 3.15 | 3.65 | 98 | 98 | 99 | 82 | 54 | 9 |
| JP Morgan Leveraged Loan Index | 1.03 | 6.67 | 3.30 | 4.72 | 4.40 |  |  |  |  |  |  |  |
| Variance | -3.01 | -4.36 | -5.28 | -1.64 | -1.25 |  |  |  |  |  |  |  |
| Vanguard Short Term TIPS Fund I | 0.40 | 3.73 | 3.48 | 1.64 | 1.25 | 0.80 | 77 | 89 | 85 | 68 | 75 | n/a |
| Bloomberg Barclays US 0-5 Year TIPS Index | 0.32 | 3.67 | 3.44 | 1.65 | 1.27 |  |  |  |  |  |  |  |
| Variance | 0.08 | 0.06 | 0.04 | -0.01 | -0.02 |  |  |  |  |  |  |  |
| Invesco Government \& Agency Portfolio E | 0.53 | 1.69 | 2.23 | 1.43 | 0.91 | 0.47 |  |  |  |  |  |  |
| iMoney Government Institutional Index | 2.24 | 2.38 | 2.35 | 1.56 | 1.02 |  |  |  |  |  |  |  |
| Variance | -1.71 | -0.69 | -0.12 | -0.13 | -0.11 |  |  |  |  |  |  |  |
| Alternative |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Real Estate Fund R6 | 7.04 | 26.23 | 17.68 | 6.22 | 9.65 | 9.27 | 56 | 64 | 57 | 73 | 43 | 45 |
| FTSE NAREIT Equity REITs Index | 7.80 | 26.96 | 18.42 | 7.36 | 10.26 |  |  |  |  |  |  |  |
| Variance | -0.76 | -0.73 | -0.74 | -1.14 | -0.61 |  |  |  |  |  |  |  |
| Vanguard Real Estate Index Fund | 7.42 | 28.20 | 19.92 | 7.10 | 9.96 | 12.91 | 41 | 33 | 26 | 49 | 36 | 32 |
| MSCI US Investable Market Real Estate 25/50 Transition Index | 7.15 | 27.17 | 18.58 |  |  |  |  |  |  |  |  |  |
| Variance | 0.27 | 1.03 | 1.34 |  |  |  |  |  |  |  |  |  |

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 Blended Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | 231 | 214 | 202 | -5.61\% | -12.55\% |
| Age Based Portfolio 90 | 323 | 295 | 276 | -6.44\% | -14.55\% |
| Age Based Portfolio 80 | 372 | 337 | 343 | 1.78\% | -7.80\% |
| Age Based Portfolio 70 | 563 | 518 | 497 | -4.05\% | -11.72\% |
| Age Based Portfolio 60 | 717 | 657 | 644 | -1.98\% | -10.18\% |
| Age Based Portfolio 50 | 1,014 | 926 | 864 | -6.70\% | -14.79\% |
| Age Based Portfolio 40 | 1,594 | 1,303 | 1,275 | -2.15\% | -20.01\% |
| Age Based Portfolio 30 | 2,055 | 1,911 | 1,874 | -1.94\% | -8.81\% |
| Age Based Portfolio 20 | 1,853 | 1,951 | 1,922 | -1.49\% | 3.72\% |
| Age Based Portfolio 10 | 2,652 | 2,830 | 2,856 | 0.92\% | 7.69\% |
| Age Based Portfolio 5 | 79 | 192 | 226 | 17.71\% | 186.08\% |
| Age Based Low Duration Fixed Income Portfolio | 45 | 73 | 96 | 31.51\% | 113.33\% |
| Portfolio 100 | 4,034 | 3,863 | 3,787 | -1.97\% | -6.12\% |
| Portfolio 90 | 20 | 45 | 61 | 35.56\% | 205.00\% |
| Portfolio 80 | 2,245 | 2,123 | 2,077 | -2.17\% | -7.48\% |
| Portfolio 70 | 12 | 42 | 54 | 28.57\% | 350.00\% |
| Portfolio 60 | 1,501 | 1,410 | 1,386 | -1.70\% | -7.66\% |
| Portfolio 50 | 17 | 38 | 52 | 36.84\% | 205.88\% |
| Portfolio 40 | 986 | 911 | 885 | -2.85\% | -10.24\% |

## Direct Plan Blended Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio 30 | 7 | 30 | 38 | 26.67\% | 442.86\% |
| Portfolio 20 | 467 | 450 | 447 | -0.67\% | -4.28\% |
| Portfolio 10 | 769 | 743 | 726 | -2.29\% | -5.59\% |
| Portfolio 5 | 12 | 19 | 22 | 15.79\% | 83.33\% |
| Fixed Income Portfolio | 147 | 182 | 193 | 6.04\% | 31.29\% |
| Low Duration Fixed Income Portfolio | 97 | 104 | 109 | 4.81\% | 12.37\% |
| Short Term Yield Portfolio | 901 | 895 | 887 | -0.89\% | -1.55\% |
| Total | 22,713 | 22,062 | 21,799 | -1.19\% | -4.02\% |
| \% in Age Based Portfolios | 50.62\% | 50.80\% | 50.8\% |  |  |
| \% in Custom Choice Portfolios | 49.38\% | 49.20\% | 49.2\% |  |  |

## Direct Plan Index Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | 411 | 449 | 432 | -3.79\% | 5.11\% |
| Index Age Based Portfolio 90 | 395 | 382 | 381 | -0.26\% | -3.54\% |
| Index Age Based Portfolio 80 | 419 | 434 | 464 | 6.91\% | 10.74\% |
| Index Age Based Portfolio 70 | 442 | 588 | 601 | 2.21\% | 35.97\% |
| Index Age Based Portfolio 60 | 327 | 428 | 463 | 8.18\% | 41.59\% |
| Index Age Based Portfolio 50 | 309 | 381 | 382 | 0.26\% | 23.62\% |
| Index Age Based Portfolio 40 | 373 | 369 | 443 | 20.05\% | 18.77\% |
| Index Age Based Portfolio 30 | 486 | 547 | 564 | 3.11\% | 16.05\% |
| Index Age Based Portfolio 20 | 245 | 341 | 373 | 9.38\% | 52.24\% |
| Index Age Based Portfolio 10 | 386 | 389 | 617 | 58.61\% | 59.84\% |
| Index Age Based Portfolio 5 | 171 | 237 | 289 | 21.94\% | 69.01\% |
| Index Age Based Low Duration Fixed Income Portfolio | 100 | 169 | 206 | 21.89\% | 106.00\% |
| Index Portfolio 100 | 1,901 | 1,937 | 1,981 | 2.27\% | 4.21\% |
| Index Portfolio 90 | 23 | 49 | 59 | 20.41\% | 156.52\% |
| Index Portfolio 80 | 991 | 966 | 960 | -0.62\% | -3.13\% |
| Index Portfolio 70 | 30 | 53 | 63 | 18.87\% | 110.00\% |
| Index Portfolio 60 | 761 | 721 | 712 | -1.25\% | -6.44\% |
| Index Portfolio 50 | 32 | 61 | 68 | 11.48\% | 112.50\% |
| Index Portfolio 40 | 536 | 505 | 501 | -0.79\% | -6.53\% |
| Index Portfolio 30 | 18 | 50 | 52 | 4.00\% | 188.89\% |
| Index Portfolio 20 | 393 | 391 | 386 | -1.28\% | -1.78\% |

## Direct Plan Index Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Portfolio 10 | 327 | 325 | 329 | 1.23\% | 0.61\% |
| Index Portfolio 5 | 7 | 23 | 29 | 26.09\% | 314.29\% |
| Index Fixed Income Portfolio | 136 | 159 | 187 | 17.61\% | 37.50\% |
| Index Low Duration Fixed Income Portfolio | 139 | 183 | 180 | -1.64\% | 29.50\% |
| Total | 9,358 | 10,137 | 10,722 | 5.77\% | 14.58\% |
| \% in Age Based Index Portfolios | 43.4\% | 46.5\% | 48.6\% |  |  |
| \% in Custom Choice Index Portfolios | 56.6\% | 53.5\% | 51.4\% |  |  |

## Direct Plan Blended Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$1,065,877 | \$1,309,906 | \$1,265,367 | -3.40\% | 18.72\% |
| Age Based Portfolio 90 | \$2,090,069 | \$1,881,590 | \$1,708,246 | -9.21\% | -18.27\% |
| Age Based Portfolio 80 | \$4,343,906 | \$3,354,949 | \$2,907,799 | -13.33\% | -33.06\% |
| Age Based Portfolio 70 | \$7,577,495 | \$7,512,366 | \$7,221,614 | -3.87\% | -4.70\% |
| Age Based Portfolio 60 | \$15,390,820 | \$13,633,110 | \$11,928,021 | -12.51\% | -22.50\% |
| Age Based Portfolio 50 | \$23,542,366 | \$21,379,398 | \$20,465,037 | -4.28\% | -13.07\% |
| Age Based Portfolio 40 | \$38,255,367 | \$35,726,590 | \$34,474,331 | -3.51\% | -9.88\% |
| Age Based Portfolio 30 | \$54,195,082 | \$49,705,159 | \$50,070,706 | 0.74\% | -7.61\% |
| Age Based Portfolio 20 | \$51,172,942 | \$58,137,468 | \$54,563,565 | -6.15\% | 6.63\% |
| Age Based Portfolio 10 | \$36,150,509 | \$44,976,555 | \$45,238,539 | 0.58\% | 25.14\% |
| Age Based Portfolio 5 | \$658,138 | \$755,741 | \$741,284 | -1.91\% | 12.63\% |
| Age Based Low Duration Fixed Income Portfolio | \$789,728 | \$1,572,439 | \$1,895,584 | 20.55\% | 140.03\% |
| Portfolio 100 | \$77,550,592 | \$72,016,085 | \$67,501,036 | -6.27\% | -12.96\% |
| Portfolio 90 | \$109,934 | \$128,181 | \$143,431 | 11.90\% | 30.47\% |
| Portfolio 80 | \$27,371,462 | \$25,594,702 | \$24,278,033 | -5.14\% | -11.30\% |
| Portfolio 70 | \$42,812 | \$189,998 | \$356,996 | 87.89\% | 733.87\% |
| Portfolio 60 | \$15,904,380 | \$14,459,443 | \$13,369,148 | -7.54\% | -15.94\% |
| Portfolio 50 | \$253,824 | \$575,472 | \$906,679 | 57.55\% | 257.21\% |
| Portfolio 40 | \$8,473,300 | \$7,816,800 | \$7,379,001 | -5.60\% | -12.91\% |
| Portfolio 30 | \$113,078 | \$1,085,665 | \$1,260,639 | 16.12\% | 1014.84\% |
| Portfolio 20 | \$4,582,912 | \$4,745,567 | \$4,560,752 | -3.89\% | -0.48\% |
| Portfolio 10 | \$6,221,126 | \$6,496,842 | \$6,395,057 | -1.57\% | 2.80\% |

## Direct Plan Blended Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio 5 | \$609,162 | \$138,133 | \$895,757 | 548.47\% | 47.05\% |
| Fixed Income Portfolio | \$2,749,670 | \$3,397,812 | \$3,485,938 | 2.59\% | 26.78\% |
| Low Duration Fixed Income Portfolio | \$2,554,129 | \$2,865,413 | \$2,706,301 | -5.55\% | 5.96\% |
| Short Term Yield Portfolio | \$15,903,913 | \$17,969,176 | \$16,508,183 | -8.13\% | 3.80\% |
| Total | \$397,672,593 | \$397,424,563 | \$382,227,043 | -3.82\% | -3.88\% |
| \% in Age Based Portfolios | 59.2\% | 60.40\% | 60.8\% |  |  |
| \% in Custom Choice Portfolios | 40.8\% | 39.60\% | 39.2\% |  |  |

## Direct Plan Index Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$2,037,523 | \$2,328,960 | \$2,339,907 | 0.47\% | 14.84\% |
| Index Age Based Portfolio 90 | \$3,805,657 | \$3,848,838 | \$3,589,900 | -6.73\% | -5.67\% |
| Index Age Based Portfolio 80 | \$5,534,437 | \$4,920,305 | \$5,385,254 | 9.45\% | -2.70\% |
| Index Age Based Portfolio 70 | \$8,526,768 | \$9,168,142 | \$9,207,649 | 0.43\% | 7.99\% |
| Index Age Based Portfolio 60 | \$7,075,578 | \$8,682,848 | \$9,503,403 | 9.45\% | 34.31\% |
| Index Age Based Portfolio 50 | \$7,161,244 | \$9,497,817 | \$9,181,874 | -3.33\% | 28.22\% |
| Index Age Based Portfolio 40 | \$9,433,901 | \$10,644,237 | \$10,766,698 | 1.15\% | 14.13\% |
| Index Age Based Portfolio 30 | \$9,923,070 | \$11,110,813 | \$12,418,441 | 11.77\% | 25.15\% |
| Index Age Based Portfolio 20 | \$7,573,092 | \$9,652,559 | \$10,004,025 | 3.64\% | 32.10\% |
| Index Age Based Portfolio 10 | \$6,242,549 | \$7,874,245 | \$8,561,867 | 8.73\% | 37.15\% |
| Index Age Based Portfolio 5 | \$599,923 | \$1,347,019 | \$2,041,541 | 51.56\% | 240.30\% |
| Index Age Based Low Duration Fixed Income Portfolio | \$1,776,719 | \$2,817,164 | \$3,191,273 | 13.28\% | 79.62\% |
| Index Portfolio 100 | \$38,395,745 | \$39,176,194 | \$38,710,867 | -1.19\% | 0.82\% |
| Index Portfolio 90 | \$101,242 | \$522,029 | \$570,883 | 9.36\% | 463.88\% |
| Index Portfolio 80 | \$15,474,817 | \$15,854,883 | \$14,763,196 | -6.89\% | -4.60\% |
| Index Portfolio 70 | \$453,610 | \$939,897 | \$1,244,792 | 32.44\% | 174.42\% |
| Index Portfolio 60 | \$13,018,601 | \$12,983,180 | \$12,094,943 | -6.84\% | -7.09\% |
| Index Portfolio 50 | \$1,434,382 | \$1,911,893 | \$1,955,897 | 2.30\% | 36.36\% |
| Index Portfolio 40 | \$7,888,619 | \$7,216,573 | \$7,042,357 | -2.41\% | -10.73\% |
| Index Portfolio 30 | \$236,622 | \$877,596 | \$823,973 | -6.11\% | 248.22\% |
| Index Portfolio 20 | \$6,212,979 | \$5,960,908 | \$5,711,885 | -4.18\% | -8.07\% |
| Index Portfolio 10 | \$3,936,427 | \$4,115,708 | \$4,127,597 | 0.29\% | 4.86\% |

