



Presentation to:

**Food Employers Labor Relations  
Association & United Food and  
Commercial Workers**

May 23, 2013

Presented by:

Nicole E. Calabrese

Associate Relationship Manager

Windhaven Investment Management  
One International Place, 33<sup>rd</sup> Floor  
Boston, MA 02110  
617-960-5300





Agenda:

- 1) Firm Update**
- 2) Portfolio Review**
- 3) Current Positioning and Outlook**





First Quarter 2013 :

## **Windhaven Firm Update**

Windhaven Investment Management  
One International Place, 33<sup>rd</sup> Floor  
Boston, MA 02110  
617-960-5300



## Windhaven Investment Management, Inc.

March 31, 2013

### Windhaven Profile

- ❖ Windhaven Investment Management, Inc. (“Windhaven”) is an SEC-registered\* Investment Advisor
- ❖ Over 50 employees, headquartered in Boston, MA
- ❖ Our only business is managing Global Tactical Asset Allocation (GTAA) portfolios
- ❖ More than \$15 billion in assets under management\*\*
- ❖ Windhaven claims compliance with the Global Investment Performance Standards (GIPS®) and has an 11-year track record, dating to January 2002
- ❖ Assets managed in separate accounts and sub-advised collective trust fund vehicles
- ❖ Clients include individuals, endowments, foundations, public funds, corporations, and Taft-Hartley pensions

### Windhaven Strategies

- ❖ **Diversified Conservative** –attempts to earn returns in excess of inflation over time while maintaining a focus on downside risk management
- ❖ **Diversified Growth** – seeks to achieve equity-like returns over full market cycles with lower risk\*\*\*
- ❖ **Diversified Aggressive** – seeks to take advantage of global market opportunities while exhibiting less volatility and maximum drawdown than conventional equity portfolios over full market cycles

### Investment Strategy

- ❖ Strategies are constructed from a universe of more than 40 global asset classes, including equities, fixed income, currencies, commodities, real estate, and hard assets
- ❖ Strategies are long-only and are invested using index-tracking vehicles, principally Exchange Traded Funds (“ETF’s”)
- ❖ Strategies are tactically reallocated three times annually, though interim changes are made as warranted

### Core principles:

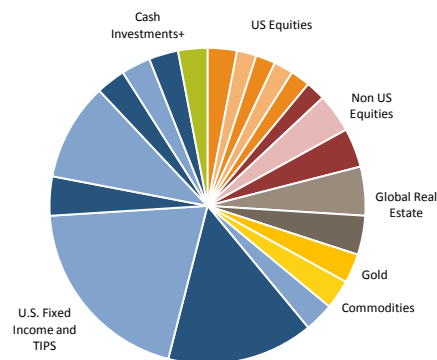
- ❖ Broad Global Diversification
- ❖ Dynamic Portfolio Allocation
- ❖ Risk Management Focus
- ❖ Highly Liquid
- ❖ Full Transparency

\* Such registration in no way implies that the Securities and Exchange Commission approves or endorses Windhaven, its strategies or any of its marketing materials.

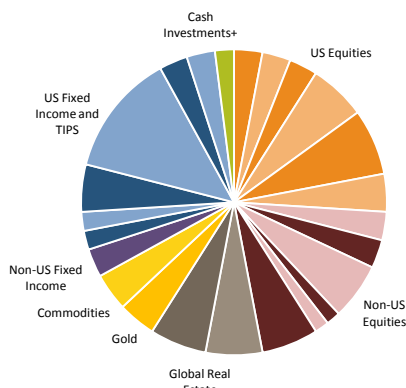
\*\* Assets under management are approximate as of 3/31/2013

\*\*\* Risk is measured in terms of maximum drawdown and volatility. Over short periods of time the Diversified Growth strategy has exhibited similar risk characteristics to an all equity portfolio, but over longer time periods the maximum drawdown and volatility have been less than that of an all-equity portfolio.

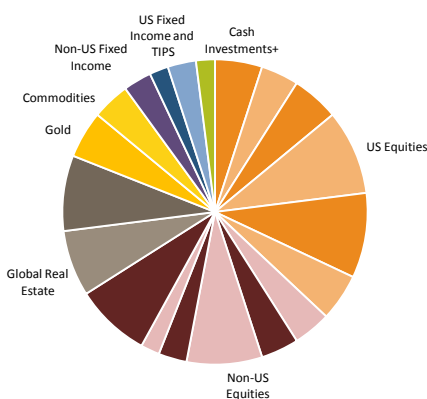
## Windhaven Portfolio Allocations and Returns as of 3/31/2013



| Compound Annual Returns            | WIM<br>Diversified<br>Conservative | Barclays<br>US Agg.<br>Bond Index | Global<br>Conservative<br>Benchmark ** |
|------------------------------------|------------------------------------|-----------------------------------|----------------------------------------|
| MTD (3/1/2013-3/31/2013)*          | 0.8%                               | 0.1%                              | 0.5%                                   |
| YTD 2013 (3/31/13)*                | 1.6%                               | -0.1%                             | 1.2%                                   |
| Last 12 Months (4/1/12-3/31/13)    | 4.4%                               | 3.8%                              | 4.9%                                   |
| Last 3 Years (4/1/10-3/31/13)      | 4.5%                               | 5.5%                              | 6.2%                                   |
| Last 5 Years (4/1/08-3/31/13)      | 3.0%                               | 5.5%                              | 4.5%                                   |
| Since 1/1/2002 ** (1/1/02-3/31/13) | 5.9%                               | 5.5%                              | 5.9%                                   |



| Compound Annual Returns            | WIM<br>Diversified<br>Growth | Blended (60%<br>Equities, 40%<br>Bonds)*** | Global<br>Growth<br>Benchmark *** |
|------------------------------------|------------------------------|--------------------------------------------|-----------------------------------|
| MTD (3/1/2013-3/31/2013)*          | 1.5%                         | 2.3%                                       | 1.1%                              |
| YTD 2013 (3/31/13)*                | 3.3%                         | 6.2%                                       | 3.5%                              |
| Last 12 Months (4/1/12-3/31/13)    | 7.5%                         | 9.9%                                       | 7.3%                              |
| Last 3 Years (4/1/10-3/31/13)      | 7.1%                         | 10.1%                                      | 7.1%                              |
| Last 5 Years (4/1/08-3/31/13)      | 3.6%                         | 6.1%                                       | 3.4%                              |
| Since 1/1/2002 ** (1/1/02-3/31/13) | 7.8%                         | 5.5%                                       | 6.1%                              |



| Compound Annual Returns            | WIM<br>Diversified<br>Aggressive | S&P 500<br>Total Return<br>Index | Global<br>Aggressive<br>Benchmark **** |
|------------------------------------|----------------------------------|----------------------------------|----------------------------------------|
| MTD (3/1/2013-3/31/2013)*          | 2.1%                             | 3.8%                             | 1.3%                                   |
| YTD 2013 (3/31/13)*                | 4.2%                             | 10.6%                            | 4.0%                                   |
| Last 12 Months (4/1/12-3/31/13)    | 8.6%                             | 14.0%                            | 6.8%                                   |
| Last 3 Years (4/1/10-3/31/13)      | 7.7%                             | 12.7%                            | 6.8%                                   |
| Last 5 Years (4/1/08-3/31/13)      | 4.0%                             | 5.8%                             | 1.5%                                   |
| Since 1/1/2002 ** (1/1/02-3/31/13) | 9.2%                             | 4.9%                             | 6.4%                                   |

Model Allocation as of March 2013. Allocation does not necessarily reflect our current investment views and should not be used as the basis for investment decisions. Holdings of individual client portfolios may differ, sometimes significantly, from those shown in the model allocations. Allocations are subject to change without notice. The indices shown here are not investable, so Windhaven uses Exchange Traded Funds (ETFs), Exchange Traded Notes (ETNs), registered funds and individual securities to implement the investment strategy. These investment vehicles have their own fees and costs associated with them and will not exactly match the performance of the index they represent. Performance is based on the actual return of the respective Windhaven composites, net of all fees and expenses. **Past performance and risk statistics are not indicative of future return and risk characteristics.** \*Partial year total return, not annualized. \*\*The time period shown is the longest time period for which all three Windhaven strategies existed concurrently. \*\*\* The blended benchmark combines the S&P 500 Total Return and the Barclays U.S. Aggregate Bond Indices. \*Cash investments are highly liquid, short-term securities and may include, but are not limited to, U.S. government Treasury bills, bank certificates of deposit, bankers' acceptances, corporate commercial paper, and other money market instruments. \*\* Global Conservative Benchmark is comprised of 20% MSCI All Country World Index (ACWI), 75% Barclays U.S. Aggregate Bond Index, and 5% S&P GSCI Total Return (GSCI), rebalanced monthly. \*\*\* Global Growth Benchmark is comprised of 55% MSCI ACWI, 40% Barclays U.S. Aggregate Bond Index, and 5% S&P GSCI, rebalanced monthly. \*\*\*\* Global Aggressive Benchmark is comprised of 70% MSCI ACWI, 20% Citigroup World Government Bond Index (CWGBI), and 10% S&P GSCI, rebalanced monthly. Benchmark data source: Bloomberg.

