

FIRM BROCHURE
(Part 2A of Form ADV)

Manulife Asset Management (US) LLC
101 Huntington Avenue
Boston, MA 02199
617-375-1500
www.manulifeam.com

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This brochure provides information about the qualifications and business practices of Manulife Asset Management (US) LLC. If you have any questions about the contents of this brochure, please contact us at the number above. 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. Registration with the SEC does not imply a certain level of skill or training.

Additional information about Manulife Asset Management (US) LLC also is available on the SEC’s website at www.adviserinfo.sec.gov.

Item 2. Material Changes

We have no material changes to report.

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Item 4. Advisory Business

Overview

Manulife Asset Management (US) LLC (“We” or “Manulife AM (US)”) provides investment management services to a variety of institutional and private clients. Along with its headquarters in Boston, MA, Manulife AM (US) maintains offices in Berwyn, PA and Milwaukee, WI. Each office provides investment management services in a variety of different wrap programs and platforms, as well as sub-advisory investment management services to certain affiliated U.S. registered mutual funds.

Manulife AM (US) was organized in 1968 and is an indirectly, wholly-owned subsidiary of Manulife Financial Corporation (“Manulife Financial”), a publicly held, Canadian-based company listed on the Toronto Stock Exchange, New York Stock Exchange, Hong Kong Stock Exchange, and the Philippine Stock Exchange. We have been registered as an investment adviser with the SEC since 1992, and we are affiliated with several SEC-registered and non-SEC registered investment advisers, located both in the U.S. and outside the U.S. (each of which is also a subsidiary or affiliate of Manulife Financial).

Manulife AM (US) and certain of our affiliated registered investment adviser firms may provide investment management services, or may market such services, to affiliated clients under the brand name “John Hancock Asset Management.” We also may further describe John Hancock Asset Management as a division of Manulife Asset Management (US) LLC. These are brand names only, not entities separate from Manulife AM (US).

We and our affiliates provide comprehensive asset management services for institutional investors, retirement and investment funds, and individuals, in key markets around the world. This investment expertise extends across a full range of asset classes including equity, fixed income and alternative investments such as oil and gas, real estate, timber and farmland, as well as asset allocation strategies.

Participation in Managed Account Programs

Manulife AM (US) provides, through The John Hancock Private Client Group, investment advisory services to managed account programs (“Managed Accounts”) predominately organized by unaffiliated investment advisers and broker-dealers (“Program Sponsors”, collectively, Managed Accounts and Program Sponsors are “Managed Account Programs”).

The portfolios under Managed Account Programs have a mix of investment objectives and may invest in, or create exposure to, a wide variety of financial instruments in different asset classes, including listed and unlisted equity and fixed income securities, fixed income instruments, derivatives and structured products, futures and options.

We participate in a variety of different Managed Account Programs and provide various levels of investment advisory services pursuant to the specific contractual terms of each respective Managed Account Program. Generally, the types of services range between managing

directly each Managed Account Program portfolio on a full discretionary basis and providing a model portfolio and periodic updates to the model to the Program Sponsors. In addition, in programs in which Manulife AM (US) provides direct non-discretionary investment management services to a Managed Account Program client, such Managed Accounts are subject to instructions of each client, which can range from instructions to execute all trades with the Program Sponsor to specific securities portfolio restrictions.

In general, Manulife AM (US) participates in three main types of Managed Account Programs: 1) wrap fee; 2) direct managed; and 3) model only.

Wrap Fee

In a majority of the Managed Account Programs in which we participate, a client pays a single, all inclusive fee to the Program Sponsor, covering all services provided, including investment management, brokerage commission, custodial services, record-keeping and reporting. Such Managed Account Programs are commonly referred to as a “wrap fee program.” In wrap fee programs, the Program Sponsor recommends Manulife AM (US) as investment adviser to a client of the program, the Program Sponsor pays the management fees on behalf of the client, executes the client’s portfolio transactions without commission charges, and monitors the investment performance of the client’s portfolio.

The wrap fee Program Sponsors and the wrap fee program clients primarily are responsible for ensuring that the services provided by the program and Manulife AM (US) as investment adviser are suitable for the client. In most cases, Manulife AM (US) relies on the wrap fee program sponsor for the overall determination of suitability of a client’s investments in selecting us for managing the client’s assets as Manulife AM (US) does not know whether it is managing only a portion or all of the client’s assets available for investment and also does not know the complete financial situation of the client.

Direct Managed

In a direct managed program, Manulife AM (US) serves as a sub-adviser to another investment manager, generally the Program Sponsor of the program. In these programs, the client pays separately for the services provided, including a separate fee for investment management, custody and brokerage commission. Such fees, including the sub-advisory fee paid to us, are generally negotiated between the client and the Program Sponsor.

Model Only

Manulife AM (US) participates in “model only” programs. In these programs, we provide an “investment model” to the Program Sponsor or to another designated third party. For these programs, our primary responsibility is to create a non-client specific, representative model portfolio based on a specified investment strategy and communicate periodic model changes to the Program Sponsor or designated third party. At their discretion, the Program Sponsors or designated third parties decide whether to effect those model changes. Manulife AM (US) therefore does not maintain nor have any specific client portfolio information for any of the

underlying accounts in these programs. The Program Sponsors of model-only programs solely are responsible for determining the suitability of the strategy and investments for each client participating in these programs. All management and support of underlying client accounts is the sole responsibility of the Program Sponsor or designated third party.

Services Provided

As noted, we participate in different types of Managed Account Programs and our services, required minimum account size, as well as the investment advisory fee vary depending on the type of programs. This also means that we do not provide the same level of client relationship services, which can vary among the types of the programs as well as among the different programs of the same type.

As an example, depending on the requirements of the respective Managed Account Programs, we may prepare and deliver to the wrap fee program sponsor a quarterly letter for wrap fee program clients summarizing, among other things, investment strategies and activities for the quarter. For some programs, we may also provide a regular statement of trading activity.

Managed Account Program clients should note that the level of services provided by us depends greatly upon the program, the specific client advisory arrangement or both negotiated between the Program Sponsor and the client. Thus, Managed Account Program clients should familiarize themselves with all account documentation provided by the Program Sponsor with regard to the specific details and requirements of the program.

Trading

In wrap fee programs, a client should understand that brokerage commissions are not negotiated by Manulife AM (US). Transactions are effected “net” of commissions and a portion of the wrap fee is considered in lieu of commissions. Trades generally will be executed only with the Program Sponsors to avoid incurring the incremental brokerage costs from using other broker/dealers. Therefore, Manulife AM (US) may not be free to seek best price and execution by placing transactions with other brokers or dealers. Broker/dealer sponsors of wrap fee agreements generally can offer best price for transactions in listed equity securities. With respect to transactions in other types of securities, no similar assurance can be given. Clients should consider whether, depending on the level of the wrap fee, the amount of portfolio activity, and the value attributed to monitoring, custodian and any other services provided, the wrap fee would exceed the aggregate cost of such services if they were separately provided and Manulife AM (US) were free to choose the broker/dealers to execute portfolio transactions.

For some Managed Account Programs, clients may direct us to execute their transactions using a particular broker-dealer. Clients that decide to direct where their brokerage is placed by us, should consider: (i) our brokerage placement practices; (ii) that they may pay higher commissions on some transactions than might be attainable by us, or may receive less favorable execution of some transactions, or both; (iii) they may forego any benefit from savings on execution costs that we could obtain for our clients through negotiating volume discounts on batched transactions; (iv) they may not be able to participate in an allocation of a new issue if

that new issue is provided by another broker; (v) they may restrict us from receiving research-related products and services available from other brokers; (vi) we may not begin to execute client securities transactions with broker-dealers which have been directed by clients until all non-directed brokerage orders are completed; and (vii) they may not generate returns equal to clients which do not direct brokerage.

Managed Account Program- Sequencing Placement of Orders

We endeavor to treat all Managed Account Program accounts fairly and equitably in communicating orders to sponsors in accordance with client-directed trading instructions or in executing client orders in accordance with the requirements of the particular Managed Account Programs.

In view of the different types of investment advisory services and clients' instructions, we have established a policy and related procedures that we believe are reasonably designed to address the potential conflicts arising from sequencing of order placements and execution among Managed Accounts and other client portfolios in similarly managed strategies. Our general practice is to communicate investment decisions to all affected clients at or about the same time. This entails a rotational method of releasing orders to the sponsoring or other executing brokers consistent with our fiduciary duties. For Managed Account Programs whereby we are solely responsible for providing a model portfolio and model updates, we will also seek to communicate the model and updates to the Program Sponsors as efficiently as possible but it will be after the completion of the operational process of communicating the orders to the Managed Program Sponsors subject to clients' instructions of directed trading.

Discretionary Authority and Assets Under Management

Clients retain Manulife AM (US) on both a discretionary and nondiscretionary basis. When we are retained on a discretionary basis, we have authority to supervise and direct the investments of and for the client's account without prior consultation with the client. Pursuant to this discretionary authority, we determine which securities are bought and sold for the account, the total amount of the purchases and sales, the brokers or dealers through which transactions are executed and the commission rates paid to effect the transactions, as applicable. The client may restrict or prohibit transactions in certain types of securities or direct that transactions be effected through specific brokers or dealers.

A few clients retain us on a non-discretionary basis, requiring that portfolio transactions be discussed in advance and executed at the client's direction.

As of December 31, 2010, we managed \$ 45,339,631,995 on a discretionary basis and \$332,823,563 on a non-discretionary basis.

Item 5. Fees and Compensation

Fees

Subject to applicable laws and regulations, Manulife AM (US) retains complete discretion over the fees charged to clients, as well as any changes to those fees. Fees generally are non-negotiable; however, non-standard fees may be negotiated or modified in light of a client's special circumstances, asset levels, service requirement, or other factors, in our sole discretion. We may agree to offer certain clients a fee schedule that is lower than that of other comparable clients in the same investment strategy. We may also choose to waive all or a portion of our negotiated fee for a given period. Finally, we may enter into a commitment with certain clients to provide services at the lowest fee available for a particular investment strategy, and this fee may be lower than that paid by other comparably situated clients.

Our basic fee schedule (below) is categorized by our investment strategies. Advisory fees, as a percentage of assets under management at the annual rates shown, generally are applied to the aggregate market value of all assets in the client's account as of the last business day of each month or quarter, or on average assets for a period as requested by the client.