## Direct Plan Index Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Index Portfolio 5 | \$48,642 | \$650,514 | \$625,800 | -3.80\% | 1186.54\% |
| Index Fixed Income Portfolio | \$1,909,889 | \$2,536,751 | \$4,343,397 | 71.22\% | 127.42\% |
| Index Low Duration Fixed Income Portfolio | \$2,797,944 | \$4,899,931 | \$5,064,914 | 3.37\% | 81.02\% |
| Total | \$161,599,981 | \$179,539,003 | \$183,272,335 | 2.08\% | 13.41\% |
| \% in Age Based Index Portfolios | 43.1\% | 45.60\% | 47.0\% |  |  |
| \% in Custom Choice Index Portfolios | 56.9\% | 54.40\% | 53.0\% |  |  |

## Direct Plan Blended Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$1,157,106 | \$107,903 | \$359 | \$1,265,367 |
| Age Based Portfolio 90 | \$1,726,804 | \$85,740 | (\$104,298) | \$1,708,246 |
| Age Based Portfolio 80 | \$3,662,787 | \$143,851 | $(\$ 898,839)$ | \$2,907,799 |
| Age Based Portfolio 70 | \$6,895,383 | \$62,502 | \$263,729 | \$7,221,614 |
| Age Based Portfolio 60 | \$13,572,884 | \$75,562 | (\$1,720,425) | \$11,928,021 |
| Age Based Portfolio 50 | \$21,511,156 | \$149,094 | (\$1,195,213) | \$20,465,037 |
| Age Based Portfolio 40 | \$33,456,682 | \$268,035 | \$749,614 | \$34,474,331 |
| Age Based Portfolio 30 | \$51,389,812 | \$322,973 | (\$1,642,080) | \$50,070,706 |
| Age Based Portfolio 20 | \$52,665,057 | (\$3,545,030) | \$5,443,539 | \$54,563,565 |
| Age Based Portfolio 10 | \$36,654,014 | (\$5,013,763) | \$13,598,288 | \$45,238,539 |
| Age Based Portfolio 5 | \$523,347 | $(\$ 2,207)$ | \$220,144 | \$741,284 |
| Age Based Low Duration Fixed Income Portfolio | \$1,198,433 | $(\$ 68,383)$ | \$765,534 | \$1,895,584 |
| Portfolio 100 | \$64,004,083 | (\$2,468,499) | \$5,965,451 | \$67,501,036 |
| Portfolio 90 | \$124,699 | \$10,164 | \$8,568 | \$143,431 |
| Portfolio 80 | \$23,369,733 | (\$1,030,541) | \$1,938,841 | \$24,278,033 |
| Portfolio 70 | \$157,249 | \$63,583 | \$136,164 | \$356,996 |
| Portfolio 60 | \$14,080,238 | (\$667,825) | $(\$ 43,265)$ | \$13,369,148 |
| Portfolio 50 | \$487,098 | \$6,506 | \$413,075 | \$906,679 |
| Portfolio 40 | \$7,713,060 | $(\$ 537,319)$ | \$203,260 | \$7,379,001 |

## Direct Plan Blended Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Portfolio 30 | \$199,836 | \$1,269 | \$1,059,534 | \$1,260,639 |
| Portfolio 20 | \$4,420,689 | (\$243,215) | \$383,278 | \$4,560,752 |
| Portfolio 10 | \$6,136,877 | (\$320,520) | \$578,700 | \$6,395,057 |
| Portfolio 5 | \$159,407 | \$1,495 | \$734,855 | \$895,757 |
| Fixed Income Portfolio | \$2,788,525 | (\$293,271) | \$990,684 | \$3,485,938 |
| Low Duration Fixed Income Portfolio | \$2,528,007 | $(\$ 287,534)$ | \$465,827 | \$2,706,301 |
| Short Term Yield Portfolio | \$17,664,837 | $(\$ 753,379)$ | $(\$ 403,275)$ | \$16,508,183 |
| Total | \$368,247,803 | (\$13,932,812) | \$27,912,052 | \$382,227,043 |

## Direct Plan Index Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$2,095,242 | \$342,517 | $(\$ 97,851)$ | \$2,339,907 |
| Index Age Based Portfolio 90 | \$3,370,469 | \$145,297 | \$74,133 | \$3,589,900 |
| Index Age Based Portfolio 80 | \$4,441,768 | \$232,442 | \$711,044 | \$5,385,254 |
| Index Age Based Portfolio 70 | \$8,283,431 | \$458,817 | \$465,401 | \$9,207,649 |
| Index Age Based Portfolio 60 | \$7,644,509 | \$192,600 | \$1,666,294 | \$9,503,403 |
| Index Age Based Portfolio 50 | \$7,107,928 | \$247,117 | \$1,826,829 | \$9,181,874 |
| Index Age Based Portfolio 40 | \$9,625,332 | \$278,813 | \$862,553 | \$10,766,698 |
| Index Age Based Portfolio 30 | \$9,854,643 | \$136,658 | \$2,427,140 | \$12,418,441 |
| Index Age Based Portfolio 20 | \$7,352,283 | (\$370,090) | \$3,021,832 | \$10,004,025 |
| Index Age Based Portfolio 10 | \$6,765,170 | (\$444,988) | \$2,241,685 | \$8,561,867 |
| Index Age Based Portfolio 5 | \$663,870 | \$42,222 | \$1,335,449 | \$2,041,541 |
| Index Age Based Low Duration Fixed Income Portfolio | \$2,126,045 | $(\$ 15,612)$ | \$1,080,839 | \$3,191,273 |
| Index Portfolio 100 | \$34,040,395 | $(\$ 88,792)$ | \$4,759,264 | \$38,710,867 |
| Index Portfolio 90 | \$133,966 | \$13,518 | \$423,399 | \$570,883 |
| Index Portfolio 80 | \$14,025,668 | (\$145,901) | \$883,429 | \$14,763,196 |
| Index Portfolio 70 | \$495,935 | $(\$ 16,304)$ | \$765,162 | \$1,244,792 |
| Index Portfolio 60 | \$12,012,563 | $(\$ 225,566)$ | \$307,947 | \$12,094,943 |
| Index Portfolio 50 | \$1,488,925 | $(\$ 34,333)$ | \$501,305 | \$1,955,897 |
| Index Portfolio 40 | \$7,252,155 | (\$224,936) | \$15,139 | \$7,042,357 |
| Index Portfolio 30 | \$409,379 | \$4,889 | \$409,705 | \$823,973 |
| Index Portfolio 20 | \$5,523,488 | (\$342,683) | \$531,080 | \$5,711,885 |
| Index Portfolio 10 | \$3,814,757 | (\$364,074) | \$676,914 | \$4,127,597 |

## Direct Plan Index Estimated Quarterly Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment <br> Change |
| :--- | :---: | :---: | :---: | :---: |
| Index Portfolio 5 | $\$ 328,375$ | $(\$ 49,837)$ | $\$ 347,262$ |
| Index Fixed Income Portfolio | $\$ 1,889,103$ | $(\$ 149,872)$ | $\$ 2,604,167$ |
| Index Low Duration Fixed Income Portfolio | $\$ 3,454,727$ | $(\$ 398,274)$ | $\$ 2,008,461$ |
| Total | $\$ 154,200,127$ | $\mathbf{( \$ 7 7 6 , 3 7 1 )}$ | $\$ 4,343,397$ |

## Direct Plan Blended Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$108,703 | \$800 | \$107,903 |
| Age Based Portfolio 90 | \$85,957 | \$218 | \$85,740 |
| Age Based Portfolio 80 | \$146,068 | \$2,218 | \$143,851 |
| Age Based Portfolio 70 | \$126,369 | \$63,867 | \$62,502 |
| Age Based Portfolio 60 | \$156,045 | \$80,483 | \$75,562 |
| Age Based Portfolio 50 | \$253,617 | \$104,523 | \$149,094 |
| Age Based Portfolio 40 | \$398,150 | \$130,115 | \$268,035 |
| Age Based Portfolio 30 | \$568,183 | \$245,209 | \$322,973 |
| Age Based Portfolio 20 | \$688,607 | \$4,233,637 | (\$3,545,030) |
| Age Based Portfolio 10 | \$778,040 | \$5,791,803 | (\$5,013,763) |
| Age Based Portfolio 5 | \$8,328 | \$10,534 | $(\$ 2,207)$ |
| Age Based Low Duration Fixed Income Portfolio | \$64,826 | \$133,209 | $(\$ 68,383)$ |
| Portfolio 100 | \$764,473 | \$3,232,972 | (\$2,468,499) |
| Portfolio 90 | \$10,545 | \$381 | \$10,164 |
| Portfolio 80 | \$344,674 | \$1,375,215 | (\$1,030,541) |
| Portfolio 70 | \$65,583 | \$2,000 | \$63,583 |
| Portfolio 60 | \$211,729 | \$879,554 | (\$667,825) |
| Portfolio 50 | \$27,110 | \$20,604 | \$6,506 |
| Portfolio 40 | \$66,808 | \$604,127 | (\$537,319) |
| Portfolio 30 | \$32,060 | \$30,791 | \$1,269 |
| Portfolio 20 | \$81,632 | \$324,848 | $(\$ 243,215)$ |
| Portfolio 10 | \$172,566 | \$493,087 | (\$320,520) |

## Direct Plan Blended Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions |
| :--- | :---: | :---: |
| Portfolio 5 | $\$ 3,495$ | $\$ 2,000$ |
| Fixed Income Portfolio | $\$ 65,320$ | $\$ 1,495$ |
| Low Duration Fixed Income Portfolio | $\$ 28,523$ | $(\$ 293,271)$ |
| Short Term Yield Portfolio | $\$ 778,315$ | $(\$ 287,534)$ |
| Total | $\$ 6,035,725$ | $(\$ 753,379)$ |

## Direct Plan Index Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Index Age Based Portfolio 100 | \$342,517 | \$0 | \$342,517 |
| Index Age Based Portfolio 90 | \$148,565 | \$3,268 | \$145,297 |
| Index Age Based Portfolio 80 | \$238,475 | \$6,032 | \$232,442 |
| Index Age Based Portfolio 70 | \$464,557 | \$5,740 | \$458,817 |
| Index Age Based Portfolio 60 | \$207,845 | \$15,245 | \$192,600 |
| Index Age Based Portfolio 50 | \$251,299 | \$4,182 | \$247,117 |
| Index Age Based Portfolio 40 | \$299,632 | \$20,819 | \$278,813 |
| Index Age Based Portfolio 30 | \$259,595 | \$122,937 | \$136,658 |
| Index Age Based Portfolio 20 | \$139,473 | \$509,563 | (\$370,090) |
| Index Age Based Portfolio 10 | \$412,934 | \$857,923 | (\$444,988) |
| Index Age Based Portfolio 5 | \$45,800 | \$3,578 | \$42,222 |
| Index Age Based Low Duration Fixed Income Portfolio | \$550,943 | \$566,554 | $(\$ 15,612)$ |
| Index Portfolio 100 | \$801,440 | \$890,233 | $(\$ 88,792)$ |
| Index Portfolio 90 | \$21,093 | \$7,575 | \$13,518 |
| Index Portfolio 80 | \$234,034 | \$379,935 | $(\$ 145,901)$ |
| Index Portfolio 70 | \$23,435 | \$39,739 | $(\$ 16,304)$ |
| Index Portfolio 60 | \$160,806 | \$386,372 | (\$225,566) |
| Index Portfolio 50 | \$11,813 | \$46,146 | $(\$ 34,333)$ |
| Index Portfolio 40 | \$76,623 | \$301,559 | $(\$ 224,936)$ |
| Index Portfolio 30 | \$11,995 | \$7,106 | \$4,889 |
| Index Portfolio 20 | \$82,484 | \$425,167 | (\$342,683) |
| Index Portfolio 10 | \$47,802 | \$411,876 | (\$364,074) |

## Direct Plan Index Contribution \& Redemption Quarterly Details

| Portfolio Name | Contributions | Redemptions |
| :--- | :---: | :---: |
| Index Portfolio 5 | $\$ 5,694$ | $\$ 55,531$ |
| Index Fixed Income Portfolio | $\$ 140,273$ | $(\$ 49,837)$ |
| Index Low Duration Fixed Income Portfolio | $\$ 194,089$ | $(\$ 149,872)$ |
| Total | $\$ 5,173,215$ | $(\$ 398,274)$ |
| $(\$ 776,371)$ |  |  |

## Appendix B:

 Scholar's Edge
## Scholar'SEdge Account and Asset Growth

$\rightarrow$ Accounts $\rightarrow$ Assets (SM)


## Advisor Plan State Statistics

| State | Assets | Accounts ${ }^{1}$ | \% of Total <br> Assets |
| :--- | :---: | :---: | :---: |
| California | $\$ 296,787,330$ | 14,643 | $16.2 \%$ |
| New Mexico | $\$ 185,983,312$ | 11,060 | $10.2 \%$ |
| Texas | $\$ 160,124,538$ | 8,193 | $8.8 \%$ |
| New Jersey | $\$ 143,341,781$ | 6,080 | $7.8 \%$ |
| New York | $\$ 111,372,482$ | 5,794 | $6.1 \%$ |
| Florida | $\$ 98,131,763$ | 5,221 | $5.4 \%$ |
| Pennsylvania | $\$ 94,722,005$ | 4,932 | $5.2 \%$ |
| Massachusetts | $\$ 82,929,194$ | 3,227 | $4.5 \%$ |
| Minnesota | $\$ 44,890,700$ | 2,644 | $2.5 \%$ |
| Washington | $\$ 44,581,276$ | 2,297 | $2.4 \%$ |
| Connecticut | $\$ 41,239,340$ | 1,875 | $2.3 \%$ |
| Georgia | $\$ 38,650,494$ | 2,281 | $2.1 \%$ |
| North Carolina | $\$ 35,019,575$ | 1,927 | $1.9 \%$ |
| Arizona | $\$ 32,472,312$ | 2,101 | $1.8 \%$ |
| Hawaii | $\$ 28,840,513$ | 1,451 | $1.6 \%$ |
| Michigan | $\$ 26,847,443$ | 1,748 | $1.5 \%$ |
| Illinois | $\$ 26,143,352$ | 1,416 | $1.4 \%$ |
| Colorado | $\$ 25,768,132$ | 1,551 | $1.4 \%$ |
| Ohio | $\$ 25,573,259$ | 1,521 | $1.4 \%$ |
|  |  |  |  |
|  |  |  |  |