## Windhaven Performance Since 2002

### 1/1/2002 – 3/31/2013\*

|                                                 | Windhaven<br>Diversified<br>Conservative | Barclays U.S.<br>Aggregate<br>Bond Index | Global<br>Conservative<br>Benchmark<br>** | Windhaven<br>Diversified<br>Growth | Blended<br>(60%<br>Equities,<br>40% Bonds) | Global<br>Growth<br>Benchmark<br>** | Windhaven<br>Diversified<br>Aggressive | S&P 500<br>Total Return<br>Index | Global<br>Aggressive<br>Benchmark<br>** |
|-------------------------------------------------|------------------------------------------|------------------------------------------|-------------------------------------------|------------------------------------|--------------------------------------------|-------------------------------------|----------------------------------------|----------------------------------|-----------------------------------------|
| Compound<br>Annual<br>Return                    | 5.9%                                     | 5.5%                                     | 5.9%                                      | 7.8%                               | 5.5%                                       | 6.1%                                | 9.2%                                   | 4.9%                             | 6.4%                                    |
| Volatility<br>(Annual<br>Standard<br>Deviation) | 5.1%                                     | 3.6%                                     | 4.8%                                      | 9.0%                               | 9.3%                                       | 10.0%                               | 11.3%                                  | 15.4%                            | 13.5%                                   |
| Maximum<br>Drawdown<br>***                      | -10.4%                                   | -3.8%                                    | -15.1%                                    | -25.4%                             | -32.5%                                     | -35.4%                              | -33.3%                                 | -50.9%                           | -45.6%                                  |
| Beta to S&P<br>500 Total<br>Return<br>Index     | 0.19                                     | -0.02                                    | 0.23                                      | 0.45                               | 0.59                                       | 0.60                                | 0.59                                   | 1.00                             | 0.80                                    |
| Sharpe<br>Ratio                                 | 0.78                                     | 1.01                                     | 0.83                                      | 0.64                               | 0.38                                       | 0.42                                | 0.64                                   | 0.19                             | 0.33                                    |
| Alpha to<br>S&P 500<br>Total Return<br>Index    | 3.5                                      | 3.7                                      | 3.4                                       | 4.6                                | 1.8                                        | 2.5                                 | 5.6                                    | 0.0                              | 2.1                                     |

Benchmark Data Source: Bloomberg \* The time period shown is the longest time period for which all three Windhaven strategies existed concurrently. The blended benchmark combines the S&P 500 Total Return and the Barclays U.S. Aggregate Bond indices. \*\* Global Conservative consists of 20% MSCI ACWI, 75% Barclays U.S. Aggregate Bond Index and 5% S&P GSCI, rebalanced monthly. Global Growth consists of 55% MSCI ACWI, 40% Barclays U.S. Aggregate Bond Index and 5% S&P GSCI, rebalanced monthly. Global Aggressive consists of 70% MSCI ACWI, 20% CWGBI and 10% S&P GSCI, rebalanced monthly. \*\*\* The time period shown here is short. Maximum drawdown is calculated as the worst cumulative peak-to-trough decline from any month-end data point to any other month-end point. Diversified Conservative - We would anticipate potential drawdowns in the Diversified Conservative strategy could be in the range of 10% or more. The actual Maximum Drawdown since inception (2001) of this strategy was -10.4%. Maximum drawdown for the Barclays U.S. Aggregate Bond Index was -12.7% (August 1, 1979 – February 29, 1980). Maximum drawdown for Global Conservative was -15.1% (June 1, 2008 – February 28, 2009). Diversified Growth - We would anticipate potential drawdowns in the Diversified Growth strategy could be in the range of 25% or more. The actual Maximum Drawdown since the inception (1996) of this strategy was -25.4%. Maximum drawdown for the Blended benchmark was -32.5% (November 1, 2007 – February 28, 2009). Maximum drawdown for Global Growth was -35.4% (November 1, 2007 – February 28, 2009). Diversified Aggressive - The time period shown here is short. We would anticipate the potential drawdowns in this strategy could be in the range of 35% or more. The actual Maximum Drawdown since the inception (2002) of this strategy was -33.3%. Maximum drawdown for the S&P 500 Total Return Index was -50.9% (November 1, 2007 – February 28, 2009). Maximum drawdown for Global Aggressive was -45.6% (November 1, 2007 – February 28, 2009). **Past return and risk statistics are not indicative of future return and risk.**





First Quarter 2013:

## **Portfolio Review**

Windhaven Investment Management  
One International Place, 33<sup>rd</sup> Floor  
Boston, MA 02110  
617-960-5300



## Portfolio Performance Summary

FELRA UFCW Pension Fund      Diversified Growth

### 12/31/2012 - 03/31/2013 First Quarter 2013

|                       |                  |
|-----------------------|------------------|
| Beginning Value       | \$73,276,679.56  |
| Contributions         | \$0.00           |
| Withdrawals           | \$(7,000,000.00) |
| External Fee Payments | \$107,045.00     |
| Ending Value          | \$68,845,678.44  |
| Investment Gain       | \$2,461,953.88   |

### 12/31/2012 - 03/31/2013 First Quarter 2013

|                            | <u>Actual</u> |
|----------------------------|---------------|
| Time Weighted Return (net) | 3.4%          |
| 60% ACWI / 40% CWGBI       | 2.7%          |

### 12/31/2011 - 12/31/2012 Calendar Year 2012

|                            | <u>Annual</u> | <u>Actual</u> |
|----------------------------|---------------|---------------|
| Time Weighted Return (net) | 10.8%         | 10.8%         |
| 60% ACWI / 40% CWGBI       | 10.3%         | 10.3%         |

### \*04/04/2010 - 03/31/2013 Inception to Date

|                            | <u>Annual</u> | <u>Actual</u> |
|----------------------------|---------------|---------------|
| Time Weighted Return (net) | 7.0%          | 22.5%         |
| 60% ACWI / 40% CWGBI       | 6.5%          | 20.8%         |