A Equity Strategy Fees (as a percentage of assets under management)

Large Cap Equity		
First \$50M	Next \$50M	Over \$100M
0.55%	0.45%	0.35%

Small Cap Opportunity		
First \$50M	Over \$50M	
0.90%	0.75%	

Global Opportunities		
First \$50M	Next \$50M	Over \$100M
0.75%	0.65%	0.45%

Balanced		
First \$25M	Next \$75M	Over \$100M
0.50%	0.40%	0.30%

Global Natural Resources		
First \$50M	Next \$50M	Over \$100M
0.75%	0.65%	0.45%

Global Real Estate		
First \$50M	Next \$50M	Over \$100M
0.70%	0.55%	0.50%

Small Cap Growth		
First \$50M	Over \$50M	
0.90%	0.75%	

Mid Cap Growth		
First \$50M	Next \$50M	Over \$100M
0.70%	0.60%	0.50%

US Large Cap Core US Large Cap Value		
First \$25M	Next \$50M	Over \$75M
0.60%	0.50%	0.40%

International Value		
First \$50M	Next \$50M	Over \$100M
0.70%	0.50%	0.45%

International Value ADR Global Dividend Value Large Cap Value Relative Value Small Cap Value				
First \$1M	Next \$2M	Next \$2M	Next \$5M	Over \$10M
1.0%	0.80%	0.70%	0.50%	0.04%

Bank Opportunities				
First \$10M	Next \$15M	Next \$25M	Next \$50M	Over \$100m
0.90%	0.80%	0.75%	0.70%	0.60%

Financial Industries				
First \$10M	Next \$15M	Next \$25M	Next \$50M	Over \$100m
0.90%	0.80%	0.75%	0.70%	0.60%

Concentrated Opportunity				
First \$1M	Next \$2M	Next \$2M	Next \$5M	Over \$10M
1.00%	0.80%	0.70%	0.50%	0.40%

Large Cap Core Dividend				
First \$10M	Next \$15M	Next \$25M	Next \$50M	Over \$100M
0.70%	0.55%	0.45%	0.40%	0.35%

Sovereign Dividend Performers		
First \$250K	Next \$250K	Over \$250K
0.75%	0.60%	0.50%

Sovereign Dividend Performers Balanced		
First \$250K	Next \$250K	Over \$250K
0.75%	0.60%	0.50%

B. Preferred Strategies Fees (as a percentage of assets under management)

Preferred Income
0.75% of average daily total managed assets

Tax-Advantaged Dividend Income
0.75% of average daily total managed assets

Premium Dividend Income
0.500% of average daily total managed assets plus 5% of the fund's daily gross income.

C. Fixed Income Strategy Fees (as a percentage of assets under management)

Core Fixed Income		
First \$25M	Next \$50M	Over \$75M
0.30%	0.25%	0.20%

Core Plus Fixed Income		
First \$75M	Next \$75M	Over \$150M
0.30%	0.25%	0.20%

Strategic Fixed Income		
First \$75M	Next \$75M	Over \$150M
0.35%	0.30%	0.25%

Strategic Fixed Income Opportunities		
First \$75M	Next \$75M	Over \$150M
0.40%	0.35%	0.30%

Global Fixed Income		
First \$75M	Next \$75M	Over \$150M
0.35%	0.30%	0.25%

Global Investment Grade		
First \$25M	Next \$50M	Over \$75M
0.35%	0.30%	0.25%

International Fixed Income		
First \$25M	Next \$50M	Over \$75M
0.35%	0.30%	0.25%

High Yield		
First \$50M	Next \$50M	Over \$100M
0.50%	0.45%	0.40%

US TIPS		
First \$100M	Over \$100M	
0.15%	0.10%	

Emerging Market Debt		
First \$50M	Next \$50M	Over \$100M
0.60%	0.50%	0.40%

Long Credit Fixed Income		
First \$50M	Next \$50M	Over \$100M
0.30%	0.25%	0.20%

Floating Rate Income		
First \$25M	Next \$25M	Over \$50M
0.30%	0.25%	0.20%

US Government		
First \$25M	Next \$50M	Over \$50M
0.30%	0.25%	0.20%

US Short-Term Government		
First \$25M	Next \$25M	Over \$75M
0.25%	0.20%	0.15%

Municipal Bonds	
Tax-Free	0.55% of average daily total managed assets
California Tax-Free	0.55% of average daily total managed assets
Massachusetts Tax-Free	0.50% of average daily total managed assets
New York Tax-Free	0.50% of average daily total managed assets
High Yield Municipal	0.56% of average daily total managed assets

Leveraged Companies
0.75% of average daily total managed assets
Ultra Short Bond
0.55% of average daily total managed assets
US Money Market
0.50% of average daily total managed assets

D. Asset Allocation Strategy Fees (as a percentage of assets under management)

Fees for the Asset Allocation Strategy (Strategic Allocation) are .0145%, from which we may allocate a portion of the fee to our affiliate, Manulife Asset Management (North America) Limited.

E. Managed Account Programs Fees

Advisory fees from Managed Account Programs are based on a percentage of total assets in a client account, or are aggregated across all client accounts in a particular program and similar style. All fees are negotiable but typically range from 0.0036% to 0.01% on assets under management. Typically all fees due to Manulife AM (US) are paid directly by the program sponsor on a quarterly basis. However, depending on the type of program or account set up, Manulife AM (US) may invoice a client or custodian directly.

Billing Methods

We may bill clients directly for our advisory fee, or we may deduct the fee from client accounts, depending upon the terms of the Managed Account Program or the client's contract with us. Clients are given the opportunity to state their preference.

Fees are computed and billed either at the close of each calendar month or quarter, in arrears, or quarterly in advance based upon the previous quarter's assets, and as may be agreed to by clients.

Payment for Partial Periods and Fee Refunds

For quarters in which a client's investment management agreement has commenced or terminated, the fee may be prorated. Prepaid fees, if any, will be refunded on a pro-rata basis upon termination of the agreement.

With regard to mutual funds, we or the fund unilaterally may terminate the investment management or sub-advisory agreement after giving written notice (usually 30 days). If the agreement is terminated other than at a month (or other specified period) end, fees and expenses

will be prorated to the termination date of the agreement. Manulife AM (US) in its sole discretion may agree to waive the 30-day notice requirement.

Other Fees and Expenses

In addition to the advisory fees discussed above, clients may incur additional fees related to the services we provide. Clients will incur the fees and expenses charged by the custodian of client assets managed by us, as well as brokerage and other transaction costs associated with securities trades that we order on behalf of the assets in a client's account. Please see Item 12. "Brokerage Practices" in this Brochure for additional information about brokerage and brokerage fees.

Item 6. Performance-Based Fees and Side-by-Side Management

We currently manage one account, a state employee pension account, from which we receive performance-based compensation in addition to a management fee. The performance-based compensation, which has an annual maximum fee, is payable only if we meet or exceed client-established performance thresholds. Certain of our portfolio managers provide advisory services both to the account paying a performance fee, and to accounts paying a traditional management fee.

The potential to receive a performance-based fee may create an incentive for us and our portfolio manager to favor accounts from which we or our portfolio manager receive a performance-based fee. In addition, a performance-based fee, if received, may result in fees paid to us that are greater than normally paid to investment advisers for similar services.

For this pension account, it is managed in a similar manner along with other portfolios with the same investment strategy. We generally expect that the pension account and our other accounts in the same strategy participate in an investment opportunity at the same time and all accounts would participate in an equitable manner. We expect that any such allocation of investment opportunities will be performed on a basis that we believe will be fair and equitable and will use all reasonable efforts to ensure that no participating entity or account receives preferential treatment over any other.

When an investment opportunity is suitable for more than one investment account, the investment opportunity will generally be allocated pro rata among such investment accounts based on cash availability, account restrictions, regulatory requirements and other relevant factors. There can be no assurances that the allocation of investment opportunities will not be of advantage to one client over another.

Item 7. Types of Clients

Manulife AM (US) manages assets for a variety of institutional and other types of clients, including public and private pension funds, mandatory provident funds outside the U.S., financial institutions, investment trusts and high net worth individuals. We also manage registered funds, including UCITS, U.S. and Canadian open- and closed-end mutual funds. We are affiliated with, and serve as investment manager or a sub-adviser to, a number of mutual fund

families that are sponsored by us or our affiliates (“Funds”). We provide investment advisory services to both ERISA and non-ERISA institutional clients.

We also manage advisory accounts of affiliates. This includes separate account, general account, and pension assets for the John Hancock Life Insurance Company, general account assets for Manulife (International) Limited, and certain separate account assets for John Hancock Life Insurance Company of Vermont.

Complete information about the Funds that we manage or sub-advise is disclosed in each Fund’s prospectus and statement of additional information, or the relevant offering documents.

Conditions for Managing Accounts

Minimum account size for institutional investors, other than investment companies, generally ranges from \$10,000,000 to \$50,000,000, depending upon the investment objectives of the account. On occasion, we may modify the minimum investment amounts, in our discretion. Wrap and non-wrap account high net worth individual clients typically have a minimum account size of \$100,000. Wrap fee program minimum account requirements generally depend upon the specific wrap fee program requirements as set by the sponsors.

Item 8. Methods of Analysis, Investment Strategies, and Risk of Loss

Manulife AM (US) provides investment supervisory services utilizing a full range of equity and fixed income investment strategies, as well as asset allocation strategies. Therefore, we use a wide range of research tools and analyses, depending to a large extent on the particular strategy and portfolio manager. Our portfolio managers’ methods include macro and micro fundamental research of companies, industries, sectors, countries, local and global markets. The methods employed also include quantitative securities and investment instrument research which applies security scoring methodology for different factors expected to influence investment performance and risk and establishes a ranking of all securities or instruments in the investment universe. To maximize potential performance for a given level of risk, we may use portfolio construction tools to create optimal portfolios. We may utilize advice or research provided by certain affiliated investment advisers (some of which are not registered under the Advisers Act and are located outside the U.S.) pursuant to sub-advisory agreements, inter-company agreements or other agreements with the affiliates.

We may supplement research with quantitative and fundamental analysis, created primarily by third parties. Primary sources include financial newspapers and magazines, access to industry experts, research materials prepared by others, corporate rating services, annual reports, prospectuses, and filings with the SEC. Our investment personnel may also participate in meetings with company management, customers, suppliers and competitors. Analysts attend industry conferences, academic seminars and trade shows to obtain new perspectives.

We may employ any of the following for sources of information and analysis: consultants, industry and governmental authorities, experts in related fields, management consulting firms, specialists to evaluate technical developments, third party models, analysis and research, and internally generated portfolio management reports and risk metrics. We may

utilize trading ideas generated by brokers or others. Trades may be executed with the broker that generated the idea, subject to best execution.

Investment Risks

The significant methods of analysis, significant strategies, and material risks, for each of our investment strategies are detailed below. With respect to all of our investment strategies, investing in securities involves risk of loss that clients should be prepared to bear. The specific risks associated with each investment strategy discussed below are outlined in the discussion. A more detailed description of each risk can be found in Appendix 1, “Glossary of Investment Risks.”

A. EQUITY STRATEGIES

1. Large Cap Equity

Large Cap Equity is a strategy that focuses on the equity securities of large capitalization (“large cap”) companies. Large cap companies are those companies with a market capitalization as defined by the Russell 1000 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

Our Large Cap Equity investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company’s ability to generate high return on invested capital, margin of safety in the valuation, margin of safety in the business (including the company’s potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders) and company-specific catalyst(s). Assuming that a stock’s fundamentals prove compelling, the current stock price relative to our assessment of the company is continually evaluated in order to find the right entry price based on a risk/reward analysis of the company.

Portfolio construction is driven by the following criteria:

- Potential for high return generation
- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company’s value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

2. Small Cap Opportunities

Small Cap Opportunities is a strategy that focuses on the equity securities of small capitalization ("small cap") companies. Small cap companies are those companies with a market capitalization as defined by the Russell 2000 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

Our Small Cap Opportunities investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company's ability to generate high return on invested capital, margin of safety in the business (including the company's potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders), margin of safety in the valuation and company-specific catalyst(s). Assuming that a stock's fundamentals prove compelling, the current stock price relative to our assessment of the company is continually evaluated in order to find the right entry price based on a risk/reward analysis of the company.

