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Numbers in Context

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38th Annual Client Conference

Sunday, April 5th – Tuesday, April 7th

The Ritz-Carlton
Marina del Rey, California

Designed to review the current market environment, propose thought-leading investment strategies, and provide networking opportunities for our clients.

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MARKET COMMENTARY

U.S. Equity

The U.S. stock market was up 9.1% for the fourth quarter of 2019 and 31.0% for the full year. This marks the strongest year for U.S. equities since 2013. In December, the U.S. and China agreed to terms on a “Phase One” trade deal that is reported to reduce U.S. tariffs and increase Chinese purchases of some U.S. products.

The year 2019 was a sensational year for investing. U.S. equities were as strong as they have been in six years – while international equities also produced double-digit returns. U.S. core bonds were even more remarkable with returns not seen since 2002. Of course, the important question is what can we expect from here? The curve is no longer inverted so there is some reward for taking duration risk. The equity risk premium is higher than what is typical but the absolute equity forecast is still quite depressed.

Non-U.S. Equity

News out of Britain is mixed with notable economic weakness in the manufacturing and services sectors. However, consumer sentiment surveys are improving after a fourth-quarter election resulted in strong support for a pro-Brexit government. Japan experienced its fourth consecutive quarter of expansion during 2019, while also beating forecasts. China benefitted from good news on the trade front although the country’s economic growth has cooled to near 30-year lows.

Fixed Income

The U.S. Treasury yield curve fell in the short portion of the curve but rose across intermediate and long-term maturities. The FOMC decreased its overnight rate by 0.25% at the October meeting. The committee members are nearly unanimous about not changing rates at all during 2020.

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DECEMBER 2019 ASSET CLASS ASSUMPTIONS

	EQUITY						FIXED INCOME						REAL ASSETS					
													Real Estate					
	US Stock	Dev ex-US Stock	Emg Stock	Global ex-US Stock	Global Stock	Private Equity	Cash	Core Bond	LT Core Bond	TIPS	High Yield	Dev ex-US Bond (Hdg)	US RES	Global RES	Private RE	Cmdty	Real Assets	US CPI
COMPOUND RETURN (%)	5.75	6.25	6.25	6.50	6.20	7.95	1.85	2.85	3.25	2.15	4.30	1.05	5.00	5.20	6.60	3.60	5.90	1.75
ARITHMETIC RETURN (%)	7.05	7.70	9.20	8.10	7.55	11.30	1.85	3.00	3.70	2.35	4.75	1.10	6.35	6.35	7.50	4.65	6.25	1.75
EXPECTED RISK (%)	17.00	18.00	26.00	18.95	17.10	28.00	1.25	5.15	9.85	6.00	10.00	3.50	17.00	15.80	14.00	15.00	8.75	1.75
CASH YIELD (%)	1.75	3.25	2.50	3.05	2.30	0.00	1.85	3.10	4.30	2.45	7.80	1.70	3.70	3.70	2.55	1.85	2.50	0.00
CORRELATIONS																		
US Stock	1.00																	
Dev ex-US Stock (USD)	0.81	1.00																
Emerging Mkt Stock	0.74	0.74	1.00															
Global ex-US Stock	0.83	0.96	0.87	1.00														
Global Stock	0.95	0.92	0.83	0.94	1.00													
Private Equity	0.74	0.64	0.62	0.67	0.74	1.00												
Cash Equivalents	-0.05	-0.09	-0.05	-0.08	-0.07	0.00	1.00											
Core Bond	0.28	0.13	0.00	0.09	0.20	0.31	0.19	1.00										
LT Core Bond	0.31	0.16	0.01	0.12	0.23	0.32	0.11	0.93	1.00									
TIPS	-0.05	0.00	0.15	0.05	0.00	-0.03	0.20	0.60	0.47	1.00								
High Yield Bond	0.54	0.39	0.49	0.45	0.51	0.34	-0.10	0.25	0.32	0.05	1.00							
Dev ex-US Bond (Hdg)	0.16	0.25	-0.01	0.18	0.18	0.26	0.10	0.67	0.66	0.39	0.26	1.00						
US RE Securities	0.59	0.47	0.44	0.49	0.56	0.50	-0.05	0.17	0.23	0.10	0.56	0.05	1.00					
Global RE Securities	0.65	0.59	0.56	0.62	0.66	0.58	-0.05	0.17	0.22	0.11	0.62	0.03	0.94	1.00				
Private Real Estate	0.54	0.44	0.44	0.47	0.52	0.51	-0.05	0.19	0.25	0.09	0.57	0.05	0.78	0.76	1.00			
Commodities	0.25	0.34	0.39	0.38	0.32	0.27	0.00	-0.02	-0.02	0.25	0.29	-0.10	0.25	0.28	0.25	1.00		
Real Assets	0.42	0.43	0.50	0.48	0.47	0.43	0.01	0.24	0.25	0.41	0.53	0.06	0.65	0.69	0.69	0.59	1.00	
Inflation (CPI)	-0.10	-0.15	-0.13	-0.15	-0.13	-0.10	0.10	-0.12	-0.12	0.15	-0.08	-0.08	0.05	0.03	0.05	0.44	0.26	1.00

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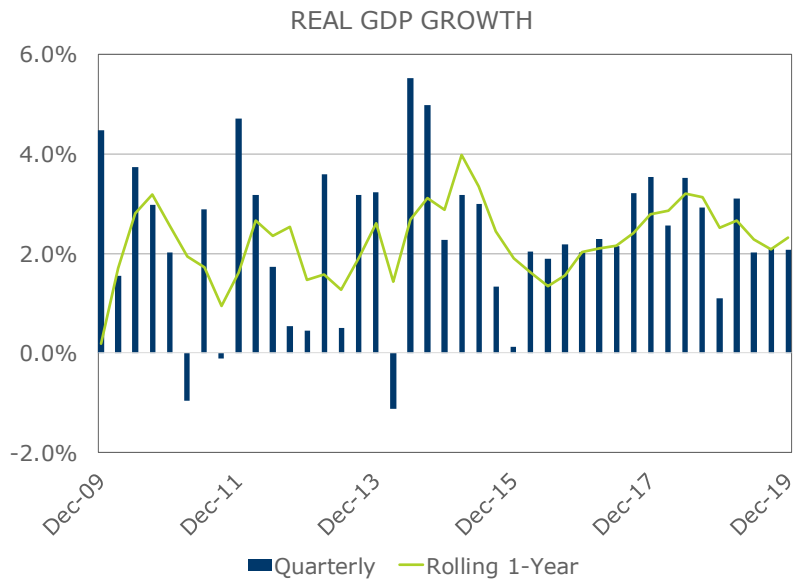
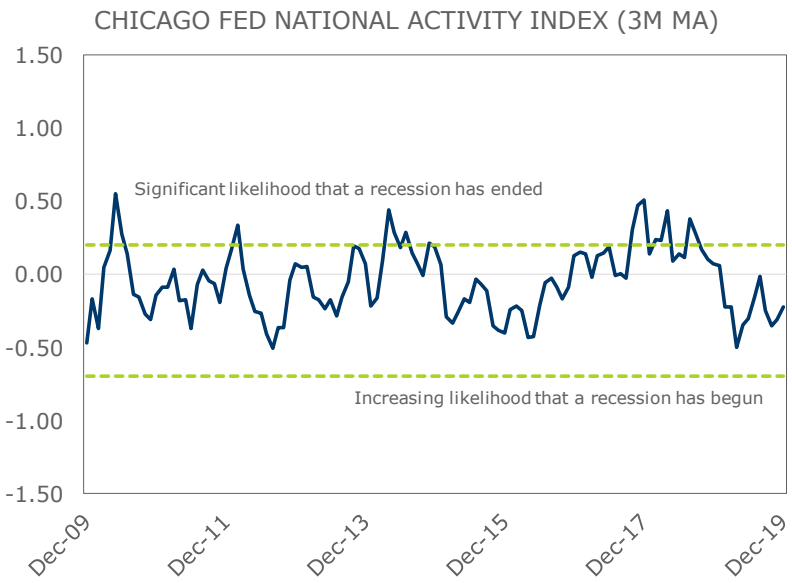
ECONOMIC GROWTH





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Data source: Bloomberg

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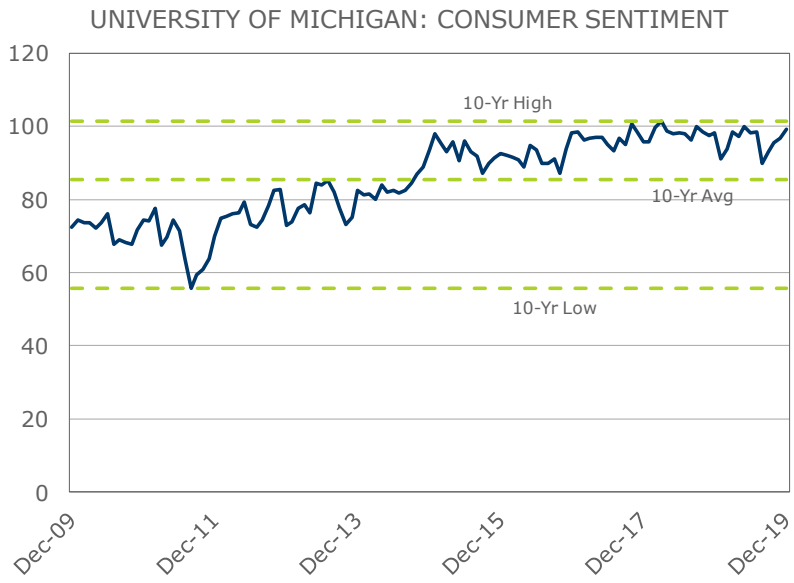
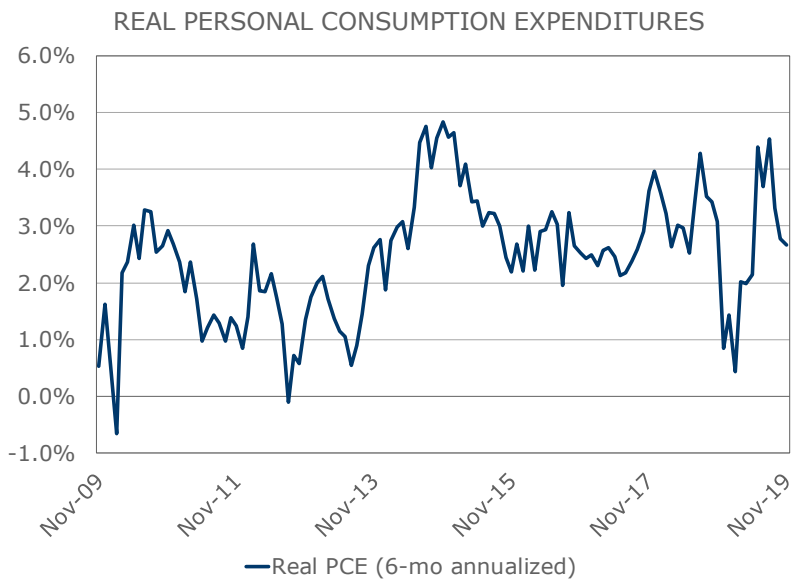
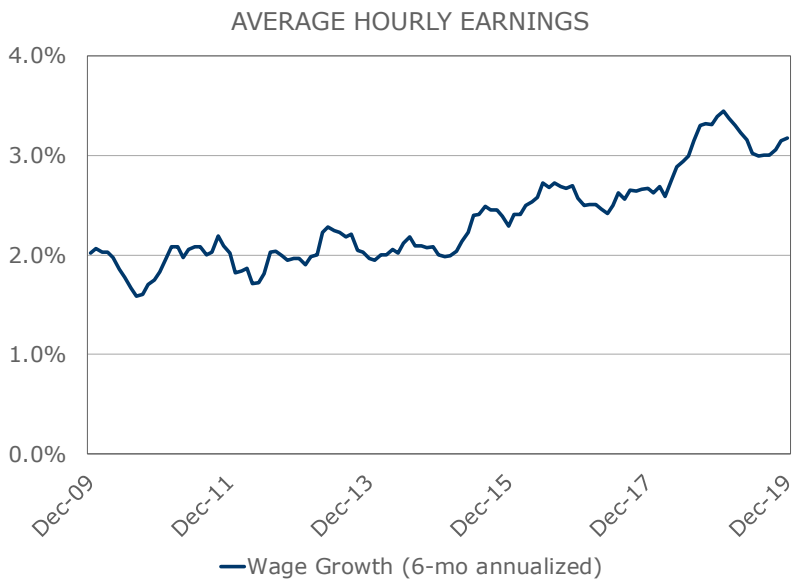
CONSUMER ACTIVITY







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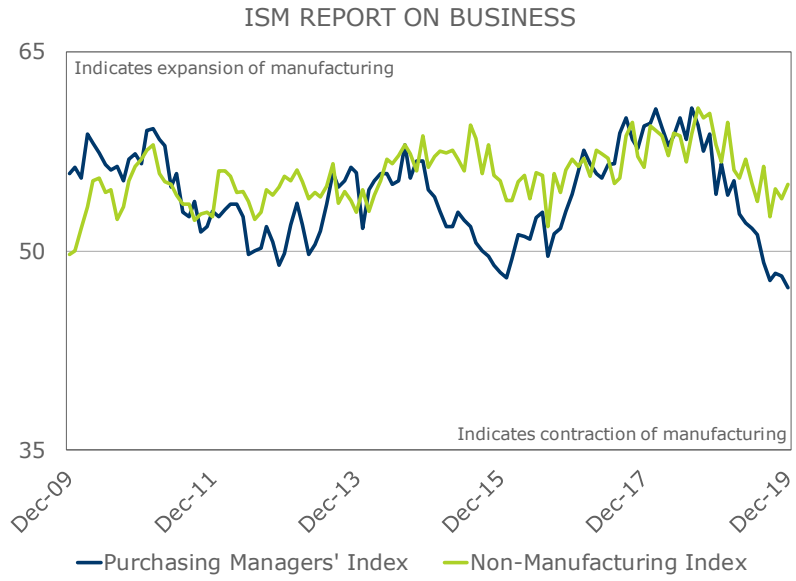
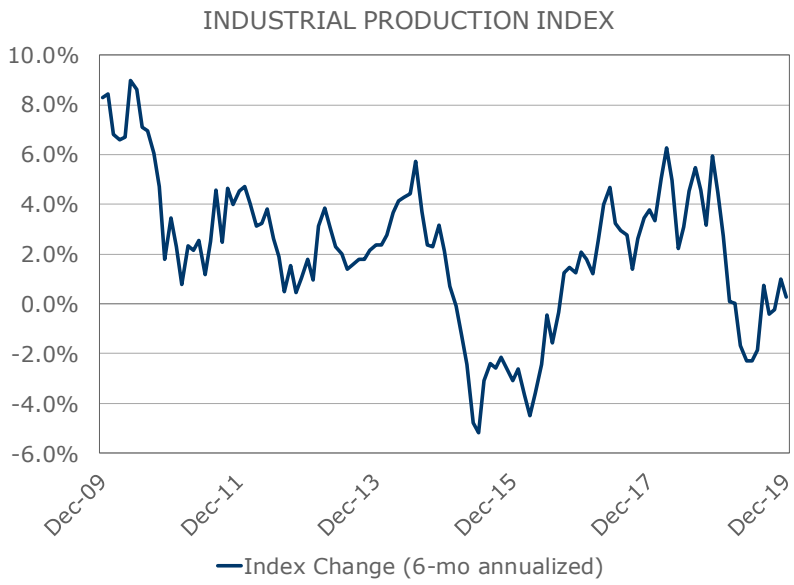
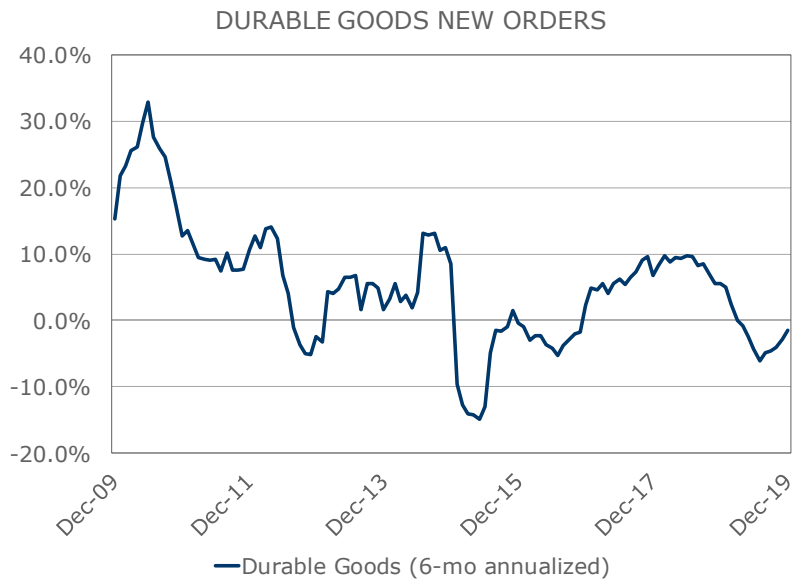
BUSINESS ACTIVITY