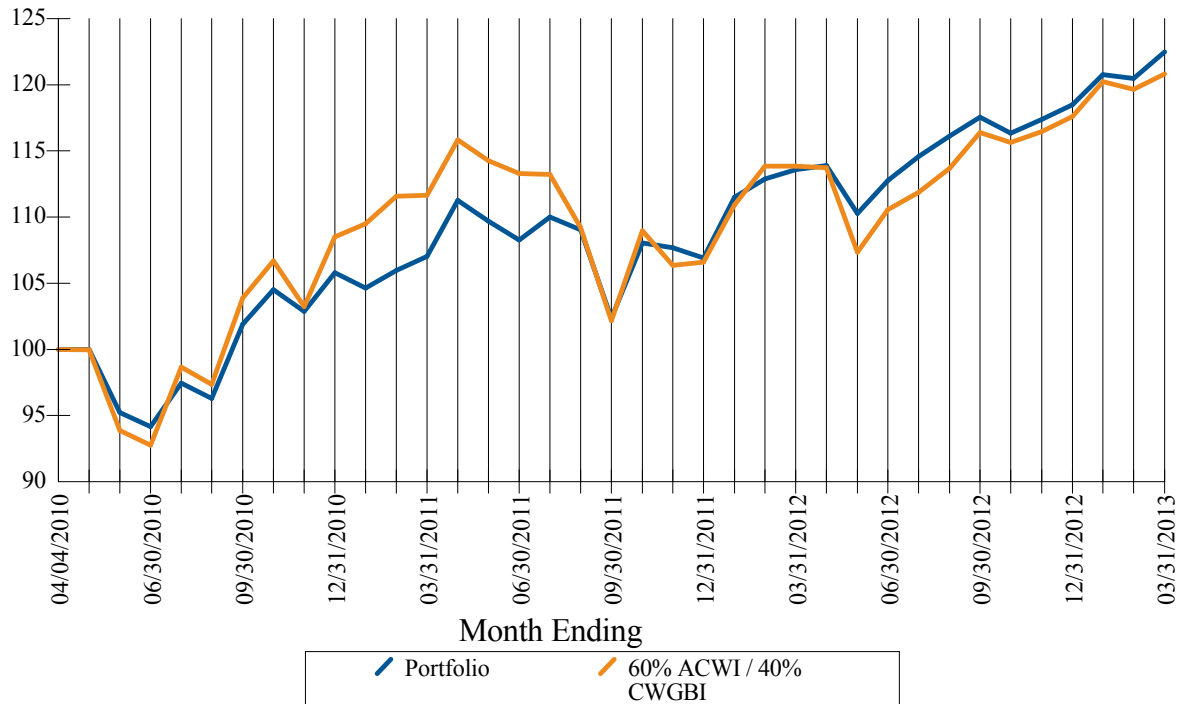
\* Return since inception date of 04/04/2010

*\*Please see last page of this report for information regarding the benchmarks used above.*

## Comparative Performance Graph

From 04/04/2010 to 03/31/2013

FELRA UFCW Pension Fund    Diversified Growth

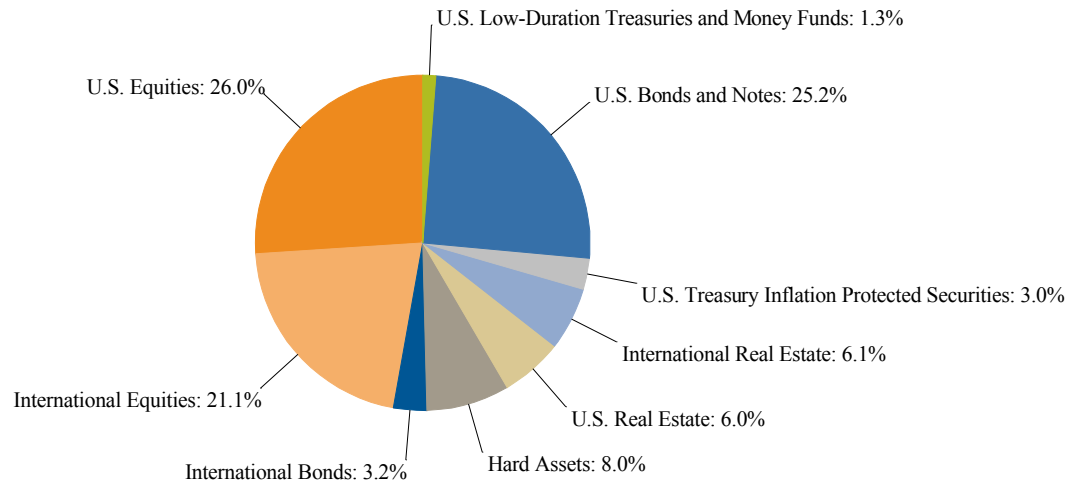


*Past performance is not indicative of future returns and the value of investments and the income derived from them can go down as well as up. Future returns are not guaranteed and a loss of principal may occur.*

## Asset Allocation

As of 03/31/2013  
03/28/2013 Prices

FELRA UFCW Pension Fund    Diversified Growth



| <u>Description</u>                           | <u>Weight</u> | <u>Current Value</u> |
|----------------------------------------------|---------------|----------------------|
| U.S. Equities                                | 26.0%         | 17,933,902.81        |
| International Equities                       | 21.1%         | 14,548,696.21        |
| International Bonds                          | 3.2%          | 2,208,492.44         |
| Hard Assets                                  | 8.0%          | 5,533,090.00         |
| U.S. Real Estate                             | 6.0%          | 4,156,756.08         |
| International Real Estate                    | 6.1%          | 4,169,783.30         |
| U.S. Treasury Inflation Protected Securities | 3.0%          | 2,068,347.01         |
| U.S. Bonds and Notes                         | 25.2%         | 17,358,054.06        |
| U.S. Low-Duration Treasuries and Money Funds | 1.3%          | 868,556.53           |
|                                              | <u>100.0%</u> | <u>68,845,678.44</u> |

## Portfolio Holdings

As of 03/31/2013

03/28/2013 Prices

FELRA UFCW Pension Fund    Diversified Growth

| <u>Description</u>                                  | <u>Symbol</u> | <u>Quantity</u> | <u>Price</u> | <u>Market Value</u>  | <u>Weight</u> |
|-----------------------------------------------------|---------------|-----------------|--------------|----------------------|---------------|
| <b>U.S. Equities</b>                                |               |                 |              |                      |               |
| Vanguard Dividend Appreciation                      | VIG           | 73,382          | 65.70        | 4,821,197.40         | 7.0%          |
| PowerShares QQQ Trust, Series 1                     | QQQ           | 59,879          | 68.97        | 4,129,854.63         | 6.0%          |
| Powershares S&P Etf                                 | SPLV          | 90,087          | 31.08        | 2,799,903.96         | 4.1%          |
| SPDR - S&P 500 Trust                                | SPY           | 13,203          | 156.67       | 2,068,514.01         | 3.0%          |
| Vanguard Total Stock Mkt Index                      | VTI           | 25,446          | 80.96        | 2,060,108.16         | 3.0%          |
| Ishares Russell 2000 Index                          | IWM           | 21,755          | 94.43        | 2,054,324.65         | 3.0%          |
|                                                     |               |                 |              | <u>17,933,902.81</u> | <u>26.0%</u>  |
| <b>International Equities</b>                       |               |                 |              |                      |               |
| Ishares MSCI Hong Kong Index                        | EWH           | 210,919         | 19.84        | 4,184,632.96         | 6.1%          |
| Wisdomtree Tr Japan Hedged Equity FD                | DXJ           | 93,187          | 43.19        | 4,024,746.53         | 5.8%          |
| Vanguard MSCI EAFE ETF                              | VEA           | 55,728          | 36.43        | 2,030,171.04         | 2.9%          |
| iShares MSCI Germany Index                          | EWG           | 81,442          | 24.47        | 1,992,885.74         | 2.9%          |
| Ega Emerging Global Etf                             | ECON          | 44,412          | 26.59        | 1,180,915.08         | 1.7%          |
| Vanguard FTSE Emerging Mkt Index                    | VWO           | 26,468          | 42.90        | 1,135,344.86         | 1.6%          |
|                                                     |               |                 |              | <u>14,548,696.21</u> | <u>21.1%</u>  |
| <b>International Bonds</b>                          |               |                 |              |                      |               |
| WisdomTree Asia Local Debt                          | ALD           | 42,179          | 52.36        | 2,208,492.44         | 3.2%          |
| <b>Hard Assets</b>                                  |               |                 |              |                      |               |
| iShares Gold Trust                                  | IAU           | 179,266         | 15.52        | 2,782,208.32         | 4.0%          |
| PowerShares DB Commodity Index                      | DBC           | 100,728         | 27.31        | 2,750,881.68         | 4.0%          |
|                                                     |               |                 |              | <u>5,533,090.00</u>  | <u>8.0%</u>   |
| <b>U.S. Real Estate</b>                             |               |                 |              |                      |               |
| Vanguard REIT Index                                 | VNQ           | 58,936          | 70.53        | 4,156,756.08         | 6.0%          |
| <b>International Real Estate</b>                    |               |                 |              |                      |               |
| Ishares TRUST Ftse Epra                             | IFGL          | 122,102         | 34.15        | 4,169,783.30         | 6.1%          |
| <b>U.S. Treasury Inflation Protected Securities</b> |               |                 |              |                      |               |
| Ishares Barclays TIPS Bond Fund                     | TIP           | 17,056          | 121.27       | 2,068,347.01         | 3.0%          |
| <b>U.S. Bonds and Notes</b>                         |               |                 |              |                      |               |
| Vanguard Bond Index Fund                            | BND           | 106,940         | 83.64        | 8,944,461.60         | 13.0%         |
| SPDR BarCap Short-Term Corp Bond                    | SCPB          | 111,438         | 30.75        | 3,426,718.50         | 5.0%          |
| Ishares Barclays 7-10 Year Treasury Bd F            | IEF           | 19,650          | 107.34       | 2,109,231.00         | 3.1%          |
| PIMCO 0-5 Year H/Y Corp Bond                        | HYS           | 14,332          | 104.57       | 1,498,697.24         | 2.2%          |
| iShares Aaa - A Rated Corporate Bond                | QLTA          | 26,636          | 51.77        | 1,378,945.72         | 2.0%          |
|                                                     |               |                 |              | <u>17,358,054.06</u> | <u>25.2%</u>  |