Portfolio construction is driven by following criteria:

- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Potential for high return generation
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company's value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

3. Global Opportunities

Global Opportunities is a strategy that focuses on the equity securities of small, mid and large capitalization companies. The strategy will invest in those companies with a market capitalization as defined by the MSCI All Country World Index. We primarily invest in common stocks of developed markets and most emerging markets.

Principal Investment Strategies

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

Our Global Opportunities investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company's ability to generate high return on invested capital, margin of safety in the business (including the company's potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders), margin of safety in the valuation and company-specific catalyst(s). Assuming that a stock's fundamentals prove compelling, the current stock price relative to our assessment of the company is continually evaluated in order to find the right entry price based on a risk/reward analysis of the company.

Portfolio construction is driven by following criteria:

- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Potential for high return generation
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company's value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, high portfolio turnover risk.

4. Balanced

Balanced is a strategy that focuses on the equity and fixed income securities of large capitalization ("large cap") companies. Large cap companies are those companies with a market capitalization as defined by the Russell 1000 Index. We primarily invest in a diversified mix of U.S. debt and equity securities.

Principal Investment Strategies

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

Our Balanced investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company's ability to generate high return on invested capital, margin of safety in the valuation, margin of safety in the business (including the company's potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders) and company-specific catalyst(s). Assuming that a stock's fundamentals prove compelling, the current stock price relative to our assessment of the company is continually evaluated in order to find the right entry price based on a risk/reward analysis of the company.

Portfolio construction is driven by following criteria:

- Potential for high return generation
- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company's value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Debt securities are used to enhance current income and provide some added stability. Investments in bonds of any maturity are primarily investment grade (rated BBB or above by S&P or Baa or above by Moody's and their unrated equivalents).

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, economic and market events risk, equity securities risk, fixed-income securities risk.

5. Global Natural Resources

Global Natural Resources is a strategy that focuses on securities that have natural resource related businesses. We primarily invest in common stocks of developed markets and most emerging markets.

Principal Investment Strategies

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

Our Global Natural Resources investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company's ability to generate high return on invested capital, margin of safety in the business (including the company's potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders), margin of safety in the valuation and company-specific catalyst(s). Assuming that a stock's fundamentals prove compelling, the current stock price relative to our assessment of the company is continually evaluated in order to find the right entry price based on a risk/reward analysis of the company.

Portfolio construction is driven by following criteria:

- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Potential for high return generation
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company's value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

6. Global Real Estate

Global Real Estate is a strategy that focuses on securities that have real estate related businesses. We primarily invest in common stocks and REITs of developed markets and most emerging markets.

Principal Investment Strategies

Our Global Real Estate investment strategy begins with a fundamental review of a variety of security-specific characteristics, including the company's ability to generate high return on invested capital, margin of safety in the business (including the company's potential to generate high cash flow, management teams that have created value and have incentives that are aligned with shareholders), margin of safety in the valuation and company-specific catalyst(s). We use proprietary screens to help identify attractive companies which appear undervalued. When screening on valuation, we look at a variety of metrics including price to funds from operations, price to book and price to net asset value.

After these initial screens, we conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis on individual holdings using the CAMELS framework to analyze a company's business strategy. Under the CAMELS approach, we evaluate six fundamental areas for each company: Capital strength, Asset quality, and Management, Earnings, Location, and Scenario analysis.

Portfolio construction is driven by following criteria:

- Significant discount to intrinsic value and a margin of safety in the nature of the business
- Potential for high return generation
- Management teams with a demonstrated track record of creating value
- Identified catalysts that will unlock the company's value

Buy decisions are driven by the presence of the above criteria. Based on the price target price we set for each company, we will evaluate its downside risk and conduct a risk/reward analysis, seeking a 3:1 upside versus downside ratio relative to the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

7. Small Cap Growth

Small Cap Growth is a strategy that focuses on the equity securities of small capitalization ("small cap") companies. Small cap companies are those companies with a market capitalization as defined by the Russell 2000 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

The Small Cap Growth investment team starts with identifying investment ideas that are generated from several sources, including proprietary, fundamental research and systematic screens. Our intent is to identify companies with a unique product or service that leads to a durable competitive advantage, combined with management expertise and a strong financial profile. We apply tailored systematic screens that are based on specific and distinct factors most relevant to a particular market segment. The screens assist in identifying undervalued growth opportunities in companies with greater than average potential for earnings momentum and/or returns on capital.

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

We also conduct valuation analysis in order to determine the upside potential and investment risks for each security covered. This valuation analysis centers on comparing current stock prices to the team's current valuation of expected future cash flows of each company. Multiple scenario price targets are established to create a risk/reward spectrum for each security. These steps help us understand implied growth expectations for each security and assist us in making cross-sector comparisons and capital allocation decisions within the portfolio. The result is a comprehensive list of investment opportunities with assigned upside potential and downside risk.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

8. Mid Cap Growth

Mid Cap Growth is a strategy that focuses on the equity securities of mid capitalization ("mid cap") companies. Mid cap companies are those companies with a market capitalization as defined by the Russell Mid Cap Growth Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

The Mid Cap Growth investment team starts with identifying investment ideas that are generated from several sources, including proprietary, fundamental research and systematic screens. Our intent is to identify companies with a unique product or service that leads to a durable competitive advantage, combined with management expertise and a strong financial profile. We apply tailored systematic screens that are based on specific and distinct factors most relevant to a particular market segment. The screens assist in identifying undervalued growth opportunities in companies with greater than average potential for earnings momentum and/or returns on capital.

We conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages.

We also conduct valuation analysis in order to determine the upside potential and investment risks for each security covered. This valuation analysis centers on comparing current stock prices to the team's current valuation of expected future cash flows of each company. Multiple scenario price targets are established to create a risk/reward spectrum for each security. These steps help us understand implied growth expectations for each security and assist us in making cross-sector comparisons and capital allocation decisions within the portfolio. The result is a comprehensive list of investment opportunities with assigned upside potential and downside risk.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

9. U.S. Large Cap Core/US. Large Cap Value

U.S. Large Cap Core and U.S. Large Cap Value are strategies that focus on the equity securities of large capitalization ("large cap") companies. Large cap companies are those companies with a market capitalization as defined by the Russell 1000 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

Our U.S. Large Cap Core and U.S. Large Cap Value investment strategies focus on those companies where their return on invested capital exceeds the weighted average cost of capital and the company has a sustainable competitive advantage. We seek to validate a company's competitive advantage through an in-depth fundamental research process that focuses on key growth drivers and qualitative factors such as competitive positioning, financial strength and evidence of management's ability to create shareholder value.

We conduct securities analysis using a variety of sources, including third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. Our research includes detailed fundamental company models using key assumptions that drive sales, margins and capital deployment.

Once company ideas are identified and in-depth research has been conducted, valuation models are run with four scenarios from best to worst case. This scenario analysis provides a range of fundamental value targets and a sensitivity analysis to understand what the current stock price is embedding for expectations. Investment decisions are a function of finding stocks that possess the qualitative factors as outlined above and are trading at a significant discount to the base case value, offering greater than a 2:1 upside versus downside risk reward versus the current stock price.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

10. International Value Ordinary/International Value ADR

International Value Ordinary and International Value ADR are strategies that focus on the equity securities of large capitalization (“large cap”) companies. Large cap companies are those companies with a market capitalization as defined by the MSCI World ex-US Index. The International Value Ordinary strategy primarily invests in common stocks of non-U.S. companies. The International Value ADR strategy primarily invests in ADRs (American Depositary Receipts) which trade on U.S. exchanges to gain non-U.S. equity exposure.

Principal Investment Strategies

The International Value investment team starts with a proprietary screen that uses 20 unique sector models within each region. The screens rank each stock based on value metrics that are appropriate for each sector such as price to earnings, price to book and price to cash flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 1.5% for the Ordinary strategy and 2% for the ADR strategy. Buy determinations are a function of our level of conviction in the company’s valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector and regional weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment’s failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy’s principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

11. Global Dividend Value

Global Dividend Value is a strategy that focuses on the equity securities of small, mid and large capitalization companies. We primarily invest in common stocks of developed and most emerging market companies.

Principal Investment Strategies

The Global Dividend Value investment team starts with a proprietary screen that uses 20 unique sector models within each region. The screens rank each stock based on value metrics that are appropriate for each sector such as price to earnings, price to book and price to cash flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 3%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector and regional weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

12. Large Cap Value

Large Cap Value is a strategy that focuses on the equity securities of large capitalization ("large cap") companies. Large cap companies are those companies with a market capitalization as defined by the Russell 1000 Index. We primarily invest in common stocks U.S. companies.

Principal Investment Strategies

The Large Cap Value investment team starts with a proprietary screen that uses 20 unique sector models. The screens rank each stock based on value metrics that are appropriate for each

sector such as price to earnings, price to book and price to cash flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 3%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

13. Relative Value

Relative Value is a strategy that focuses on the equity securities of large capitalization ("large cap") companies. Large cap companies are those companies with a market capitalization as defined by the S&P 500 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

The Relative Value investment team starts with a proprietary screen that compares a company's valuation and growth rate to its own historic valuation and that of its industry peers. The screen uses such metrics as price to earnings, price to book, price to cash flow and growth in sales and earnings. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 5%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

14. Small Cap Value

Small Cap Value is a strategy that focuses on the equity securities of small capitalization ("small cap") companies. Small cap companies are those companies with a market capitalization as defined by the Russell 2000 Index. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

The Small Cap Value investment team starts with a proprietary screen that uses 20 unique sector models. The screens rank each stock based on value metrics that are appropriate for each sector such as price to earnings, price to book and price to cash flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 2%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

15. China Centric/Brazil Centric

China Centric and Brazil Centric are strategies that focus on the equity securities of their respective countries China and Brazil and that of companies that have growth opportunities in China and Brazil. We primarily invest in ADRs (American Depositary Receipts) which trade on U.S. exchanges to gain non-U.S. equity exposure.

Principal Investment Strategies

The China Centric and Brazil Centric investment team starts with a proprietary screen that uses 20 unique sector models. The screens rank each stock based on value metrics that are appropriate for each sector such as price to earnings, price to book and price to cash flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 10%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends. The portfolio construction process seeks to minimize structural risk by keeping the sector weights closely aligned with the respective weights in the benchmark.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

16. Financial Industries

Financial Industries is a strategy that focuses on the equity securities of banks, thrifts, finance companies, brokerage and advisory firms, real estate-related firms, insurance companies

and financial holding companies. We primarily invest in common stocks of U.S. and non-U.S. companies.

Principal Investment Strategies

The Financial Industries strategy starts with screens to help identify attractive companies. These screens consider macro, sector and industry factors along with specific valuation metrics such as price-to-book, price-to-tangible book and price-to-earnings.

