

## Part 2A of Form ADV: Firm Brochure



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This Firm Brochure (this “Brochure”) provides information about the qualifications and business practices of Milliman Financial Risk Management LLC (“FRM,” “we,” or “our”), a wholly-owned subsidiary of Milliman, Inc. (“Milliman”). If you have any questions about the contents of this Brochure, please contact us at (312) 726-0677. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.

Milliman has filed a separate brochure with respect to its additional practice area which is regulated by the SEC. That brochure, and additional information about this practice area, is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

FRM is an investment adviser registered with the SEC. Registration does not imply a certain level of skill or training.

Additional Information about FRM and Milliman, Inc. is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number known as an IARD/ CRD number. The IARD/CRD number for FRM is 159377. The IARD/CRD number for Milliman is 112245.

The SEC adopted “Amendments to Form ADV” in July 2010. This Brochure, dated January 12, 2012, is FRM’s disclosure document prepared according to the SEC’s requirements and rules.

Consistent with the SEC’s rules, we will ensure that you receive a summary of any material changes to this and subsequent brochures within 120 days of the close of our business’ fiscal year. Furthermore, we will provide you with other interim disclosures about material changes as necessary.

Currently our Brochure may be requested by contacting Cassandra Becker, Practice Counsel at 312-726-0677 or [cassandra.becker@milliman.com](mailto:cassandra.becker@milliman.com). Our Brochure is also available on our website at [www.milliman.com](http://www.milliman.com), free of charge.

Additional information about FRM and Milliman is also available via the SEC’s web site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC’s web site also provides information about any persons affiliated with FRM and Milliman who are registered, or are required to be registered, as investment adviser representatives of FRM or Milliman.

### **MATERIAL CHANGES**

On June 30, 2011, Milliman completed the sale of most of the business of Evaluation Associates, Inc. (“EAI”), our wholly-owned subsidiary, to Mercer Investment Consulting, Inc. (“Mercer”). In a related transaction Callan Associates has assumed EAI’s U.S. public defined benefit client segment. As part of the sale, all of EAI’s investment advisory client contracts have been assigned to Mercer with clients’ consent. EAI filed a Form ADV-W after the transaction’s close to withdraw its registration with the SEC as an investment adviser. The investment advisory business of Milliman and FRM will be unaffected. You can find more information about Evaluation Associates LLC through its Forms ADV filed at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

In October 2011, Milliman’s Financial Risk Management division was reorganized into a wholly-owned subsidiary of Milliman – Milliman Financial Risk Management LLC. FRM has submitted an application for registration with the SEC as an investment adviser as of the date of this Firm Brochure.

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## **Item 4 - Advisory Business**

### **Our Business**

Milliman was founded in 1947. It is one of the largest consulting and actuarial firms in the world. Milliman offers specialized consulting services in employee benefits, healthcare, life insurance and financial services, property and casualty insurance and investments. Milliman is a privately held company, owned by approximately 375 active employees. No one individual owns more than 1% of Milliman.

FRM, which began conducting business in 1998 and was formed as a limited liability company and a wholly-owned subsidiary of Milliman in 2011, is the group within Milliman providing investment advisory services described in this Brochure. Milliman has a separate group (the “Retirement Plan Services” practice) providing advisory services to institutions including banks or thrift institutions, pension and profit sharing plans, and other corporations or business entities principally in connection with defined contribution and defined benefit retirement plans. We will be glad to provide more information on FRM or the RPS practice. You can also find more information about Milliman, FRM and RPS at [www.milliman.com](http://www.milliman.com) and [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### **Hedging and Asset Allocation Advisory Services – Institutional Clients**

FRM offers hedging and asset allocation advisory services to institutional clients. These services are provided to life insurers, banks, fund managers and reinsurers who are interested in using our investment allocation models for their portfolios. These services include performing option pricing calculations on assets or liabilities, preparing illustrative financial projections of hedging strategies selected by the client, placing hedging trades with brokers as agent for our clients, providing other administrative support for the rebalancing of hedge positions, and allocations among different asset classes and rebalancing for market conditions.

We tailor services to the needs of individual clients by obtaining each client’s individual risk tolerance, which is used to create an individualized client strategy. Clients’ risk preferences and investment objectives are memorialized in an investment policy statement and an investment services agreement, the terms of which are negotiated with each client. The policy, including the consequences of the application of that policy, are reviewed with clients and updated as needed.