## Portfolio Holdings

As of 03/31/2013

03/28/2013 Prices

FELRA UFCW Pension Fund    Diversified Growth

| <u>Description</u>                           | <u>Symbol</u> | <u>Quantity</u> | <u>Price</u> | <u>Market<br/>Value</u> | <u>Weight</u> |
|----------------------------------------------|---------------|-----------------|--------------|-------------------------|---------------|
| U.S. Low-Duration Treasuries and Money Funds |               |                 |              |                         |               |
| Cash                                         | CASH          |                 |              | 868,556.53              | 1.3%          |
|                                              |               |                 |              | 68,845,678.44           | 100.0%        |

*We recommend that you compare this information with your custodial statement.*



## Portfolio Performance Summary

FELRA UFCW Health & Welfare Fund    Diversified Growth

### 12/31/2012 - 03/31/2013 First Quarter 2013

|                       |                |
|-----------------------|----------------|
| Beginning Value       | \$9,526,980.33 |
| Contributions         | \$0.00         |
| Withdrawals           | \$0.00         |
| External Fee Payments | \$13,312.00    |
| Ending Value          | \$9,861,513.18 |
| Investment Gain       | \$321,220.85   |

### 12/31/2012 - 03/31/2013 First Quarter 2013

|                            | <u>Actual</u> |
|----------------------------|---------------|
| Time Weighted Return (net) | 3.4%          |
| 60% ACWI / 40% CWGBI       | 2.7%          |

### 12/31/2011 - 12/31/2012 Calendar Year 2012

|                            | <u>Annual</u> | <u>Actual</u> |
|----------------------------|---------------|---------------|
| Time Weighted Return (net) | 10.9%         | 10.9%         |
| 60% ACWI / 40% CWGBI       | 10.3%         | 10.3%         |

### \*05/05/2010 - 03/31/2013 Inception to Date

|                            | <u>Annual</u> | <u>Actual</u> |
|----------------------------|---------------|---------------|
| Time Weighted Return (net) | 8.7%          | 27.3%         |
| 60% ACWI / 40% CWGBI       | 7.1%          | 22.1%         |

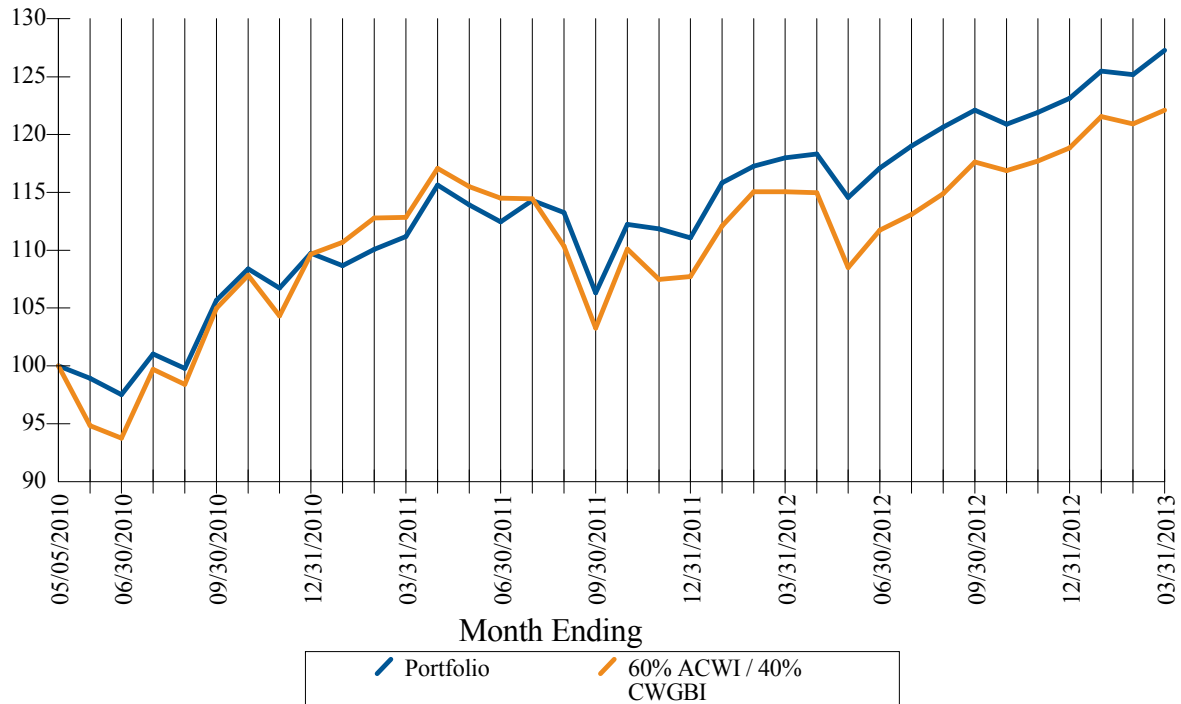
\* Return since inception date of 05/05/2010

*\*Please see last page of this report for information regarding the benchmarks used above.*

## Comparative Performance Graph

From 05/05/2010 to 03/31/2013

FELRA UFCW Health & Welfare Fund    Diversified Growth



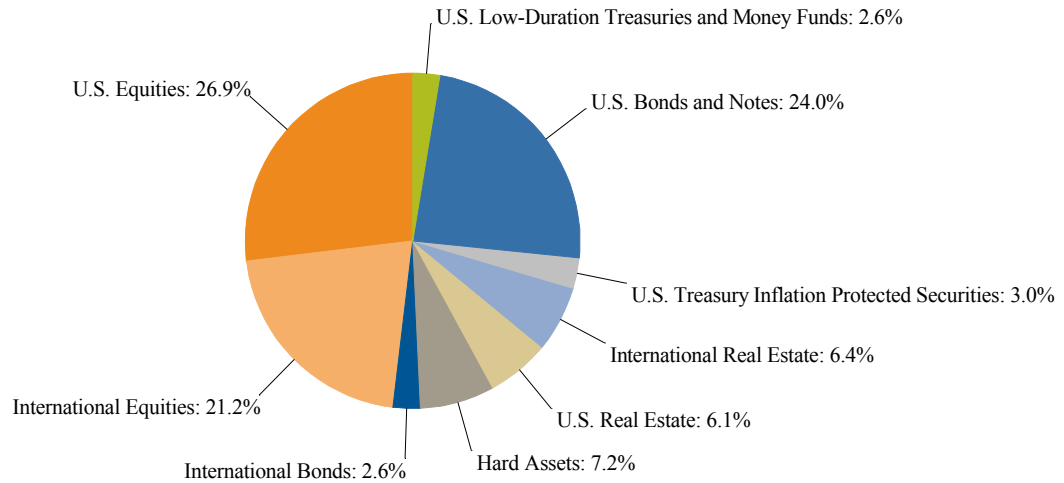
*Past performance is not indicative of future returns and the value of investments and the income derived from them can go down as well as up. Future returns are not guaranteed and a loss of principal may occur.*