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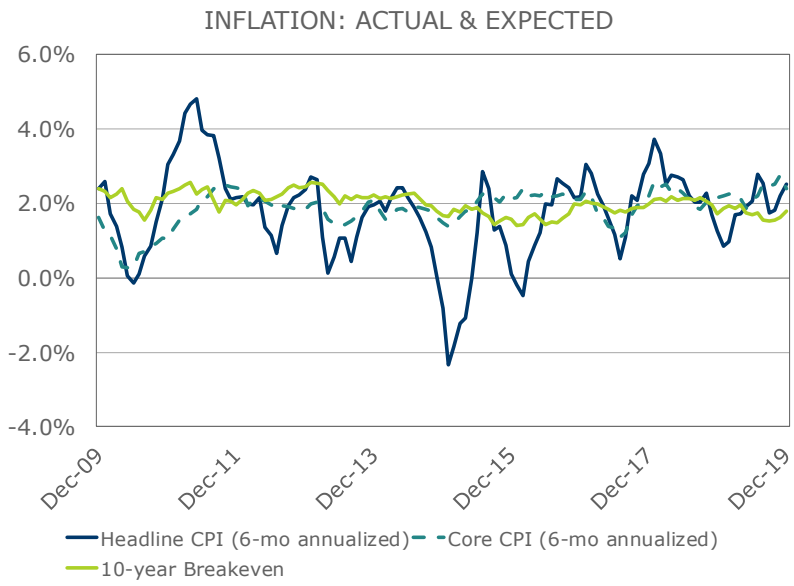
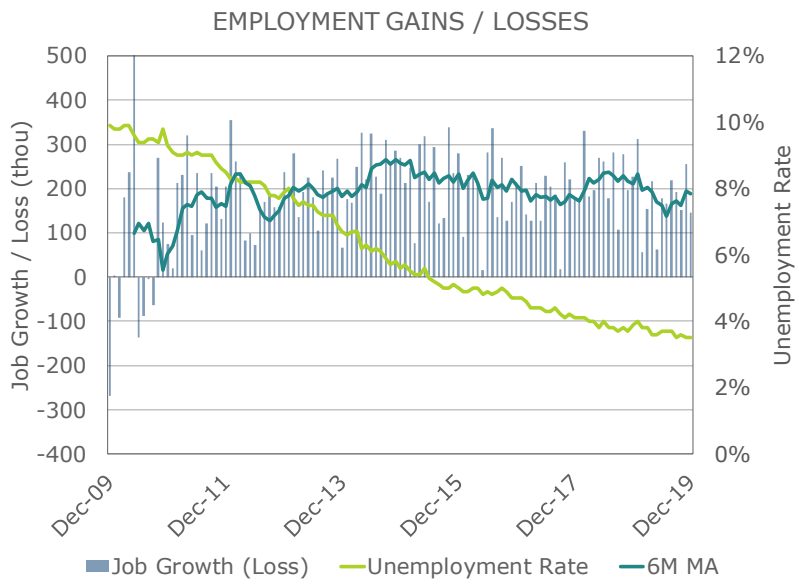
Data source: Bloomberg

INFLATION AND EMPLOYMENT





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Data source: Bloomberg

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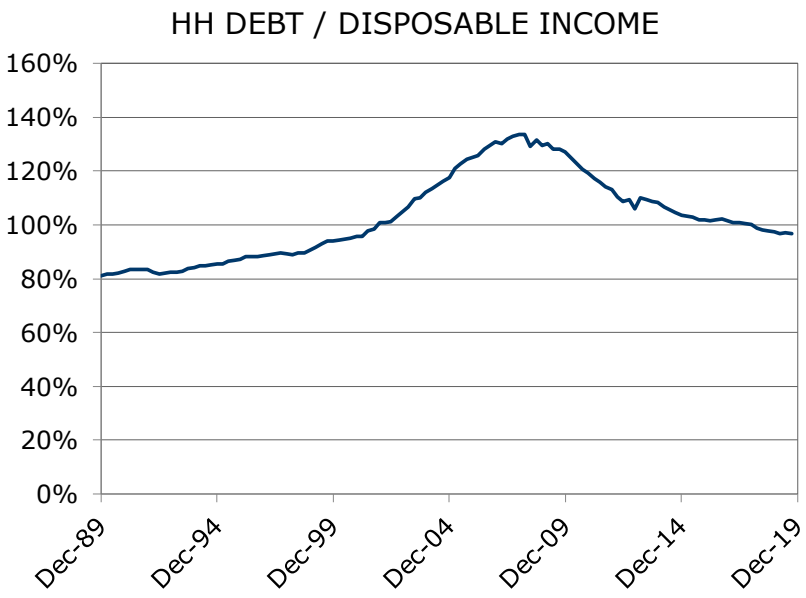
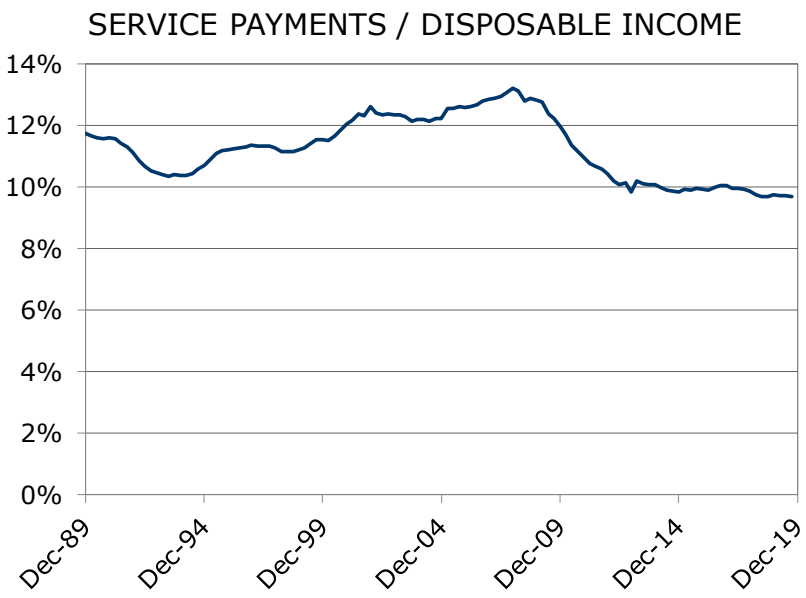
HOUSEHOLD DEBT

- Consumers continue to improve their outstanding debt conditions, now holding less debt than their disposable personal income



- Service payments – the amount necessary to pay interest and principal on outstanding debt – are as low as they have been in decades, again as a percent of disposable income



Data sources: Federal Reserve

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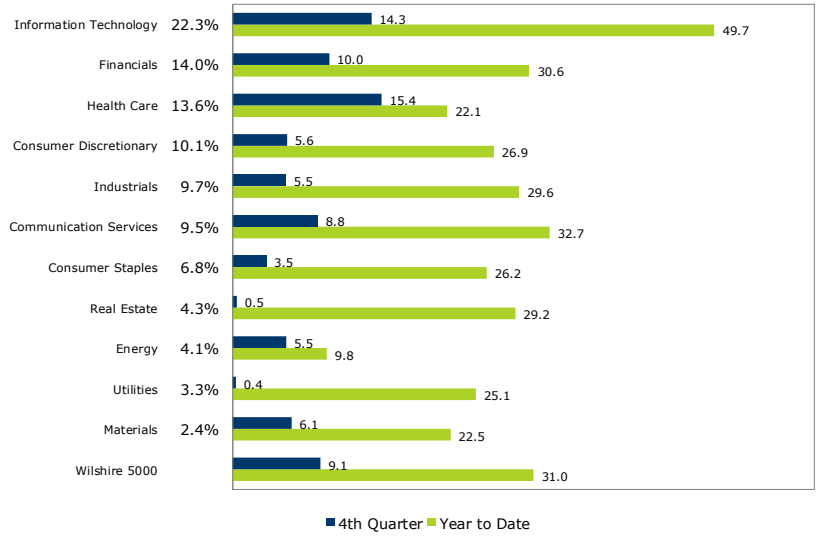
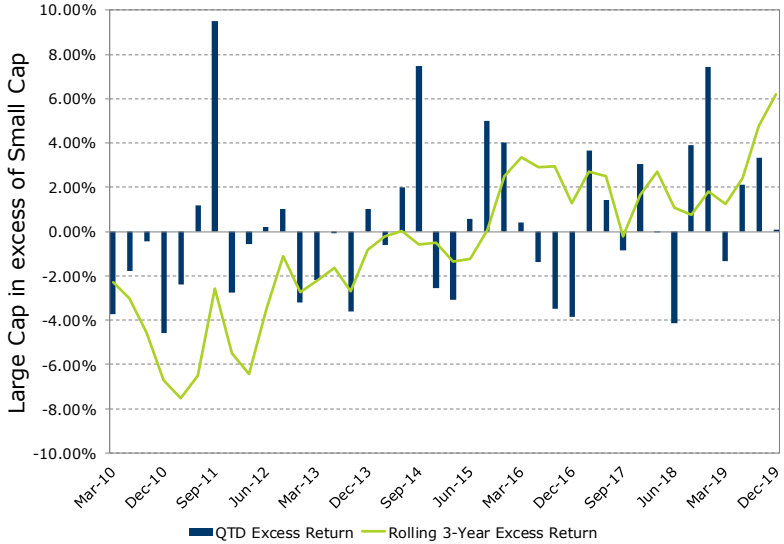
U.S. EQUITY MARKET

AS OF DEC 31, 2019	QTR	YTD	1 YR	3 YR	5 YR	10 YR
WILSHIRE 5000 INDEX	9.1	31.0	31.0	14.5	11.4	13.4
WILSHIRE U.S. LARGE CAP	9.1	31.5	31.5	15.2	11.7	13.5
WILSHIRE U.S. SMALL CAP	9.0	26.2	26.2	8.5	8.3	12.6
WILSHIRE U.S. LARGE GROWTH	11.2	35.8	35.8	18.7	13.5	14.5
WILSHIRE U.S. LARGE VALUE	7.1	27.7	27.7	11.8	9.9	12.6
WILSHIRE U.S. SMALL GROWTH	10.1	29.5	29.5	11.8	9.1	13.3
WILSHIRE U.S. SMALL VALUE	8.0	23.1	23.1	5.2	7.3	11.7
WILSHIRE REIT INDEX	-1.1	25.8	25.8	7.6	6.9	11.9
MSCI USA MIN. VOL. INDEX	2.9	27.1	27.1	14.9	11.8	13.5
FTSE RAFI U.S. 1000 INDEX	8.3	28.0	28.0	11.0	9.4	12.9

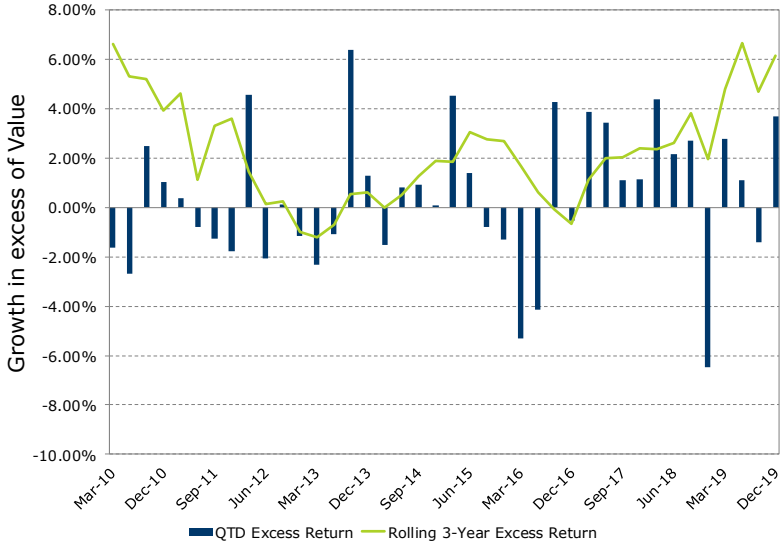
WILSHIRE 5000 SECTOR WEIGHT & RETURN (%)



LARGE CAP VS SMALL CAP



GROWTH VS VALUE



Data sources: Wilshire Compass, Wilshire Atlas

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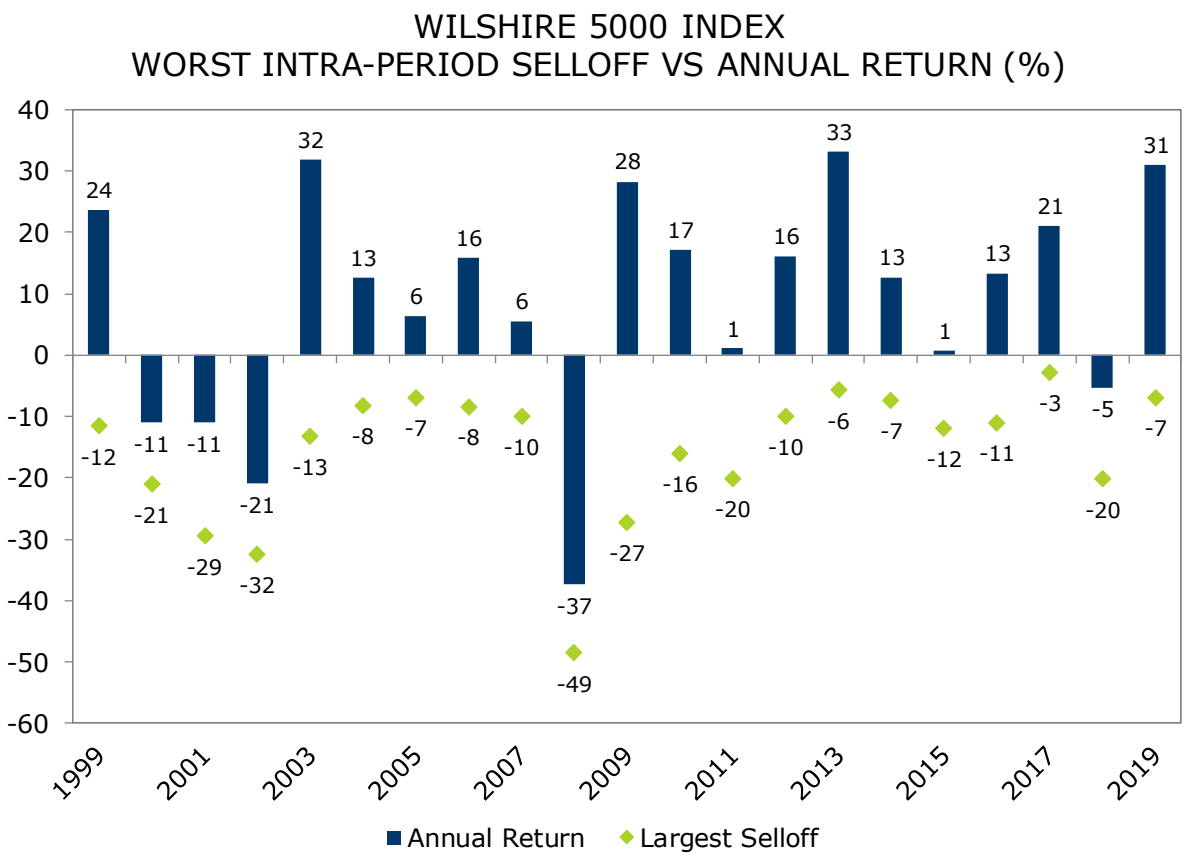
ANNUAL RETURNS