Clients may impose restrictions on the specific securities or hedge assets, or types of securities or hedge assets in which we invest.

### **Hedging Advisory, Sub-Advisory, and Consulting Services – Funds**

FRM provides hedge strategy overlay services as an investment adviser or sub-adviser (or consultant to an investment adviser) to mutual funds and funds offered through bank collective investment trusts (“CITs”). The strategy exercised for each fund is designed to meet a particular investment goal. In the case of advisory services, we select the underlying investments for the fund and continuously manage hedge overlay strategies for the various funds’ assets based on the investment goals and objectives as outlined in each of the funds’ prospectuses or plans of operation. In the case of sub-advisory services, the primary adviser to the fund is responsible for the selection of underlying investments for the fund, and we continuously manage hedge overlay strategies for the various funds’ assets based on the investment goals and objectives as outlined in each of the funds’ prospectuses or plans of operation. In the case of consulting services to funds, we provide consulting assistance to investment advisers employing hedge strategies.

You should refer to the CIT’s declaration of trust and each fund’s prospectus or plan of operation, as applicable, for important information regarding objectives, investments, time-horizon, risks, fees, and additional disclosures. Prior to making any investment in the funds, you should carefully review these documents for a comprehensive understanding of the terms and conditions applicable for investment in the fund. Investments in funds for which we provide hedge overlay strategy services are currently available only to investors through employee benefit plans, insurance companies and financial advisers.

### **Hedging Sub-Advisory Services – Separately Managed Account Programs**

FRM offers hedging and portfolio protection services through participation in separately managed account ("SMA") platforms offered to individual investors. A separately managed account is a portfolio of individually owned investment vehicles that can be tailored to fit the client's investing preferences. SMA clients are offered access to an investment portfolio chosen from a roster of independent asset managers from a variety of disciplines. The primary adviser is responsible for selecting investments for the client's overall portfolio which correspond to their selected investment strategy. We participate in SMA programs by constructing overlay hedging strategies for individual client accounts using futures, exchange-traded funds ("ETFs") or other hedge assets that correspond to a client's selected investment strategy.

### **Client Assets**

We manage approximately \$27 billion in client funds on a discretionary basis and approximately \$514 million in client funds on a non-discretionary basis. These calculations are based on the market value of our clients' hedge asset portfolios (which may include securities, futures, options and other hedge instruments) that we manage and are based on account balances as of December 31, 2011.

### **Other Services**

In addition to the investment advisory services discussed above, we develop proprietary software for use with our hedging advisory services, which we license to certain clients for a monthly or annual fee. We also provide actuarial consulting services to clients.

## **Item 5 - Fees and Compensation**

### **Hedging and Asset Allocation Advisory Services – Institutional Clients**

As compensation for our hedging and asset allocation advisory services for institutional clients, we may charge for services in one of three ways:

- (a) An hourly rate for professionals and other employees assigned to a project based upon the nature and scope of the services, and the expertise of the persons assigned. Fees are consistent with FRM's current hourly rates, which range from USD\$175 - \$700 per hour and are assigned to each staff member based on his or her professional qualifications and experience, and disclosed to the client in advance.
- (b) A percentage of assets under FRM's management. The asset-based fee will be calculated on a schedule; an example fee is 45 basis points of the first USD\$100 million, 40 basis points of the next \$100 million, and 35 basis points of the next \$300 million. Fees are negotiated with the client in advance.
- (c) A fixed fee for periodic services, where the fee approximates the cumulative expected hourly rate for each FRM employee for the expected time spent. Fixed fees are negotiated with the client in advance.
- (d) Fees for indices we publish periodically and provide to clients for a subscription fee.

Either we or a client may terminate an advisory contract at any time by giving the other party advance written notice. Although we do not solicit or require prepayment of fees from our clients, any fees paid in advance will be prorated to the date of termination and any unearned portion thereof will be returned to the client.

We bill institutional clients for fees incurred. As we do not hold custody of client assets, we do not deduct fees from client assets. Institutional clients are billed in arrears, typically monthly or quarterly.

You may incur fees in addition to ours, such as custodian fees or mutual fund expenses (such as where FRM is the sub-adviser to the fund, and the fund's primary adviser is also paid a fee). You will also incur brokerage and other transactions costs; these are discussed in more detail in Item 12 of this Brochure.