From these initial screens, we evaluate the most promising stocks through fundamental analysis. This is achieved through a number of ways, including review of company filings, review of third party research and/or meetings with company management. Following this step, we often create earnings models and set price targets. We seek to purchase companies whose valuations are cheap on an absolute or relative basis. Value can be defined by several factors such as price-to-book, price-to-tangible book and price-to-earnings. In general, our position sizes are influenced by our level of conviction on a stock's upside potential to our price target and its liquidity.

Principal Investment Risks

Material risks of this strategy center on our investments' potential failure to meet our performance expectations.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, sector/industry investing risk.

17. Regional Bank

Regional Bank is a strategy that focuses on the equity securities of regional banks and lending companies, including commercial and industrial banks, savings and loan associations and bank holding companies. We primarily invest in common stocks of U.S. companies.

Principal Investment Strategies

The Regional Bank strategy starts with screens to help identify attractive companies which appear undervalued. These screens consider macro and industry factors along with specific valuation metrics such as price-to-book, price-to-tangible book, and price-to-earnings.

From these initial screens, we evaluate the most promising stocks through fundamental analysis. This is achieved through a number of ways, including review of company filings, review of third party research and/or meetings with company management. We use a CAMELS framework as the basis of our fundamental analysis. Under the CAMELS approach, we evaluate six areas for each company: Capital strength, Asset quality, Management, Earnings, Liquidity,

and Sensitivity to market risk. In conjunction with this analysis, we often create earnings models and set price targets. We seek to purchase companies whose valuations are cheap on an absolute or relative basis. In general, our position sizes are influenced by our level of conviction on a stock's potential upside to our price target and its liquidity.

Principal Investment Risks

Material risks of this strategy center on our investments' potential failure to meet our performance expectations.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, sector/industry investing risk.

18. Sovereign Dividend Performers

Dividend Performers is a strategy that focuses primarily on the equity securities of large capitalization ("large cap") companies. To a lesser extent, the strategy also invests in medium capitalization companies. The Dividend Performers strategy invests in those companies with market capitalizations greater than \$2 billion. We invest in common stocks and ADR's of U.S. companies.

Principal Investment Strategies

Dividend Performers focuses exclusively on companies that have increased their dividends each year for the past five years. The team believes that rising dividends is one of the best indicators for identifying high quality, large-cap companies with consistent earnings growth and stability.

The Dividend Performers investment process begins by clearly defining its stock universe. Investment candidates are identified by screening thousands of domestic stocks for companies with at least a five year history of increasing annual dividends. The investment candidate universe is furthered narrowed by market capitalization. Generally the lowest capitalization of a stock at the time of purchase is \$2 billion.

Fundamental, bottom-up analysis is the most important component of the Dividend Performers investment process. The team seeks to identify financially strong companies with effective management teams, solid products and competitive advantages. Company fundamentals such as earnings momentum, return on equity and quality of management are reviewed in order to assess future earnings growth and dividend growth continuance.

Valuation metrics including historical price-to-earnings vs. growth (PEG) ratios, historical price-to-earnings ratios, relative market valuations, price-to-sales and price-to-cash flow ratios, ~re analyzed in order to determine if a stock's valuation is attractive relative to its fundamental earnings prospects, historical trading ranges and industry peers.

The team reviews and discusses each team member's fundamental and valuation analyses to determine the most attractive investment choices and creates a portfolio consisting of between 35 and 45 companies.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

19. Sovereign Dividend Performers Balanced

The equity portion of the Dividend Performers strategy focuses primarily on the equity securities of large capitalization ("large cap") companies. To a lesser extent, the strategy also invests in medium capitalization companies. The Dividend Performers strategy invests in those companies with market capitalizations greater than \$2 billion. We invest in common stocks and ADR's of U.S. companies. The fixed income portion of the Dividend Performers Balanced strategy focuses on U.S. Treasuries/Agencies and investment grade U.S. corporate bonds (rated BBB or above by S&P or Baa or above by Moody's and their unrated equivalents).

Principal Investment Strategies

The Dividend Performers Balanced strategy combines the Dividend Performers equity strategy — investing in companies that have increased their dividends each year over the past five years - with a portfolio of investment-grade fixed income securities. The target asset allocation for the Dividend Performers Balanced strategy is 60% equity and 40% fixed income.

The Dividend Performers investment process begins by clearly defining its stock universe. Investment candidates are identified by screening thousands of domestic stocks for companies with at least a five year history of increasing annual dividends. The investment candidate universe is furthered narrowed by market capitalization: generally, the lowest capitalization of a stock at the time of purchase is \$2 billion.

Fundamental, bottom-up analysis is the most important component of the Dividend Performers investment process. The team seeks to identify financially strong companies with effective management teams, solid products and competitive advantages. Company fundamentals such as earnings momentum, return on equity and quality of management are reviewed in order to assess future earnings growth and dividend growth continuance.

Valuation metrics including historical price-to-earnings vs. growth (PEG) ratios, historical price-to-earnings ratios, relative market valuations, price-to-sales and price-to-cash flow ratios, are analyzed in order to determine if a stock's valuation is attractive relative to its fundamental earnings prospects, historical trading ranges and industry peers. The team reviews

and discusses each team member's fundamental and valuation analyses to determine the most attractive investment choices

Sovereign purchases fixed income securities with short to intermediate term maturities. They attempt to offset price volatility and reduce issuer-related risk by purchasing a combination of U.S. Treasury bonds, Federal Agency Issues, and U.S. corporate bonds.

Looking out 12 to 15 months, the portfolio management team formulates an interest rate and business cycle outlook, by analyzing global macroeconomics (fiscal and monetary policies), interest rate and yield curve forecasts, currency trends, the political environment, as well as current and historical market trading trends. Based on the team's expectations on the direction of interest rates and its potential impact on the shape of the yield curve, the investment team determines the portfolio's optimal positioning relative to our fixed income benchmark, the Barclays Capital Intermediate Government/Credit Index.

Portfolio duration is then adjusted to match anticipated changes in the yield curve and interest rate trends. Their overall portfolio duration will typically be less than that of the overall bond market as they are focused on minimizing price volatility within the portfolio.

The investment team employs a ladder approach in order to increase diversification and extend the average yield, while preserving short to intermediate term volatility expectations. Maturities in the portfolio are then staggered to minimize reinvestment risk.

The Dividend Performers Balanced portfolio consists of between 40 and 50 securities.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, economic and market events risk, equity securities risk, fixed-income securities risk.

20. Large Cap Core Dividend

Large Cap Core Dividend strategy focuses primarily on the equity securities of large capitalization ("large cap") companies. To a lesser extent, the strategy also invests in medium capitalization companies. Large Cap Core Dividend invests in those companies with market capitalizations greater than \$1 billion. We invest in common stocks and ADR's of U.S. companies.

Principal Investment Strategies

The investment team believes that rising dividends is one of the best indicators for identifying high quality, large-cap companies. At least 65% of the strategy's stock investments

are “dividend performers”—companies whose dividend payments have increased steadily for ten years. The balance of the portfolio consists of other high quality large cap companies that have consistent earnings and revenues. All of their stocks undergo a rigorous stock selection process which focuses on financially strong companies led by sound management teams that demonstrate superior earnings growth and stability.

Large Cap Core Dividend investment process begins by clearly defining its stock universe. Investment candidates are identified by screening thousands of domestic stocks with a minimum market capitalization of \$1 billion. Their universe includes those stocks that have raised their dividend for a minimum of ten years, and other high quality large cap stocks with consistent earnings and revenues.

Fundamental, bottom-up analysis is the most important component of Large Cap Core Dividend’s investment process. The team seeks to identify financially strong companies with effective management teams, solid products and competitive advantages. Company fundamentals such as earnings momentum, return on equity and quality of management are reviewed in order to assess future earnings growth and dividend growth continuance.

Valuation metrics including historical price-to-earnings vs. growth (PEG) ratios, historical price-to-earnings ratios, relative market valuations, price-to-sales and price-to-cash flow ratios, are analyzed in order to determine if a stock’s valuation is attractive relative to its fundamental earnings prospects, historical trading ranges and industry peers.

The team reviews and discusses each team member’s fundamental and valuation analyses to determine the most attractive investment choices and creates a portfolio consisting of between 50 and 60 Sovereign Investors companies.

Principal Investment Risks

Material risks of this strategy center on an investment’s failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy’s principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk.

21. Concentrated Opportunity

Concentrated Opportunity is a strategy that focuses on the equity securities of small, mid and large capitalization companies. We primarily invest in common stocks of developed and most emerging market companies.

Principal Investment Strategies

The Concentrated Opportunity investment team starts with a proprietary screen that uses 20 unique sector models within each region. The screens rank each stock based on value metrics that are appropriate for each sector such as price to earnings, price to book and price to cash

flow. Stocks that rank in the top two deciles are considered for further research. Stocks are then checked for operational viability by focusing on companies that have good cash flow, low or no leverage and flat or positive earnings revisions. We then conduct securities analysis using a variety of sources, including proprietary valuation screens, third-party research and public sources such as company filings. We manage these sources so that securities can be analyzed in various ways. Our primary method of analysis is fundamental analysis, which we describe as the ability to assess the health of a company, its competitive positioning, strength of management and its competitive advantages. We specifically look for positive operating trends and a financial and/or structural catalyst.

Once ideas have been identified and researched, initial position sizes will be normally less than 4%. Buy determinations are a function of our level of conviction in the company's valuation relative to its sector, operating cash flow, manageability of leverage and dividends.

Principal Investment Risks

Material risks of this strategy center on an investment's failure to meet our performance expectations, and irrational or speculative market conditions resulting from investor responses to perceptions about market conditions.

The strategy's principal risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, equity securities risk, foreign securities risk.

B. PREFERRED STRATEGIES

1. Premium Dividend Income

The strategy primarily invests in diversified portfolios of various preferred (including convertible preferred), equity and debt securities. The strategy invests in below investment grade and unrated securities as well as fixed rate and adjustable rate securities and securities issued by foreign issuers (corporate and government). The strategy also uses leverage in an attempt to increase the level of income of the strategy. The amount of leverage employed is dependent upon the cost of leverage and the use of leverage may increase the volatility of the strategy.

Principle Investment Strategies

The Preferred Equity Income team uses a multi-step process to identify and research preferred, equity and debt securities for inclusion in the portfolios.

Investment ideas for strategy are generated from within the Preferred Equity Income team. The team maintains extensive credit files on companies based on meetings and conference calls with company managements. Additionally, third-party research is used selectively.

The team starts its investment process by formulating a 12-month business cycle forecast and interest rate outlook in order to anticipate shifts in the markets. Excess return opportunities

among sectors are identified across the broad universe of the securities the team covers. The team seeks to add value by anticipating the broader, more gradual changes in the business cycle, and then investing in those industries and sectors that are expected to benefit from the changes.

Within those industries and sectors, the team seeks to identify and invest in companies and/or issues issued by these companies that are undervalued and mispriced relative to the market. The team conducts relative value analysis, examining the credit strength and anticipated changes to specific issues, searching for mispricing opportunities. The team seeks to avoid problem credits through comparative analysis and to structure an optimal portfolio by diversifying across multiple issuers and sectors.

Principal Investment Risks

Risks of investing in the Premium Dividend Income strategy includes credit risk, convertible securities risk, equity risk, foreign securities risk, interest rate risk, illiquid investments risk, market disruption and geopolitical risk, sector risk, and special risks related to preferred securities (voting rights, special redemption rights, deferral, subordination and liquidity).