- Last year was the strongest year for equities since 2013
- Worst sell-off last year was relatively mild compared to the past 20 years



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Data sources: Wilshire Associates

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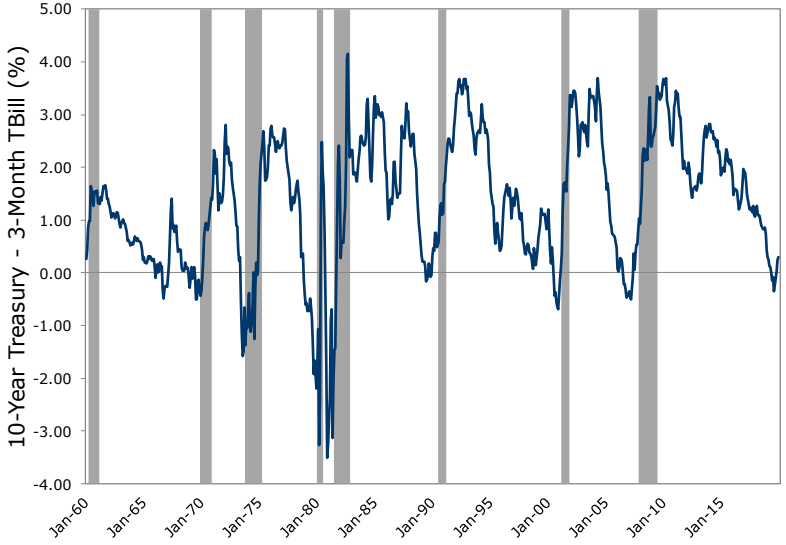
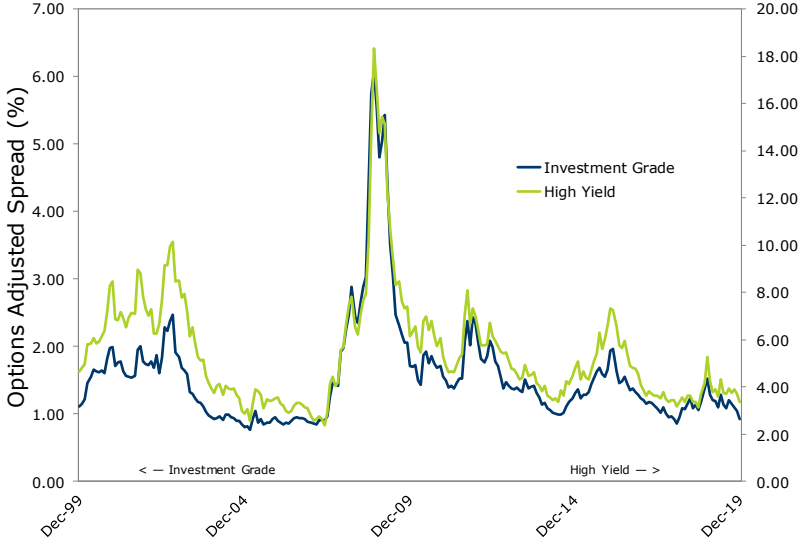
RISK MONITOR

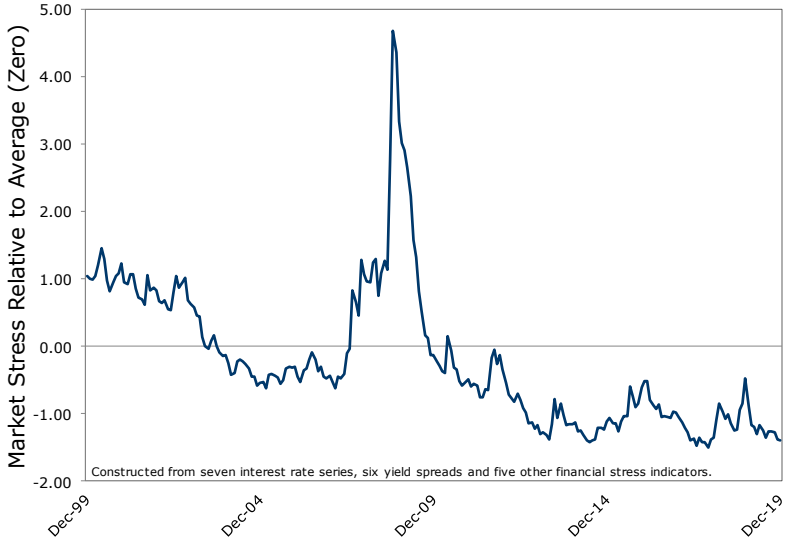
YIELD CURVE SLOPE VS RECESSIONS (IN GRAY)



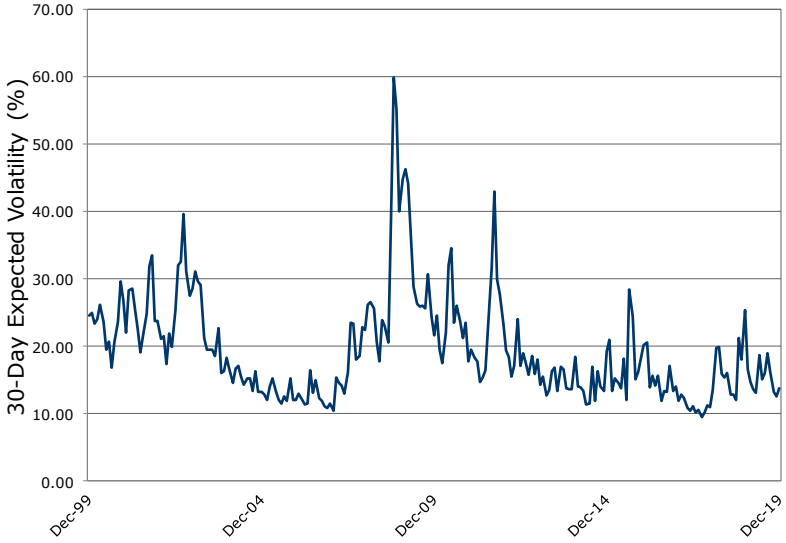
BLOOMBERG BARCLAYS CREDIT INDEXES



ST. LOUIS FED FINANCIAL STRESS INDEX



CBOE VOLATILITY INDEX



Data sources: Federal Reserve, Bloomberg Barclays

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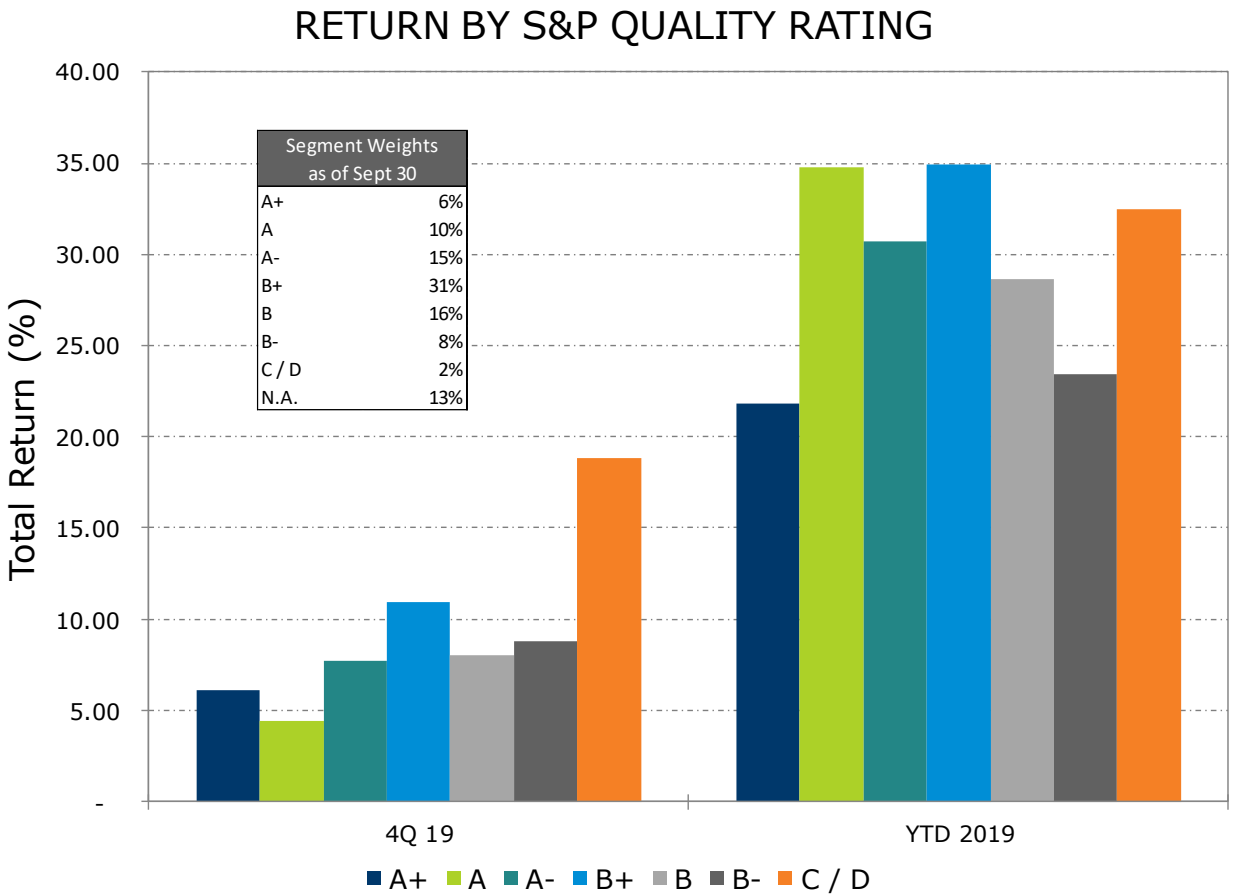
RETURNS BY QUALITY SEGMENT

Higher quality names trailed for the fourth quarter but were strong for the year



Segment Weights as of Sept 30	
A+	6%
A	10%
A-	15%
B+	31%
B	16%
B-	8%
C / D	2%
N.A.	13%

Data sources: Wilshire Atlas

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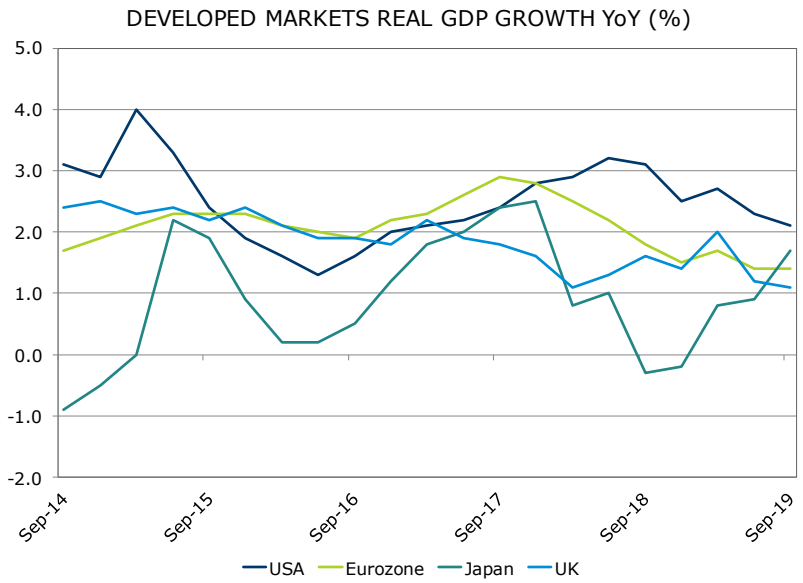
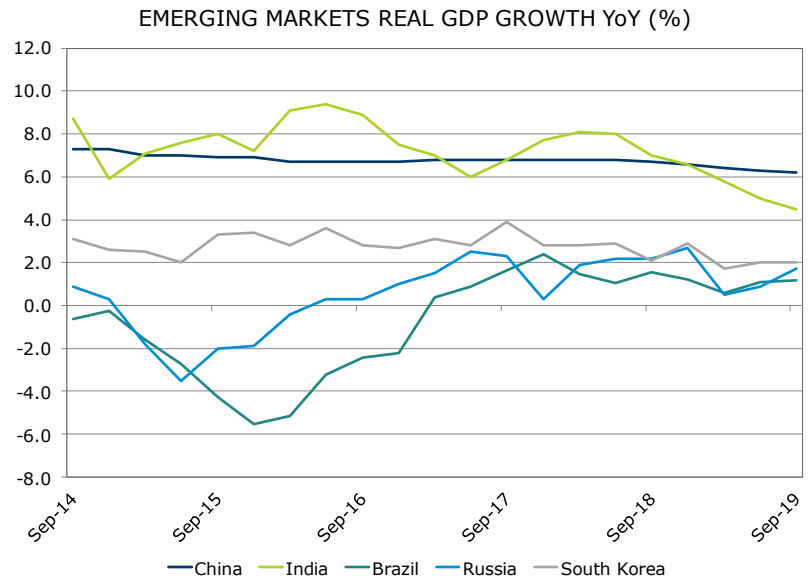
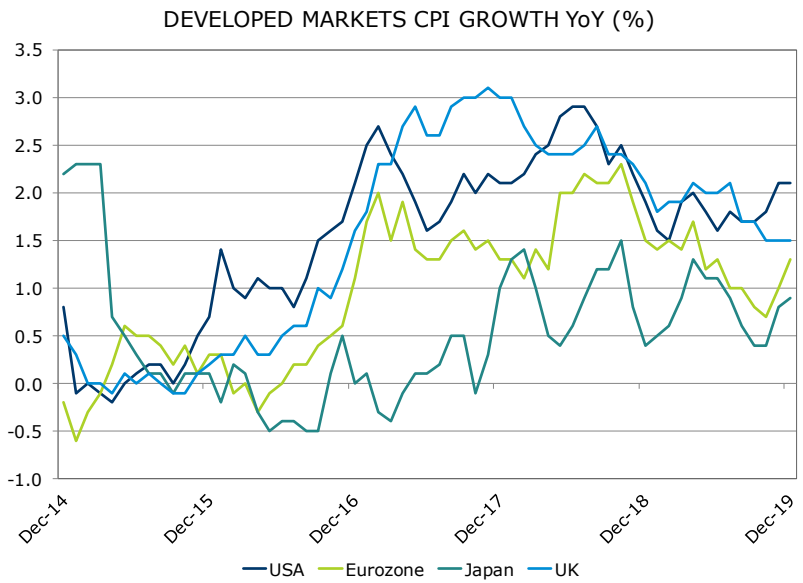
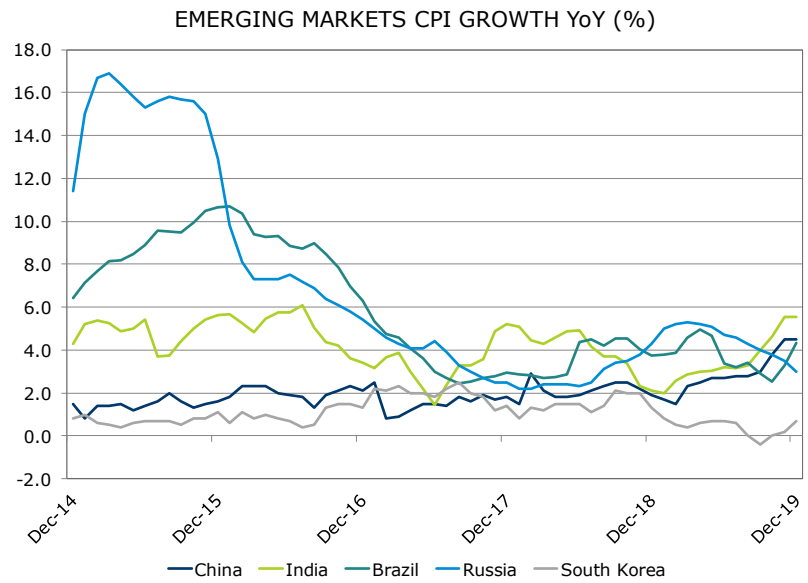
NON-U.S. GROWTH AND INFLATION