Where requested, we will provide you with an estimate of the cost of a particular service. You may terminate our services on any assignment at any time with prior written notice according to the terms of our investment services agreement.

We do not accept compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds.

We may at times impose a minimum advisory fee in order to cover the costs of our investment advisory services. The minimum size is specific to each type of service and dependent on a variety of factors, economies of scale and the cost of third party services needed to render FRM's advisory services. All such fee arrangements are disclosed to you and subject to negotiation. We may aggregate accounts to meet minimum account sizes; whether we aggregate accounts will be determined on a project-by-project basis and, again, is disclosed to the client and subject to negotiation.

### **Hedging Advisory, Sub-Advisory and Consulting Services – Funds and Separately Managed Account Programs**

Our fee for hedging advisory and sub-advisory services for funds and separately managed account programs is based on a percentage of assets under management on a schedule. Fees are negotiable with the client or primary adviser, as applicable. Each client has the opportunity to review the advisory agreement with us, or the sub-advisory agreement with the primary adviser prior, to selecting our hedging services for their account or choosing to invest in the fund for which we provide hedging advisory services.

We or the client may terminate an advisory contract at any time by giving the other party advance written notice. We or the primary adviser may terminate a sub-advisory contract at any time by giving the other party advance written notice. Although we do not solicit or require prepayment of fees from our clients, any fees paid to the client or primary adviser in advance will be prorated to the date of termination and any unearned portion thereof will be returned to the client or primary adviser. A primary adviser may in turn return such fees to the client on a prorated basis depending on the terms of the advisory contract with the primary adviser.

As we do not hold custody of client assets, we do not deduct fees from client assets. For fund sub-advisory services, billing clients is the responsibility of the primary adviser. SMA clients will be billed by the primary adviser according to the terms of their advisory agreement with the primary adviser and our sub-advisory agreement with the primary adviser or the platform sponsor, as applicable.

Investors may incur fees in addition to ours, such as custodian fees or ETF or mutual fund expenses. Investors will incur brokerage and other transactions costs; these are discussed in more detail in Item 12 of this Brochure.

Where requested, we will provide clients, primary advisers or platform sponsors with an estimate of the cost of a particular service. Clients, primary advisers or platform sponsors may terminate our services on any assignment at any time with prior written notice; individual clients of a primary adviser or platform sponsor may terminate our services at any time with notice to the primary adviser or platform sponsor. The final fee charged to the primary adviser, platform sponsor, or individual client will be prorated on the basis of services performed to date of termination of primary adviser, platform sponsor, or individual client status, or according to the terms of the respective sub-advisory agreement.

We do not accept compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds.

We may at times impose a minimum advisory fee in order to cover the costs of our investment advisory or sub-advisory services. The minimum size is specific to each type of service and dependent on a variety of factors, economies of scale and the cost of third party services needed to render FRM's advisory services. All such fee arrangements are disclosed to the client, primary adviser, or platform sponsor, as applicable, and subject to negotiation. We may aggregate accounts to meet minimum account sizes; whether we aggregate accounts will be determined on a project-by-project basis and, again, is disclosed to the client, primary adviser, or platform sponsor and subject to negotiation.

For our advisory and sub-advisory services in which we employ ETFs, our fees are separate and distinct from fees and expenses charged by ETFs to their shareholders. The fees of each of the ETFs can be found in each of the ETF's prospectuses. In addition, ETF fees will generally include management fees and other fund expenses and may include distribution fees. Clients may also pay an initial or deferred sales charge. Clients should review any ETF's prospectus carefully. Clients can invest in ETFs directly on their own, without the use of our advisory or sub-advisory services.

As described above, we act as adviser or sub-adviser to mutual funds and funds offered through CITs. We receive a fee for being an adviser or sub-adviser to such funds; we do not receive a fee other than this internal fund advisory or sub-advisory fee. Advisory clients of our firm who also invest in the above noted funds will pay only those fees charged to investors by the funds, i.e., the value of the client's investment in the funds is excluded from our advisory or sub-advisory management fee calculation.

### **ERISA Accounts**

FRM may be deemed to be a fiduciary to advisory clients that are employee benefit plans or individual retirement accounts ("IRAs") pursuant to the Employee Retirement Income and Securities Act ("ERISA"). As such, we are subject to specific duties and obligations under ERISA and the Internal Revenue Code that include among other things, restrictions concerning certain forms of compensation. To avoid engaging in prohibited transactions, we may only charge fees for investment advice about products for which our firm and/or our related persons do not receive any commissions or 12b-1 fees.