## Asset Allocation

As of 03/31/2013

03/28/2013 Prices

FELRA UFCW Health & Welfare Fund      Diversified Growth



| <u>Description</u>                           | <u>Weight</u> | <u>Current Value</u> |
|----------------------------------------------|---------------|----------------------|
| U.S. Equities                                | 26.9%         | 2,654,969.87         |
| International Equities                       | 21.2%         | 2,090,119.55         |
| International Bonds                          | 2.6%          | 259,024.92           |
| Hard Assets                                  | 7.2%          | 712,712.86           |
| U.S. Real Estate                             | 6.1%          | 600,351.36           |
| International Real Estate                    | 6.4%          | 626,208.55           |
| U.S. Treasury Inflation Protected Securities | 3.0%          | 292,377.15           |
| U.S. Bonds and Notes                         | 24.0%         | 2,366,484.33         |
| U.S. Low-Duration Treasuries and Money Funds | 2.6%          | 259,264.59           |
|                                              | <u>100.0%</u> | <u>9,861,513.18</u>  |

## Portfolio Holdings

As of 03/31/2013

03/28/2013 Prices

FELRA UFCW Health & Welfare Fund      Diversified Growth

| <u>Description</u>                                  | <u>Symbol</u> | <u>Quantity</u> | <u>Price</u> | <u>Market Value</u> | <u>Weight</u> |
|-----------------------------------------------------|---------------|-----------------|--------------|---------------------|---------------|
| <b>U.S. Equities</b>                                |               |                 |              |                     |               |
| Vanguard Dividend Appreciation                      | VIG           | 10,681          | 65.70        | 701,741.70          | 7.1%          |
| PowerShares QQQ Trust, Series 1                     | QQQ           | 8,623           | 68.97        | 594,728.31          | 6.0%          |
| Powershares S&P Etf                                 | SPLV          | 13,801          | 31.08        | 428,935.08          | 4.3%          |
| Vanguard Total Stock Mkt Index                      | VTI           | 3,921           | 80.96        | 317,444.16          | 3.2%          |
| Ishares Russell 2000 Index                          | IWM           | 3,320           | 94.43        | 313,507.60          | 3.2%          |
| SPDR - S&P 500 Trust                                | SPY           | 1,906           | 156.67       | 298,613.02          | 3.0%          |
|                                                     |               |                 |              | 2,654,969.87        | 26.9%         |
| <b>International Equities</b>                       |               |                 |              |                     |               |
| Wisdomtree Tr Japan Hedged Equity FD                | DXJ           | 14,353          | 43.19        | 619,906.07          | 6.3%          |
| Ishares MSCI Hong Kong Index                        | EWK           | 29,188          | 19.84        | 579,089.92          | 5.9%          |
| iShares MSCI Germany Index                          | EWG           | 12,337          | 24.47        | 301,886.39          | 3.1%          |
| Vanguard MSCI EAFE ETF                              | VEA           | 8,235           | 36.43        | 300,001.05          | 3.0%          |
| Ega Emerging Global Etf                             | ECON          | 5,546           | 26.59        | 147,468.14          | 1.5%          |
| Vanguard FTSE Emerging Mkt Index                    | VWO           | 3,305           | 42.90        | 141,767.98          | 1.4%          |
|                                                     |               |                 |              | 2,090,119.55        | 21.2%         |
| <b>International Bonds</b>                          |               |                 |              |                     |               |
| WisdomTree Asia Local Debt                          | ALD           | 4,947           | 52.36        | 259,024.92          | 2.6%          |
| <b>Hard Assets</b>                                  |               |                 |              |                     |               |
| PowerShares DB Commodity Index                      | DBC           | 14,146          | 27.31        | 386,327.26          | 3.9%          |
| iShares Gold Trust                                  | IAU           | 21,030          | 15.52        | 326,385.60          | 3.3%          |
|                                                     |               |                 |              | 712,712.86          | 7.2%          |
| <b>U.S. Real Estate</b>                             |               |                 |              |                     |               |
| Vanguard REIT Index                                 | VNQ           | 8,512           | 70.53        | 600,351.36          | 6.1%          |
| <b>International Real Estate</b>                    |               |                 |              |                     |               |
| Ishares TRUST Ftse Epra                             | IFGL          | 18,337          | 34.15        | 626,208.55          | 6.4%          |
| <b>U.S. Treasury Inflation Protected Securities</b> |               |                 |              |                     |               |
| Ishares Barclays TIPS Bond Fund                     | TIP           | 2,411           | 121.27       | 292,377.15          | 3.0%          |
| <b>U.S. Bonds and Notes</b>                         |               |                 |              |                     |               |
| Vanguard Bond Index Fund                            | BND           | 15,149          | 83.64        | 1,267,062.36        | 12.8%         |
| SPDR BarCap Short-Term Corp Bond                    | SCPB          | 15,289          | 30.75        | 470,136.75          | 4.8%          |
| Ishares Barclays 7-10 Year Treasury Bd F            | IEF           | 2,307           | 107.34       | 247,633.38          | 2.5%          |
| PIMCO 0-5 Year H/Y Corp Bond                        | HYS           | 1,863           | 104.57       | 194,813.91          | 2.0%          |
| iShares Aaa - A Rated Corporate Bond                | QLTA          | 3,609           | 51.77        | 186,837.93          | 1.9%          |
|                                                     |               |                 |              | 2,366,484.33        | 24.0%         |

## Portfolio Holdings

As of 03/31/2013

03/28/2013 Prices

FELRA UFCW Health & Welfare Fund    Diversified Growth

| <u>Description</u>                           | <u>Symbol</u> | <u>Quantity</u> | <u>Price</u> | <u>Market Value</u> | <u>Weight</u> |
|----------------------------------------------|---------------|-----------------|--------------|---------------------|---------------|
| U.S. Low-Duration Treasuries and Money Funds |               |                 |              |                     |               |
| Cash                                         | CASH          |                 |              | 259,264.59          | 2.6%          |
|                                              |               |                 |              | 9,861,513.18        | 100.0%        |

*We recommend that you compare this information with your custodial statement.*





First Quarter 2013:

**Market Letter**  
**Trade Commentary**



## Quarterly Market Letter

First Quarter, 2013

Windhaven portfolio strategies rose in value during the first quarter ended March 31st.\* Gains from our investments in Japanese equities, U.S. equities, U.S. real estate investment trusts (REITs), international real estate and Hong Kong equities more than offset losses from our investments in gold, emerging market equities, commodities, German equities and U.S. bonds. The U.S. stock market (as measured by the S&P 500 Total Return Index\*\*) soared more than 10% in value during the quarter, outperforming nearly every major global asset class. We have not been surprised by the relative outperformance of the U.S. equity markets thus far in 2013, as U.S. equities have been highly ranked by our Model analyses for an extended period and have contributed significantly to our returns during the most recent quarter, as well as throughout 2012. However, we would not abandon our highly diversified approach to managing risk by placing an overly concentrated position into any one asset class (such as the S&P 500 index) regardless of how attractive it may be.

Earlier this year, we further reduced duration risk in the fixed income portion of the Windhaven strategies (to help protect against the possibility of rising interest rates) and we also somewhat reduced our allocation to gold. At the same time, we deployed funds into both Japanese and S&P 500 equities. We chose to invest in a Japanese equity vehicle that hedges its yen exposure in order to account for the potential of a weaker yen that could result from Japan's change in monetary policy. U.S. equities continue to benefit from the Fed's record low target interest rates and \$85 billion of money printing per month injected into the economy via its purchases of government and mortgage-backed bonds. At the same time, U.S. companies are generating record corporate profits as well as earnings yields that remain well above the rate of inflation while the U.S. economy so far has survived government gridlock, the fiscal cliff debate, the debt ceiling negotiations and the automatic government spending sequestration.