| State | Assets | Accounts $^{1}$ | \% of Total <br> Assets |
| :--- | :---: | :---: | :---: |
| Virginia | $\$ 24,139,935$ | 1,317 | $1.3 \%$ |
| Louisiana | $\$ 21,985,705$ | 1,148 | $1.2 \%$ |
| Tennessee | $\$ 21,188,477$ | 1,101 | $1.2 \%$ |
| Maryland | $\$ 20,045,435$ | 1,109 | $1.1 \%$ |
| Nevada | $\$ 18,268,538$ | 972 | $1.0 \%$ |
| Missouri | $\$ 14,890,029$ | 1,059 | $0.8 \%$ |
| Kentucky | $\$ 12,962,728$ | 772 | $0.7 \%$ |
| South Dakota | $\$ 12,443,842$ | 864 | $0.7 \%$ |
| New Hampshire | $\$ 11,118,510$ | 578 | $0.6 \%$ |
| Indiana | $\$ 9,359,870$ | 583 | $0.5 \%$ |
| Oklahoma | $\$ 9,322,393$ | 555 | $0.5 \%$ |
| South Carolina | $\$ 9,012,845$ | 663 | $0.5 \%$ |
| Alabama | $\$ 8,997,543$ | 533 | $0.5 \%$ |
| Kansas | $\$ 8,335,214$ | 621 | $0.5 \%$ |
| lowa | $\$ 7,587,386$ | 582 | $0.4 \%$ |
| Wisconsin | $\$ 7,478,569$ | 536 | $0.4 \%$ |
| Oregon | $\$ 7,375,447$ | 475 | $0.4 \%$ |
| Delaware | $\$ 7,241,215$ | 368 | $0.4 \%$ |
| Other | $\$ 6,806,846$ | 427 | $0.4 \%$ |
|  |  |  |  |


| State | Assets | Accounts ${ }^{1}$ | \% of Total Assets |
| :---: | :---: | :---: | :---: |
| Wyoming | \$4,840,076 | 302 | 0.3\% |
| Mississippi | \$4,767,302 | 272 | 0.3\% |
| Maine | \$4,750,692 | 226 | 0.3\% |
| Utah | \$4,313,716 | 363 | 0.2\% |
| Nebraska | \$3,903,447 | 232 | 0.2\% |
| Arkansas | \$3,628,539 | 201 | 0.2\% |
| Idaho | \$3,520,067 | 301 | 0.2\% |
| Rhode Island | \$3,291,378 | 254 | 0.2\% |
| Montana | \$3,179,104 | 285 | 0.2\% |
| Vermont | \$2,846,135 | 155 | 0.2\% |
| Alaska | \$2,642,450 | 202 | 0.1\% |
| North Dakota | \$2,230,615 | 189 | 0.1\% |
| West Virginia | \$2,169,787 | 170 | 0.1\% |
| District of Columbia | \$1,506,125 | 62 | 0.1\% |
| In State Total | \$185,983,312 | 11,060 | 10.2\% |
| Out of State Total | \$1,643,585,447 | 86,379 | 89.8\% |
| Grand Total | \$1,829,568,759 | 97,439 | 100\% |

[^15]Advisor Plan County Statistics
Scholar's Edge Full County Report (9/30/18)

| County | Accounts ${ }^{1}$ | Assets | \% of Total Accounts | \% of Assets | Average Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BERNALILLO | 5,355 | \$94,794,322 | 48\% | 51\% | \$17,702 |
| SANTA FE | 1,082 | \$21,220,132 | 10\% | 11\% | \$19,612 |
| DONA ANA | 885 | \$11,929,121 | 8\% | 6\% | \$13,479 |
| SANDOVAL | 844 | \$11,695,916 | 8\% | 6\% | \$13,858 |
| SAN JUAN | 420 | \$6,149,375 | 4\% | 3\% | \$14,641 |
| EDDY | 330 | \$5,923,777 | 3\% | 3\% | \$17,951 |
| LOS ALAMOS | 329 | \$8,173,379 | 3\% | 4\% | \$24,843 |
| CHAVES | 312 | \$5,669,747 | 3\% | 3\% | \$18,172 |
| VALENCIA | 291 | \$2,595,871 | 3\% | 1\% | \$8,921 |
| LEA | 188 | \$3,448,883 | 2\% | 2\% | \$18,345 |
| OTERO | 166 | \$2,193,968 | 1\% | 1\% | \$13,217 |
| RIO ARRIBA | 152 | \$1,918,025 | 1\% | 1\% | \$12,619 |
| CURRY | 131 | \$1,983,430 | 1\% | 1\% | \$15,141 |
| TAOS | 129 | \$1,887,841 | 1\% | 1\% | \$14,634 |
| LINCOLN | 71 | \$960,430 | 1\% | 1\% | \$13,527 |
| GRANT | 55 | \$743,403 | 0\% | 0\% | \$13,516 |
| MCKINLEY | 53 | \$1,475,734 | 0\% | 1\% | \$27,844 |
| SAN MIGUEL | 47 | \$1,031,467 | 0\% | 1\% | \$21,946 |
| CIBOLA | 34 | \$343,798 | 0\% | 0\% | \$10,112 |
| TORRANCE | 31 | \$388,437 | 0\% | 0\% | \$12,530 |
| COLFAX | 28 | \$210,120 | 0\% | 0\% | \$7,504 |
| SOCORRO | 24 | \$276,366 | 0\% | 0\% | \$11,515 |

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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SIERRA | 19 | \$143,733 | 0\% | 0\% | \$7,565 |
| UNION | 19 | \$149,840 | 0\% | 0\% | \$7,886 |
| QUAY | 18 | \$118,280 | 0\% | 0\% | \$6,571 |
| LUNA | 15 | \$71,325 | 0\% | 0\% | \$4,755 |
| ROOSEVELT | 14 | \$225,310 | 0\% | 0\% | \$16,094 |
| DE BACA | 9 | \$23,813 | 0\% | 0\% | \$2,646 |
| HIDALGO | 9 | \$86,942 | 0\% | 0\% | \$9,660 |
| MORA | 6 | \$24,914 | 0\% | 0\% | \$4,152 |
| CATRON | 3 | \$35,783 | 0\% | 0\% | \$11,928 |
| HARDING | 3 | \$76,955 | 0\% | 0\% | \$25,652 |
| GUADALUPE | 1 | \$12,876 | 0\% | 0\% | \$12,876 |

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.

## Asset Allocation Sheet

Age Based and Custom Choice Portfolios ${ }^{1,5}$

| 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 30 | Age Based Portfolio 20 | Age Based Portfolio 10 | $\begin{gathered} \text { Age Based } \\ \text { Low Duration } \\ \text { Fixed Income } \end{gathered}$ | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based 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 | Ages 19+ | - | - | - |
| Custom Choice Portfolios |  | $\begin{aligned} & \text { Portfolio } \\ & 100 \end{aligned}$ | $\begin{aligned} & \text { Portifolio } \\ & 90 \end{aligned}$ | $\begin{aligned} & \text { Portifolio } \\ & 80 \end{aligned}$ | $\begin{aligned} & \text { Portiflio } \\ & 70 \end{aligned}$ | $\begin{aligned} & \text { Portfolio } \\ & 60 \end{aligned}$ | $\begin{aligned} & \text { Partiflio } \\ & 50 \end{aligned}$ | $\begin{aligned} & \text { Portílio } \\ & 40 \end{aligned}$ | $\begin{aligned} & \text { Portiolio } \\ & 30 \end{aligned}$ | $\begin{aligned} & \text { Portfolio } \\ & 20 \end{aligned}$ | $\begin{aligned} & \text { Portiflio } \\ & 10 \end{aligned}$ | $\begin{gathered} \text { Low Duration } \\ \text { Fixed Income } \\ \text { Portfolio } \end{gathered}$ | Fixed Income Portiflio | Capital Preservation Portfolio |
| U.S. Equity | Invesco 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 |
|  | Invesco Oppenheimer Main Street Fund ${ }^{4}$ | 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 |
|  | Invesco Oppenheimer Main Street Mid Cap Fund ${ }^{4}$ | 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 |
|  | Invesco Oppenheimer Main Street Small Cap Fund ${ }^{4}$ | 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 |
| Low Volatility | Invesco Oppenheimer Capital Income Fund ${ }^{6}$ | 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 |
| Global and International Equity | Invesco 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 |
|  | Invesco 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 |
|  | Invesco 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 |
|  | Invesco Oppenheimer Global Focus Fund ${ }^{7}$ | 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 |
| Real Estate | Invesco 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 |
| MLP | Invesco 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 |
| Fixed Income | 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 |
|  | Invesco Oppenheimer 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 |
|  | Invesco 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 |
|  | Invesco 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 |
|  | Invesco 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 |
|  | Invesco 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 Mackay High Yield Corporate Bond Fund ${ }^{8}$ | 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 Protected 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 |
|  | New York Life Insurance 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 |
| Money Market | Invesco Oppenheimer Institutional Government Money Market Fund ${ }^{2}$ | 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 |
| Total Equity ${ }^{6}$ |  | 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 Alternatives |  | 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 ${ }^{6}$ |  | 0.0 | 10.0 | 21.0 | 31.0 | 40.0 | 50.0 | 59.0 | 68.0 | 78.0 | 87.0 | 100.0 | 100.0 | 100.0 |
| Total Annual Asset-Based Fees for Class A ${ }^{3}$ |  | 1.16\% | 1.14\% | 1.13\% | 1.13\% | 1.10\% | 1.07\% | 1.05\% | 1.03\% | 1.00\% | 0.96\% | 1.02\% | 0.94\% | 0.46\% |
| Total Annual Asset-Based Fees for Class C ${ }^{3}$ |  | 1.91 | 1.89 | 1.88 | 1.88 | 1.85 | 1.82 | 1.80 | 1.78 | 1.75 | 1.71 | 1.77 | 1.69 | 0.71 |


 your situation.
 agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

 at any time. Please see the Plan Description and Participation Agreement for more detailed information regarding the Total Annual Asset-based Fees.
4. Main Street is a registered trademark of OppenheimerFunds.


 6. Oppenheimer Capital Income Fund is a multi asset fund thent.
 information.
 Contact your attorney or other advisor regarding your specific legal, investment or tax situation.





 carefully before investing.
 guaranteed by any bank, are not insured by the FDIC or any other agency, and involve investment risks, including the possible loss of the principal amount invested.

## Advisor Plan Performance

Scholar's Edge - Age-Based Portfolios

## Period Ended 9/30/2019

|  | 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 | -1.49 | 17.15 | 0.33 | 8.69 | 6.71 | 6.06 | -4.94 | 13.05 | -3.18 | 7.40 | 5.95 | 5.80 |
|  | C | -1.68 | 16.50 | -0.42 | 7.87 | 5.91 | 5.27 | -2.66 | 15.50 | -1.41 | 7.87 | 5.91 | 5.27 |
| Customized Performance Benchmark |  | 0.08 | 16.69 | 1.65 | 9.96 | 7.89 | 7.60 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.57 | 0.46 | -1.32 | -1.27 | -1.18 | -1.54 |  |  |  |  |  |  |
| Age Based Portfolio 90 | A | -1.35 | 16.31 | 1.09 | n/a | n/a | 1.25 | -4.85 | 12.21 | -2.49 | n/a | n/a | -0.97 |
|  | C | -1.66 | 15.48 | 0.30 | n/a | n/a | 0.44 | -2.64 | 14.48 | -0.70 | n/a | n/a | 0.44 |
| Customized Performance Benchmark |  | 0.23 | 15.75 | 2.53 |  |  | 3.88 | n/a | n/a | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.58 | 0.56 | -1.44 |  |  | -2.63 |  |  |  |  |  |  |
| Age Based Portfolio 80 | A | -1.35 | 14.99 | 1.52 | 7.43 | 5.92 | 5.96 | -4.81 | 10.97 | -2.04 | 6.16 | 5.17 | 5.71 |
|  | C | -1.52 | 14.35 | 0.74 | 6.62 | 5.13 | 5.17 | -2.50 | 13.35 | -0.26 | 6.62 | 5.13 | 5.17 |
| Customized Performance Benchmark |  | 0.35 | 14.84 | 3.17 | 8.72 | 7.10 | 7.11 | n/a | $n / a$ | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.70 | 0.15 | -1.65 | -1.29 | -1.18 | -1.15 |  |  |  |  |  |  |
| Age Based Portfolio 70 | A | -1.16 | 13.90 | 2.09 | n/a | n/a | 1.49 | -4.66 | 9.87 | -1.44 | n/a | n/a | -0.73 |
|  | C | -1.37 | 13.21 | 1.20 | n/a | n/a | 0.69 | -2.35 | 12.21 | 0.20 | n/a | n/a | 0.69 |
| Customized Performance Benchmark |  | 0.46 | 13.92 | 3.81 |  |  | 4.02 | n/a | n/a | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.62 | -0.02 | -1.72 |  |  | -2.53 |  |  |  |  |  |  |

# 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 | -0.88 | 12.97 | 2.71 | 6.31 | 5.23 | 4.80 | -4.35 | 9.02 | -0.88 | 5.06 | 4.48 | 4.55 |
|  | C | -1.06 | 12.35 | 1.97 | 5.53 | 4.45 | 4.02 | -2.04 | 11.35 | 0.97 | 5.53 | 4.45 | 4.02 |
| Customized Performance Benchmark |  | 0.69 | 13.10 | 4.56 | 7.39 | 6.24 | 6.55 | n/a | $n / a$ | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.57 | -0.13 | -1.85 | -1.08 | -1.01 | -1.75 |  |  |  |  |  |  |
| Age Based Portfolio 50 | A | -0.67 | 11.78 | 3.09 | n/a | n/a | 2.11 | -4.17 | 7.82 | -0.48 | n/a | n/a | -0.12 |
|  | C | -0.87 | 11.10 | 2.30 | n/a | n/a | 1.31 | -1.87 | 10.10 | 1.30 | n/a | n/a | 1.31 |
| Customized Performance Benchmark |  | 0.83 | 11.98 | 4.99 |  |  | 4.46 | n/a | $n / a$ | n/a | $n / a$ | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.50 | -0.20 | -1.90 |  |  | -2.35 |  |  |  |  |  |  |
| Age Based Portfolio 40 | A | -0.33 | 10.67 | 3.63 | 4.90 | 4.20 | 3.55 | -3.81 | 6.78 | 0.00 | 3.66 | 3.46 | 3.30 |
|  | C | -0.51 | 10.05 | 2.86 | 4.13 | 3.42 | 2.78 | -1.51 | 9.05 | 1.86 | 4.13 | 3.42 | 2.78 |
| Customized Performance Benchmark |  | 0.97 | 10.93 | 5.42 | 5.84 | 5.08 | 5.59 | n/a | $n / a$ | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.30 | -0.26 | -1.79 | -0.94 | -0.88 | -2.04 |  |  |  |  |  |  |
| Age Based Portfolio 30 | A | -0.19 | 9.34 | 3.89 | n/a | n/a | 2.60 | -3.70 | 5.47 | 0.29 | n/a | n/a | 0.36 |
|  | C | -0.29 | 8.76 | 3.20 | n/a | n/a | 1.93 | -3.82 | 4.99 | -0.39 | n/a | n/a | -0.30 |
| Customized Performance Benchmark |  | 1.02 | 9.63 | 5.62 |  |  | 4.56 | n/a | $n / a$ | n/a | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.21 | -0.29 | -1.73 |  |  | -1.96 |  |  |  |  |  |  |