Data sources: Bloomberg

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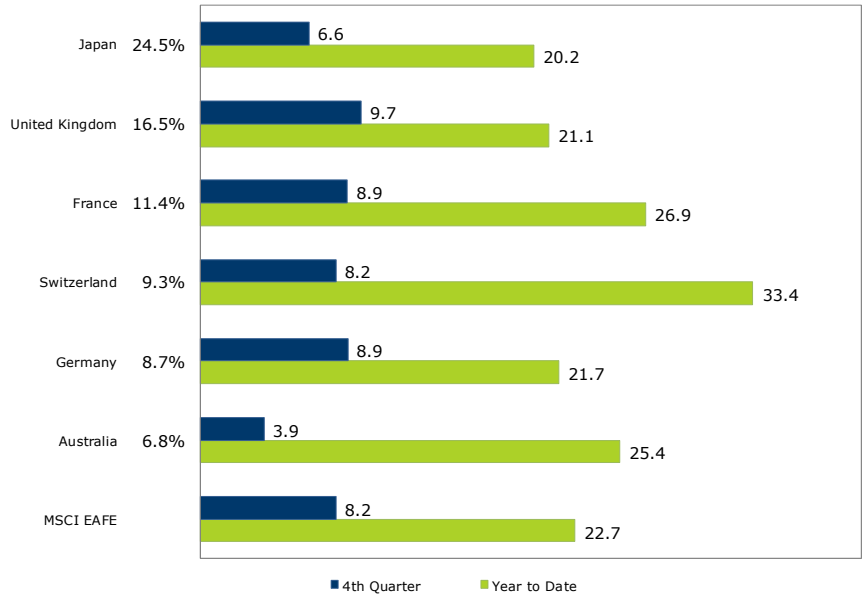
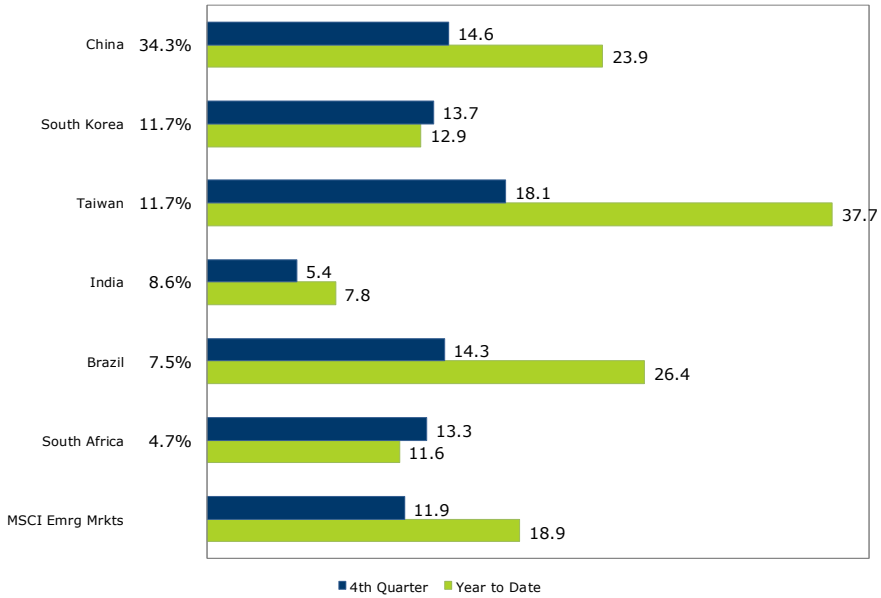
NON-U.S. EQUITY MARKET

AS OF DEC 31, 2019	QTR	YTD	1 YR	3 YR	5 YR	10 YR
MSCI ACWI EX-US ($G)	9.0	22.1	22.1	10.4	6.0	5.4
MSCI EAFE ($G)	8.2	22.7	22.7	10.1	6.2	6.0
MSCI EMERGING MARKETS ($G)	11.9	18.9	18.9	12.0	6.0	4.0
MSCI FRONTIER MARKETS ($G)	6.6	18.3	18.3	9.5	3.1	5.7
MSCI ACWI EX-US GROWTH ($G)	9.6	27.8	27.8	13.3	7.7	6.6
MSCI ACWI EX-US VALUE ($G)	8.3	16.5	16.5	7.5	4.3	4.2
MSCI ACWI EX-US SMALL ($G)	11.1	22.9	22.9	10.1	7.5	7.4
MSCI ACWI MINIMUM VOLATILITY	3.1	21.8	21.8	12.7	9.9	10.9
MSCI EAFE MINIMUM VOLATILITY	4.5	17.4	17.4	10.8	7.7	8.1
FTSE RAFI DEVELOPED EX-US	8.2	18.8	18.8	8.5	5.5	5.2
MSCI EAFE LC (G)	5.2	22.3	22.3	8.2	7.2	7.7

MSCI EAFE: LARGEST COUNTRIES & RETURN (USD)



MSCI EM: LARGEST COUNTRIES & RETURN (USD)



Data sources: Wilshire Compass

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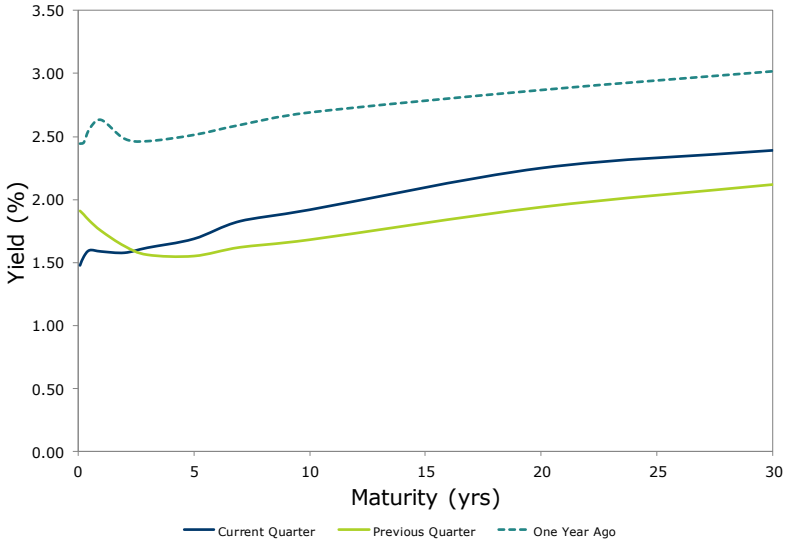
U.S. FIXED INCOME

AS OF DEC 31, 2019	YTM	DURATION	QTR	YTD	1 YR	3 YR	5 YR	10 YR
BLOOMBERG BARCLAYS AGGREGATE	2.3	5.9	0.2	8.7	8.7	4.0	3.1	3.7
BLOOMBERG BARCLAYS TREASURY	1.8	6.5	-0.8	6.9	6.9	3.3	2.4	3.1
BLOOMBERG BARCLAYS GOV'T-REL.	2.4	5.9	0.2	9.0	9.0	4.4	3.1	3.5
BLOOMBERG BARCLAYS SECURITIZED	2.5	3.3	0.6	6.4	6.4	3.3	2.6	3.3
BLOOMBERG BARCLAYS CORPORATE	2.9	7.9	1.2	14.5	14.5	5.9	4.6	5.5
BLOOMBERG BARCLAYS LT G/C	3.1	15.8	-1.1	19.6	19.6	8.1	5.4	7.6
BLOOMBERG BARCLAYS LT TREASURY	2.3	18.1	-4.1	14.8	14.8	7.0	4.1	7.0
BLOOMBERG BARCLAYS LT GOV't-REL.	3.6	12.7	-0.1	18.7	18.7	8.8	5.6	7.7
BLOOMBERG BARCLAYS LT CORP.	3.6	14.5	1.3	23.9	23.9	8.8	6.4	8.0
BLOOMBERG BARCLAYS U.S. TIPS *	1.9	7.6	0.8	8.4	8.4	3.3	2.6	3.4
BLOOMBERG BARCLAYS HIGH YIELD	6.0	3.0	2.6	14.3	14.3	6.4	6.1	7.6
TREASURY BILLS	1.6	0.25	0.5	2.3	2.3	1.7	1.1	0.6

* Yield and Duration statistics are for a proxy index based on similar maturity, the Bloomberg Barclays U.S. Treasury 7-10 Year Index

BLOOMBERG BARCLAYS FIXED INCOME INDEXES

TREASURY YIELD CURVE



Data sources: Wilshire Compass, Bloomberg Barclays, U.S. Treasury

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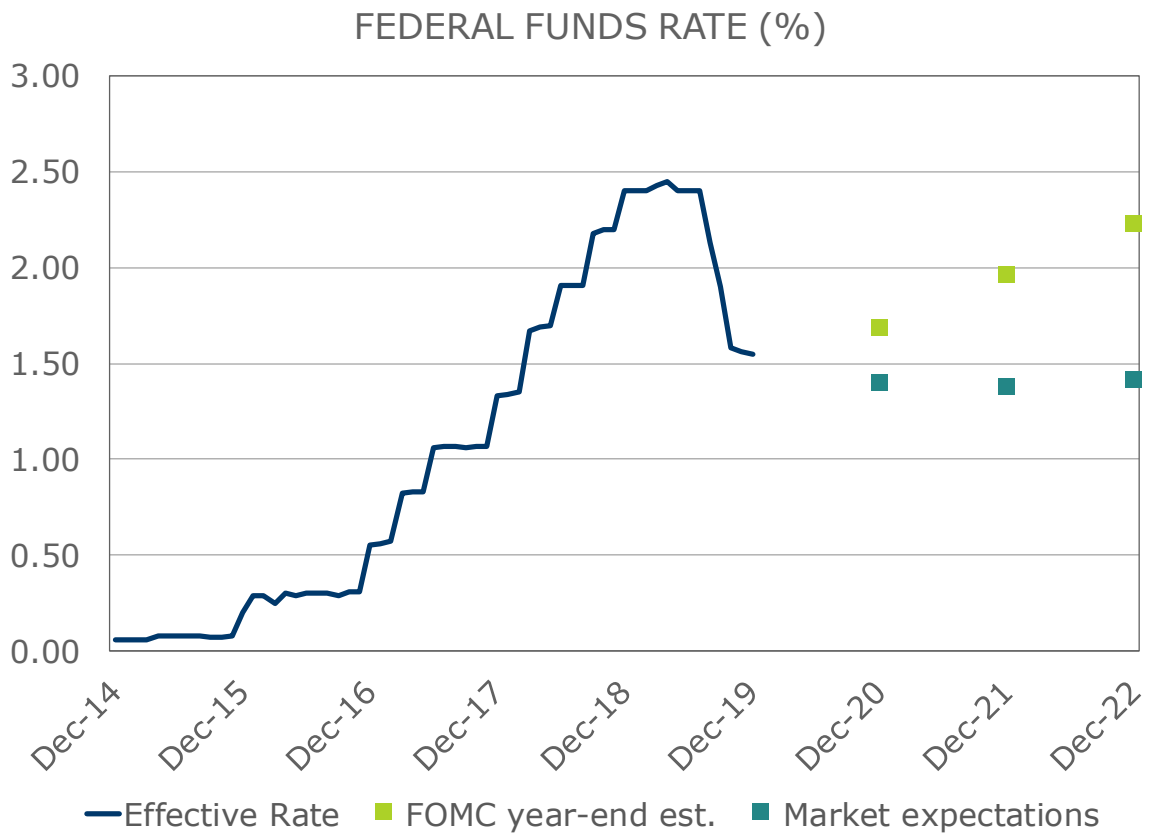
SHORT-TERM RATES

- Federal Reserve decreased their short-term rate 3 times during the second half of 2019
- Markets aren't expecting the overnight rate to move at all during the next few years



Data sources: Federal Reserve, Bloomberg

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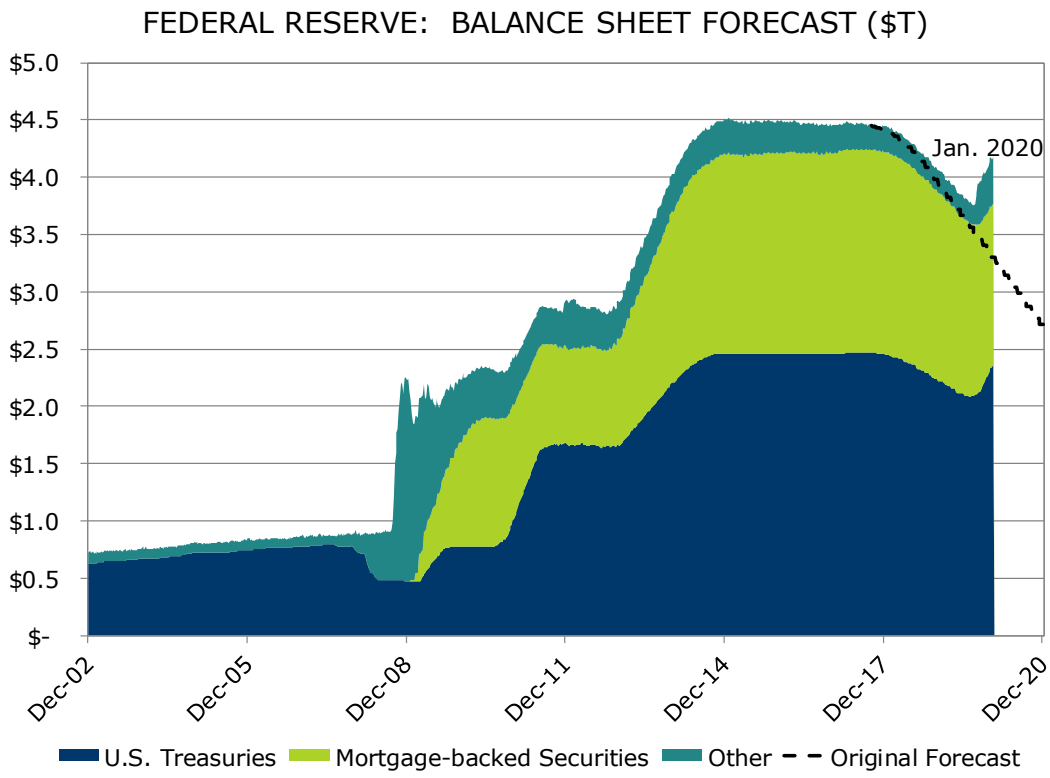
FED BALANCE SHEET

- Federal Reserve began their balance sheet normalization program during October 2017; targeting $10B in reductions per month while increasing to $50B per month in Q4 2018
- Began buying Treasury bills in September to address a liquidity shortage in the repo market
- Fed stated purchases will continue “at least into the second quarter,” potentially reversing their previous balance sheet contraction efforts