Global economic concerns including weaknesses in Europe's banking system highlighted by the recent financial crisis in Cyprus, slowing growth in China and Japan's attempt to weaken its currency, along with geopolitical concerns such as North Korea's posturing and the continuing instability in the Middle East have all enhanced the relative safe-haven status of the U.S., thereby supporting the value of the U.S. dollar. While a strong dollar attracts foreign capital and helps keep inflationary pressures in check, a sustained rise in the U.S. dollar could act as a drag on U.S. corporate profits. Coupled with the adverse impact of rising payroll and marginal income tax rates enacted in January, these headwinds may offset some of the economic gain created by the housing recovery that has begun to take effect across the U.S. Because of the extraordinary levels of government debt worldwide and the unprecedented degree of monetary stimulus promoted by the world's central banks, future decisions by government officials and central bankers will be especially influential over the direction of the economy and markets, a highly uncertain situation. Given this uncertainty, we believe this is not a time to be overly confident or concentrated in one's portfolio. Presently, we continue to favor asset classes that are generating earnings yields above the rate of inflation without necessarily requiring a higher level of economic growth, such as U.S. and international real estate, U.S. equities (dividend appreciating, S&P 500 and Nasdaq 100) and Japanese, German and Hong Kong equities.

As always, our investing philosophy combines investments in what we believe are the most attractive asset classes with longer-term core positions to manage risk. These core allocations seek to reduce losses in the event of a variety of adverse economic and geopolitical scenarios, including stagflation, credit contraction, commodity price shocks, deflationary recession, sovereign debt contagion, hyperinflation, interest rate shocks and other scenarios. In this manner, we strive to continue generating attractive returns over the long term while managing downside risks. Please contact your Charles Schwab Investment Professional if your investment objectives or circumstances have changed such that a review of your Windhaven investments might be necessary, or if you have any specific questions about how your account is managed.

Stephen J. Cucchiaro  
Chief Investment Officer

*\* This statement is based on the composite performance numbers for accounts that have been fully invested for the entirety of the stated time period. Individual account performance will vary.*

*\*\* Source: Bloomberg.*

*All expressions of opinion are subject to change without notice in reaction to shifting market conditions.*



January 17, 2013

Dear Windhaven clients:

Based on our research and modeling of the global capital markets, the Japanese equity market has emerged as a highly ranked asset class. Since the bursting of the financial and real estate bubble in the early 1990's Japan has experienced slow economic growth and sustained deflation. Among Japan's structural issues, a strong yen has often been cited as a drag on its export driven economy since an expensive currency makes Japanese companies less competitive in the global marketplace. Recently however, the newly elected Japanese Prime Minister has sent strong signals to the market about implementing bold monetary policy and adopting inflation targeting in an attempt to end deflation, weaken its currency and enhance its international competitiveness, thereby helping to promote economic growth. This intense pressure the Prime Minister is placing on the Bank of Japan has helped fuel a rally in the Japanese equity market. However, a weaker Japanese yen, while potentially driving economic growth, could be a drag on investment returns from Japanese equities. Therefore, we believe that it may be beneficial to invest in the Japanese equity market through a vehicle that also hedges its exposure to the Japanese yen currency.

We have taken a position in the WisdomTree Japan Hedged Equity Fund ETF (DXJ) which seeks to provide exposure to Japanese equity markets while at the same time attempting to neutralize exposure to fluctuations of the Japanese yen relative to the U.S. dollar. The fund consists of dividend paying companies incorporated in Japan and listed on the Tokyo Stock Exchange with a minimum market capitalization of \$100 Million. Eligible companies must also derive at least 20% of their revenue from sources other than Japan, making DXJ more export focused relative to many other Japanese equity funds.

To raise funds for our investment in DXJ we have sold our position in emerging market U.S. dollar-denominated government bonds represented by the PowerShares Emerging Market Sovereign Debt ETF (PCY). Although we still find this asset class attractive over the long-term and favor emerging market bonds over many other forms of fixed income, our research and modeling indicates that on a relative basis it is not as attractive as other more highly ranked asset classes we currently hold.

The following table summarizes the changes we made to the Windhaven Diversified Conservative, Diversified Growth and Diversified Aggressive strategies. :

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| <b>Modifications to the Diversified Conservative Strategy</b> |                                                           |                |                  |
|---------------------------------------------------------------|-----------------------------------------------------------|----------------|------------------|
| Ticker                                                        | Security Name                                             | New Allocation | Prior Allocation |
| DXJ                                                           | WisdomTree Japan Hedged Equity Fund ETF                   | 2%             | 0%               |
| PCY                                                           | PowerShares Emerging Markets Sovereign Debt Portfolio ETF | 0%             | 2%               |
| <b>Modifications to the Diversified Growth Strategy</b>       |                                                           |                |                  |
| Ticker                                                        | Security Name                                             | New Allocation | Prior Allocation |
| DXJ                                                           | WisdomTree Japan Hedged Equity Fund ETF                   | 3%             | 0%               |
| PCY                                                           | PowerShares Emerging Markets Sovereign Debt Portfolio ETF | 0%             | 3%               |
| <b>Modifications to the Diversified Aggressive Strategy</b>   |                                                           |                |                  |
| Ticker                                                        | Security Name                                             | New Allocation | Prior Allocation |
| DXJ                                                           | WisdomTree Japan Hedged Equity Fund ETF                   | 4%             | 0%               |
| PCY                                                           | PowerShares Emerging Markets Sovereign Debt Portfolio ETF | 0%             | 4%               |

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- Information is current as of the date and time appearing in this material only.
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- Asset classes and the proportional weightings in the portfolios may change at any time without notice subject to the discretion of Windhaven.



February 6, 2013

Dear Windhaven clients:

In January, stock markets around the world continued to move higher. At the same time interest rates rose\*, as did concerns for the potential onset of a rising rate environment in the future. After three decades of generally declining rates, interest rates hit an all-time low last summer, and there is a possibility that this trend of uneven yet higher interest rates could continue. A rising interest rate environment typically hurts the value of fixed income securities, but such an environment could be less harmful to both shorter duration and floating rate fixed income vehicles. In the case of floating rate fixed income vehicles, the coupon payments actually reset in accordance with prevailing (*and potentially rising*) interest rates.

Across global equities, both the Japanese and Hong Kong equity markets remain highly ranked by our research model. Japanese equities may continue to benefit from an attempt by the Japanese government to influence the Bank of Japan to pursue a more aggressive monetary policy to attempt to drive economic growth. Meanwhile, we believe the Hong Kong equity market should continue to be positively impacted by the ongoing monetary stimulus from the U.S. Federal Reserve. Hong Kong pegs its currency to the U.S. dollar, thereby importing the effects of U.S. monetary policy. The attractiveness of both Japanese and Hong Kong equities represents the continuation of our shift towards more exposure to non-U.S. equity asset classes which we began in the latter part of 2012.

As a result of our research and modeling, we have made several updates to the Windhaven strategies. In anticipation of a potential period of rising interest rates we have taken a position in the iShares Floating Rate Note ETF (FLOT) in the Diversified Conservative strategy. This vehicle seeks investment results that correspond to the price and yield of the Barclays U.S. Floating Rate Note index which measures the performance of U.S. dollar denominated, investment grade, floating rate notes. To raise funds for our investment in FLOT we have reduced our holdings of both the iShares Barclays TIPS Bond ETF (TIP) and the iShares Barclays 1–3 Year U.S. Treasury Bond ETF (SHY). By reducing our holdings in TIP and SHY and taking a position in FLOT we have effectively shortened the overall maturity (duration) of our fixed income holdings, thereby attempting to add some protection from potential rising interest rates, while at the same time seeking to benefit the overall yield of the strategy should interest rates increase.