## **Item 6 - Performance-Based Fees and Side-By-Side Management**

Neither FRM nor any of our supervised persons accept performance-based fees - that is, fees based on a share of capital gains on or capital appreciation of the assets of a client.

## **Item 7 - Types of Clients**

### **Hedging and Asset Allocation Services – Institutional Clients**

Our hedging and asset allocation advisory services are provided to life insurers, pensions, endowments, banks, fund managers, reinsurers and trusts. We may at times impose a minimum advisory fee in order to cover the costs of our investment advisory services. The minimum size is specific to each type of service and dependent on a variety of factors, economies of scale and the cost of third party services needed to render FRM's advisory services. All such fee arrangements are disclosed to clients in advance and subject to negotiation. We may aggregate accounts to meet minimum account sizes; whether we aggregate accounts will be determined on a project-by-project basis and, again, is disclosed to the client and subject to negotiation.

### **Hedging Advisory, Sub-Advisory and Consulting Services – Funds**

Our hedging advisory services for funds consist of advisory or sub-advisory services provided to mutual funds and funds offered through bank CITs, or consulting services to investment advisers to funds. In the case of advisory services, we are responsible for both the selection of underlying investments for the fund and for selecting the particular mix of futures, ETFs or other exchange-traded hedge assets for the funds required to carry out the hedge overlay strategy selected for the fund. In the case of sub-advisory services, the primary adviser to the fund is responsible for the selection of underlying investments for the fund, and we are responsible for selecting the particular mix of futures, ETFs or other exchange-traded hedge assets for the funds required to carry out the hedge overlay strategy selected for the fund. In the case of consulting services, we provide advice on the investment adviser's operation of their own hedge strategy. We may at times impose a minimum advisory fee in order to cover the costs of our investment advisory services. The minimum size is dependent on a variety of factors, economies of scale and the cost of third party services needed to render FRM's advisory services. All such fee arrangements are disclosed to the fund's primary adviser and subject to negotiation and approval of the board of directors of the fund. We may aggregate accounts to meet minimum account sizes; whether we aggregate accounts will be determined on a project-by-project basis and, again, is disclosed to the fund's primary adviser and subject to negotiation.

### **Hedging Sub-Advisory Services – Separately Managed Account Programs**

Our hedging advisory services for SMAs consist of sub-advisory services provided to SMA providers, or primary advisers, who offer individual investors access to such services through the SMA provider's platform. The client's own investment manager is responsible for the selection of underlying assets for the client's account. We are responsible for selecting the particular mix of futures, ETFs or other exchange-traded hedge assets required to carry out the hedge strategy selected for the client. We may at times impose a minimum advisory fee in order to cover the costs of our investment advisory services. The minimum size is specific to each type of service and dependent on a variety of factors, economies of scale and the cost of third party services needed to render FRM's advisory services. All such fee arrangements are disclosed to client through the primary adviser or platform sponsor and subject to negotiation with the primary adviser or platform sponsor. We may aggregate accounts to meet minimum account sizes; whether we aggregate accounts will be determined on a project-by-project basis and, again, is disclosed to the client and subject to negotiation.

### **Item 8 - Methods of Analysis, Investment Strategies and Risk of Loss**

Our investment strategies used involve the application of hedging and investment techniques to manage the impact of market declines. This results in the purchase or sale of futures, forwards, swaps, options, and ETFs. The underlying market factors or securities in the instruments include equity or fixed income indices, bonds, interest rates, currencies and volatility measures.

The risks of our strategies include, but are not limited to:

- Model risk. Our models may not accurately represent risk and projected performance, in which case our performance may deviate from expectations.
- Basis deviations. There may be deviations between the instruments we use and the risk factors they are meant to manage, introducing basis risk.
- Gap risk. Large discontinuous jumps in the market may cause our strategies to underperform.
- Credit risk. The hedging strategies we employ can introduce counterparty credit risk, even though we attempt to mitigate it through the use of collateral and clearing mechanisms.
- Leverage. Our strategies employ leverage to utilize capital efficiently. While losses should in no circumstance exceed the value of the hedged position, they may be large relative to capital employed.

Investment returns are not guaranteed and past performance is no guarantee of future performance. There is always a material chance that you may lose money on your investments.