Data sources: Federal Reserve

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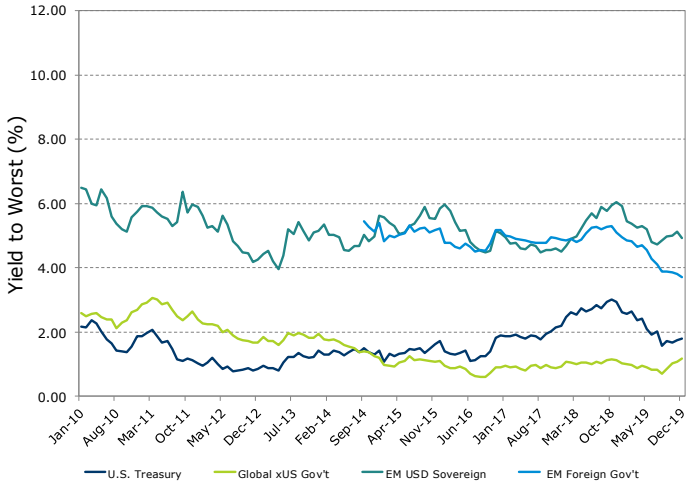
NON-U.S. FIXED INCOME

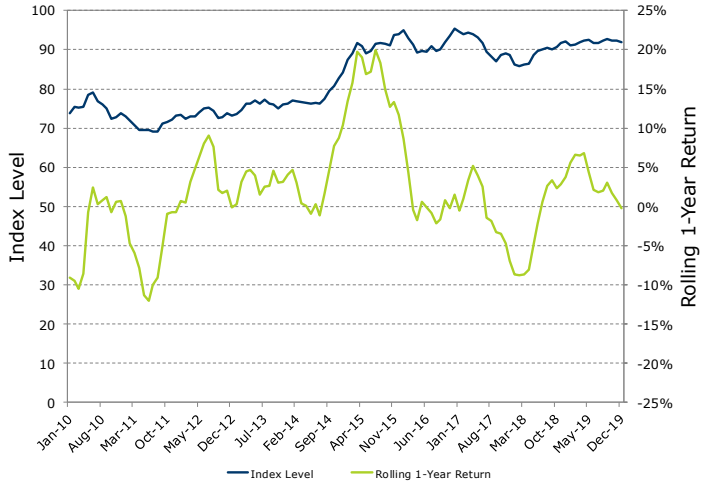
AS OF DEC 31, 2019	QTR	YTD	1 YR	3 YR	5 YR	10 YR
DEVELOPED MARKETS						
BLMBRG BRCLYS GLBL AGGREGATE xUS	0.7	5.1	5.1	4.4	1.6	1.5
BLMBRG BRCLYS GLBL AGGREGATE xUS *	-1.1	7.6	7.6	4.4	3.9	4.3
BLMBRG BRCLYS GLOBAL INF LNKD xUS	-0.6	7.8	7.8	4.6	1.8	3.2
BLMBRG BRCLYS GLOBAL INF LNKD xUS *	-5.2	8.0	8.0	4.2	5.3	5.8
EMERGING MARKETS (HARD CURRENCY)						
BLMBRG BRCLYS EM USD AGGREGATE	2.1	13.1	13.1	6.1	5.8	6.6
EMERGING MARKETS (FOREIGN CURRENCY)						
BLMBRG BRCLYS EM LOCAL CURR. GOV'T	4.0	9.5	9.5	6.5	2.8	3.4
BLMBRG BRCLYS EM LOCAL CURR. GOV'T *	0.5	8.5	8.5	4.9	3.6	3.7
EURO vs. DOLLAR	3.0	-1.8	-1.8	2.1	-1.5	-2.4
YEN vs. DOLLAR	-0.6	1.0	1.0	2.4	2.0	-1.5
POUND vs. DOLLAR	7.5	4.0	4.0	2.4	-3.2	-2.0

* Returns are reported in terms of local market investors, which removes currency effects.

BLOOMBERG BARCLAYS FIXED INCOME INDEXES



U.S. DOLLAR INDEX: MAJOR CURRENCIES



Data sources: Wilshire Compass, Bloomberg Barclays, Federal Reserve Bank of St. Louis

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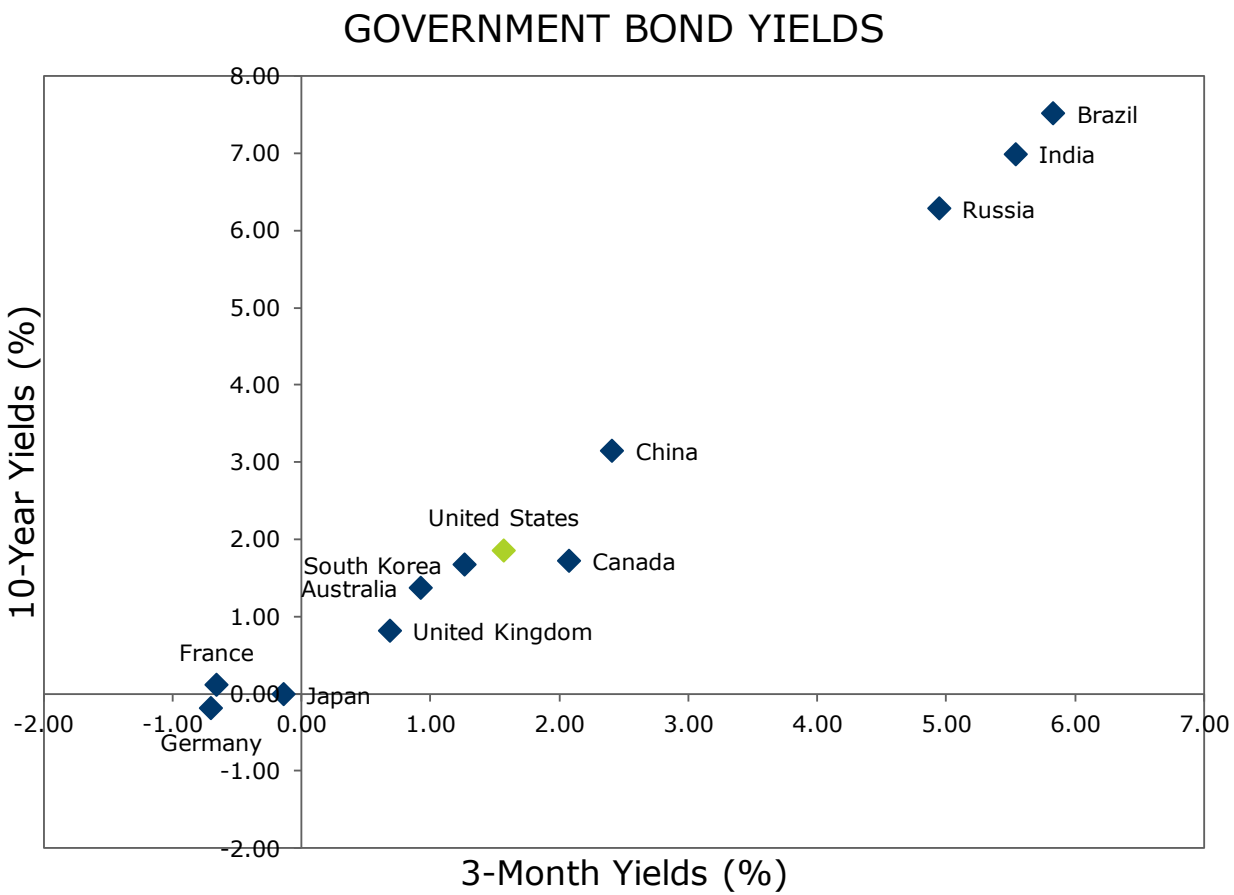
GLOBAL INTEREST RATES

Much of Europe and Japan exhibit negative rates; Long rates are up, however, in those same regions during the past six months



Data sources: Bloomberg

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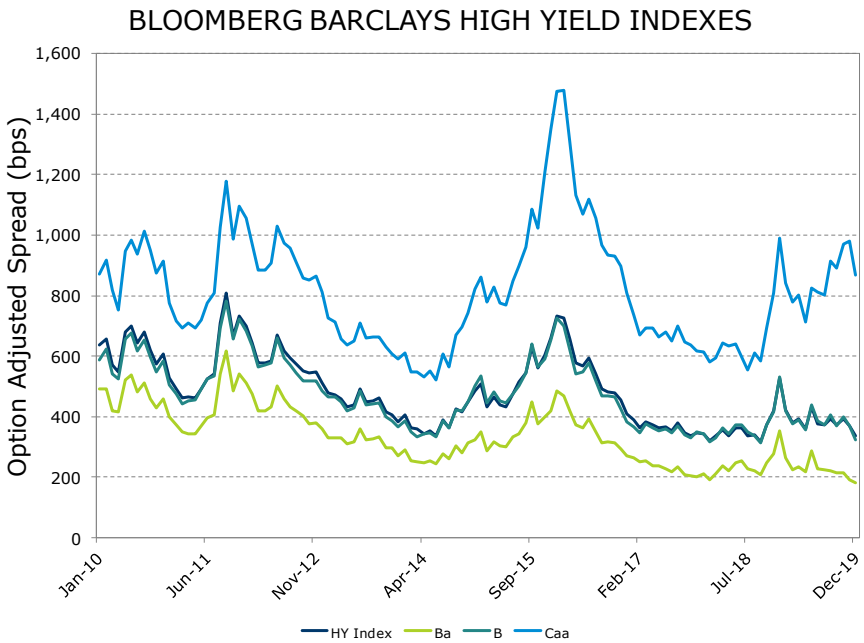
HIGH YIELD BOND MARKET

AS OF DEC 31, 2019		YTW	QTR	YTD	1 YR	3 YR	5 YR
BLOOMBERG BARCLAYS HIGH YIELD		5.2	2.6	14.3	14.3	6.4	6.1
S&P LSTA LEVERAGE LOAN INDEX		0.0	0.0	8.2	8.2	3.6	3.7
HIGH YIELD QUALITY DISTRIBUTION	WEIGHT						
Ba U.S. HIGH YIELD	47.7%	3.6	2.5	15.5	15.5	6.6	6.2
B U.S. HIGH YIELD	38.8%	5.1	2.6	14.8	14.8	6.5	5.9
Caa U.S. HIGH YIELD	12.5%	10.4	3.7	9.5	9.5	5.1	6.1
Ca to D U.S. HIGH YIELD	0.7%	21.0	-7.3	-0.3	-0.3	3.9	-2.1
Non-Rated U.S. HIGH YIELD	0.3%	6.6	1.9	6.3	6.3	5.5	-0.1



Data sources: Wilshire Compass, Bloomberg Barclays

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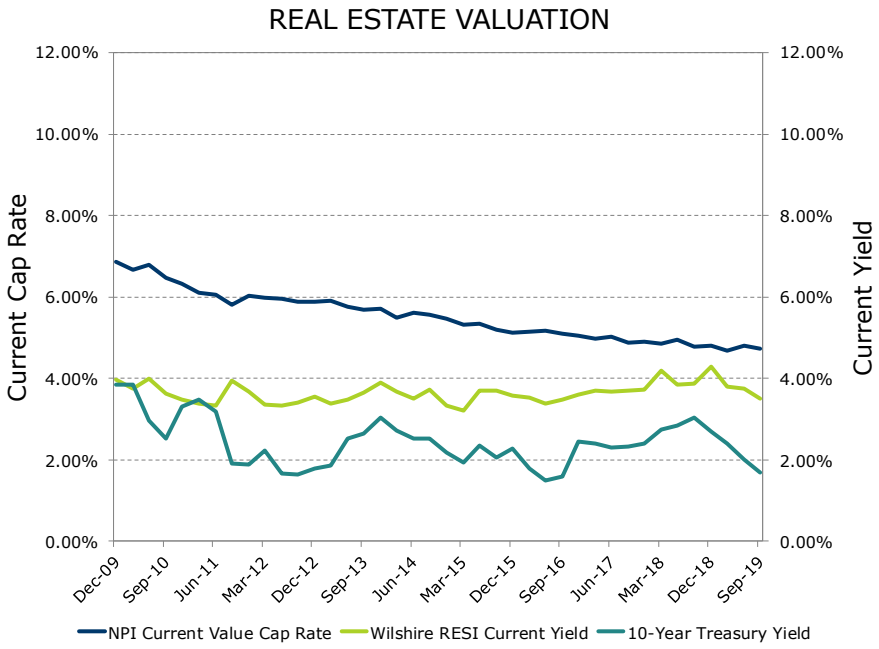
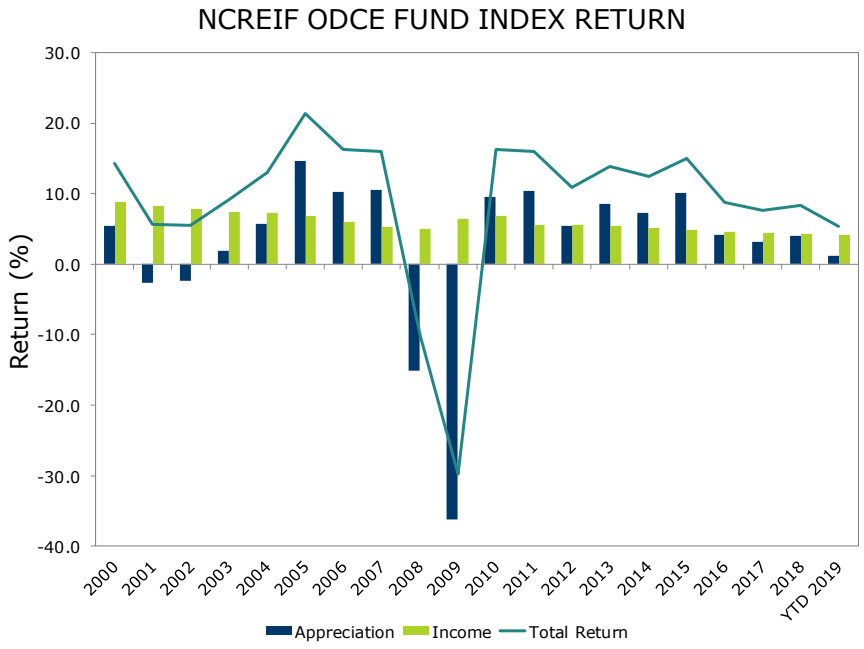
REAL ASSETS

AS OF DEC 31, 2019	QTR	YTD	1 YR	3 YR	5 YR	10 YR
BLOOMBERG BARCLAYS U.S. TIPS	0.8	8.4	8.4	3.3	2.6	3.4
BLOOMBERG COMMODITY INDEX	4.4	7.7	7.7	-0.9	-3.9	-4.7
WILSHIRE GLOBAL RESI INDEX	1.2	24.2	24.2	9.0	6.8	10.5
NCREIF ODCE FUND INDEX	1.5	5.4	5.4	7.1	9.0	11.4
NCREIF TIMBERLAND INDEX	0.0	1.3	1.3	2.7	3.1	4.4
ALERIAN MLP INDEX (OIL & GAS)	-4.1	6.6	6.6	-4.4	-7.0	4.2





Data sources: Wilshire Compass, National Council of Real Estate Investment Fiduciaries

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ASSET CLASS PERFORMANCE

ASSET CLASS RETURNS - BEST TO WORST						ANNUALIZED 5-YEAR AS OF 12/2019
2014	2015	2016	2017	2018	2019 YTD	
REITs 31.8%	REITs 4.2%	MLPs 18.3%	Emrg Mrkts 37.7%	T-Bills 1.9%	U.S. Equity 31.0%	U.S. Equity 11.4%
U.S. Equity 12.7%	U.S. Equity 0.7%	High Yield 17.1%	Developed 25.6%	Core Bond 0.0%	REITs 25.8%	REITs 6.9%
Core Bond 6.0%	Core Bond 0.6%	U.S. Equity 13.4%	U.S. Equity 21.0%	U.S. TIPS -1.3%	Developed 22.7%	Developed 6.2%
MLPs 4.8%	T-Bills 0.1%	Commodities 11.8%	High Yield 7.5%	High Yield -2.1%	Emrg Mrkts 18.9%	High Yield 6.1%
U.S. TIPS 3.6%	Developed -0.4%	Emrg Mrkts 11.6%	REITs 4.2%	REITs -4.8%	High Yield 14.3%	Emrg Mrkts 6.0%
High Yield 2.5%	U.S. TIPS -1.4%	REITs 7.2%	Core Bond 3.6%	U.S. Equity -5.3%	Core Bond 8.7%	Core Bond 3.1%
T-Bills 0.0%	High Yield -4.5%	U.S. TIPS 4.7%	U.S. TIPS 3.0%	Commodities -11.2%	U.S. TIPS 8.4%	U.S. TIPS 2.6%
Emrg Mrkts -1.8%	Emrg Mrkts -14.6%	Core Bond 2.6%	Commodities 1.7%	MLPs -12.4%	Commodities 7.7%	T-Bills 1.1%
Developed -4.5%	Commodities -24.7%	Developed 1.5%	T-Bills 0.8%	Developed -13.4%	MLPs 6.6%	Commodities -3.9%
Commodities -17.0%	MLPs -32.6%	T-Bills 0.3%	MLPs -6.5%	Emrg Mrkts -14.2%	T-Bills 2.3%	MLPs -7.0%