In the Diversified Growth strategy we have taken a slightly different position to address the possibility of rising interest rates in the future. We believe that short-duration, high yield fixed income securities offer both the potential for shorter maturities and higher yields. With this goal

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in mind, we have taken a position in the PIMCO 0-5 Year High Yield Corporate Bond Index ETF (HYS) in the Diversified Growth strategy. HYS seeks to track the low duration, high yield asset class. To raise funds for our investment in HYS we have reduced our holding of the iShares Barclays TIPS Bond ETF (TIP). By reducing our holding in TIP and taking a position in HYS we have effectively shortened the overall maturity (duration) of our fixed income holdings, thereby attempting to add some protection from potential rising interest rates, while at the same time seeking to benefit the overall yield of the strategy should interest rates increase.

Lastly, both the Japanese and Hong Kong equity markets remain highly ranked by our research model, and as a result we have increased our allocations to both of these asset classes in all three strategies. This is a continuation of our shift towards seeking more exposure to non-U.S. equity asset classes which we began in the latter part of 2012. A weaker Japanese yen, while potentially driving economic growth, could be a drag on investment returns in U.S. dollars. Therefore, we have chosen to invest in the Japanese equity market through a vehicle that seeks to hedge exposure to the Japanese yen vs. the U.S. dollar. To raise funds for our increased allocation to the iShares MSCI Hong Kong Equity Index ETF (EWH) and the WisdomTree Japan Hedged Equity Fund ETF (DXJ) we have reduced our positions in the Vanguard U.S. NAREIT Index ETF (VNQ) and the PowerShares NASDAQ 100 Equity ETF (QQQ). Although we still find these asset classes attractive, our research and modeling indicates that on a relative basis they are not as attractive as other more highly ranked asset classes that we currently hold.

The following table summarizes the changes we made to the Windhaven Diversified Conservative, Diversified Growth and Diversified Aggressive strategies. :

| <b>Modifications to the Diversified Conservative Strategy</b> |                                                    |                       |                         |
|---------------------------------------------------------------|----------------------------------------------------|-----------------------|-------------------------|
| <b>Ticker</b>                                                 | <b>Security Name</b>                               | <b>New Allocation</b> | <b>Prior Allocation</b> |
| SHY                                                           | iShares Barclays 1 – 3 Year U.S. Treasury ETF      | 3%                    | 5%                      |
| TIP                                                           | iShares Barclays TIPS Bond ETF                     | 3%                    | 5%                      |
| FLOT                                                          | iShares Floating Rate Note ETF                     | 4%                    | 0%                      |
| QQQ                                                           | PowerShares NASDAQ 100 Equity ETF                  | 2%                    | 4%                      |
| VNQ                                                           | Vanguard U.S. NAREIT Index ETF                     | 5%                    | 7%                      |
| EWH                                                           | iShares MSCI Hong Kong Equity Index ETF            | 4%                    | 2%                      |
| DXJ                                                           | WisdomTree Japan Hedge Equity                      | 4%                    | 2%                      |
| <b>Modifications to the Diversified Growth Strategy</b>       |                                                    |                       |                         |
| <b>Ticker</b>                                                 | <b>Security Name</b>                               | <b>New Allocation</b> | <b>Prior Allocation</b> |
| HYS                                                           | PIMCO 0-5 Year High Yield Corporate Bond Index ETF | 2%                    | 0%                      |
| TIP                                                           | iShares Barclays TIPS Bond ETF                     | 3%                    | 5%                      |
| QQQ                                                           | PowerShares NASDAQ 100 Equity ETF                  | 6%                    | 9%                      |
| VNQ                                                           | Vanguard U.S. NAREIT Index ETF                     | 6%                    | 9%                      |
| EWH                                                           | iShares MSCI Hong Kong Equity Index ETF            | 6%                    | 3%                      |
| DXJ                                                           | WisdomTree Japan Hedge Equity                      | 6%                    | 3%                      |

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| <b>Modifications to the Diversified Aggressive Strategy</b> |                                         |                       |                         |
|-------------------------------------------------------------|-----------------------------------------|-----------------------|-------------------------|
| <b>Ticker</b>                                               | <b>Security Name</b>                    | <b>New Allocation</b> | <b>Prior Allocation</b> |
| QQQ                                                         | PowerShares NASDAQ 100 Equity ETF       | 9%                    | 13%                     |
| VNQ                                                         | Vanguard U.S. NAREIT Index ETF          | 7%                    | 11%                     |
| EWI                                                         | iShares MSCI Hong Kong Equity Index ETF | 8%                    | 4%                      |
| DXJ                                                         | WisdomTree Japan Hedge Equity           | 8%                    | 4%                      |

\*U.S. 10 Year Treasury Note. Source: Bloomberg.

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February 21, 2013

Dear Windhaven clients:

Throughout our current winter reallocation period, gold has been alternating between being a somewhat favored asset class to being relatively unattractive. However, as we approach the conclusion of this reallocation period, we have seen gold exhibit a consistently less attractive projected risk-adjusted return relative to other asset classes that we analyze. The Model is not necessarily predicting that gold prices will decline, but rather it is indicating that there is a heightened risk of a potential decline in the price of gold in the future. One scenario which could trigger a decline in the gold price would be if gold were to begin to break through various technical support levels to the downside. Although gold is no longer one of our favored asset classes, we will continue to hold some gold in each of our three strategies as both a possible buffer against potential risks in the global markets, and as an asset class that could still benefit from the current macro-economic environment of low real interest rates and accommodative central banks.

While gold has fallen out of favor within the Model, the S&P 500 has climbed up the rankings and is now a favored asset class. As we have stated in the past, with many of the world's major central banks continuing to promote low interest rates and pursue quantitative easing, the value of assets priced in the currencies receiving such stimulus (U.S. equities being one such asset class) have the potential to continue increasing in value. Although U.S. equity markets have experienced strong returns recently, they could be driven up further by inflows from investors rotating out of low yielding bonds and cash and into equities. Even in an environment of somewhat sluggish and uneven economic growth in the U.S., there can still be further appreciation of U.S. equity indices since equity price increases do not necessarily coincide with periods of robust economic growth. Of course, nothing precludes the chance that the equity markets could also experience a price correction in the near future.

As a result of our model research we have made the following trades:

Diversified Conservative and Diversified Growth strategies

We have trimmed our exposure to gold. In non-taxable accounts we did this by selling our holding in the **SPDR Gold Shares ETF (GLD)**, whereas in taxable accounts we sold either **SPDR Gold Shares ETF (GLD)**, **iShares Gold Trust ETF (IAU)**, or a combination of the two. We utilized the proceeds from the sale to purchase a holding in the S&P 500 U.S. equity index through the **SPDR S&P 500 Index ETF (SPY)**. *Please note that while our overall exposure to gold has been reduced, we continue to maintain some exposure to gold in all accounts.*

Diversified Aggressive strategy

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We have trimmed our exposure to gold in Diversified Aggressive as well. We have sold out of our position in **MarketVectors Gold Miners ETF (GDX)** in all accounts. In addition, in non-taxable accounts we sold our holding in the **SPDR Gold Shares ETF (GLD)**, whereas in taxable accounts we sold either **SPDR Gold Shares ETF (GLD)**, **iShares Gold Trust ETF (IAU)**, or a combination of the two. We utilized the proceeds from the sale to purchase a holding in the S&P 500 U.S. equity index through the **SPDR S&P 500 Index ETF (SPY)**. *Please note that while our overall exposure to gold has been reduced, we continue to maintain some exposure to gold in all accounts.*

The following tables summarize the changes we made to the Windhaven Diversified Conservative, Diversified Growth and Diversified Aggressive strategies:

**Diversified Conservative**

**Non-Taxable Accounts**

| Modifications to the Diversified Conservative Strategy |                         |                |                  |
|--------------------------------------------------------|-------------------------|----------------|------------------|
| Ticker                                                 | Security Name           | New Allocation | Prior Allocation |
| SPY                                                    | SPDR® S&P 500® ETF      | 2%             | 0%               |
| GLD                                                    | SPDR® Gold Trust ETF    | 0%             | 2%               |
| IAU                                                    | iShares® Gold Trust ETF | 3%             | 3%               |