### **Item 9 - Disciplinary Information**

Registered investment advisors are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of FRM or Milliman or the integrity of our management.

We have not experienced any material legal or disciplinary events.

### **Item 10 - Other Financial Industry Activities and Affiliations**

FRM is registered as a commodity trading adviser ("CTA") with the Commodity Futures Trading Commission ("CFTC"); one of FRM's management persons is registered as an associated person of the CTA.

FRM provides investment advisory services to certain CITs and mutual funds that are sold to the retirement plan market. Another group within Milliman – the RPS practice - provides actuarial and administrative services to retirement plan sponsors, including public and private defined benefit and defined contribution plans. Some of these clients also engage FRM for investment advisory services. To avoid engaging in prohibited transactions, the value of clients' investment in these trusts or funds may be excluded from any FRM portfolio management fee. You can find more information about Milliman's additional services at [www.milliman.com](http://www.milliman.com) and through RPS' Form ADV Part 2A filed at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



On June 30, 2011, Milliman completed the sale of most of the business of Evaluation Associates, Inc. ("EAI"), its wholly-owned subsidiary, to Mercer Investment Consulting, Inc. ("Mercer"). In a related transaction Callan Associates assumed EAI's U.S. public defined benefit client segment. As part of the sale, all of EAI's investment advisory client contracts have been assigned to Mercer with clients' consent. EAI filed a Form ADV-W after the transaction's close to withdraw its registration with the SEC as an investment adviser. The investment advisory business of Milliman and FRM will be unaffected. You can find more information about Evaluation Associates LLC through its Forms ADV filed at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

In October 2011, Milliman's Financial Risk Management division was reorganized into a wholly-owned subsidiary of Milliman – Milliman Financial Risk Management LLC. FRM has submitted an application for registration with the SEC as an investment adviser as of the date of this Firm Brochure.

### **Item 11 - Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Milliman's code of ethics for its investment advisers contains guidance on standards of business conduct, personal securities transactions, reporting violations and education of advisers about the code. All FRM Access and Supervised Persons, as defined in SEC regulations, are required to provide written acknowledgement that they have received, read and understand the code, and to review the code annually. A copy of Milliman's code of ethics for investment advisers is available to clients or prospective clients upon request.

Our investment advisory activities may include recommendations to purchase or sell particular types or categories of securities or investment products. It may also involve rendering advice with respect to particular securities or investment products. Concurrently with this advice, our investment consultants may, with certain restrictions, generally purchase, sell or hold investments within these categories or within these particular securities or investment products as most are publicly traded. All FRM Access Persons, as defined in SEC regulations, are required to provide quarterly reports regarding any purchases or sales of reportable securities. These reports are reviewed by our compliance team.

Our employees may hold shares in registered investment funds they recommend to clients; such interest is based solely on the employee's own personal portfolio holdings.

### **Item 12 - Brokerage Practices**

**Over-the-counter transactions.** In the case of over-the-counter ("OTC") transactions, at the beginning of a client's program with FRM, a list of eligible counterparties will be developed. In general, these counterparties will be dealers with whom a client has ISDA agreements, or plans to complete ISDA agreements. For each OTC trade, FRM solicits quotes from several dealers on the list. FRM applies principles of best execution, discussed below, in choosing the dealer with which to transact for each individual OTC transaction for the client. Institutional clients and primary advisors are provided records of all competitive quotes received.

As we conduct most of our trading of OTC derivative instruments via competitive auction for the instrument alone, the costs associated with those trades are included in the price (i.e., markups or markdowns) and we do not incur commission for such trades, including commissions often associated with the receipt of research or brokerage services, typically referred to as soft dollar commissions. We may occasionally choose to forego a competitive auction, such as a particularly large trade that might move the market, but these situations are discussed individually with each client as they arise. We may receive market research and information on market flows; although this is common across all dealers and not tied to transactions, we may have an incentive to select or recommend that broker-dealer based upon FRM's interest in receiving research or information, in lieu of seeking more favorable prices. Even so, we will abide by the principle of best execution as further described below.

**Futures Transactions.** In the case of exchange-traded futures transactions, at the beginning of the client's program with FRM, we work together to select a futures broker, from among many candidates, with whom FRM will place trades. The client and FRM jointly evaluate commission rates that will apply to all future transactions and consider principles of best execution, discussed below, in negotiating the brokers' rates and in choosing which broker to

ultimately engage for the client's futures transactions. Institutional clients and primary advisors will typically evaluate pricing schedules from multiple brokers. The broker's rates and best execution performance are periodically re-evaluated by FRM and our clients.