# Advisor Plan Performance 

Scholar's Edge - Age-Based Portfolios
$=529$
Save today for your child's tomorrow

|  | 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 | 0.13 | 7.85 | 4.21 | 3.45 | 3.10 | 2.90 | -3.39 | 4.06 | 0.53 | 2.21 | 2.37 | 2.64 |
|  | C | 0.00 | 7.28 | 3.43 | 2.70 | 2.34 | 2.13 | -1.00 | 6.28 | 2.43 | 2.70 | 2.34 | 2.13 |
| Customized Performance Benchmark |  | 1.00 | 8.14 | 5.66 | 4.12 | 3.71 | 4.48 | $n / a$ | n/a | $n / a$ | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.87 | -0.29 | -1.45 | -0.67 | -0.61 | -1.58 |  |  |  |  |  |  |
| Age Based Portfolio 10 | A | 0.44 | 6.41 | 4.32 | 2.67 | 2.42 | 2.19 | -3.07 | 2.70 | 0.68 | 1.45 | 1.69 | 1.94 |
|  | C | 0.27 | 5.82 | 3.55 | 1.89 | 1.65 | 1.42 | -0.73 | 4.82 | 2.55 | 1.89 | 1.65 | 1.42 |
| Customized Performance Benchmark |  | 1.00 | 6.66 | 5.50 | 3.20 | 2.89 | 3.62 | n/a | n/a | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.56 | -0.25 | -1.18 | -0.53 | -0.47 | -1.43 |  |  |  |  |  |  |

[^16]
## 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 | -1.49 | 17.39 | 0.27 | 8.72 | 6.72 | 6.07 | -4.94 | 13.27 | -3.25 | 7.44 | 5.96 | 5.81 |
|  | C | -1.68 | 16.72 | -0.48 | 7.91 | 5.92 | 5.27 | -2.66 | 15.72 | -1.48 | 7.91 | 5.92 | 5.27 |
| Customized Performance Benchmark |  | 0.08 | 16.69 | 1.65 | 9.96 | 7.89 | 7.60 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.57 | 0.70 | -1.38 | -1.24 | -1.17 | -1.53 |  |  |  |  |  |  |
| Portfolio 90 | A | -1.34 | 16.33 | 1.47 | n/a | n/a | 2.05 | -4.79 | 12.28 | -2.08 | n/a | n/a | -0.18 |
|  | C | -1.55 | 15.66 | 0.69 | n/a | n/a | 1.18 | -2.53 | 14.66 | -0.31 | n/a | n/a | 1.18 |
| Customized Performance Benchmark |  | 0.23 | 15.76 | 2.54 |  |  | 3.88 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | $-1.57$ | 0.57 | -1.07 |  |  | -1.83 |  |  |  |  |  |  |
| Portfolio 80 | A | -1.34 | 15.03 | 1.51 | 7.49 | 5.97 | 5.99 | -4.79 | 11.00 | -2.05 | 6.22 | 5.21 | 5.73 |
|  | C | -1.53 | 14.38 | 0.74 | 6.68 | 5.17 | 5.19 | -2.52 | 13.38 | -0.26 | 6.68 | 5.17 | 5.19 |
| Customized Performance Benchmark |  | 0.35 | 14.85 | 3.18 | 8.72 | 7.10 | 7.11 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.69 | 0.18 | -1.67 | -1.23 | -1.13 | -1.12 |  |  |  |  |  |  |
| Portfolio 70 | A | -1.23 | 14.08 | 2.35 | n/a | n/a | 2.79 | -4.65 | 10.12 | -1.23 | n/a | n/a | 0.54 |
|  | C | -1.44 | 13.36 | 1.48 | n/a | n/a | 1.68 | -2.43 | 12.36 | 0.48 | n/a | n/a | 1.68 |
| Customized Performance Benchmark |  | 0.46 | 13.92 | 3.81 |  |  | 4.02 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.69 | 0.16 | $-1.46$ |  |  | $-1.23$ |  |  |  |  |  |  |

## 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 60 | A | -0.88 | 13.03 | 2.70 | 6.34 | 5.25 | 4.83 | -4.36 | 9.06 | -0.90 | 5.08 | 4.50 | 4.57 |
|  | C | -1.05 | 12.43 | 1.97 | 5.55 | 4.46 | 4.04 | -2.04 | 11.43 | 0.97 | 5.55 | 4.46 | 4.04 |
| Customized Performance Benchmark |  | 0.69 | 13.10 | 4.56 | 7.39 | 6.24 | 6.55 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.57 | -0.07 | -1.86 | -1.05 | -0.99 | -1.72 |  |  |  |  |  |  |
| Portfolio 50 | A | -0.58 | 11.81 | 3.20 | n/a | n/a | 1.99 | -4.09 | 7.95 | -0.39 | n/a | n/a | -0.24 |
|  | C | -0.78 | 11.23 | 2.51 | n/a | n/a | 1.25 | -1.77 | 10.23 | 1.51 | n/a | n/a | 1.25 |
| Customized Performance Benchmark |  | 0.83 | 11.98 | 4.99 |  |  | 4.46 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | $-1.41$ | -0.17 | -1.79 |  |  | -2.47 |  |  |  |  |  |  |
| Portfolio 40 | A | -0.31 | 10.64 | 3.59 | 4.90 | 4.20 | 3.56 | -3.81 | 6.76 | -0.03 | 3.66 | 3.46 | 3.31 |
|  | C | -0.51 | 10.00 | 2.83 | 4.11 | 3.42 | 2.79 | -1.51 | 9.00 | 1.83 | 4.11 | 3.42 | 2.79 |
| Customized Performance Benchmark |  | 0.97 | 10.93 | 5.42 | 5.84 | 5.08 | 5.59 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -1.28 | -0.29 | -1.83 | -0.94 | -0.88 | -2.03 |  |  |  |  |  |  |
| Portfolio 30 | A | -0.10 | 9.28 | 4.07 | n/a | n/a | 2.97 | -3.59 | 5.43 | 0.38 | n/a | n/a | 0.72 |
|  | C | -0.29 | 8.73 | 3.26 | n/a | n/a | 2.85 | -1.28 | 7.73 | 2.26 | n/a | n/a | 2.85 |
| Customized Performance Benchmark |  | 1.02 | 9.63 | 5.62 |  |  | 4.56 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.12 | -0.35 | -1.55 |  |  | $-1.59$ |  |  |  |  |  |  |

## 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 | 0.13 | 7.81 | 4.15 | 3.46 | 3.08 | 2.87 | -3.40 | 4.01 | 0.53 | 2.25 | 2.35 | 2.62 |
|  | C | 0.00 | 7.33 | 3.45 | 2.68 | 2.32 | 2.09 | -1.00 | 6.33 | 2.45 | 2.68 | 2.32 | 2.09 |
| Customized Performance Benchmark |  | 1.00 | 8.14 | 5.66 | 4.12 | 3.71 | 4.48 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.87 | -0.33 | -1.51 | -0.66 | -0.63 | -1.61 |  |  |  |  |  |  |
| Portfolio 10 | A | 0.44 | 6.41 | 4.32 | 2.67 | 2.42 | 2.18 | -3.07 | 2.70 | 0.68 | 1.47 | 1.69 | 1.94 |
|  | C | 0.23 | 5.79 | 3.51 | 1.89 | 1.64 | 1.41 | -0.77 | 4.79 | 2.51 | 1.89 | 1.64 | 1.41 |
| Customized Performance Benchmark |  | 1.00 | 6.66 | 5.50 | 3.20 | 2.89 | 3.62 | n/a | $n / a$ | $n / a$ | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.56 | -0.25 | -1.18 | -0.53 | -0.47 | -1.44 |  |  |  |  |  |  |
| Fixed Income Portfolio | A | 0.46 | 4.41 | 4.31 | 1.87 | n/a | 2.13 | -3.02 | 0.74 | 0.65 | 0.68 | n/a | 1.25 |
|  | C | 0.38 | 3.93 | 3.63 | 1.13 | n/a | 1.37 | -0.62 | 2.93 | 2.63 | 1.13 | n/a | 1.37 |
| Customized Performance Benchmark |  | 0.83 | 4.57 | 5.10 | 1.95 |  | 1.74 | n/a | n/a | $n / a$ | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.37 | -0.16 | -0.79 | -0.08 |  | 0.39 |  |  |  |  |  |  |

## 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 | 0.66 | 4.00 | 4.11 | 1.68 | n/a | 1.55 | -2.83 | 0.38 | 0.47 | 0.47 | n/a | 0.68 |
|  | C | 0.49 | 3.50 | 3.40 | 0.95 | n/a | 0.82 | -0.51 | 2.50 | 2.40 | 0.95 | n/a | 0.82 |
| Customized Performance Benchmark |  | 0.87 | 4.71 | 4.52 | 2.31 |  | 2.57 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.21 | -0.71 | -0.41 | -0.63 |  | -1.02 |  |  |  |  |  |  |
| Capital Preservation Portfolio | A | 0.48 | 1.38 | 1.71 | 1.20 | 1.02 | 1.95 | -3.03 | -2.19 | -1.89 | 0.00 | 0.31 | 1.64 |
|  | C | 0.43 | 1.21 | 1.48 | 0.96 | 0.68 | 1.37 | -0.57 | 0.21 | 0.48 | 0.96 | 0.68 | 1.37 |
| Customized Performance Benchmark |  |  |  |  |  |  |  | n/a | $n / a$ | n/a | n/a | n/a | n/a |

Variance(Between Class A and Benchmark)

[^17]
## Advisor Plan Performance

$=529$

## Scholar's Edge - Individual Fund Portfolios

 Period Ended 9/30/2019|  | 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 ${ }^{1}$ |
| Value Portfolio | A | -0.46 | 16.38 | -0.23 | 8.16 | 6.02 | 5.99 | -3.94 | 12.31 | -3.71 | 6.89 | 5.27 | 5.73 |
|  | C | -0.64 | 15.75 | -0.97 | 7.36 | 5.23 | 5.20 | -1.64 | 14.75 | -1.96 | 7.36 | 5.23 | 5.20 |
| Russell 1000 Value Index |  | 1.36 | 17.81 | 4.00 | 9.43 | 7.79 | 7.42 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.82 | -1.43 | -4.23 | -1.27 | -1.77 | -1.43 |  |  |  |  |  |  |
| Dividend Opportunity Portfolio | A | 2.12 | 17.25 | 3.62 | n/a | n/a | 7.23 | -1.47 | 13.17 | 0.00 | n/a | n/a | 5.81 |
|  | C | 1.83 | 16.52 | 2.81 | n/a | n/a | 6.15 | 0.83 | 15.52 | 1.81 | n/a | n/a | 6.15 |
| Russell 3000 Value Index |  | 1.16 | 20.09 | 2.92 |  |  | 12.00 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | 0.96 | -2.84 | 0.70 |  |  | -4.77 |  |  |  |  |  |  |

## Advisor Plan Performance

- 529


## Scholar's Edge - Individual Fund 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 ${ }^{1}$ |
| Main Street Portfolio | A | 0.83 | 22.17 | 5.38 | 10.96 | 9.26 | 10.94 | -2.71 | 17.86 | 1.68 | 9.64 | 8.49 | 10.33 |
|  | C | 0.65 | 21.49 | 4.63 | 10.16 | 8.43 | 10.15 | -0.35 | 20.49 | 3.63 | 10.16 | 8.43 | 10.15 |
| S\&P 500 Index |  | 1.70 | 20.55 | 4.25 | 13.39 | 10.84 | 12.49 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.87 | 1.62 | 1.13 | -2.43 | -1.58 | -1.55 |  |  |  |  |  |  |
| T Rowe Price Blue Chip Growth Portfolio | A | -1.70 | 18.45 | 1.48 | n/a | n/a | 6.02 | -5.18 | 14.26 | -2.05 | n/a | n/a | 3.70 |
|  | C | -1.81 | 17.81 | 0.74 | n/a | n/a | 5.23 | -2.79 | 16.81 | -0.26 | n/a | n/a | 5.23 |
| S\&P 500 Index |  | 1.70 | 20.55 | 4.25 |  |  | 8.14 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -3.40 | -2.10 | -2.77 |  |  | -2.12 |  |  |  |  |  |  |

## 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 <br> Inception ${ }^{1}$ |
| Main Street Mid Cap Portfolio | A | 1.10 | 22.53 | 0.30 | 8.07 | 6.43 | 7.54 | -2.44 | 18.25 | -3.21 | 6.79 | 5.68 | 7.28 |
|  | C | 0.91 | 21.85 | -0.44 | 7.26 | 5.64 | 6.74 | -0.09 | 20.85 | -1.44 | 7.26 | 5.64 | 6.74 |
| Russell MidCap Index |  | 0.48 | 21.93 | 3.19 | 10.69 | 9.10 | 9.39 | $n / a$ | n/a | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | 0.62 | 0.60 | -2.89 | -2.62 | -2.67 | -1.85 |  |  |  |  |  |  |
| Main Street Small Cap Portfolio | A | 0.22 | 15.61 | -7.18 | 8.62 | n/a | 8.02 | -3.32 | 11.56 | -10.46 | 7.33 | n/a | 7.09 |
|  | C | 0.07 | 14.99 | -7.91 | 7.82 | n/a | 7.63 | -0.93 | 13.99 | -8.83 | 7.82 | n/a | 7.63 |
| Russell 2000 Index |  | -2.40 | 14.18 | -8.89 | 8.23 |  | 8.44 | n/a | $n / a$ | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | 2.62 | 1.43 | 1.71 | 0.39 |  | -0.42 |  |  |  |  |  |  |
| Discovery Portfolio | A | -4.14 | 25.08 | -1.13 | 15.38 | 12.13 | 11.60 | -7.48 | 20.73 | -4.59 | 14.00 | 11.33 | 10.98 |
|  | C | -4.30 | 24.39 | -1.87 | 14.52 | 11.30 | 9.45 | -5.26 | 23.39 | -2.86 | 14.52 | 11.30 | 9.45 |
| Russell 2000 Growth Index |  | -4.17 | 15.34 | -9.63 | 9.79 | 9.08 | 10.41 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | 0.03 | 9.74 | 8.50 | 5.59 | 3.05 | 1.19 |  |  |  |  |  |  |
| International Growth Portfolio | A | -2.92 | 14.39 | -2.38 | 3.23 | 3.03 | 3.32 | -6.31 | 10.39 | -5.81 | 2.00 | 2.31 | 2.75 |
|  | C | -3.10 | 13.82 | -3.10 | 2.45 | 2.25 | 2.71 | -4.07 | 12.82 | -4.07 | 2.45 | 2.25 | 2.71 |
| MSCI ACWI ex-US Index |  | -1.80 | 11.56 | -1.23 | 6.33 | 2.90 | 3.46 | n/a | $n / a$ | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.12 | 2.83 | -1.15 | -3.10 | 0.13 | -0.14 |  |  |  |  |  |  |