Data sources: Wilshire Compass

Note: Developed asset class is developed equity markets ex-U.S., ex-Canada

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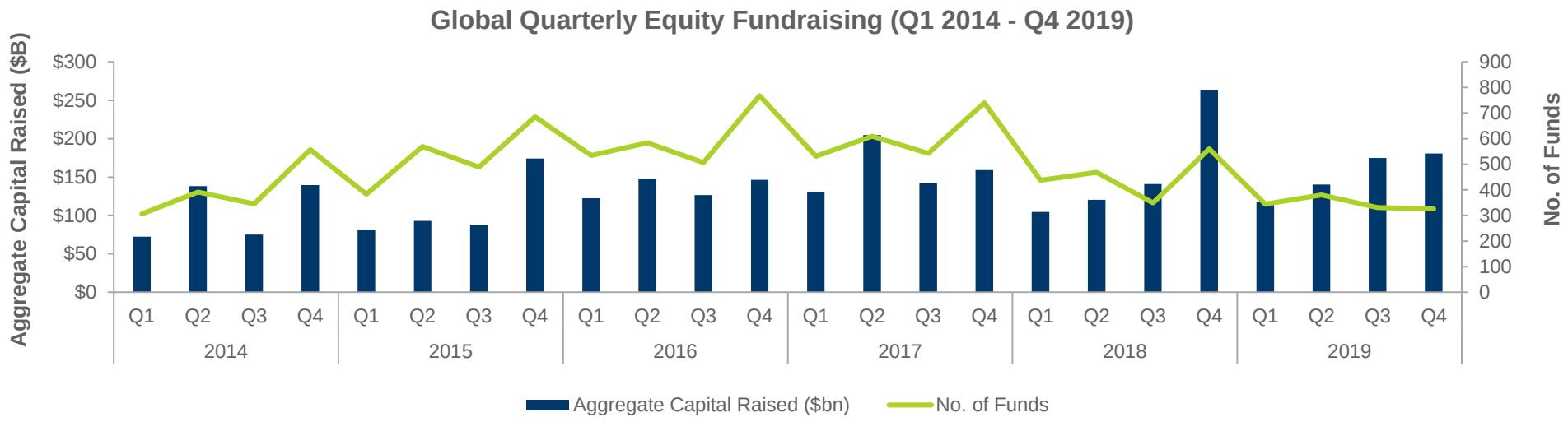
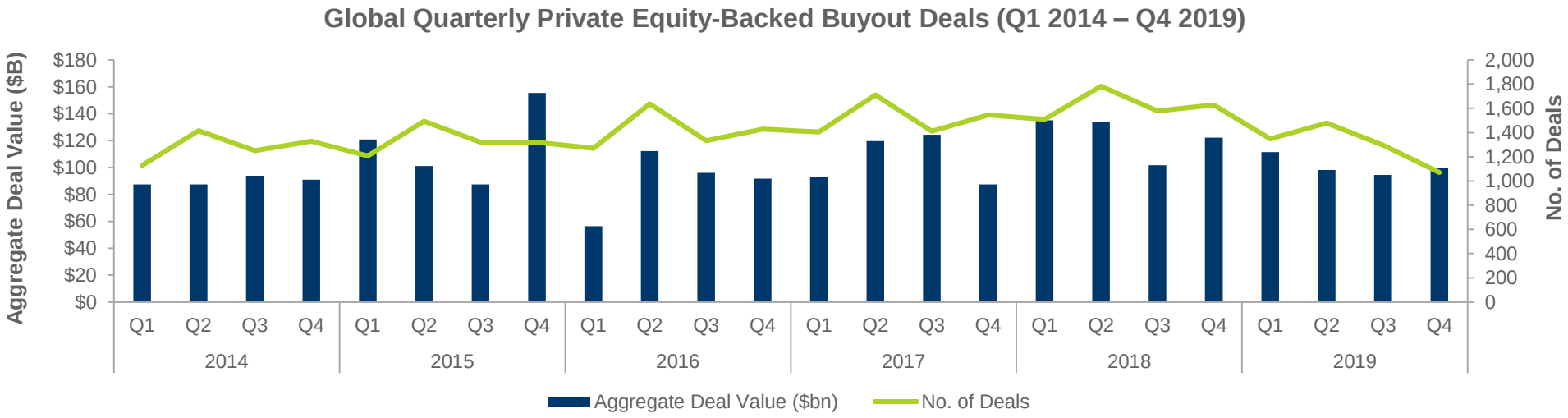
APPENDIX: PRIVATE MARKETS UPDATE

PRIVATE EQUITY – FUNDRAISING & INVESTMENT ACTIVITY





Source: Preqin, as of December 31, 2019.

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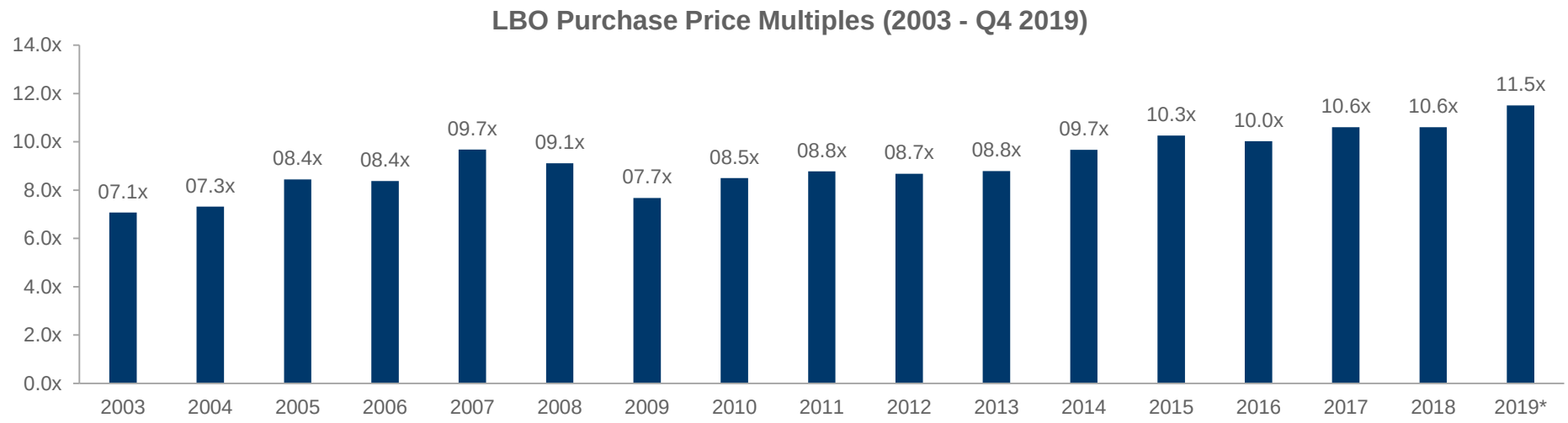
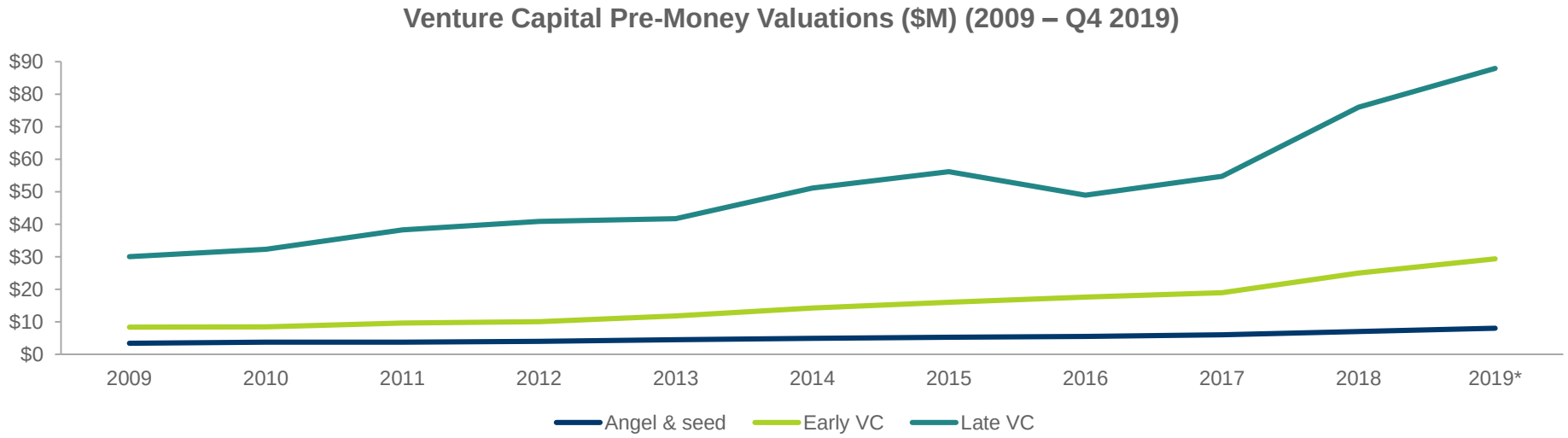
PRIVATE EQUITY – PRICING & VALUATIONS





Source: S&P LBO; PitchBook, *as of December 31, 2019.

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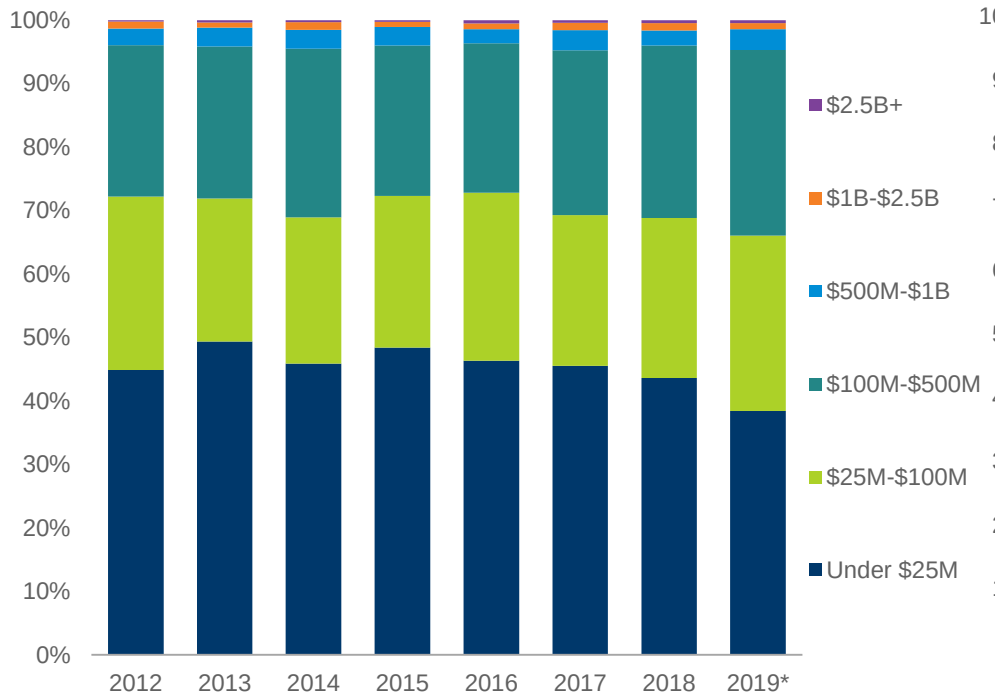
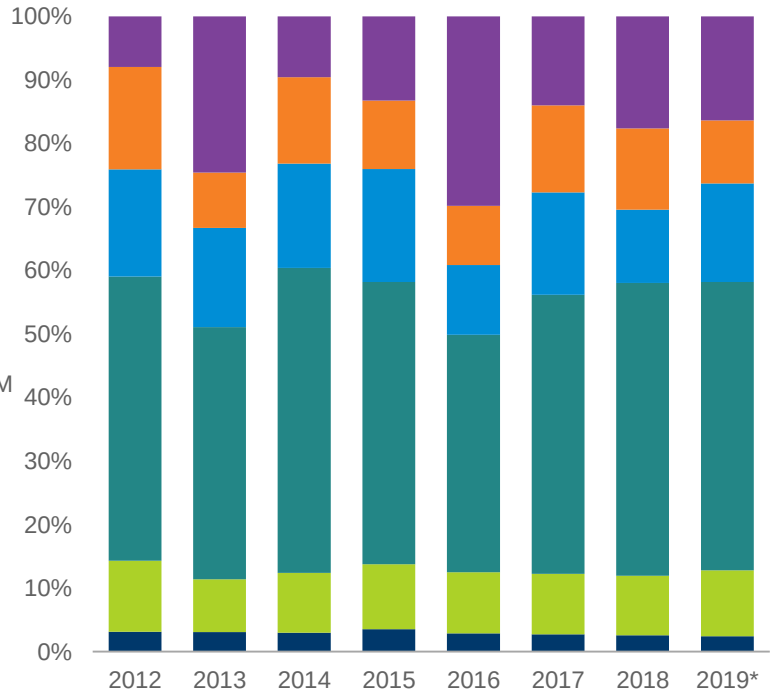
U.S. INVESTMENT ACTIVITY BY DEAL SIZE

Percentage of Deal Volume by Deal Size (by Count)*



Percentage of Deal Volume by Deal Size (by Dollars)*



- Deal volume continues to be dominated by lower middle market deals with investment sizes below $100 million through the fourth quarter of 2019
- However, deals with below $100 million check sizes comprised only 12% of all deal volume by amount of capital invested in the fourth quarter of 2019

Source: PitchBook, *as of December 31, 2019.