**Research and other Benefits.** As we typically conduct our OTC trades via competitive auction for the instrument alone and commission rates on futures are fixed at program inception with client participation, we do not pay excess commission charges associated with soft dollars.

FRM may receive research on the economy, derivative instruments, flows and conditions from many broker/dealers. This information is commonly distributed by many broker/dealers to many market participants, is not associated with particular transactions, and does not obligate us to trade with any particular dealer. However, as mentioned, FRM may have an incentive to select or recommend that broker-dealer based upon its interest in receiving research or information, in lieu of seeking more favorable prices. Even so, FRM will abide by the principle of best execution as further described below.

**Best Execution.** In the case of OTC transactions we will conduct an auction between broker/dealers from the client-approved list of eligible counterparties and award the trade on the basis of best execution. In practice, best execution is typically most effective execution, but may deviate as a consequence of concerns about credit or collateral requirements under the circumstances. If a broker/dealer's support or responsiveness were to become unacceptable, this would also be considered along with price in awarding a transaction. In the case of futures transactions, as in OTC transactions, the client makes the ultimate choice on which broker/dealers will be eligible. In the case of futures, it is typical at the inception of the program to designate a single broker to be responsible for clearing and execution of all trades since every broker is a conduit to the same exchange inventory and prices, which may be considered "directed brokerage", discussed below. Best execution is considered in identifying the futures broker at the inception of each program and includes an overall evaluation of price competitiveness, back office support, responsiveness, credit risk, reporting, research and other value-added services of the broker. Occasionally, a client will ask us to favor a dealer for credit or other reasons and we will act according to their wishes, but we never do this unless directed by a client. We disclose pricing levels received on executed transactions to our clients so they receive transparent information on any deviations from best price.

**Directed Brokerage.** We are sometimes requested by a client to use a specific broker/dealer irrespective of price, or as a means of paying for additional services. In those circumstances, a client may request that we favor a particular broker/dealer within the boundaries of best execution in return for some other service or value that the broker/dealer has provided to the client. The acceptable price deviation is defined for us by the client, who specifies a maximum deviation from best price that they are willing to accept. This caps the price that is paid over for the ancillary services provided beyond the transaction and allows the entire activity to be considered in the context of best execution. As in all transactions, we provide full transparency on all quotes we receive.

When our clients direct us to use a particular broker or dealer for all or a portion of the trades executed in the client's account, with respect to those trades effected by such direction, Milliman (i) will not have authority to negotiate commissions among various broker dealers on a trade-by-trade basis; (ii) will not necessarily be able to obtain volume discounts; and (iii) may not achieve best execution. In addition, a disparity in commission charges may exist between the commissions charged to our client for such trades and those charged to other of our clients.

We may recommend that current institutional clients participate in services or programs offered by third parties with which we have a relationship, including the provision of sub-advisory services. In such cases we disclose to the current institutional client the arrangement between us and the third party, and that we receive an economic benefit when recommending such programs by our receipt of a sub-advisory fee.

We do not currently recommend or select other investment advisers for clients for which we receive compensation directly or indirectly.

We may receive client referrals from brokers. We do not compensate brokers for such referrals and we disclose this existence of this relationship to the prospective client.

## **Item 13 - Review of Accounts**

### **Hedging and Asset Allocation Advisory Services – Institutional Clients**

A hedge strategy is put in place via an investment services agreement for the life of the hedged liability, or the life of the contract if shorter. A client has the ability to provide a revised directive at any time. Performance against the strategy is typically reviewed weekly by our Principals and/or Managing Directors and monthly by our Investment Committee.

Client reports associated with hedging and asset allocation advisory services are typically prepared on a weekly basis. Clients periodically receive reports showing the impact of actual market movements on client assets and liabilities.

Institutional clients also receive performance reports in electronic form, typically in Excel format.

### **Hedging Advisory, Sub-Advisory and Consulting Services – Funds**

A hedge strategy is put in place according to the terms of an investment services agreement with the client or primary adviser, as applicable. The client or primary adviser has the ability to provide a revised directive at any time. Performance against the strategy is typically reviewed weekly by our Principals and/or Managing Directors and monthly by our Investment Committee.