## 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 | -2.95 | 12.61 | -2.18 | 6.18 | 4.69 | 4.79 | -6.32 | 8.71 | -5.60 | 4.92 | 3.94 | 4.21 |
|  | C | -3.10 | 11.92 | -2.89 | 5.37 | 3.90 | 4.73 | -4.07 | 10.92 | -3.86 | 5.37 | 3.90 | 4.73 |
| MSCI ACWI ex-US Index |  | -1.80 | 11.56 | -1.23 | 6.33 | 2.90 | 3.46 | $n / a$ | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.15 | 1.05 | -0.95 | -0.15 | 1.79 | 1.33 |  |  |  |  |  |  |
| Global Portfolio | A | -4.18 | 16.27 | -2.08 | 10.98 | 7.20 | 8.17 | -7.51 | 12.16 | -5.50 | 9.66 | 6.45 | 7.57 |
|  | C | -4.42 | 15.55 | -2.84 | 10.14 | 6.39 | 6.23 | -5.37 | 14.55 | -3.81 | 10.14 | 6.39 | 6.23 |
| MSCI ACWI Index |  | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 | 7.65 | $n / a$ | $n / a$ | n/a | n/a | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -4.15 | 0.07 | -3.46 | 1.27 | 0.55 | 0.52 |  |  |  |  |  |  |
| Global Focus Portfolio | A | -2.92 | 18.02 | -1.29 | 9.46 | n/a | 6.58 | -6.29 | 13.87 | -4.77 | 8.16 | n/a | 5.66 |
|  | C | -3.09 | 17.27 | -2.01 | 8.64 | n/a | 6.98 | -4.06 | 16.27 | -2.99 | 8.64 | n/a | 6.98 |
| MSCI ACWI Index |  | 0.52 | 16.57 | 2.95 | 10.17 |  | 9.55 | $n / a$ | $n / a$ | $n / a$ | n/a | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -3.44 | 1.45 | -4.24 | -0.71 |  | -2.97 |  |  |  |  |  |  |
| Global Opportunities Portfolio | A | -7.21 | 10.15 | -17.21 | 10.27 | 12.24 | 12.10 | -10.45 | 6.31 | -20.11 | 8.97 | 11.44 | 11.48 |
|  | C | -7.35 | 9.60 | -17.78 | 9.45 | 11.40 | 8.69 | -8.27 | 8.60 | -18.60 | 9.45 | 11.40 | 8.69 |
| MSCI ACWI Index |  | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 | 7.65 | $n / a$ | n/a | n/a | n/a | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -7.18 | -6.05 | -18.59 | 0.56 | 5.59 | 4.45 |  |  |  |  |  |  |

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 | -3.00 | 15.17 | -4.31 | 10.70 | n/a | 10.23 | -6.42 | 11.13 | -7.64 | 9.38 | n/a | 9.27 |
|  | C | -3.15 | 14.51 | -5.00 | 9.90 | n/a | 9.42 | -4.12 | 13.51 | -5.95 | 9.90 | n/a | 9.42 |
| MSCI ACWI ex-US SMid Cap Index |  | -1.47 | 10.96 | -4.54 | 5.03 |  | 5.75 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -1.53 | 4.21 | 0.23 | 5.67 |  | 4.48 |  |  |  |  |  |  |
| Developing Markets Portfolio | A | -3.80 | 10.86 | 2.19 | 7.43 | 2.23 | 3.10 | -7.18 | 6.95 | -1.38 | 6.14 | 1.52 | 2.53 |
|  | C | -3.96 | 10.28 | 1.42 | 6.62 | 1.46 | 3.06 | -4.92 | 9.28 | 0.42 | 6.62 | 1.46 | 3.06 |
| MSCI Emerging Markets Index |  | -4.25 | 5.89 | -2.02 | 5.97 | 2.33 | 1.91 | n/a | n/a | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | 0.45 | 4.97 | 4.21 | 1.46 | -0.10 | 1.19 |  |  |  |  |  |  |
| American Century Diversified Bond Portfolio | A | 1.98 | 8.17 | 8.47 | 1.74 | 2.30 | -0.52 | -1.61 | 4.37 | 4.64 | 0.55 | 1.58 | -0.77 |
|  | C | 1.88 | 7.65 | 7.72 | 1.00 | 1.55 | -1.26 | 0.88 | 6.65 | 6.72 | 1.00 | 1.55 | -1.26 |
| Bloomberg Barclays US Aggregate Bond Index |  | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 | 4.19 | n/a | n/a | n/a | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.29 | -0.35 | -1.83 | -1.18 | -1.08 | -4.71 |  |  |  |  |  |  |
| Limited Term Bond Portfolio | A | 0.92 | 4.79 | 4.99 | 2.26 | n/a | 2.20 | -1.35 | 2.44 | 2.63 | 1.48 | n/a | 1.63 |
|  | C | 0.66 | 4.20 | 4.20 | 1.51 | n/a | 1.58 | -0.34 | 3.20 | 3.20 | 1.51 | n/a | 1.58 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index |  | 0.71 | 3.45 | 4.67 | 1.84 |  | 1.75 | n/a | n/a | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | 0.21 | 1.34 | 0.32 | 0.42 |  | 0.45 |  |  |  |  |  |  |

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

## Advisor Plan Performance

## Scholar's Edge - Individual Fund Portfolios

|  |  |  |  | xcluding | Sales Cha |  |  |  |  | cluding S | ales Cha |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Re | rn(\%) | Averag | ge Annua | Total Re | eturn (\%) | Total Re | n(\%) | Averag | ge Annua | Total Re | turn (\%) |
|  | Unit <br> Class | 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 | 0.66 | 2.99 | 4.09 | 1.18 | 1.10 | 1.04 | -1.57 | 0.66 | 1.71 | 0.41 | 0.65 | 0.68 |
|  | C | 0.49 | 2.51 | 3.45 | 0.46 | 0.36 | 0.31 | -0.51 | 1.51 | 2.45 | 0.46 | 0.36 | 0.31 |
| Bloomberg Barclays U.S. Gov't 1-3 Year Bond Index |  | 0.59 | 3.07 | 4.42 | 1.54 | 1.34 | 1.14 | $n / a$ | $n / a$ | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | 0.07 | -0.08 | -0.33 | -0.36 | -0.24 | -0.10 |  |  |  |  |  |  |
| Senior Floating Rate Portfolio | A | -2.07 | 1.98 | -2.39 | 2.57 | 2.62 | 2.69 | -5.50 | -1.58 | -5.80 | 1.36 | 1.89 | 2.13 |
|  | C | -2.25 | 1.43 | -3.17 | 1.83 | 1.87 | 1.95 | -3.23 | 0.43 | -4.14 | 1.83 | 1.87 | 1.95 |
| JP Morgan Leveraged Loan Index |  | 1.03 | 6.67 | 3.30 | 4.72 | 4.40 | 4.17 | n/a | n/a | $n / a$ | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -3.10 | -4.69 | -5.69 | -2.15 | -1.78 | -1.48 |  |  |  |  |  |  |
| Total Return Bond Portfolio | A | 2.23 | 9.12 | 9.66 | n/a | n/a | 6.20 | -1.34 | 5.26 | 5.87 | n/a | n/a | 3.88 |
|  | C | 2.06 | 8.44 | 8.77 | n/a | n/a | 5.65 | 1.06 | 7.44 | 7.77 | n/a | n/a | 5.65 |
| Bloomberg Barclays US Aggregate Bond Index |  | 2.27 | 8.52 | 10.30 |  |  | 6.72 | $n / a$ | $n / a$ | n/a | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.04 | 0.60 | -0.64 |  |  | -0.52 |  |  |  |  |  |  |
| MainStay MacKay High Yield Corporate Bond Portfolio | A | 0.87 | 9.66 | 5.48 | 4.97 | n/a | 6.05 | -2.68 | 5.83 | 1.76 | 3.72 | n/a | 5.14 |
|  | C | 0.69 | 9.06 | 4.71 | 4.19 | n/a | 6.88 | -0.31 | 8.06 | 3.71 | 4.19 | n/a | 6.88 |
| Credit Suisse High Yield Index |  | 1.03 | 11.08 | 5.79 | 5.96 |  | 6.74 | n/a | $n / a$ | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.16 | -1.42 | -0.31 | -0.99 |  | -0.69 |  |  |  |  |  |  |

## 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 | -0.87 | 7.43 | 5.13 | 2.61 | 2.31 | 4.37 | -4.34 | 3.66 | 1.46 | 1.39 | 1.59 | 4.12 |
|  | C | -1.06 | 6.85 | 4.34 | 1.84 | 1.55 | 3.60 | -2.05 | 5.85 | 3.34 | 1.84 | 1.55 | 3.60 |
| Bloomberg Barclays US Aggregate Bond Index |  | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 | 4.19 | n/a | n/a | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -3.14 | -1.09 | -5.17 | -0.31 | -1.07 | 0.18 |  |  |  |  |  |  |
| International Bond Portfolio | A | -2.70 | 4.85 | 4.35 | 1.49 | 2.07 | 1.21 | -6.09 | 1.22 | 0.65 | 0.31 | 1.35 | 0.65 |
|  | C | -2.90 | 4.32 | 3.59 | 0.75 | 1.30 | 0.60 | -3.87 | 3.32 | 2.59 | 0.75 | 1.30 | 0.60 |
| FTSE World Gov't Bond Index ex-U.S. |  | -0.11 | 5.39 | 6.78 | 0.60 | 1.28 | 0.74 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -2.59 | -0.54 | -2.43 | 0.89 | 0.79 | 0.47 |  |  |  |  |  |  |
| Institutional Money Market Portfolio | A | 0.54 | 1.59 | 2.06 | 1.23 | 0.76 | 1.23 | 0.54 | 1.59 | 2.06 | 1.23 | 0.76 | 1.23 |
|  | C | 0.52 | 1.59 | 2.09 | 1.25 | 0.77 | 1.08 | 0.52 | 1.59 | 2.09 | 1.25 | 0.77 | 1.08 |
| iMoney Government Institutional Index |  | 0.47 | 1.53 | 2.01 | 1.22 | 0.75 | 1.17 | n/a | n/a | n/a | n/a | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | 0.07 | 0.06 | 0.05 | 0.01 | 0.01 | 0.06 |  |  |  |  |  |  |
| American Century Short Duration Inflation Protect Portfolio | A | 0.00 | 3.21 | 2.49 | n/a | n/a | 1.80 | -3.47 | -0.39 | -1.06 | n/a | n/a | -0.42 |
|  | c | -0.29 | 2.63 | 1.60 | n/a | n/a | 0.93 | -1.29 | 1.63 | 0.60 | n/a | n/a | 0.93 |
| Bloomberg Barclays U.S. 1-5 Year Treasury Inflation Protected Securities (TIPS) Index |  | 0.27 | 3.88 | 3.68 |  |  | 3.00 | n/a | n/a | n/a | n/a | n/a | $n / a$ |
| Variance(Between Class A and Benchmark) |  | -0.27 | -0.67 | -1.19 |  |  | -1.20 |  |  |  |  |  |  |

# 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 ${ }^{1}$ |
| Real Estate Portfolio | A | 6.82 | 25.59 | 16.97 | 5.66 | 9.11 | 7.12 | 3.06 | 21.17 | 12.88 | 4.40 | 8.34 | 6.53 |
|  | C | 6.64 | 24.90 | 16.06 | 4.89 | 8.30 | 7.38 | 5.64 | 23.90 | 15.06 | 4.89 | 8.30 | 7.38 |
| FTSE NAREIT Equity REITs Index |  | 7.80 | 26.96 | 18.42 | 7.36 | 10.26 | 8.10 | n/a | $n / a$ | $n / a$ | $n / a$ | n/a | n/a |
| Variance(Between Class A and Benchmark) |  | -0.98 | -1.37 | -1.45 | -1.70 | -1.15 | -0.98 |  |  |  |  |  |  |
| Gold \& Special Minerals Portfolio | A | 2.73 | 27.99 | 33.87 | -0.20 | 5.18 | 2.44 | -0.85 | 23.52 | 29.13 | -1.39 | 4.43 | 1.87 |
|  | C | 2.63 | 27.27 | 33.01 | -0.93 | 4.39 | 1.39 | 1.63 | 26.27 | 32.01 | -0.93 | 4.39 | 1.39 |
| PHLX Gold \& Silver Index |  | 5.27 | 25.87 | 36.81 | -1.28 | 2.56 | -2.32 | n/a | $n / a$ | $n / a$ | n/a | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -2.54 | 2.12 | -2.94 | 1.08 | 2.62 | 4.76 |  |  |  |  |  |  |
| Global Allocation Portfolio | A | 0.40 | 10.82 | 1.40 | n/a | n/a | 0.87 | -3.15 | 6.96 | -2.12 | n/a | n/a | -1.33 |
|  | C | 0.20 | 10.15 | 0.60 | n/a | n/a | -0.12 | -0.80 | 9.15 | -0.40 | n/a | n/a | -0.12 |
| 60\% MSCI ACWI/40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged |  | 1.07 | 13.30 | 5.22 |  |  | 4.57 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -0.67 | -2.48 | -3.82 |  |  | -3.70 |  |  |  |  |  |  |
| SteeIPath MLP Select 40 Portfolio | A | -4.41 | 6.88 | -6.05 | n/a | n/a | 2.54 | -7.71 | 3.17 | -9.32 | n/a | n/a | 0.30 |
|  | C | -4.65 | 6.17 | -6.77 | n/a | n/a | -2.27 | -5.60 | 5.17 | -7.70 | n/a | n/a | -2.27 |
| Alerian MLP Total Return Index |  | -5.02 | 11.08 | -8.13 |  |  | 1.17 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| Variance(Between Class A and Benchmark) |  | 0.61 | -4.20 | 2.08 |  |  | 1.37 |  |  |  |  |  |  |
| Capital Income Portfolio | A | 0.85 | 9.18 | 2.85 | 4.23 | n/a | 4.33 | -2.70 | 5.41 | -0.75 | 3.00 | n/a | 3.43 |
|  | C | 0.69 | 8.60 | 2.11 | 3.47 | n/a | 3.75 | -0.31 | 7.60 | 1.11 | 3.47 | n/a | 3.75 |
| 65\% Bloomberg Barclays U.S. Aggregate Bond Index/ 35\% Russell 3000 Index |  | 1.97 | 12.67 | 8.06 | 6.53 |  | 6.81 | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | n/a |
| Variance(Between Class A and Benchmark) |  | -1.12 | -3.49 | -5.21 | -2.30 |  | -2.48 |  |  |  |  |  |  |