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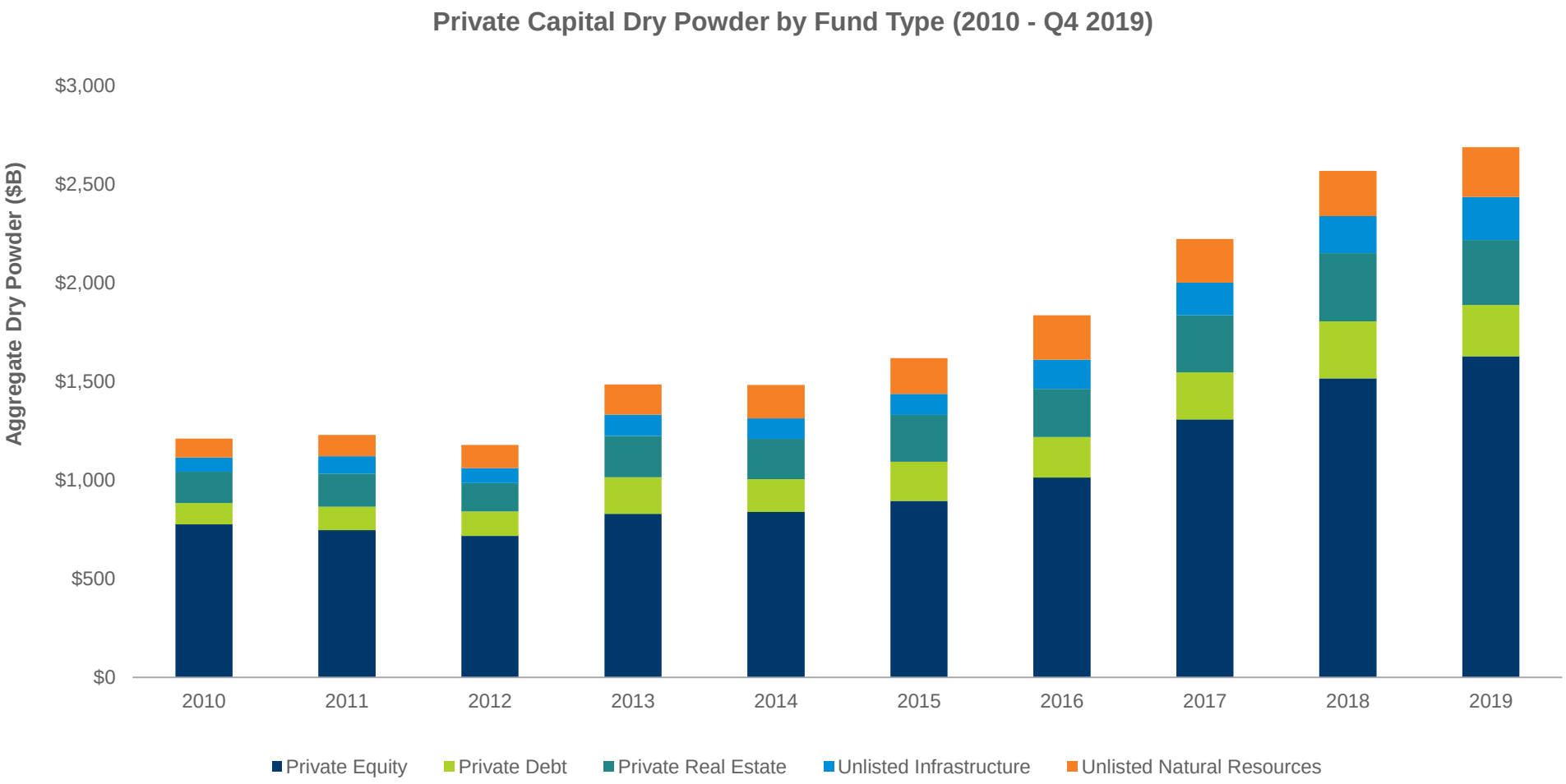
PRIVATE CAPITAL DRY POWDER



- Global private capital dry powder continues to increase, topping $2.6 trillion across all fund types
- Private equity comprises just over 60% of total dry powder in the market as of Q4 2019

Source: Preqin, as of December 31, 2019.

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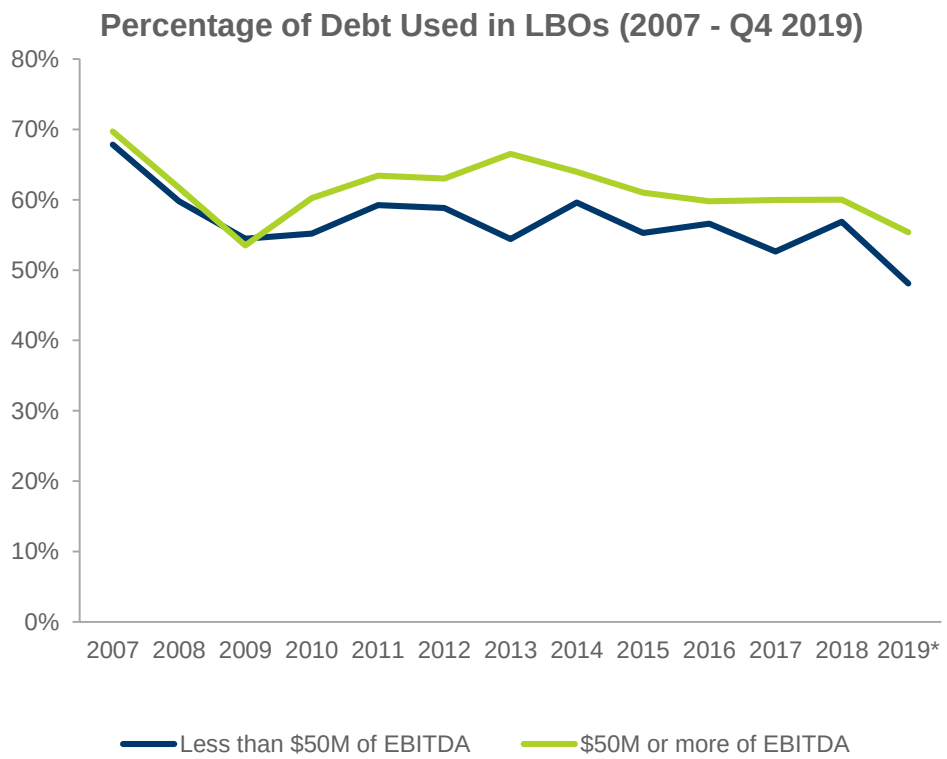
PRIVATE EQUITY - U.S. DEBT MARKETS



- 2019 has generated approximately $106 billion in loan volume and for the first time since 2015, LBO's did not see an increase in loan volume from the prior year
- As debt capital becomes less available, the percentage of debt used to finance leveraged buyouts through the fourth quarter of 2019 has dropped from 2018 marks

Source: S&P LBO, *as of December 31, 2019.

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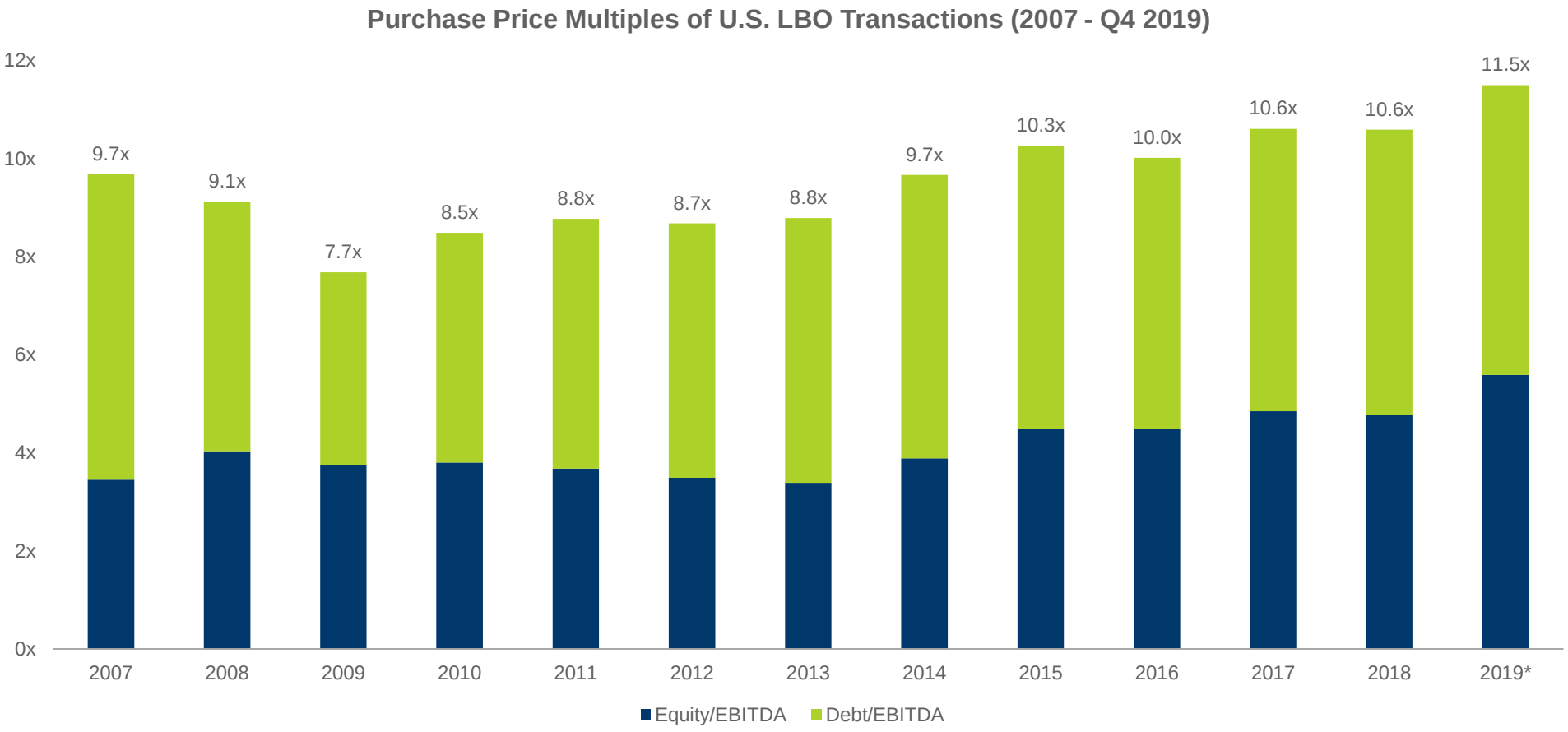
PRIVATE EQUITY - U.S. LBO PURCHASE PRICE MULTIPLES



- Due to the amount of equity that is readily available, purchase price multiples for U.S. LBOs have continued to rise through Q4 2019, relative to 2018 levels

Source: S&P LBO, *as of December 31, 2019.

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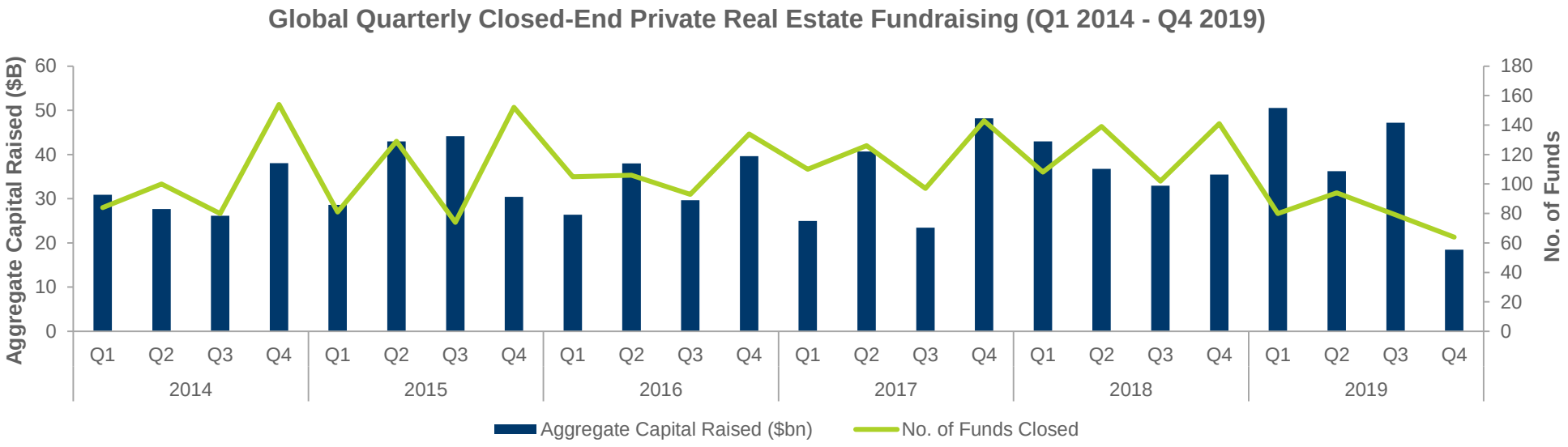
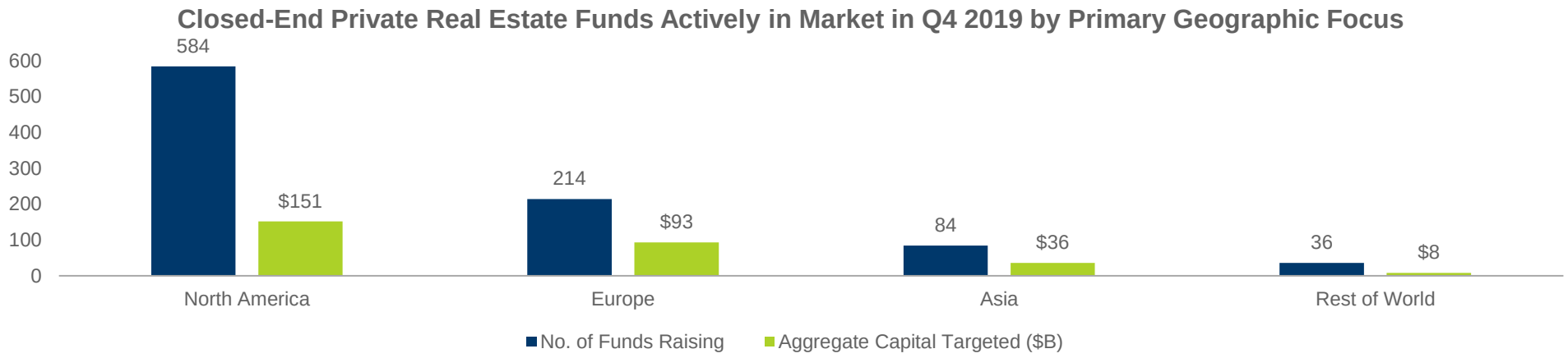
PRIVATE REAL ESTATE – FUNDRAISING ACTIVITY





Source: Preqin, as of December 31, 2019.

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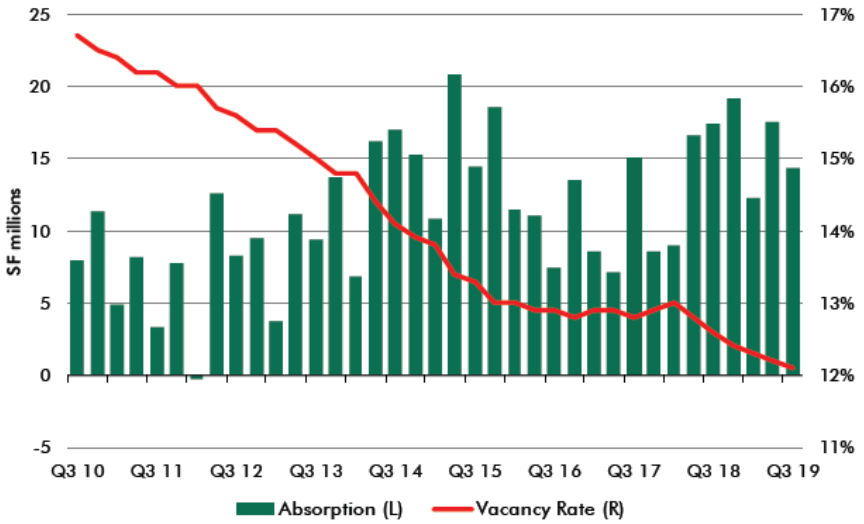
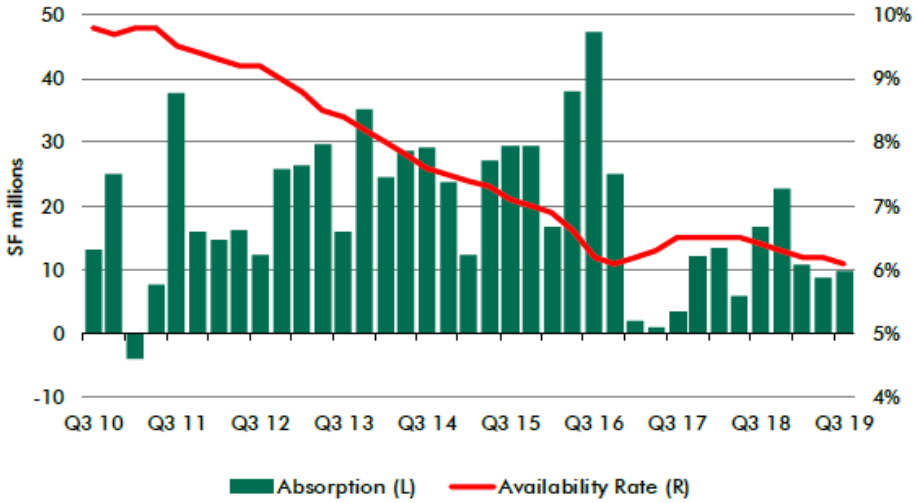
COMMERCIAL PROPERTY