Reports for the primary adviser to the fund are prepared periodically according to the terms of our agreement with the primary adviser. These reports are delivered in electronic form, typically in Excel format. Individual clients who are investors in the fund receive periodic reports from the fund according to the terms of the fund's disclosure documents.

### **Hedging Sub-Advisory Services - Separately Managed Account Programs**

A hedge strategy is put in place according to the terms of an investment services agreement with the primary adviser. The primary adviser has the ability to provide a revised directive at any time. Performance against the strategy is typically monitored daily and reviewed weekly by our Principals and Managing Directors and monthly by our Investment Committee.

Reports for the primary adviser are prepared periodically according to the terms of our agreement with the primary adviser. These reports are delivered in electronic form, typically in Excel format. Individual clients receive periodic reports from their primary adviser showing the impact of actual market movements on client assets and liabilities according to the terms of the client's investment advisory agreement with their primary adviser.

## **Item 14 - Client Referrals and Other Compensation**

We do not take referral fees or receive sales awards or other similar incentives for providing investment advisory services to our clients. We are occasionally invited to social events with a broker/dealer. These activities are recorded in a travel and entertainment log which is reviewed by our Principals and/or compliance staff.

Certain employees of FRM are compensated in part for their marketing activities which result in successful client referrals to the FRM practice.

Milliman's RPS practice group has an agreement in place for Northwestern Mutual Investment Services, LLC to refer prospective clients that are seeking investment advice to Milliman's RPS practice group. A separate disclosure document is provided to such clients.

In the past, Milliman's RPS practice group had a referral arrangement in place with the New York Bankers Association to provide RPS advisory services to its member banks. This arrangement is no longer in place for new client referrals.

## **Item 15 - Custody**

We do not accept or keep custody of client funds or securities.

## **Item 16 - Investment Discretion**

At the request of an institutional client, we may exercise investment discretion to choose investment funds, the timing of transactions and make allocation trades. Such discretion is precisely outlined in the investment services agreement for each institutional client and reports that facilitate compliance monitoring are provided to the client each day.

In the case of funds and separately managed accounts for which we provide sub-advisory services, our discretion is outlined in the sub-advisory agreement with the primary adviser and may be reviewed by the individual client prior to selecting our services or participating in the primary adviser’s program.

In the case of funds and separately managed accounts for which we provide primary advisory services, our discretion is outlined in the advisory agreement with the client and may be reviewed by the client prior to selecting our services.

## **Item 17 - Voting Client Securities**

### **Hedging and Asset Allocation Advisory Services – Institutional Clients**

As a matter of firm policy and practice, we do not provide discretionary voting proxy services for institutional clients for which we provide hedging services. Institutional clients retain the responsibility for receiving and voting proxies for any and all securities maintained in their portfolio, or may outsource to firms who provide these services.

### **Hedging Advisory, Sub-Advisory and Consulting Services – Funds and Separately Managed Account Programs**

We do not provide discretionary voting proxy services for mutual funds and CITs for which we provide hedging sub-advisory services. Typically each fund’s or CIT’s primary adviser retains responsibility for receiving and voting proxies for securities maintained in clients’ portfolios.

We serve as primary investment adviser to an investment company under the Northern Lights Fund Trust. This fund invests in other investment companies that are not affiliated (“Underlying Funds”) and is required by the Investment Company Act of 1940, as amended (the “1940 Act”) Act to handle proxies received from Underlying Funds in a certain manner. It is the policy of Milliman to vote all proxies received from the Underlying Funds in the same proportion that all shares of the Underlying Funds are voted, or in accordance with instructions received from fund shareholders, pursuant to Section 12(d)(1)(F) of the 1940 Act. After properly voted, the proxy materials are placed in a file maintained by the Chief Compliance Officer for future reference.

We do not provide discretionary voting proxy services for clients of separately managed account programs for which we provide sub-advisory services; the primary adviser retains responsibility for receiving and voting proxies for any and all securities maintained in clients’ portfolios.

## **Item 18 - Financial Information**

Client fees are generally invoiced in arrears; we do not require or solicit prepayment and we do not accept more than \$1,200 paid six months or more in advance.

Neither Milliman nor FRM has been the subject of any bankruptcy petition at any time in their history, and there is no current financial condition that is reasonably likely to impair Milliman’s or FRM’s ability to meet contractual commitments to clients.