2. Preferred Income

The strategy primarily invests in diversified portfolio of preferred securities (including convertible preferred). The strategy may also invest in equity and debt securities. The strategy invests in below investment grade and unrated securities as well as fixed rate and adjustable rate securities and securities issued by foreign issuers (corporate and government). The strategy uses various hedging and interest rate transactions to earn income, facilitate portfolio management and mitigate risks. If interest rates are favorable, the strategy can purchase and sell derivative instruments such as exchange-listed and over-the-counter put and call options on securities, equity, fixed income and interest rate indices, and other financial instruments, purchase and sell financial futures contracts and options thereon, enter into various interest rate transactions such as swaps. The strategy also uses leverage in an attempt to increase the level of income of the strategy. The amount of leverage employed is dependent upon the cost of leverage and the use of leverage may increase the volatility of the strategy.

Principal Investment Strategies

The Preferred Equity Income team uses a multi-step process to identify and research preferred, equity and debt securities for inclusion in the portfolios.

Investment ideas for strategy are generated from within the Preferred Equity Income team. The team maintains extensive credit files on companies based on meetings and conference calls with company managements. Additionally, third-party research is used selectively.

The team starts its investment process by formulating a 12-month business cycle forecast and interest rate outlook in order to anticipate shifts in the markets. Excess return opportunities among sectors are identified across the broad universe of the securities the team covers. The team seeks to add value by anticipating the broader, more gradual changes in the business cycle, and then investing in those industries and sectors that are expected to benefit from the changes.

Within those industries and sectors, the team seeks to identify and invest in companies and/or issues issued by these companies that are undervalued and mispriced relative to the market. The team conducts relative value analysis, examining the credit strength and anticipated changes to specific issues, searching for mispricing opportunities. The team seeks to avoid problem credits through comparative analysis and to structure an optimal portfolio by diversifying across multiple issuers and sectors.

Principal Investment Risks

Risks of investing in the Preferred Income strategy includes credit risk, convertible securities risk, derivatives risk, equity risk, foreign securities risk, interest rate risk, illiquid investments risk, market disruption and geopolitical risk, sector risk, and special risks related to preferred securities (voting rights, special redemption rights, deferral, subordination and liquidity).

3. Tax Advantaged Dividend Income

The strategy primarily invests in diversified portfolios of various preferred (including convertible preferred), equity and debt securities. The strategy invests in below investment grade and unrated securities as well as fixed rate and adjustable rate securities and securities issued by foreign issuers (corporate and government). The strategy uses various hedging and interest rate transactions to earn income, facilitate portfolio management and mitigate risks. If interest rates are favorable, the strategy can purchase and sell derivative instruments such as exchange-listed and over-the-counter put and call options on securities, equity, fixed income and interest rate indices, and other financial instruments, purchase and sell financial futures contracts and options thereon, enter into various interest rate transactions such as swaps. The strategy also uses leverage in an attempt to increase the level of income of the strategy. The amount of leverage employed is dependent upon the cost of leverage and the use of leverage may increase the volatility of the strategy.

Principal Investment Strategies

The Preferred Equity Income team uses a multi-step process to identify and research preferred, equity and debt securities for inclusion in the portfolios.

Investment ideas for strategy are generated from within the Preferred Equity Income team. The team maintains extensive credit files on companies based on meetings and conference calls with company managements. Additionally, third-party research is used selectively.

The team starts its investment process by formulating a 12-month business cycle forecast and interest rate outlook in order to anticipate shifts in the markets. Excess return opportunities among sectors are identified across the broad universe of the securities the team covers. The team seeks to add value by anticipating the broader, more gradual changes in the business cycle, and then investing in those industries and sectors that are expected to benefit from the changes.

Within those industries and sectors, the team seeks to identify and invest in companies and/or issues issued by these companies that are undervalued and mispriced relative to the market. The team conducts relative value analysis, examining the credit strength and anticipated

changes to specific issues, searching for mispricing opportunities. The team seeks to avoid problem credits through comparative analysis and to structure an optimal portfolio by diversifying across multiple issuers and sectors.

Principal Investment Risks

Risks of investing in the Tax Advantaged Dividend Income strategy includes credit risk, convertible securities risk, derivatives risk, equity risk, foreign securities risk, interest rate risk, illiquid investments risk, market disruption and geopolitical risk, sector risk, and special risks related to preferred securities (voting rights, special redemption rights, deferral, subordination and liquidity).

C. FIXED INCOME STRATEGIES

1. Floating Rate Income

The Floating Rate Income strategy predominantly invests in domestic and foreign issuer loans and loan participations that pay interest at rates that float or reset periodically at a margin above a generally recognized base lending rate such as the Prime Rate, the London Inter-Bank Offered Rate (“LIBOR”) or another generally recognized base lending rate. The strategy may invest in fixed and floating rate debt securities of companies whose financial conditions are troubled or uncertain and that may be involved in bankruptcy proceedings, reorganizations or financial restructurings. To manage interest rate, credit and currency exposures, the strategy engages in exchange-traded interest rate and currency futures and options as well as currency forward contracts for investment or hedging purposes.

Principal Investment Strategies

The Floating Rate investment team maximizes yield and capital appreciation opportunities using a contrarian approach to identify out-of-favor, undervalued companies with an attractive long-term outlook. The investment team believes that volatility and fear creates investment opportunities; specific examples include irrational and illiquid markets, industries in turmoil, distressed companies and unique situations that could lead to high price volatility. The team invests in companies which it can clearly identify a catalyst for unlocking value. These companies generally exhibit one of the following characteristics: the potential for a sustainable business model, a compelling value proposition, strong cash flows and/or hard assets.

The investment team primarily concentrates on security selection, deciding which types of securities to emphasize at a given time. The team selects individual securities based on intensive bottom-up, fundamental analysis of individual issues. We describe fundamental analysis as the ability to assess an issuer’s financial position and operations, its competitive advantage and the depth of its management.

In constructing the portfolio, the team may take full advantage of the entire range of maturities. The team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise. The team continuously assesses the relative value of a loan based on its potential to generate income and total return. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, distressed investments risk, economic and market events risk, fixed-income securities risk, foreign securities risk, high portfolio turnover risk, issuer risk, liquidity risk, loan participations risk, lower-rated fixed-income securities risk and high-yield securities risk, prepayment risk.

2. Emerging Market Debt

The strategy invests primarily in a diversified portfolio of debt securities of emerging markets issuers. These include government and corporate bonds denominated in hard and local currencies. The Emerging Market Debt team considers classifications by MSCI, World Bank, International Finance Corporation and United Nations in determining whether a country is an emerging or a developed country. To manage interest rate, credit and currency exposures, the strategy engages in exchange-traded interest rate and currency futures and options as well as currency forward contracts for investment and hedging purposes.

Principal Investment Strategies

The Emerging Market Debt team seeks out the best opportunities within and across emerging market countries based on in-depth research. The investment process begins with a global macro-economic overview where the investment team establishes global bond and currency scenarios based on economic and industry analysis to anticipate shifts in the business cycle and determine which countries and sectors present the most attractive investment opportunities.

The team uses fundamental research to identify specific countries, sectors and issues that are attractively priced. We describe fundamental analysis for sovereign issuers as the ability to assess economic factors such as inflation, the cyclical factors of the business cycle, monetary and fiscal policy, capital structures, balance of payments, political stability and interest rate levels. For corporate issuers, fundamental analysis is described as the ability to assess an issuer's financial position and operations, its competitive advantage and the depth of its management. Furthermore, assessments are made with respect to each bond's credit quality, interest rate sensitivity and valuation relative to other bonds in the same country, sector and of similar quality.

In constructing the portfolio, the investment team monitors all positions on a daily basis and looks for the optimal mix of countries, sectors, securities and currency exposures. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, currency risk, economic and market events risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, issuer risk, liquidity risk, non-diversified risk.

3. Municipal Bond

Principal Investment Strategies

The Municipal Bond investment team uses a process that combines top down and bottom up analysis to identify attractive securities. The team uses fundamental research to identify bonds that are under-valued, based on both broad and security-specific factors, such as issuer creditworthiness, bond structure, general credit trends and the relative attractiveness of different types of issuers. In general, the investment team favors bonds backed by revenue from a project or facility deemed to benefit the public, as they tend to offer higher yields than general obligation bonds. The team also favors bonds that have limitations on being paid off early (call protection), as this can help minimize the effect that falling interest rates may have on a strategy's yield.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, economic and market events risk, fixed-income securities risk, hedging, derivatives and other strategic transactions risk, issuer risk, liquidity risk, lower-rated fixed-income securities risk and high-yield securities risk, municipal bond risk, state/region risk.

4. US TIPS

The strategy invests primarily in a diversified portfolio of debt securities. These include U.S. Treasury Inflation-Protected Securities (US TIPS) and other types of inflation-indexed and non-inflation-indexed debt securities issued or guaranteed by the U.S. government, its agencies and instrumentalities. The strategy also invests in foreign government and corporate bonds,

mortgage-backed securities, asset-backed securities and other types of debt securities and instruments.

Principal Investment Strategies

The investment team creates a business cycle outlook after a thorough top-down analysis of global macroeconomic factors. Such factors may include fiscal and monetary policy, interest rate and yield curve forecasts, political environment, market liquidity and volatility, among others. Based on this broad market view, the investment team seeks to identify those fixed income sectors and points on the yield curve which present the most attractive investment opportunities.

The security selection process for the strategy includes duration and yield curve management, and an assessment with respect to each bond's credit quality, interest rate sensitivity and valuation relative to other opportunities. In constructing the portfolio, the team actively manages diversification and under- or over-weights sectors and securities versus the benchmark based on its assessment of the likelihood of those exposures to out-perform. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, fixed-income securities risk, floating rate reset risk, foreign securities risk, high portfolio turnover risk, liquidity risk, mortgage-backed and asset-backed securities risk and prepayment risk.

5. US Government

The US Government strategy invests primarily in a diversified portfolio of government debt securities. These include U.S. government and agency securities, U.S. dollar-denominated foreign government securities and corporate bonds (including high yield securities), mortgage-backed securities, asset-backed securities, municipal bonds and other types of debt securities and instruments. To manage interest rate exposures, the strategy engages in exchange-traded interest rate futures and options for investment or hedging purposes.

Principal Investment Strategies

The investment team creates a business cycle outlook after a top-down analysis of macroeconomic factors. Such factors include fiscal and monetary policy, interest rate and yield curve forecasts, political environment, market liquidity and volatility, among others. Based on this broad market view, the investment team identifies those fixed income sectors which present the most attractive investment opportunities.

The investment team considers interest rate trends to determine which types of bonds to emphasize at a given time. The strategy typically favors mortgage-related securities when it anticipates that interest rates will be relatively stable and favors U.S. Treasuries at other times. Since high-yield bonds often respond to market movements differently from U.S. government bonds, the strategy may use them to manage volatility.

In constructing the portfolio, the team actively manages diversification and under- or over-weights sectors and industries versus the benchmark based on its assessment of the likelihood of that sector to out-perform. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, economic and market events risk, fixed-income securities risk, floating rate reset risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, issuer risk, lower-rated fixed-income securities risk and high-yield securities risk, mortgage-backed and asset-backed securities risk and prepayment risk.