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 9/30/2019

|  | 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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Value Fund R6 | -0.34 | 16.83 | 0.18 | 8.69 | 6.56 | 9.72 | 92 | 50 | 66 | 68 | 70 | 86 |
| Russell 1000 Value Index | 1.36 | 17.81 | 4.00 | 9.43 | 7.79 |  |  |  |  |  |  |  |
| Variance | -1.70 | -0.98 | -3.82 | -0.74 | -1.23 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Dividend Opportunity Fund R6 | 2.23 | 17.69 | 4.06 | 8.78 | 7.40 | 6.85 | 33 | 37 | 33 | 66 | 50 | 94 |
| Russell 3000 Value Index | 1.23 | 17.47 | 3.10 | 9.24 | 7.76 |  |  |  |  |  |  |  |
| Variance | 1.00 | 0.22 | 0.96 | -0.46 | -0.36 |  |  |  |  |  |  |  |
| T. Rowe Price Blue Chip Growth Fund | -1.60 | 19.00 | 2.11 | 18.31 | 14.26 | 15.85 | 76 | 71 | 49 | 9 | 8 | 6 |
| S\&P 500 Index | 1.70 | 20.55 | 4.25 | 13.39 | 10.84 | 13.24 |  |  |  |  |  |  |
| Variance | -3.30 | -1.55 | -2.14 | 4.92 | 3.42 | 2.61 |  |  |  |  |  |  |

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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Fund R6 | 0.93 | 22.60 | 5.83 | 11.49 | 9.73 | 13.28 | 73 | 11 | 20 | 61 | 42 | 42 |
| S\&P 500 Index | 1.70 | 20.55 | 4.25 | 13.39 | 10.84 |  |  |  |  |  |  |  |
| Variance | -0.77 | 2.05 | 1.58 | -1.90 | -1.11 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Mid Cap Fund R6 | 1.20 | 23.02 | 0.74 | 8.57 | 6.93 | 11.29 | 24 | 9 | 39 | 60 | 55 | 48 |
| Russell MidCap Index | 0.48 | 21.93 | 3.19 | 10.69 | 9.10 |  |  |  |  |  |  |  |
| Variance | 0.72 | 1.09 | -2.45 | -2.12 | -2.17 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Main Street Small Cap Fund R6 | 0.34 | 16.14 | -6.90 | 9.17 | 8.22 | 8.87 | 20 | 31 | 42 | 19 | 30 | n/a |
| Russell 2000 Index | -2.40 | 14.18 | -8.89 | 8.23 | 8.19 |  |  |  |  |  |  |  |
| Variance | 2.74 | 1.96 | 1.99 | 0.94 | 0.03 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Discovery Fund R6 | -3.97 | 25.71 | -0.74 | 16.10 | 12.79 | 13.77 | 52 | 5 | 14 | 15 | 11 | 6 |
| Russell 2000 Growth Index | -4.17 | 15.34 | -9.63 | 9.79 | 9.08 |  |  |  |  |  |  |  |
| Variance | 0.20 | 10.37 | 8.89 | 6.31 | 3.71 |  |  |  |  |  |  |  |

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 Re | ( ${ }^{1}$ |  | Avera Tota | ge Annua Returns ${ }^{1}$ |  |  |  | rningstar | Ranking |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer International Growth Fund R6 | -2.86 | 14.82 | -1.97 | 3.74 | 3.49 | 5.79 | 89 | 76 | 75 | 95 | 79 | 43 |
| MSCI ACWI ex-US Index | -1.80 | 11.56 | -1.23 | 6.33 | 2.90 |  |  |  |  |  |  |  |
| Variance | -1.06 | 3.26 | -0.74 | -2.59 | 0.59 |  |  |  |  |  |  |  |
| Invesco Oppenheimer International Diversified Fund R6 | -2.86 | 12.90 | -1.88 | 6.71 | 5.26 | 7.93 | 89 | 89 | 75 | 54 | 37 | 29 |
| MSCI ACWI ex-US Index | -1.80 | 11.56 | -1.23 | 6.33 | 2.90 |  |  |  |  |  |  |  |
| Variance | -1.06 | 1.34 | -0.65 | 0.38 | 2.36 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Global Fund R6 | -4.08 | 16.74 | -1.70 | 11.59 | 7.75 | 10.70 | 96 | 44 | 72 | 18 | 26 | 22 |
| MSCI ACWI Index | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 |  |  |  |  |  |  |  |
| Variance | -4.05 | 0.54 | -3.08 | 1.88 | 1.10 |  |  |  |  |  |  |  |

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 $365-$ daylyear 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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Global Focus Fund R6 | -2.85 | 18.34 | -1.49 | 9.67 | 6.82 | 10.32 | 93 | 28 | 71 | 39 | 43 | 13 |
| MSCI ACWI Index | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 |  |  |  |  |  |  |  |
| Variance | -2.82 | 2.14 | -2.87 | -0.04 | 0.17 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Global Opportunities Fund R6 | -7.18 | 10.59 | -17.16 | 10.88 | 12.76 | 12.35 | 97 | 77 | 99 | 19 | 1 | 2 |
| MSCI ACWI Index | -0.03 | 16.20 | 1.38 | 9.71 | 6.65 |  |  |  |  |  |  |  |
| Variance | -7.15 | -5.61 | -18.54 | 1.17 | 6.11 |  |  |  |  |  |  |  |
| Invesco Oppenheimer International Small-Mid Company Fund R6 | -2.86 | 15.68 | -3.85 | 11.35 | 11.10 | 15.47 | 65 | 26 | 37 | 4 | 1 | 1 |
| MSCI ACWI ex-US SMid Cap Index | -1.47 | 10.96 | -4.54 | 5.03 | 3.90 |  |  |  |  |  |  |  |
| Variance | -1.39 | 4.72 | 0.69 | 6.32 | 7.20 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Developing Markets Fund R6 | -3.75 | 11.31 | 2.66 | 8.05 | 2.83 | 5.90 | 53 | 23 | 26 | 11 | 29 | 4 |
| MSCI Emerging Markets Index | -4.25 | 5.89 | -2.02 | 5.97 | 2.33 |  |  |  |  |  |  |  |
| Variance | 0.50 | 5.42 | 4.68 | 2.08 | 0.50 |  |  |  |  |  |  |  |

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. | 2.27 | 8.68 | 9.41 | 2.54 | 3.10 | 3.72 | 30 | 32 | 64 | 58 | 46 | 47 |
| Bloomberg Barclays U.S. Aggregate Bond Index | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 | 3.75 |  |  |  |  |  |  |
| Variance | 0.00 | 0.16 | -0.89 | -0.38 | -0.28 | -0.03 |  |  |  |  |  |  |
| Invesco Oppenheimer Limited-Term Bond Fund R6 | 1.02 | 5.16 | 5.53 | 2.78 | 2.48 | 2.54 | 17 | 16 | 20 | 11 | 11 | 7 |
| Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index | 0.71 | 3.45 | 4.67 | 1.84 | 1.61 |  |  |  |  |  |  |  |
| Variance | 0.31 | 1.71 | 0.86 | 0.94 | 0.87 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Limited-Term Government Fund R6 | 0.79 | 3.37 | 4.64 | 1.69 | 1.61 | 1.35 | 21 | 30 | 32 | 7 | 9 | 9 |
| Bloomberg Barclays U.S. Government 1-3 Year Bond Index | 0.59 | 3.07 | 4.42 | 1.54 | 1.34 |  |  |  |  |  |  |  |
| Variance | 0.20 | 0.30 | 0.22 | 0.15 | 0.27 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Total Return Bond Fund R6 | 2.39 | 9.62 | 10.31 | 3.45 | 3.75 | 4.15 | 15 | 4 | 23 | 6 | 6 | 2 |
| Bloomberg Barclays U.S. Aggregate Bond Index | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 |  |  |  |  |  |  |  |
| Variance | 0.12 | 1.10 | 0.01 | 0.53 | 0.37 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Senior Floating Rate Fund R6 | -1.98 | 2.31 | -1.98 | 3.08 | 3.15 | 3.65 | 98 | 98 | 99 | 82 | 54 | 9 |
| JP Morgan Leveraged Loan Index | 1.03 | 6.67 | 3.30 | 4.72 | 4.40 |  |  |  |  |  |  |  |
| Variance | -3.01 | -4.36 | -5.28 | -1.64 | -1.25 |  |  |  |  |  |  |  |

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 | 1.31 | 10.03 | 6.15 | 5.45 | 5.45 | 7.27 | 41 | 60 | 33 | 39 | 8 | 29 |
| Credit Suisse High Yield Index | 1.03 | 11.08 | 5.79 | 5.96 | 5.13 |  |  |  |  |  |  |  |
| Variance | 0.28 | -1.05 | 0.36 | -0.51 | 0.32 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Global Strategic Income Fund R6 | -0.77 | 7.86 | 5.65 | 3.09 | 2.79 | 3.59 | 98 | 61 | 67 | 85 | 75 | 62 |
| Bloomberg Barclays U.S. Aggregate Bond Index | 2.27 | 8.52 | 10.30 | 2.92 | 3.38 |  |  |  |  |  |  |  |
| Variance | -3.04 | -0.66 | -4.65 | 0.17 | -0.59 |  |  |  |  |  |  |  |
| Invesco Oppenheimer International Bond Fund R6 | -2.68 | 5.20 | 4.74 | 1.92 | 2.52 | 2.36 | 93 | 60 | 62 | 35 | 16 | 40 |
| FTSE World Government Bond Index ex-US | -0.11 | 5.39 | 6.78 | 0.60 | 1.28 |  |  |  |  |  |  |  |
| Variance | -2.57 | -0.19 | -2.04 | 1.32 | 1.24 |  |  |  |  |  |  |  |
| American Century Short Duration Inflation Protected Bond Fund | 0.19 | 3.80 | 3.24 | 1.54 | 1.20 | 2.37 | 91 | 84 | 93 | 78 | 83 | 77 |
| Bloomberg Barclays U.S. 1-5 Year Treasury Inflation Protected Securities (TIPS) Index | 0.27 | 3.88 | 3.68 | 1.60 | 1.28 | 1.83 |  |  |  |  |  |  |
| Variance | -0.08 | -0.08 | -0.44 | -0.06 | -0.08 | 0.54 |  |  |  |  |  |  |
| Invesco Government \& Agency Portfolio E | 0.53 | 1.69 | 2.23 | 1.43 | 0.91 | 0.47 |  |  |  |  |  |  |
| iMoney Government Institutional Index | 2.24 | 2.38 | 2.35 | 1.56 | 1.02 |  |  |  |  |  |  |  |
| Variance | -1.71 | -0.69 | -0.12 | -0.13 | -0.11 |  |  |  |  |  |  |  |

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 365day/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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Real Estate Fund R6 | 7.04 | 26.23 | 17.68 | 6.22 | 9.65 | 9.27 | 56 | 64 | 57 | 73 | 43 | 45 |
| FTSE NAREIT Equity REITs Index | 7.80 | 26.96 | 18.42 | 7.36 | 10.26 |  |  |  |  |  |  |  |
| Variance | -0.76 | -0.73 | -0.74 | -1.14 | -0.61 |  |  |  |  |  |  |  |
| Invesco Oppenheimer SteeIPath MLP Select 40 Fund R6 | -3.64 | 8.05 | -4.54 | -1.10 | -4.65 | -0.88 | 33 | 90 | 29 | 19 | 11 | n/a |
| Alerian MLP Total Return Index | -5.02 | 11.08 | -8.13 | -2.46 | -8.65 |  |  |  |  |  |  |  |
| Variance | 1.38 | -3.03 | 3.59 | 1.36 | 4.00 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Gold \& Special Minerals Fund R6 | 2.83 | 28.48 | 34.74 | 0.46 | 6.06 | -6.95 | 74 | 14 | 49 | 6 | 7 | 11 |
| PHLX Gold \& Silver Index | 5.28 | 25.88 | 36.82 | -1.28 | 2.56 |  |  |  |  |  |  |  |
| Variance | -2.45 | 2.60 | -2.08 | 1.74 | 3.50 |  |  |  |  |  |  |  |
| Invesco Oppenheimer Global Allocation Fund R6 | 0.56 | 11.47 | 1.87 | 4.64 | 4.52 | 5.51 | 35 | 42 | 56 | 68 | 25 | n/a |
| 60\% MSCI ACWI/40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged | 1.07 | 13.30 | 5.22 | 7.39 | 5.40 |  |  |  |  |  |  |  |
| Variance | -0.51 | -1.83 | -3.35 | -2.75 | -0.88 |  |  |  |  |  |  |  |
| Multi-Asset |  |  |  |  |  |  |  |  |  |  |  |  |
| Invesco Oppenheimer Capital Income Fund R6 | 0.98 | 9.66 | 3.34 | 4.74 | 4.16 | 4.42 | 55 | 83 | 75 | 69 | 55 | 30 |
| 65\% Bloomberg Barclays U.S. Aggregate Bond Index/ 35\% Russell 3000 Index | 1.97 | 12.71 | 8.06 | 6.53 | 6.07 |  |  |  |  |  |  |  |
| Variance | -0.99 | -3.05 | -4.72 | -1.79 | -1.91 |  |  |  |  |  |  |  |

[^18]
## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | 2,009 | 1,845 | 1,733 | -6.07\% | -13.74\% |
| Age Based Portfolio 90 | 2,504 | 2,341 | 2,261 | -3.42\% | -9.70\% |
| Age Based Portfolio 80 | 3,330 | 3,198 | 3,120 | -2.44\% | -6.31\% |
| Age Based Portfolio 70 | 4,417 | 4,060 | 3,963 | -2.39\% | -10.28\% |
| Age Based Portfolio 60 | 5,656 | 5,109 | 4,954 | -3.03\% | -12.41\% |
| Age Based Portfolio 50 | 8,298 | 7,240 | 6,887 | -4.88\% | -17.00\% |
| Age Based Portfolio 40 | 12,291 | 10,355 | 9,808 | -5.28\% | -20.20\% |
| Age Based Portfolio 30 | 15,946 | 15,037 | 14,460 | -3.84\% | -9.32\% |
| Age Based Portfolio 20 | 12,867 | 13,974 | 14,111 | 0.98\% | 9.67\% |
| Age Based Portfolio 10 | 18,829 | 20,023 | 19,928 | -0.47\% | 5.84\% |
| Portfolio 100 | 10,377 | 9,783 | 9,492 | -2.97\% | -8.53\% |
| Portfolio 90 | 47 | 77 | 100 | 29.87\% | 112.77\% |
| Portfolio 80 | 8,168 | 7,737 | 7,492 | -3.17\% | -8.28\% |
| Portfolio 70 | 60 | 130 | 154 | 18.46\% | 156.67\% |
| Portfolio 60 | 6,079 | 5,744 | 5,557 | -3.26\% | -8.59\% |
| Portfolio 50 | 34 | 89 | 113 | 26.97\% | 232.35\% |
| Portfolio 40 | 2,439 | 2,292 | 2,209 | -3.62\% | -9.43\% |
| Portfolio 30 | 34 | 75 | 89 | 18.67\% | 161.76\% |
| Portfolio 20 | 635 | 598 | 602 | 0.67\% | -5.20\% |
| Portfolio 10 | 992 | 945 | 912 | -3.49\% | -8.06\% |

## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income Portfolio | 142 | 158 | 167 | 5.70\% | 17.61\% |
| Low Duration Fixed Income Portfolio | 95 | 106 | 107 | 0.94\% | 12.63\% |
| Capital Preservation Portfolio | 1,713 | 1,644 | 1,590 | -3.28\% | -7.18\% |
| Gold \& Special Minerals Portfolio | 323 | 341 | 350 | 2.64\% | 8.36\% |
| Real Estate Portfolio | 493 | 535 | 546 | 2.06\% | 10.75\% |
| Developing Markets Portfolio | 590 | 603 | 598 | -0.83\% | 1.36\% |
| International Small-Mid Company Portfolio | 300 | 333 | 349 | 4.80\% | 16.33\% |
| Discovery Portfolio | 588 | 718 | 746 | 3.90\% | 26.87\% |
| Main Street Small Cap Portfolio | 491 | 617 | 619 | 0.32\% | 26.07\% |
| Main Street Mid Cap Portfolio | 2,798 | 2,776 | 2,735 | -1.48\% | -2.25\% |
| International Growth Portfolio | 2,513 | 2,335 | 2,264 | -3.04\% | -9.91\% |
| International Diversified Portfolio | 425 | 449 | 432 | -3.79\% | 1.65\% |
| Global Opportunities Portfolio | 805 | 922 | 915 | -0.76\% | 13.66\% |
| Global Portfolio | 361 | 397 | 389 | -2.02\% | 7.76\% |
| Global Focus Portfolio | 116 | 126 | 116 | -7.94\% | 0.00\% |
| Value Portfolio | 1,782 | 1,771 | 1,730 | -2.32\% | -2.92\% |
| Dividend Opportunity Portfolio | 708 | 775 | 777 | 0.26\% | 9.75\% |
| Main Street Portfolio | 2,613 | 2,614 | 2,599 | -0.57\% | -0.54\% |
| Capital Income Portfolio | 182 | 199 | 201 | 1.01\% | 10.44\% |

## Advisor Plan Accounts* by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | 257 | 308 | 323 | 4.87\% | 25.68\% |
| Global Strategic Income Portfolio | 1,975 | 1,817 | 1,752 | -3.58\% | -11.29\% |
| International Bond Portfolio | 176 | 180 | 171 | -5.00\% | -2.84\% |
| Senior Floating Rate Portfolio | 509 | 542 | 535 | -1.29\% | 5.11\% |
| American Century Diversified Bond Portfolio | 694 | 662 | 643 | -2.87\% | -7.35\% |
| Limited Term Bond Portfolio | 115 | 166 | 173 | 4.22\% | 50.43\% |
| Limited Term Government Portfolio | 147 | 161 | 164 | 1.86\% | 11.56\% |
| Institutional Money Market Portfolio | 1,750 | 1,842 | 1,820 | -1.19\% | 4.00\% |
| Steelpath MLP Select 40 Portfolio | 32 | 41 | 41 | 0.00\% | 28.13\% |
| Total Return Bond Portfolio | 38 | 100 | 120 | 20.00\% | 215.79\% |
| American Century Short Duration Inflation Protection Bond Portfolio | 11 | 41 | 48 | 17.07\% | 336.36\% |
| Global Allocation Portfolio | 12 | 19 | 20 | 5.26\% | 66.67\% |
| T. Rowe Price Blue Chip Growth Portfolio | 2,277 | 2,441 | 2,437 | -0.16\% | 7.03\% |
| Total | 140,043 | 136,391 | 133,422 | -2.18\% | -4.73\% |
| \% in Age Based Portfolios | 61.5\% | 60.99\% | 60.9\% |  |  |
| \% in Custom Choice Portfolios | 20.7\% | 20.14\% | 19.9\% |  |  |
| \% in Individual Fund Portfolios | 17.8\% | 18.87\% | 19.2\% |  |  |
| \% in Portfolio Allocator | 1.14\% | 1.20\% | 1.23\% |  |  |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$9,807,392 | \$9,444,911 | \$9,260,534 | -1.95\% | -5.58\% |
| Age Based Portfolio 90 | \$18,531,759 | \$16,913,991 | \$16,114,115 | -4.73\% | -13.05\% |
| Age Based Portfolio 80 | \$32,881,507 | \$31,906,584 | \$29,531,293 | -7.44\% | -10.19\% |
| Age Based Portfolio 70 | \$52,169,589 | \$48,899,202 | \$46,815,195 | -4.26\% | -10.26\% |
| Age Based Portfolio 60 | \$81,177,337 | \$74,319,409 | \$71,636,952 | -3.61\% | -11.75\% |
| Age Based Portfolio 50 | \$124,506,515 | \$112,403,970 | \$106,253,800 | -5.47\% | -14.66\% |
| Age Based Portfolio 40 | \$203,476,450 | \$182,585,360 | \$172,563,764 | -5.49\% | -15.19\% |
| Age Based Portfolio 30 | \$280,239,579 | \$275,178,980 | \$264,937,226 | -3.72\% | -5.46\% |
| Age Based Portfolio 20 | \$216,115,646 | \$255,059,421 | \$257,163,491 | 0.82\% | 18.99\% |
| Age Based Portfolio 10 | \$208,039,156 | \$241,394,750 | \$234,653,588 | -2.79\% | 12.79\% |
| Portfolio 100 | \$175,526,711 | \$167,055,009 | \$155,861,343 | -6.70\% | -11.20\% |
| Portfolio 90 | \$720,746 | \$1,306,371 | \$1,449,872 | 10.98\% | 101.16\% |
| Portfolio 80 | \$125,999,519 | \$122,128,787 | \$114,626,391 | -6.14\% | -9.03\% |
| Portfolio 70 | \$1,346,508 | \$1,984,565 | \$2,667,904 | 34.43\% | 98.14\% |
| Portfolio 60 | \$95,728,375 | \$94,268,343 | \$89,794,092 | -4.75\% | -6.20\% |
| Portfolio 50 | \$867,941 | \$1,872,879 | \$2,692,354 | 43.75\% | 210.20\% |
| Portfolio 40 | \$37,243,662 | \$35,858,286 | \$33,961,383 | -5.29\% | -8.81\% |
| Portfolio 30 | \$519,588 | \$1,657,564 | \$2,039,650 | 23.05\% | 292.55\% |
| Portfolio 20 | \$12,679,577 | \$12,634,205 | \$12,236,565 | -3.15\% | -3.49\% |
| Portfolio 10 | \$9,728,293 | \$9,673,085 | \$9,784,893 | 1.16\% | 0.58\% |
| Fixed Income Portfolio | \$1,993,760 | \$2,714,588 | \$3,458,997 | 27.42\% | 73.49\% |
| Low Duration Fixed Income Portfolio | \$1,629,416 | \$1,675,920 | \$1,535,292 | -8.39\% | -5.78\% |
| Capital Preservation Portfolio | \$25,542,586 | \$25,585,642 | \$24,643,955 | -3.68\% | -3.52\% |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gold \& Special Minerals Portfolio | \$1,079,106 | \$1,514,765 | \$1,610,609 | 6.33\% | 49.25\% |
| Real Estate Portfolio | \$1,282,833 | \$1,432,468 | \$1,599,516 | 11.66\% | 24.69\% |
| Developing Markets Portfolio | \$2,132,414 | \$2,412,049 | \$2,193,192 | -9.07\% | 2.85\% |
| International Small Company Portfolio | \$1,183,615 | \$1,274,675 | \$1,266,180 | -0.67\% | 6.98\% |
| Discovery Portfolio | \$2,418,766 | \$3,501,922 | \$3,396,949 | -3.00\% | 40.44\% |
| Main Street Small Cap Portfolio | \$1,916,210 | \$1,997,555 | \$1,851,546 | -7.31\% | -3.37\% |
| Main Street Mid Cap Portfolio | \$22,199,537 | \$21,096,156 | \$20,258,598 | -3.97\% | -8.74\% |
| International Growth Portfolio | \$14,489,344 | \$13,037,617 | \$11,828,487 | -9.27\% | -18.36\% |
| International Diversified Portfolio | \$1,966,008 | \$2,309,886 | \$2,120,507 | -8.20\% | 7.86\% |
| Global Opportunities Portfolio | \$4,829,560 | \$5,074,753 | \$4,422,901 | -12.84\% | -8.42\% |
| Global Portfolio | \$1,746,306 | \$1,924,859 | \$1,803,452 | -6.31\% | 3.27\% |
| Global Focus Portfolio | \$659,706 | \$680,277 | \$569,110 | -16.34\% | -13.73\% |
| Value Portfolio | \$13,360,044 | \$12,952,287 | \$12,410,384 | -4.18\% | -7.11\% |
| Dividend Opportunity Portfolio | \$3,323,382 | \$3,717,444 | \$3,688,053 | -0.79\% | 10.97\% |
| Main Street Portfolio | \$21,573,052 | \$22,075,148 | \$21,543,956 | -2.41\% | -0.13\% |
| Capital Income Portfolio | \$1,120,031 | \$1,257,589 | \$1,336,083 | 6.24\% | 19.29\% |

## Advisor Plan Assets by Portfolio

| Portfolio Name | 9/30/2018 | 6/30/2019 | 9/30/2019 | Q/Q Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$1,347,784 | \$1,445,766 | \$1,641,797 | 13.56\% | 21.81\% |
| Global Strategic Income Portfolio | \$11,644,789 | \$11,654,925 | \$10,912,729 | -6.37\% | -6.29\% |
| International Bond Portfolio | \$570,482 | \$626,799 | \$524,473 | -16.33\% | -8.06\% |
| Senior Floating Rate Portfolio | \$3,779,982 | \$3,735,645 | \$3,473,118 | -7.03\% | -8.12\% |
| American Century Diversified Bond Portfolio | \$3,218,312 | \$3,261,997 | \$3,237,027 | -0.77\% | 0.58\% |
| Limited Term Bond Portfolio | \$834,483 | \$1,793,153 | \$2,097,105 | 16.95\% | 151.31\% |
| Limited Term Government Portfolio | \$982,317 | \$1,241,764 | \$1,315,446 | 5.93\% | 33.91\% |
| Steelpath MLP Select 40 Portfolio | \$156,967 | \$29,466,753 | \$29,308,241 | -0.54\% | 18571.59\% |
| Total Return Bond Portfolio | \$166,579 | \$323,026 | \$305,790 | -5.34\% | 83.57\% |
| American Century Short duration Inflation Protection Bond Portfolio | \$114,732 | \$578,300 | \$732,083 | 26.59\% | 538.08\% |
| Global Allocation Portfolio | \$115,770 | \$242,342 | \$281,731 | 16.25\% | 143.35\% |
| T. Rowe Price Blue Chip Growth Portfolio | \$19,991,285 | \$230,549 | \$235,471 | 2.13\% | -98.82\% |
| Institutional Money Market Portfolio | \$24,925,541 | \$20,700,810 | \$19,921,576 | -3.76\% | -20.08\% |
| Total | \$1,879,600,553 | \$1,898,083,100 | \$1,829,568,759 | -3.61\% | -2.66\% |
| \% in Age Based Portfolios | 65.3\% | 65.76\% | 66.1\% |  |  |
| \% in Custom Choice Portfolios | 24.5\% | 23.63\% | 23.0\% |  |  |
| \% in Individual Fund Portfolios | 10.2\% | 10.62\% | 10.9\% |  |  |
| \% in Portfolio Allocator | 0.34\% | 0.35\% | 0.41\% |  |  |

## Advisor Plan Estimated Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$8,072,920 | \$1,264,985 | $(\$ 77,371)$ | \$9,260,534 |
| Age Based Portfolio 90 | \$15,750,487 | \$653,715 | $(\$ 290,087)$ | \$16,114,115 |
| Age Based Portfolio 80 | \$28,978,664 | \$812,110 | (\$259,481) | \$29,531,293 |
| Age Based Portfolio 70 | \$45,555,364 | \$909,491 | \$350,341 | \$46,815,195 |
| Age Based Portfolio 60 | \$69,517,788 | \$1,036,872 | \$1,082,292 | \$71,636,952 |
| Age Based Portfolio 50 | \$110,121,238 | \$1,606,396 | (\$5,473,835) | \$106,253,800 |
| Age Based Portfolio 40 | \$180,340,827 | \$1,772,653 | (\$9,549,716) | \$172,563,764 |
| Age Based Portfolio 30 | \$263,500,446 | \$1,613,960 | (\$177,179) | \$264,937,226 |
| Age Based Portfolio 20 | \$219,549,489 | $(\$ 17,628,603)$ | \$55,242,604 | \$257,163,491 |
| Age Based Portfolio 10 | \$207,088,142 | (\$26,841,413) | \$54,406,859 | \$234,653,588 |
| Portfolio 100 | \$146,872,465 | (\$4,854,290) | \$13,843,168 | \$155,861,343 |
| Portfolio 90 | \$828,293 | \$42,917 | \$578,662 | \$1,449,872 |
| Portfolio 80 | \$109,271,398 | (\$4,130,384) | \$9,485,377 | \$114,626,391 |
| Portfolio 70 | \$1,379,690 | \$118,231 | \$1,169,982 | \$2,667,904 |
| Portfolio 60 | \$84,866,722 | (\$3,334,510) | \$8,261,881 | \$89,794,092 |
| Portfolio 50 | \$1,112,126 | \$40,029 | \$1,540,199 | \$2,692,354 |
| Portfolio 40 | \$34,139,216 | (\$1,799,822) | \$1,621,989 | \$33,961,383 |
| Portfolio 30 | \$1,036,529 | \$13,367 | \$989,754 | \$2,039,650 |
| Portfolio 20 | \$11,836,394 | $(\$ 710,900)$ | \$1,111,071 | \$12,236,565 |
| Portfolio 10 | \$9,073,809 | (\$741,909) | \$1,452,992 | \$9,784,893 |