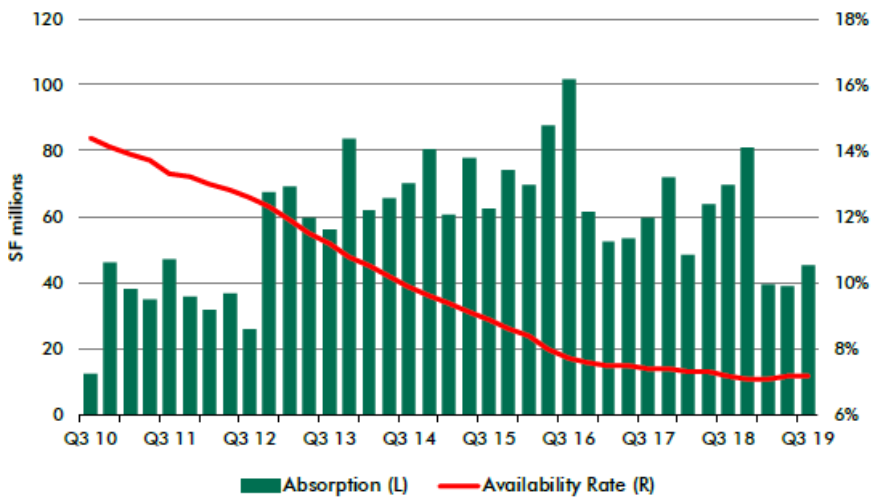
OFFICE



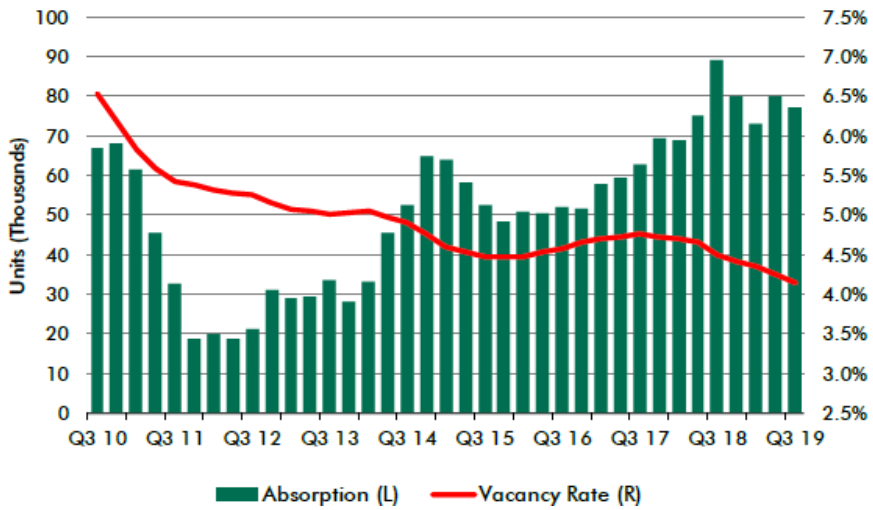
RETAIL



INDUSTRIAL



APARTMENTS



Data sources: CB Richard Ellis

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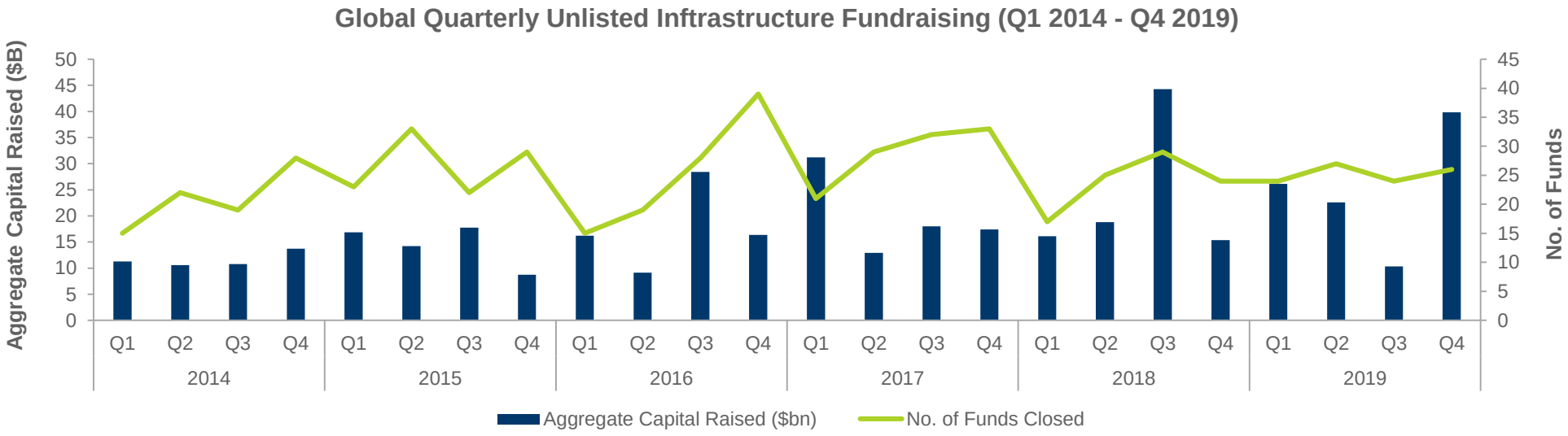
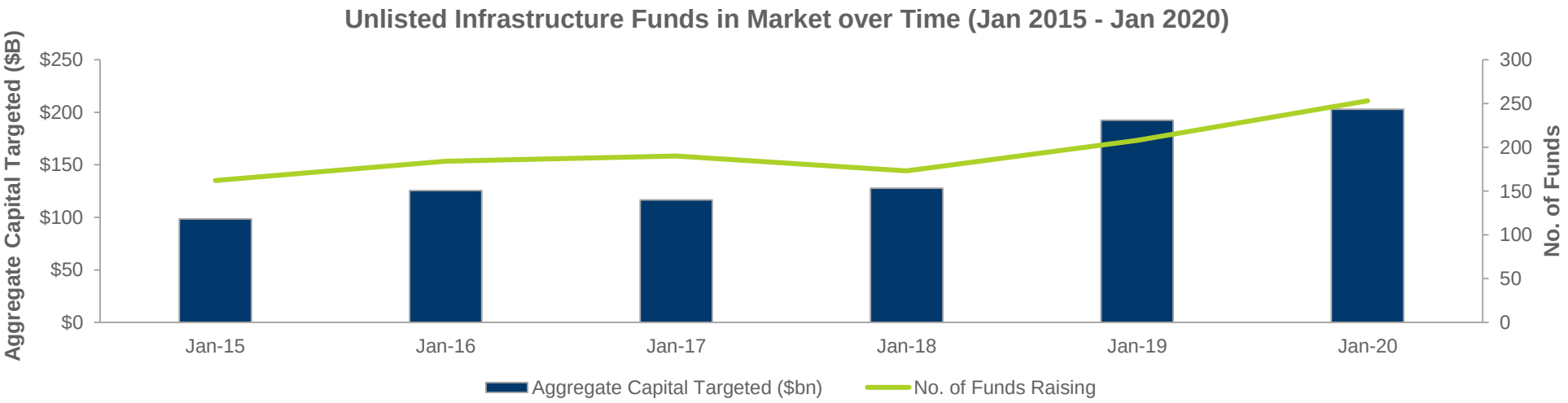
UNLISTED INFRASTRUCTURE – FUNDRAISING & INVESTMENT ACTIVITY





Source: Preqin, as of December 31, 2019.

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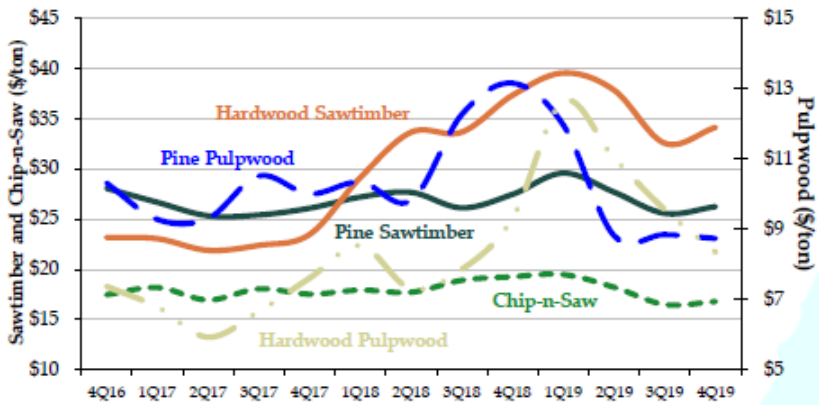
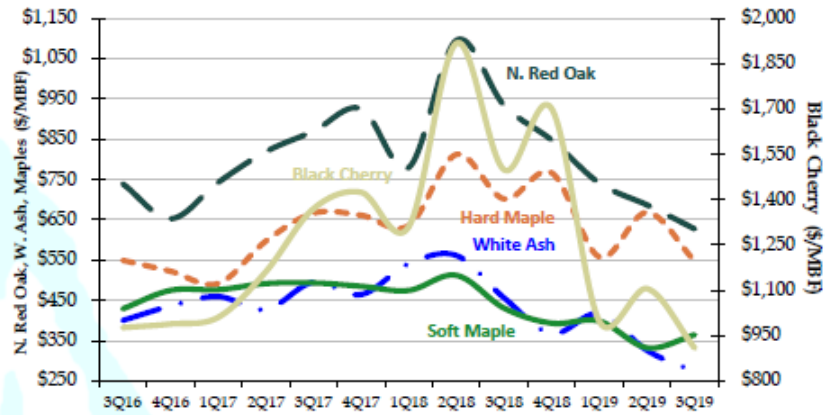
TIMBER

Southeastern Timber Prices



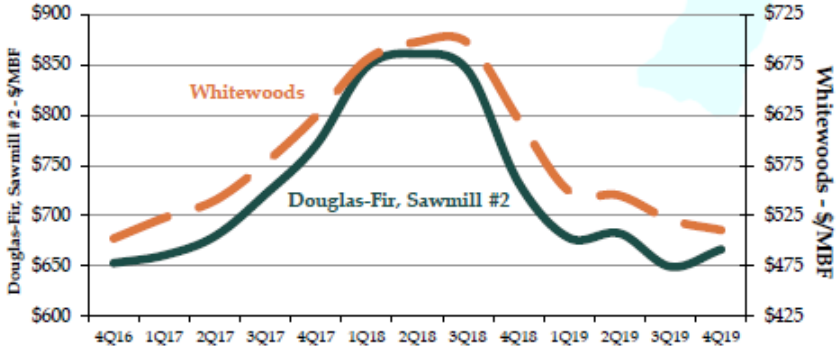
Source: Forest2Market®

Northeastern Hardwood Timber Prices



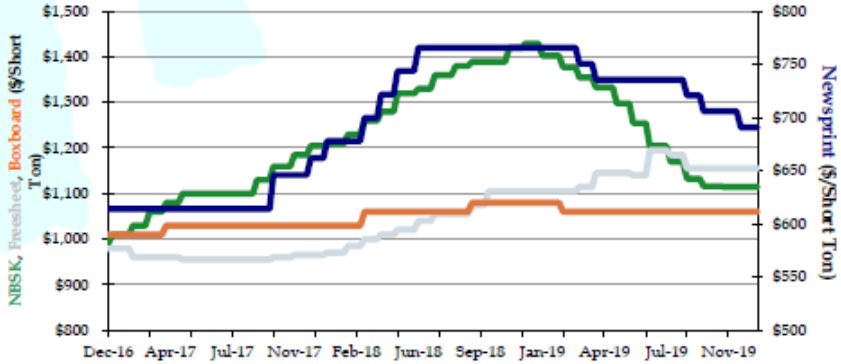
Source: Pennsylvania Woodlands Timber Market Report - Northwest Region

Pacific Northwest Timber Prices



Source: Fastmarkets RISI - Log Lines®

Pulp and Paper



Source: Fastmarkets RISI

Data sources: Forest Investment Associates

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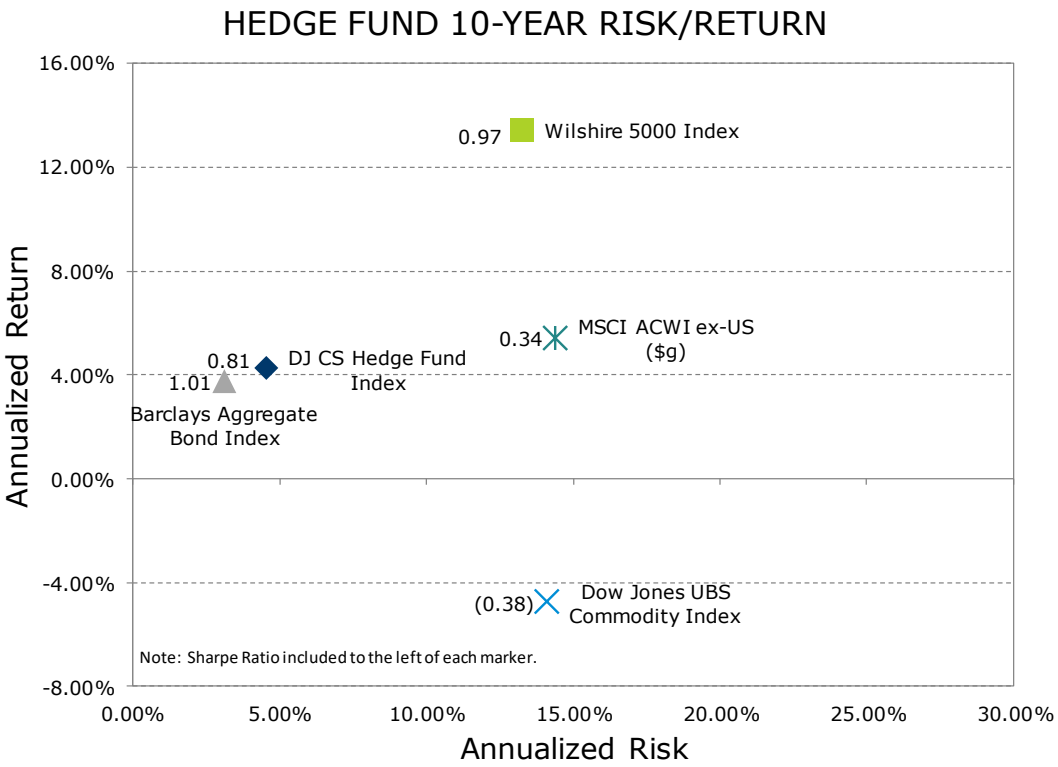
HEDGE FUND PERFORMANCE

AS OF DECEMBER 31, 2019	QTR	YTD	1 YR	3 YR	5 YR	10 YR
DJ CS HEDGE FUND INDEX	2.4	9.3	9.3	4.3	2.6	4.3
EVENT DRIVEN	2.2	8.2	8.2	3.4	1.2	3.5
GLOBAL MACRO	0.8	10.4	10.4	4.0	3.2	4.7
LONG/SHORT EQUITY	5.1	12.2	12.2	6.7	3.9	5.2
MULTI-STRATEGY	1.3	7.2	7.2	4.3	4.2	6.0
WILSHIRE 5000	9.1	31.0	31.0	14.5	11.4	13.4
MSCI ACWI EX-US ($G)	9.0	22.1	22.1	10.4	6.0	5.4
BLOOMBERG BARCLAYS AGGREGATE	0.2	8.7	8.7	4.0	3.1	3.7
DOW JONES UBS COMMODITY	4.4	7.7	7.7	-0.9	-3.9	-4.7



Data sources: Wilshire Compass

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