6. Short-Term Fixed Income

Investment Objective

The investment objective of our Short-Term Fixed Income strategies is to maximize current income in a manner consistent with preserving capital and maintaining liquidity.

The strategies invest primarily in a diversified portfolio of U.S.-dollar-denominated, short-term debt securities rated within the two highest short-term credit categories and their unrated equivalents. These include commercial paper and short-term, fixed and floating rate debt instruments of U.S. and foreign banks and governments, U.S. agencies, corporates, states and municipalities and international organizations such as the World Bank and the International Monetary Fund, as well as mortgage-backed and asset-backed securities. The strategies may also invest in repurchase agreements based on these securities.

Principal Investment Strategies

The investment team creates a business cycle outlook after a top-down analysis of macroeconomic factors. Such factors include fiscal and monetary policy, interest rate and yield curve forecasts, political environment, market liquidity and volatility, among others. Based on this broad market view, the investment team identifies those fixed income sectors and securities

which present the most attractive investment opportunities while also meeting the strategy's credit and maturity requirements.

The team's assessment of a security's credit quality, structure, and price/yield-spread relationship on an historical basis relative to other bonds with similar attributes drives the investment process. As an outcome of this research, the team seeks to construct a portfolio that maximizes current income while emphasizing preservation of capital and liquidity.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Economic and market events risk, fixed-income securities risk, floating rate reset risk, foreign securities risk, issuer risk, mortgage-backed and asset-backed securities risk and prepayment risk.

7. High Yield

The High Yield strategy invests in U.S. and non-U.S. fixed-income securities and debt instruments rated BB/Ba or lower and their unrated equivalents. These include U.S. and foreign government and corporate bonds (including emerging market securities), mortgage-backed securities, asset-backed securities, municipal bonds, convertible securities, preferred and common stocks and other types of debt securities and instruments. To manage interest rate, credit and currency exposures, the strategy engages in exchange-traded interest rate and currency futures and options, currency forward contracts as well as over-the-counter swap transactions (including interest rate and credit default swaps) for investment or hedging purposes.

Principal Investment Strategies

The High Yield investment team uses a contrarian approach to identify out-of-favor, undervalued companies with an attractive long-term outlook. The investment team believes that volatility and fear creates investment opportunities; specific examples include irrational and illiquid markets, industries in turmoil, distressed companies and unique situations that lead to high price volatility. The team invests in companies which it can clearly identify a catalyst for unlocking value and suppressing these fears. These companies generally exhibit one more of the following characteristics: the potential for a sustainable business model, a compelling value proposition, strong cash flows and/or hard assets.

The investment team concentrates on industry allocation and security selection, deciding which types of industries to emphasize at a given time and then which individual securities to buy. The team selects individual securities based on intensive fundamental analysis of individual issues. We describe fundamental analysis as the ability to assess an issuer's financial position

and operations, its competitive advantage and the depth of its management. As part of the research process, the team identifies the most attractive part of the capital structure to invest, from bank loans and senior notes down to subordinated notes, convertible notes and equity.

In constructing the portfolio, the team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income and equity securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity. The prices of equity securities change in response to many factors including the historical and prospective earnings of the issuer, the value of its assets, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, currency risk, distressed investments risk, economic and market events risk, equity securities risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, issuer risk, liquidity risk, lower-rated fixed-income securities risk and high-yield securities risk, medium and smaller company risk.

8. Core/Core Plus Fixed Income

The Core/Core Plus Fixed Income strategies invest primarily in a diversified portfolio of debt securities. These include U.S. and foreign government and corporate bonds (including emerging market and high yield securities), mortgage-backed securities, asset-backed securities, municipal bonds, convertible securities, preferred stocks and other types of debt securities and instruments. To manage interest rate, credit and currency exposures, the strategy engages in exchange-traded interest rate and currency futures and options, currency forward contracts as well as over-the-counter swap transactions (including interest rate and credit default swaps) for investment or hedging purposes.

Principal Investment Strategies

The investment team creates a business cycle outlook after a top-down analysis of global macroeconomic factors. Such factors include fiscal and monetary policy, interest rate and yield curve forecasts, currency trends, political environment, market liquidity and volatility, among others. Based on this broad market view, the investment team identifies those fixed income sectors which present the most attractive investment opportunities.

Once the sector allocation decision is made, the team selects individual securities based on intensive fundamental analysis of individual issues. We describe fundamental analysis as the

ability to assess an issuer's financial position and operations, its competitive advantage and the depth of its management. Furthermore, assessments are made with respect to the bond's credit quality, interest rate sensitivity and valuation relative to other bonds in the same sector and of similar quality. The team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise.

In constructing the portfolio, the team actively manages diversification and under- or over-weights sectors and industries versus the benchmark based on its assessment of the likelihood of that sector to out-perform. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, currency risk, economic and market events risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, lower-rated fixed-income securities risk, mortgage-backed and asset-backed securities risk.

9. Long Credit Fixed Income

The Long Credit Fixed Income Strategy invests primarily in a diversified portfolio of debt securities. These include U.S. and foreign government and corporate bonds (including emerging market and high yield securities), mortgage-backed securities, asset-backed securities, municipal bonds, convertible securities, preferred stocks and other types of debt securities and instruments. To manage interest rate exposures, the strategy engages in exchange-traded interest rate futures and options for investment or hedging purposes.

Principal Investment Strategies

The investment team creates a business cycle outlook after a top-down analysis of global macroeconomic factors. Such factors include fiscal and monetary policy, interest rate and yield curve forecasts, political environment, market liquidity and volatility, among others. Based on this broad market view, the investment team identifies those fixed income sectors which present the most attractive investment opportunities.

Once the sector allocation decision is made, the team selects individual securities based on intensive fundamental analysis of individual issues. We describe fundamental analysis as the ability to assess an issuer's financial position and operations, its competitive advantage and the depth of its management. Furthermore, assessments are made with respect to the bond's credit quality, interest rate sensitivity and valuation relative to other bonds in the same sector and of

similar quality. The team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise.

In constructing the portfolio, the team actively manages diversification and under- or over-weights sectors and industries versus the benchmark based on its assessment of the likelihood of that sector to out-perform. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, economic and market events risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, lower-rated fixed-income securities risk and high-yield securities risk, mortgage-backed and asset-backed securities risk.

10. Strategic Fixed Income/Strategic Fixed Income Opportunities

The Strategic Fixed Income/Strategic Fixed Income Opportunities invest primarily in a diversified portfolio of debt securities. These include U.S. and foreign government and corporate bonds (including emerging market and high yield securities), mortgage-backed securities, asset-backed securities, municipal bonds, convertible securities, preferred stocks and other types of debt securities and instruments. To manage interest rate, credit and currency exposures, the strategies engage in exchange-traded interest rate and currency futures and options as well as currency forward contracts for investment and hedging purposes.

Principal Investment Strategies

The Strategic Fixed Income team seeks out the best opportunities within and across each sector based on in-depth research. The investment process begins with a global macro-economic overview in which the investment team establishes global bond and currency scenarios based on the fiscal and monetary policy, interest rate expectations, market volatility and political trends of individual countries. The team then analyzes a broad range of yield opportunities within a three-pronged universe consisting of U.S. government debt; corporate debt (primarily high yield); and foreign debt (both government and corporate, including emerging markets).

Once the sector allocation decision is made, the team selects individual securities based on intensive fundamental analysis of individual issues. We describe fundamental analysis as the ability to assess an issuer's financial position and operations, its competitive advantage and the depth of its management. Furthermore, assessments are made with respect to the bond's credit quality, interest rate sensitivity and valuation relative to other bonds in the same sector and of

similar quality. The team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise.

In constructing the portfolio, the investment team monitors all positions on a daily basis and looks for the optimal mix of sectors, securities and currency exposures. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, currency risk, economic and market events risk, equity securities risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, issuer risk, liquidity risk, lower-rated fixed-income securities risk and high-yield securities risk, mortgage-backed and asset-backed securities risk.

11. Global Fixed Income

The Global Fixed Income strategies invest primarily in a diversified portfolio of debt securities. These include U.S. and foreign government and corporate bonds (including emerging market and high yield securities), mortgage-backed securities, asset-backed securities, municipal bonds, convertible securities, preferred stocks and other types of debt securities and instruments. To manage interest rate, credit and currency exposures, the strategy engages in exchange-traded interest rate and currency futures and options as well as currency forward contracts for investment and hedging purposes.

Principal Investment Strategies

The Global Fixed Income team seeks out the best opportunities within and across each country and sector based on in-depth research. The investment process begins with a global macro-economic overview in which the investment team establishes global bond and currency scenarios based on the fiscal and monetary policy, interest rate expectations, market volatility and political trends of individual countries. The team then analyzes a broad range of yield opportunities within the global fixed income universe consisting of U.S. government debt; corporate debt (including high yield); and foreign debt (both government and corporate, including emerging markets).

Once the country and sector allocation decision is made, the team selects individual securities based on intensive fundamental analysis of individual issues. We describe fundamental analysis as the ability to assess an issuer's financial position and operations, its competitive advantage and the depth of its management. Furthermore, assessments are made with respect to the bond's credit quality, interest rate sensitivity and valuation relative to other

bonds in the same country, sector and quality. The team actively monitors the securities held and will discuss or visit with company management should any concerns to our original investment thesis arise.

In constructing the portfolio, the investment team monitors all positions on a daily basis and looks for the optimal mix of sectors, securities and currency exposures. Final investment decisions are the responsibility of the portfolio manager.

Principal Investment Risks

Investing in fixed income securities involves the risk that the market value of the securities will fluctuate. The prices of fixed income securities change in response to many factors including the creditworthiness of the issuer, its sensitivity to interest rate changes, general economic conditions, investor perceptions and market liquidity.

The strategy's main risk factors are listed below in alphabetical order:

Active management risk, credit and counterparty risk, currency risk, economic and market events risk, fixed-income securities risk, foreign securities risk, hedging, derivatives and other strategic transactions risk, high portfolio turnover risk, issuer risk, liquidity risk, lower-rated fixed-income securities risk and high-yield securities risk, mortgage-backed and asset-backed securities risk.

D ASSET ALLOCATION STRATEGIES

Principal Strategies

Our risk-based strategies normally invest a pre-determined percentage of their assets in underlying funds that invest primarily in equity securities, and a pre-determined percentage in underlying funds that invest primarily in fixed-income securities (the "Portfolio(s)"). The Portfolios are designed to provide investors across different risk tolerance segments with a single investment option that simplifies the asset allocation and fund selection process. The Portfolios are based on the idea that investors will continue to re-evaluate their risk appetite over time and choose the Portfolio that is right for their own personal situation.

Our age-based strategies normally invest all of their assets in underlying funds using an asset-allocation strategy that automatically becomes more conservative until its target retirement date. The Portfolios are designed for investors expecting to retire within pre-defined dates. The portfolios with dates further in the future invest more aggressively, and the asset mix changes slowly – along a "glidepath" – becoming more conservative as the retirement date approaches. As a Portfolio approaches its target date, the allocation gradually migrates to more conservative, fixed-income funds.