## Advisor Plan Estimated Investment Change

| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| Low Duration Fixed Income Portfolio | \$1,627,587 | (\$251,465) | \$159,170 | \$1,535,292 |
| Fixed Income Portfolio | \$2,116,660 | $(\$ 93,603)$ | \$1,435,939 | \$3,458,997 |
| Capital Preservation Portfolio | \$25,908,360 | (\$1,653,336) | \$388,931 | \$24,643,955 |
| Gold \& Special Minerals Portfolio | \$1,125,063 | $(\$ 28,782)$ | \$514,328 | \$1,610,609 |
| Real Estate Portfolio | \$1,180,589 | \$22,211 | \$396,715 | \$1,599,516 |
| Developing Markets Portfolio | \$2,048,302 | $(\$ 94,380)$ | \$239,269 | \$2,193,192 |
| International Small-Mid Company Portfolio | \$1,013,499 | \$34,030 | \$218,651 | \$1,266,180 |
| Discovery Portfolio | \$2,177,773 | \$36,807 | \$1,182,369 | \$3,396,949 |
| Main Street Small Cap Portfolio | \$1,716,586 | $(\$ 53,959)$ | \$188,919 | \$1,851,546 |
| Main Street Mid Cap Portfolio | \$18,158,475 | $(\$ 553,793)$ | \$2,653,917 | \$20,258,598 |
| International Growth Portfolio | \$12,188,638 | $(\$ 337,643)$ | $(\$ 22,507)$ | \$11,828,487 |
| International Diversified Portfolio | \$1,762,796 | $(\$ 94,944)$ | \$452,654 | \$2,120,507 |
| Global Opportunities Portfolio | \$4,086,304 | \$165,515 | \$171,083 | \$4,422,901 |
| Global Portfolio | \$1,550,869 | $(\$ 65,276)$ | \$317,859 | \$1,803,452 |
| Global Focus Portfolio | \$627,313 | $(\$ 93,907)$ | \$35,705 | \$569,110 |
| Value Portfolio | \$11,380,059 | (\$249,120) | \$1,279,445 | \$12,410,384 |
| Dividend Opportunity Portfolio | \$3,009,598 | $(\$ 75,151)$ | \$753,606 | \$3,688,053 |
| Main Street Portfolio | \$18,720,850 | (\$339,914) | \$3,163,020 | \$21,543,956 |
| Capital Income Portfolio | \$1,137,188 | $(\$ 22,896)$ | \$221,791 | \$1,336,083 |

## Advisor Plan Estimated Investment Change

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| Portfolio Name | Beginning Balance | Net Flows | Estimated Investment Change | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$1,347,178 | \$37,574 | \$257,045 | \$1,641,797 |
| Global Strategic Income Portfolio | \$10,780,538 | $(\$ 496,463)$ | \$628,654 | \$10,912,729 |
| International Bond Portfolio | \$577,458 | $(\$ 75,558)$ | \$22,573 | \$524,473 |
| Senior Floating Rate Portfolio | \$3,660,577 | (\$155,749) | $(\$ 31,711)$ | \$3,473,118 |
| American Century Diversified Bond Portfolio | \$3,040,709 | $(\$ 67,240)$ | \$263,557 | \$3,237,027 |
| Limited Term Bond Portfolio | \$1,305,754 | \$19,219 | \$772,132 | \$2,097,105 |
| Limited Term Government Portfolio | \$1,113,917 | $(\$ 38,143)$ | \$239,672 | \$1,315,446 |
| Institutional Money Market Portfolio | \$26,619,426 | $(\$ 3,018,093)$ | \$5,706,908 | \$29,308,241 |
| Steelpath MLP Select 40 Portfolio | \$242,548 | $(\$ 6,821)$ | \$70,063 | \$305,790 |
| Total Return Bond Portfolio | \$218,219 | \$20,858 | \$493,006 | \$732,083 |
| American Century Short duration Inflation Protection Bond Portfolio | \$198,354 | \$12,670 | \$70,708 | \$281,731 |
| Global Allocation Portfolio | \$145,440 | \$4,505 | \$85,525 | \$235,471 |
| T. Rowe Price Blue Chip Growth Portfolio | \$17,443,295 | (\$211,301) | \$2,689,582 | \$19,921,576 |
| Total | \$1,727,121,929 | $(\$ 57,881,253)$ | \$160,328,083 | \$1,829,568,759 |

## Advisor Plan Contribution \& Redemption Details

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Age Based Portfolio 100 | \$1,293,066 | \$28,081 | \$1,264,985 |
| Age Based Portfolio 90 | \$729,272 | \$75,557 | \$653,715 |
| Age Based Portfolio 80 | \$921,434 | \$109,324 | \$812,110 |
| Age Based Portfolio 70 | \$1,068,152 | \$158,661 | \$909,491 |
| Age Based Portfolio 60 | \$1,397,728 | \$360,856 | \$1,036,872 |
| Age Based Portfolio 50 | \$2,062,999 | \$456,603 | \$1,606,396 |
| Age Based Portfolio 40 | \$2,601,798 | \$829,146 | \$1,772,653 |
| Age Based Portfolio 30 | \$3,135,775 | \$1,521,815 | \$1,613,960 |
| Age Based Portfolio 20 | \$2,565,146 | \$20,193,749 | (\$17,628,603) |
| Age Based Portfolio 10 | \$2,626,419 | \$29,467,833 | (\$26,841,413) |
| Portfolio 100 | \$1,650,682 | \$6,504,972 | (\$4,854,290) |
| Portfolio 90 | \$47,730 | \$4,813 | \$42,917 |
| Portfolio 80 | \$1,136,645 | \$5,267,029 | $(\$ 4,130,384)$ |
| Portfolio 70 | \$153,521 | \$35,290 | \$118,231 |
| Portfolio 60 | \$853,284 | \$4,187,795 | (\$3,334,510) |
| Portfolio 50 | \$49,412 | \$9,383 | \$40,029 |
| Portfolio 40 | \$238,126 | \$2,037,948 | (\$1,799,822) |
| Portfolio 30 | \$19,667 | \$6,300 | \$13,367 |
| Portfolio 20 | \$89,409 | \$800,309 | (\$710,900) |
| Portfolio 10 | \$206,961 | \$948,870 | (\$741,909) |

## Advisor Plan Contribution \& Redemption Details

$-529$

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| Fixed Income Portfolio | \$56,502 | \$150,106 | $(\$ 93,603)$ |
| Low Duration Fixed Income Portfolio | \$18,537 | \$270,002 | (\$251,465) |
| Capital Preservation Portfolio | \$275,852 | \$1,929,188 | (\$1,653,336) |
| Gold \& Special Minerals Portfolio | \$20,408 | \$49,191 | $(\$ 28,782)$ |
| Real Estate Portfolio | \$50,363 | \$28,152 | \$22,211 |
| Developing Markets Portfolio | \$85,432 | \$179,812 | $(\$ 94,380)$ |
| International Small-Mid Company Portfolio | \$53,380 | \$19,350 | \$34,030 |
| Discovery Portfolio | \$110,370 | \$73,562 | \$36,807 |
| Main Street Small Cap Portfolio | \$93,091 | \$147,050 | $(\$ 53,959)$ |
| Main Street Mid Cap Portfolio | \$258,902 | \$812,695 | $(\$ 553,793)$ |
| International Growth Portfolio | \$152,928 | \$490,571 | (\$337,643) |
| International Diversified Portfolio | \$61,149 | \$156,093 | $(\$ 94,944)$ |
| Global Opportunities Portfolio | \$371,659 | \$206,144 | \$165,515 |
| Global Portfolio | \$24,552 | \$89,828 | $(\$ 65,276)$ |
| Global Focus Portfolio | \$8,191 | \$102,098 | $(\$ 93,907)$ |
| Value Portfolio | \$190,990 | \$440,110 | (\$249,120) |
| Dividend Opportunity Portfolio | \$106,143 | \$181,294 | $(\$ 75,151)$ |
| Main Street Portfolio | \$329,318 | \$669,232 | (\$339,914) |
| Capital Income Portfolio | \$33,530 | \$56,426 | $(\$ 22,896)$ |

## Advisor Plan Contribution \& Redemption Details

$-529$

| Portfolio Name | Contributions | Redemptions | Net Flows |
| :---: | :---: | :---: | :---: |
| MainStay High Yield Corporate Bond Portfolio | \$68,266 | \$30,691 | \$37,574 |
| Global Strategic Income Portfolio | \$88,367 | \$584,831 | $(\$ 496,463)$ |
| International Bond Portfolio | \$14,157 | \$89,715 | $(\$ 75,558)$ |
| Senior Floating Rate Portfolio | \$59,949 | \$215,698 | (\$155,749) |
| American Century Diversified Bond Portfolio | \$66,482 | \$133,722 | $(\$ 67,240)$ |
| Limited Term Bond Portfolio | \$76,489 | \$57,270 | \$19,219 |
| Limited Term Government Portfolio | \$16,290 | \$54,433 | $(\$ 38,143)$ |
| Institutional Money Market Portfolio | \$571,684 | \$3,589,777 | (\$3,018,093) |
| Steelpath MLP Select 40 Portfolio | \$3,045 | \$9,866 | $(\$ 6,821)$ |
| Total Return Bond Portfolio | \$57,540 | \$36,681 | \$20,858 |
| American Century Short duration Inflation Protection Bond Portfolio | \$12,720 | \$51 | \$12,670 |
| Global Allocation Portfolio | \$4,505 |  |  |
| T. Rowe Price Blue Chip Growth Portfolio | \$365,189 | \$576,491 | (\$211,301) |
| Total | \$26,553,206 | \$84,434,459 | (\$57,885,758) |

## VI Glossary

## Glossary

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## Account Terms

| Unique Account Owner Beneficiary Relationship | - Count of unique account owner/ beneficiary relationships |
| :--- | :--- |
|  | - In the scenario below, there are 2 unique account owner/beneficiary relationships |
| Unique Beneficiary | - Count of unique beneficiary SSNs |
|  | - In the scenario below, there are 2 unique beneficiaries |
| Unique Account Owner | - Count of unique account owner SSNs |
|  | - In the scenario below, there is 1 unique account owner |
| Unique Account Number | - Count of unique account numbers |
|  | - In the scenario below, there is 3 unique account numbers |
| Investment Account | - Count of total portfolio accounts |
|  | - 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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| New Account | - Accounts opened during a specified time period |
| :--- | :--- | :--- |
|  | -investment account) <br>  <br> Change in Accounts <br>  <br>  <br> $\quad$ Change in total accounts from one period to another |

## Transactions I 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

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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 1.866.529.SAVE (1.866.529.7283) for Scholar'sEdge or visit theeducationplan.com or call us at 1.877.EdPlan8 (1.877.337.5268) for the Education Plan.
The benchmarks for the Scholar'sEdge ${ }_{\circledR}$ 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 |
| :--- | :--- |
| Invesco Oppenheimer Value Fund | Russell 1000® Value Index |
| Invesco Oppenheimer Main Street Fund® | S\&P 500® Index |
| Invesco Oppenheimer Main Street Mid Cap Fund® | Russell® Midcap Index |
| Invesco Oppenheimer International Growth Fund | MSCI® AC World ex-U.S. Index |
| American Century Diversified Bond Fund | Citigroup Warclays US Aggregate Bond Index |
| Invesco Oppenheimer International Bond Fund | Bloomberg Barclays U.S. Government 1-3 Year Bond Index |
| Invesco Oppenheimer Limited -Term Government Fund | Bloomberg Barclays U.S. Aggregate Bond Index |
| Invesco Oppenheimer Global Strategic Income Fund | BofA ML US HY Master II Constrained Index |
| MainStay High Yield Corporate Bond Fund | JP Morgan Leveraged Loan Index |
| Invesco Oppenheimer Senior Floating Rate Fund | iMoneyNet Government Institutional Index |
| Invesco Oppenheimer Institutional Government Money Market Fund | MSCI® AC World Index |
| Invesco Oppenheimer Global Fund | MSCI® AC World Index |
| Invesco Oppenheimer Global Opportunities Fund | MSCI® Emerging Markets Index |
| Invesco Oppenheimer Developing Markets Fund | MSCI® AC Worldex-U.S. Index |
| Invesco Oppenheimer International Diversified Fund | Russell 3000® Value Index |
| Invesco Oppenheimer Dividend Opportunity Fund | Russell 2000® Growth Index |
| Invesco Oppenheimer Discovery Fund | Philadelphia Gold and Silver Index |
| Invesco Oppenheimer Gold \& Special Minerals Fund | FTSE NAREIT Equity REITs Index |
| Invesco Oppenheimer Real Estate Fund | Bloomberg Barclays U.S. Aggregate 1-3 Year Bond Index |
| Invesco Oppenheimer Limited-Term Bond Fund | MSCI AC World Index |
| Invesco Oppenheimer Global Focus Fund | Russell 2000 Index |
| Invesco Oppenheimer Main Street Small Cap Fund | MSCI ACWI ex-US SMID Index |
| Invesco Oppenheimer International Small-Mid Company Fund | $65 \%$ Bloomberg Barclays U.S. Aggregate Bond Index/35\% Russell 3000 Index |
| Invesco Oppenheimer Capital Income Fund | Bloomberg Barclays US Aggregate Bond Index |
| Invesco Oppenheimer Total Return Bond Fund | Alerian MLP Index Total Return |
| Invesco Oppenheimer SteelPath MLP Select 40 Fund | Bloomberg Barclays US 1-5 TIPS Index |
| American Century Short Duration Inflation Protection Bond Fund | $60 \%$ MSCI All Country World Index / 40\% Bloomberg Barclays Global Aggregate Bond Index, Hedged |
| Invesco Oppenheimer Global Allocation Fund | S\&P 500® Index |
| T. Rowe Price Blue Chip Growth Fund |  |

## 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 |
| :--- | :--- |
| Invesco Oppenheimer Value Fund | Russell 1000® Value Index |
| Invesco Oppenheimer International Growth Fund | MSCI® AC World ex-U.S. Index |
| Invesco Oppenheimer Main Street Fund® | S\&P 500® Index |
| Invesco Oppenheimer Institutional Government Money Market Fund | iMoneyNet Government Institutional Index |
| Invesco Oppenheimer Limited-Term Government Fund | Bloomberg Barclays U.S. Government 1-3 Year Bond Index |
| Invesco Oppenheimer Senior Floating Rate Fund | J P Morgan Leveraged Loan Index |
| Invesco 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 |
| Invesco Oppenheimer Global Fund | MSCI All Country World Index |
| Invesco Oppenheimer Limited-Term Bond Fund | Bloomberg Barclays US Aggregate 1-3 Year Bond Index |
| Invesco 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 |
| Invesco Oppenheimer Developing Markets Fund | MSCI® Emerging Markets Index |
| Vanguard Developed Markets Index Fund | FTSE Developed All Cap ex US Index |
| Invesco 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]:    *Rolling 12 months Average
    **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 4/5/2010.
[^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]:    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 $1 / 31 / 2005$.
[^5]:    

[^6]:    County statistics include New Mexico residents only

[^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]:    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.
[^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]:    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.
[^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. 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.
[^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]:     multiple addresses based on the information provided.

[^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.
[^18]:    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.