**Taxable Accounts**

| Modifications to the Diversified Conservative Strategy |                                                                           |                |                  |
|--------------------------------------------------------|---------------------------------------------------------------------------|----------------|------------------|
| Ticker                                                 | Security Name                                                             | New Allocation | Prior Allocation |
| SPY                                                    | SPDR® S&P 500® ETF                                                        | 2%             | 0%               |
| GLD/IAU                                                | SPDR® Gold Trust ETF / iShares® Gold Trust ETF / A combination of the two | 3%             | 5%               |

**Diversified Growth**

**Non-Taxable Accounts**

| Modifications to the Diversified Growth Strategy |                         |                |                  |
|--------------------------------------------------|-------------------------|----------------|------------------|
| Ticker                                           | Security Name           | New Allocation | Prior Allocation |
| SPY                                              | SPDR® S&P 500® ETF      | 3%             | 0%               |
| GLD                                              | SPDR® Gold Trust ETF    | 0%             | 3%               |
| IAU                                              | iShares® Gold Trust ETF | 4%             | 4%               |

**Taxable Accounts**

| Modifications to the Diversified Growth Strategy |                    |                |                  |
|--------------------------------------------------|--------------------|----------------|------------------|
| Ticker                                           | Security Name      | New Allocation | Prior Allocation |
| SPY                                              | SPDR® S&P 500® ETF | 3%             | 0%               |

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|         |                                                                                                   |    |    |
|---------|---------------------------------------------------------------------------------------------------|----|----|
| GLD/IAU | SPDR <sup>®</sup> Gold Trust ETF / iShares <sup>®</sup> Gold Trust ETF / A combination of the two | 4% | 7% |
|---------|---------------------------------------------------------------------------------------------------|----|----|

**Diversified Aggressive****Non-Taxable Accounts**

| Modifications to the Diversified Aggressive Strategy |                                            |                |                  |
|------------------------------------------------------|--------------------------------------------|----------------|------------------|
| Ticker                                               | Security Name                              | New Allocation | Prior Allocation |
| SPY                                                  | SPDR <sup>®</sup> S&P 500 <sup>®</sup> ETF | 4%             | 0%               |
| GLD                                                  | SPDR <sup>®</sup> Gold Trust ETF           | 0%             | 1%               |
| GDX                                                  | MarketVectors <sup>®</sup> Gold Miners ETF | 0%             | 3%               |
| IAU                                                  | iShares <sup>®</sup> Gold Trust ETF        | 5%             | 5%               |

**Taxable Accounts**

| Modifications to the Diversified Aggressive Strategy |                                                                                                   |                |                  |
|------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------|------------------|
| Ticker                                               | Security Name                                                                                     | New Allocation | Prior Allocation |
| SPY                                                  | SPDR <sup>®</sup> S&P 500 <sup>®</sup> ETF                                                        | 4%             | 0%               |
| GLD/IAU                                              | SPDR <sup>®</sup> Gold Trust ETF / iShares <sup>®</sup> Gold Trust ETF / A combination of the two | 5%             | 6%               |
| GDX                                                  | MarketVectors <sup>®</sup> Gold Miners ETF                                                        | 0%             | 3%               |

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2. **Past performance is not indicative of future returns and the value of the investment and the income derived from them can go down as well as up. Future returns are not guaranteed and a loss of principal may occur.**
3. The material in this presentation is based on information from a variety of sources we consider reliable, but we do not represent that the information is accurate or complete. The material provided herein is for educational purposes only. Sources: Bloomberg.
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5. This material is not intended to be used as a general guide to investing, or as a source of any specific investment recommendations, and makes no implied or express recommendations concerning the manner in which any client's account should or would be handled.
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7. References to market or composite indices, benchmarks or other measures of relative market performance over a specified period of time are provided for your information only. The composition of a benchmark index may not reflect the manner in which a Windhaven strategy is constructed in relation to expected or achieved returns, investment holdings, allocation guidelines, restrictions, sectors, correlations, concentrations, volatility or tracking error targets, all of which are subject to change over time.
8. Criteria for choosing the benchmarks for each Windhaven strategy are as follows:  
Diversified Conservative – The Barclays U.S. Aggregate Bond Index was chosen as the benchmark for the Diversified Conservative strategy because clients will generally use the Diversified Conservative portfolio as a substitute for or a complete to a bond portfolio.  
Diversified Growth – A blended benchmark (60% S&P 500 Total Return Index and 40% Barclays U.S. Aggregate Bond Index) was chosen as the benchmark for the Diversified Growth strategy because clients will generally use the Diversified Growth portfolio as a substitute for a "balanced fund." Our target risk for the Diversified Growth strategy is "balanced fund" risk.  
Diversified Aggressive – The S&P 500 Total Return Index was chosen as the benchmark for the Diversified Aggressive strategy because clients will generally use the Diversified Aggressive portfolio as a substitute for or a complement to an all-equity portfolio.
9. The following global benchmarks for each Windhaven strategy for chosen for comparative purposes:  
Global Conservative – The Global Conservative benchmark is composed of 20% MSCI ACWI, 75% Barclays U.S. Aggregate Bond Index, and 5% S&P GSCI, rebalanced monthly.  
Global Growth – The Global Growth benchmark is composed of 55% MSCI ACWI, 40% Barclays U.S. Aggregate Bond Index, and 5% S&P GSCI, rebalanced monthly.  
Global Aggressive – The Global Aggressive benchmark is composed of 70% MSCI ACWI, 20% Citigroup World Government Bond Index (CWGBI), and 10% S&P GSCI, rebalanced monthly.
10. The volatility of the benchmark indices may be materially different from the individual performance attained by a specific investor. In addition, Advisor's/Strategy's holdings may differ significantly from the securities that comprise the indices. The indices have not been selected to represent an appropriate benchmark with which to compare an investor's performance, but rather are disclosed to allow for comparison of the investor's performance to that of certain well-known and widely recognized indices. You cannot invest directly in an index.
11. Performance, characteristics, volatility, and other data shown was derived from each strategy's composite. Each composite includes all discretionary, fee paying accounts within each strategy, including those clients that are no longer with the Firm.
12. Accounts are included in each composite after the first full month of performance to the present or the cessation of the client relationship with the Firm. Investment results are time weighted performance calculations representing total return. Composites are valued monthly and portfolio returns are asset weighted by using beginning of the month market values plus weighted cash flows. Monthly geometric linking of performance results is used to calculate annual returns. Total return figures (i.e. performance calculations) are calculated using trade date accounting. All realized and unrealized capital gains and losses as well as all dividends and interest from investments and cash balances are included. Composite performance results are presented in U.S. currency. The performance figures presented are net of brokerage commissions and all other expenses, including the Firm's investment advisory fee. The investment results shown are not necessarily representative of an individually managed account's rate of return. Securities used to implement the strategies can differ based on account size, custodian and client guidelines.
13. Performance results for the Windhaven strategies referred to herein and their respective benchmarks reflect total return figures. This means their performance includes the reinvestment of dividends, interest and other earnings. Performance results for all periods are time-weighted based on monthly portfolio valuations.
14. Performance of each of the Windhaven strategies relative to its benchmark may have been impacted positively or negatively by economic and market conditions which affect either the benchmark or the strategy to a greater degree. For example, in 2002 and 2008, the S&P 500 Total Return Index declined over 20%. Since Windhaven's Diversified Growth and Diversified Aggressive strategies do not invest to the same extent as their benchmark in U.S. stocks, the impact of this decline on these strategies was less than on the benchmark.
15. The Diversified Conservative Portfolio does not invest solely in bonds, so its performance relative to the benchmark will be impacted by this difference. The Diversified Growth and Diversified Aggressive strategies do not invest to the same degree as the benchmark in U.S. stocks, so their performance relative to the benchmark will be impacted by the difference.
16. Windhaven's strategies may not invest to the same degree as their global benchmarks in stocks, bonds, commodities, real estate and currencies, so their performance relative to the Global benchmarks will be impacted by this difference.
17. Please contact Windhaven for a copy of the Firm's GIPS® Compliant Presentation.
18. Please refer to Windhaven's ADV Part 2 for more information.