We also offer a wide selection of customized objectives-based asset allocation strategies which are structured to meet specific investor objectives. These may include income, absolute return and balanced asset allocation funds.

While our risk-based, age-based and objectives-based Portfolios are focused on different types of investors, they are built using a similar underlying philosophy and process, described in the following section.

There are four main steps involved in the design of fund-of-fund portfolios. The management team at Manulife Asset Management (US) LLC (“Management Team”) first selects the asset classes and underlying funds for potential inclusion in the portfolios. Next, the team works to find the appropriate weightings to each asset class using multiple optimization techniques (e.g. resampled Mean Variance Optimization and/or Alpha vs. Tracking Error). In the third step, the Management Team determines the appropriate mix of managers to fit each portfolio. In the fourth and final step, the team continually monitors the economic environment and investment markets to determine if any changes are needed, and to keep the portfolios up-to-date and consistent with their respective investment policies and objectives.

Principal Risks

The Portfolios may invest in various underlying funds that as a group hold a wide range of equity type securities in their funds. These include small-, mid and large-capitalization stocks, domestic and foreign securities (including emerging market securities), and sector holdings such as utilities and science and technology stocks. Each of these underlying funds has its own investment strategy that, for example, may focus on growth stocks or value stocks or may employ a strategy combining growth and income stocks and/or may invest in derivatives, such as options on securities and futures contracts. Certain of these underlying funds focus their investment strategy on fixed-income securities, which may include investment grade and below investment grade debt securities with maturities that range from short to longer term. The fixed-income underlying funds collectively hold various types of debt instruments, such as corporate bonds and mortgage backed, floating rate notes, government issued domestic and international securities (including emerging market debt securities).

All investment strategies involve some risks. Each Fund’s performance depends on the Management Team’s skill in determining the strategic asset class allocations, the mix of underlying funds and the performance of those underlying funds. The underlying funds’ performance may be lower than the performance of the asset class which they were selected to represent. Each Fund is subject to the same risks as the underlying funds in which it invests, which include the following: stocks and bonds can decline due to adverse issuer, market, regulatory or economic developments; foreign investing, especially in emerging markets, has additional risks, such as currency and market volatility and political and social instability; the securities of small-capitalization companies are subject to higher volatility than larger, more established companies; and high-yield bonds are subject to additional risks, such as increased risk of default.

Each Target Date portfolio’s name refers to the approximate retirement year of the investors for whom the portfolio’s asset allocation strategy is designed. The portfolios with dates farther off initially allocate more aggressively to stock funds. As a portfolio approaches and passes its target date, the allocation will gradually migrate to more conservative, fixed-income funds. The principal value of each portfolio is not guaranteed and you could lose money at any time, including at, or after, the target date.

Item 9. Disciplinary Information

We have no disciplinary information to report.

Item 10. Other Financial Industry Activities and Affiliations

Manulife AM (US) is affiliated with several SEC-registered and non-SEC registered investment advisers, located both in the U.S. and outside the U.S. We also are affiliated with, and serve as investment manager or a sub-adviser to, a number of affiliated Funds. The majority of such Funds are registered under the U.S. Investment Company Act of 1940, as amended, while others are registered in certain foreign jurisdictions. We are deemed to be an affiliated person of these Funds due to our role as their sub-adviser. Our key affiliates are as follows:

John Hancock Family of Funds	US registered investment company complex
John Hancock Distributors LLC	US broker-dealer
John Hancock Funds, LLC	US broker-dealer
John Hancock Advisers, LLC	US investment adviser
Hancock Venture Partners, Inc.	US investment adviser
Hancock Natural Resource Group, Inc.	US investment adviser
Declaration Management & Research LLC	US investment adviser
Signator Investors, Inc.	US broker-dealer and investment adviser
Manulife Asset Management (North America) Limited	non-US investment adviser (also registered with the SEC)
John Hancock Investment Management Services, LLC	US investment adviser
Manulife Asset Management (Asia), a division of Manulife Asset Management (Hong Kong) Limited	non-US investment adviser
Manulife Asset Management Limited	non-US investment adviser
Manulife Asset Management (Europe) Limited	non-US investment adviser
Manulife Asset Management (Japan) Limited	non-US investment adviser
Manulife Asset Management (Singapore) Pte., Limited	non US investment adviser
Manulife Asset Management (Taiwan) Co., Limited	non US investment adviser
John Hancock Life Insurance Company (U.S.A.)	US insurance company

We have material business relationships with some of our related persons. In particular, Manulife AM (US) provides sub-advisory services to certain U.S. registered investment companies advised by John Hancock Advisers, LLC (“JHA”), a wholly-owned subsidiary of Manulife Financial. We also provide sub-advisory services to certain U.S. registered investment companies advised by John Hancock Investment Management Services, LLC (“JHIMS”) also wholly-owned by Manulife Financial.

All investment management arrangements are conducted on an arms-length basis so as to neither disadvantage nor advantage other clients or related parties.

Manulife AM (US) is related to John Hancock Funds, LLC (“JHF”) and John Hancock Distributors, LLC (“JHD”), which are all U.S. registered broker-dealers and wholly-owned by Manulife Financial. JHF is the principal underwriter for certain U.S. registered investment companies for which Manulife AM (US) serves as sub-adviser. JHD is the principal underwriter for John Hancock Trust, a U.S. registered investment company for which Manulife AM (US) serves as sub-adviser with respect to certain series of the trust.

John Hancock Life Insurance Company (U.S.A.) acts as insurance agent for the sale of variable annuity contracts or variable life insurance contracts whose underlying portfolios may be sub-advised by Manulife AM (US).

Certain employees who provide administrative and support and other related services to Manulife AM (US) are also employees of JHA. Some officers of JHA are also officers of Manulife AM (US).

We have an arrangement with an affiliated non-U.S. registered investment adviser, Manulife Asset Management (Asia), a division of Manulife Asset Management (Hong Kong) Limited (“Manulife Hong Kong”) for the provision of advisory services to certain of our clients pursuant to a Memorandum of Understanding (“MOU”). When Manulife Hong Kong provides advisory services to any of our clients under the MOU, Manulife Hong Kong is subject to our supervision.

Item 11. Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

Code of Ethics

Manulife AM (US) has adopted a written Code of Ethics designed to prevent and detect personal trading activities that may interfere or be in conflict with client interests. The Code of Ethics requires that our employees adhere to the highest ethical standards and comply with applicable federal securities laws. Our employees may from time to time acquire or sell securities for their personal accounts which may also be purchased or sold for the account of clients. The Code of Ethics generally requires that all transactions in securities by our Investment Access Persons and Regular Access Persons (as each term is defined in the Code) and their spouses be cleared prior to execution through compliance department processes. Personal securities transactions also are subject to quarterly reporting requirements, annual certification requirements and related compliance obligations. Regarding mutual funds, employees are required to report their transactions in the mutual funds we advise or sub-advise on a post-trade basis. Employees are also required to report any violations of the Code of Ethics that come to their attention.

Clients should be aware that no set of rules can possibly anticipate or eliminate all potential conflicts of interest or ensure exemplary conduct in personal trading or all other matters, and that certain conflicts of interest inevitably exist in performing services such as providing investment advice. Such conflicts of interest, and how we address conflicts, are discussed below.

A copy of our Code of Ethics will be provided to any client or prospective client upon request.

Participation or Interest in Client Transactions

Manulife AM (US) generally does not buy or sell securities for itself or maintain proprietary accounts. From time to time, an investment may be made on behalf of a client in a security or securities in which one or more of our related persons may have an ownership position. Similarly, a related person may purchase a security that is held in a client account. For example, our employees may incidentally hold in their own securities accounts one or more of the same securities that we also purchase or sell for clients. Personal trading by employees is substantially restricted, however, by our Code of Ethics.

We may manage an account for a related person for whom we may buy or sell some of the same securities that the related person may buy or sell for other clients. In addition, we, our affiliates, and our officers and employees (and members of their families as well as those of our affiliates) may be investors in investment vehicles that we sub-advise, including the U.S. registered mutual funds.

Manulife AM (US) or its related persons may recommend to prospective clients that they buy or sell interests in the same investment products in which we or our related persons may have some financial interest, including ownership, and we or our related persons may own, buy or sell the same securities that they may have recommended to clients. Our Code of Ethics and the policies and procedures thereunder are intended to minimize the impact of these and other potential conflicts of interest.

For example, from time to time, one of our affiliates may provide seed capital in connection with the launching of a new strategy or Fund. Through this affiliation, we may have a financial interest in the securities recommended to the Funds. In addition, we or our affiliates may recommend to investment advisory clients or prospective investment advisory clients the purchase or sale of the Funds. We earn a management or sub-advisory fee on the Funds. Certain of our employees also own interests in the Funds. Funds containing seed capital will be managed along with other client accounts, and orders for the Funds may be aggregated with orders for other client accounts for purposes of trade execution.

Due to the nature of our clientele, we may from time to time trade in investments issued by clients or clients of our affiliates. In all cases, we shall engage in such transactions in keeping with the best interests of our clients, on behalf of whom we purchase or sell such investments.

To help prevent conflicts of interest, all employees must comply with our Code of Ethics, which imposes restrictions on the purchase or sale of securities for employee accounts and the accounts of certain household members, and seeks to ensure that employees do not personally benefit from the short-term market effects of our recommendations for clients.

Item 12. Brokerage Practices

Brokerage Discretion

Generally clients grant us full discretionary authority over securities purchases and sales, subject to the client's investment objectives, guidelines and restrictions. These are generally established by agreement between Manulife AM (US) and the client at the time the client account is established.

Approved Trading Counterparties

Manulife AM (US) maintains and periodically updates a list of approved trading counterparties. Portfolio managers may execute trades only with pre-approved broker-dealer/counterparties. A sub-group of our Brokerage Practices Committee, through a delegation from our Senior Investment Policy Committee, reviews and approves all broker-dealers/counterparties.

Selection of Brokers, Dealers, and Counterparties

In placing orders for purchase and sale of securities and selecting trading counterparties (including banks or broker-dealers) to effect these transactions, Manulife AM (US) seeks prompt execution of orders at the most favorable prices reasonably obtainable. We will consider a number of factors when selecting trading counterparties, including the overall direct net economic result to the client (including commissions, which may not be the lowest available, but which ordinarily will not be higher than the generally prevailing competitive range), the financial strength, reputation and stability of the counterparty, the efficiency with which the transaction is effected, the ability to effect the transaction when a large block trade is involved, the availability of the counterparty to stand ready to execute possibly difficult transactions in the future, and other matters involved in the receipt of brokerage and research services.

Manulife AM (US) periodically prepares and maintains a list of broker-dealer firms that have been deemed to provide valuable research as determined periodically by the investment staff, together with a suggested non-binding amount of brokerage commissions ("non-binding target") to be allocated to each of these research firms, subject to certain requirements. Neither we nor any client has an obligation to any research firm if the amount of brokerage commissions paid to the research firms is less than the applicable non-binding target.

In seeking best execution, traders have a variety of venues available for execution. Traders may, in their discretion, use algorithmic strategies through direct market access ("DMA") tools and electronic crossing networks ("ECNs"). DMA allows the trader to act in the market without a full service or other broker. ECNs give the trader additional options when searching for liquidity and the ability to trade block positions in a more efficient manner. In selecting a broker, dealer or trading venue, traders consider the full range of available trading platforms in seeking best execution.

Affiliated Brokers

Manulife AM (US) does not execute trades or otherwise implement trading strategies through an intermediary that is an affiliate.

Cross Transactions

Manulife AM (US) does not effect agency cross-transactions (in which our affiliated broker-dealer would act as the broker for both the client and the counterparty to the transaction and receives commissions from the client and the counterparty). Further, we do not effect cross trades between clients and our affiliates.

In some instances, a security to be sold by one client account may independently be considered appropriate for purchase by another client account. We may effect such a “cross transaction” if it is in the best interests of both clients, consistent with applicable laws and policies and clients’ requirements and restrictions. Manulife AM (US) will be guided by Rule 17a-7 of the Investment Company Act of 1940, as amended, in its use of these cross transactions with respect to any U.S. registered Funds, and by other applicable non-U.S. laws and regulations with respect to any non-U.S. Funds. We do not permit client accounts governed by the U.S. Employee Retirement Income Security Act of 1974, as amended (“ERISA”), to engage in cross trading.

Best Execution

Manulife AM (US) owes a duty to its clients to seek best execution when executing trades on behalf of clients. “Best execution” generally is understood to mean the most favorable cost or net proceeds reasonably obtainable under the circumstances. Manulife AM (US) is not obligated to choose the broker-dealer offering the lowest available commission rate if, in our reasonable judgment, there is a material risk that the total cost or proceeds from the transaction might be less favorable than may be obtained elsewhere, or, if a higher commission is justified by the trading provided by the broker-dealer, or if other considerations dictate using a different broker-dealer. Negotiated commission rates generally will reflect overall execution requirements of the transaction without regard to whether the broker may provide other services in addition to execution.

Manulife AM (US) may pay higher or lower commissions to different brokers that provide different categories of services. Under this approach, we periodically may classify different brokers in different categories based on execution abilities, the quality of research, brokerage services, block trading capability, speed and responsiveness, or other services provided by the brokers. Some examples of these categories may include, without limitation, full service brokers, alternative trading systems, client commission and execution-only brokers.

The reasonableness of brokerage commission is evaluated on an ongoing basis and at least annually on a formal basis.

When more than one broker-dealer is believed to be capable of providing the best combination of price and execution with respect to a particular portfolio transaction, Manulife AM (US) often selects a broker-dealer that furnishes research and other related services or

products. The amount of brokerage allotted to a particular broker-dealer is not made pursuant to any binding agreement or commitment with any selected broker-dealer. However, we maintain an internal allocation procedure to identify those broker-dealers who have provided us with effective research and the amount of research provided, and we endeavor to direct sufficient commissions to them to ensure the continued receipt of research that we believe is useful.

Research and Other Soft Dollar Benefits

Manulife AM (US) may pay for research and brokerage services with the commission dollars generated by client account transactions (known as “soft dollar benefits”), subject to certain conditions. Further, we may cause clients to pay up in return for soft dollar benefits (pay commissions, markups or markdowns higher than those charged by other broker-dealers).

The research provided may be either proprietary (created and provided by the broker-dealer, including tangible research products as well as access to analysts, traders and issuers) or third-party (created by a third party, but provided by broker-dealer). Proprietary research is generally part of a “bundle” of brokerage and research and the research is not separately priced. In the case of third party research, the cost of products and services is generally more transparent, and payment is made by the broker to the preparer in “hard dollars.” We may receive both proprietary and third party research and execution services.

Manulife AM (US) considers three factors with respect to all third-party research and execution services received through soft dollars:

- Whether the product or service is eligible research or brokerage under SEC rules and regulations;
- Whether an eligible product or service actually provides “lawful and appropriate assistance” in the performance of our investment decision-making responsibilities.
- Whether the amount of the commission paid is reasonable in light of the value of the product or service provided by the broker-dealer (viewed in terms of the particular transaction or our overall responsibilities with respect to our client accounts).

Research services currently purchased with soft dollars include: reports on the economy, industries, sectors and individual companies or issuers; introduction to issuers, invitations to trade conferences, statistical information; statistical models; political and country analyses; reports on legal developments affecting portfolio securities; information on technical market actions; and credit analyses.

The overriding consideration in selecting brokers to execute trade orders is the maximization of client profits through a combination of controlling transaction and securities costs and seeking the most effective use of brokers’ proprietary research and execution capabilities, while maintaining relationships with those broker-dealers who consistently provide superior service. When we use client brokerage commissions (or markups or markdowns) to obtain research or other products or services, we receive a soft dollar benefit because we do not have to produce or pay for the research, products or services. We may have an incentive to

select a broker-dealer based on our interest in receiving research or other products or services, rather than on our clients' interest in receiving most favorable execution.

Any research received is used to service all clients to which it is applicable, whether or not the client's commissions were used to obtain the research. For example, commissions of equity clients may be used to obtain research that is used with respect to fixed income clients. Manulife AM (US) does not attempt to allocate the relative costs or benefits of research among client accounts because we believe that, in the aggregate, the research we receive benefits clients and assists us in fulfilling our overall duty to our clients.

We do not enter into any agreement or understanding with any broker-dealer which would obligate us to direct a specific amount of brokerage transactions or commissions in return for such services. However, certain broker-dealers may state in advance the amount of brokerage commissions they expect for certain services and the applicable cash equivalent.

We may seek to obtain client commission benefits through client commission arrangements in compliance with applicable laws and regulations. Under these types of arrangements, we can request that executing brokers allocate a portion of total commissions paid to a pool of "credits" maintained by the broker that can be used to obtain client commission benefits. After accumulating a number of credits within the pool, we may subsequently direct that those credits be used to pay appropriate parties in return for eligible client commission benefits provided by the broker to Manulife AM (US).

In summary, as noted above, we have three types of soft dollar arrangements through which we received soft dollar benefits in 2010:

- 1) Full service brokers- in addition to receiving execution services, we also receive a variety of research and related services from these brokers, including, for example, proprietary research reports on companies, markets or investment related reports, meetings with senior management teams of companies, and discussions with the broker's analysts and market experts.
- 2) Client commission arrangements ("CCA")- through CCA arrangements with eight brokers with whom we placed equity trades for execution, we generate commission credits with these CCA brokers that which we can direct and use to compensate third party research providers, including other brokers, for research received. The level of compensation to such research providers is determined by the equity portfolio management teams using a quarterly voting process. The number of votes determined the level of compensation paid to a research provider.
- 3) Soft dollar arrangements- we had one soft dollar arrangement in 2010. Under the arrangement, we identified research services that we want to obtain and subject to the approval of the soft dollar broker, the soft dollar broker directly contracted with the research providers for services provided to us. We have no financial or other contractual obligations with the research providers under this arrangement. When we execute equity trades with the soft dollar broker, the soft dollar broker allocated and paid a portion of the commission to the research providers.

In 2010, the following are the top ten brokers (in no particular order) from whom we received soft dollar benefits in a manner noted above:

Credit Suisse First Boston

Investment Tech Group

Goldman Sachs

Barclays Capital

Bank of America Merrill Lynch

Knight Securities

JO Morgan Securities

Morgan Stanley

Citigroup

Sanford Bernstein

Directed Brokerage

Manulife AM (US) does not engage in directed brokerage arrangements. However, we permit clients to direct us to execute transactions using a particular broker-dealer. As discussed previously and in greater detail in Item 4, clients should consider the potential consequences of directing brokerage.

Certain Funds have entered into an arrangement under which, with respect to certain brokerage transactions directed to certain broker-dealers, the Funds receive a credit for part of the brokerage commission paid by the Fund, which is applied against expenses of the Fund.

Trade Aggregation

Because investment decisions often affect more than one client, we frequently will attempt to acquire or dispose of the same security for more than one client at the same time. Manulife AM (US), to the extent permitted by applicable law, regulations and advisory contracts, may aggregate purchases and sales of securities on behalf of its various clients for which it has discretion, provided that in our opinion, all client accounts are treated equitably and fairly and that block trading will result in a more favorable overall execution. Trades will not be combined when a client has directed transactions to a particular broker-dealer or when we determine that combined orders would not be efficient or practical.

When appropriate, Manulife AM (US) will allocate such block orders at the average price obtained or according to a system that we consider to be fair to all clients over time. Generally speaking, such allocations are made on the basis of proportional capital under management in the respective client accounts.

Item 13. Review of Accounts

All Manulife AM (US) accounts are reviewed regularly (at least monthly) by their portfolio managers and periodically by Manulife AM (US)'s respective equity and fixed income Chief Investment Officers and our Senior Investment Policy Committee. Each reviews the accounts for performance and compliance with applicable investment objectives, internal and client guidelines, restrictions and regulatory requirements. Accounts are also routinely reviewed by compliance personnel and, for select strategies, by our Risk Management group for compliance with applicable investment objectives, guidelines and regulatory requirements.

For overseeing best execution of equity securities, we use an outside trade execution analytical firm to provide regular analysis of our trades. Our Brokerage Practices Committee reviews the findings at least quarterly.

On a quarterly and/or monthly basis, Manulife AM (US) furnishes to mutual fund clients or their agents summary reports of: portfolio transactions that were executed during the relevant period, portfolio listings, performance information, and other requested information about compliance matters. Information that we provide to mutual fund clients is generally, informal, derived from our own systems and is for internal purposes only. Such reports are not intended to be used to report information, such as, for example, definitive standardized mutual fund performance information.

We furnish reports to institutional clients at least quarterly. Reports typically disclose holdings and performance and other related information regarding the portfolios.

Managed Account Program clients generally receive account statements from Program Sponsors in accordance with the terms of the particular programs.

Item 14. Client Referrals and Other Compensation

Not applicable.

Item 15. Custody

Not applicable.

Item 16. Investment Discretion

Clients retain Manulife AM (US) on both a discretionary and nondiscretionary basis. Clients that retain us on a discretionary basis grant us such authority by way of their investment management agreement with us. As such, we have the authority to supervise and direct the investments of and for those client's account without prior consultation with the client. Pursuant to this discretionary authority, we determine which securities are bought and sold for the account, the total amount of the purchases and sales, the brokers or dealers through which transactions are executed and the commission rates paid to effect the transactions, as applicable. The client may restrict or prohibit transactions in certain types of securities or direct that transactions be effected through specific brokers or dealers.

A few clients retain us on a non-discretionary basis, requiring that portfolio transactions be discussed in advance and executed at the client's direction.

Item 17. Voting Client Securities

Under our discretionary management agreements, clients have the option to grant us proxy voting authority related to securities held by a client. When clients grant such authority, Manulife AM (US) seeks to vote proxies in the best economic interests of all of its clients for whom it has proxy voting authority and responsibilities. We believe that our proxy voting policies and procedures are reasonably designed to ensure that proxy voting is conducted in the best interest of clients, and in accordance with our fiduciary duties, applicable rules under the Investment Advisers Act of 1940, and fiduciary standards and responsibilities applicable to our ERISA clients. In the ordinary course, proxies generally will be voted to maximize the monetary value of each portfolio's holdings. We believe that this approach is in the best interests of our clients.

Manulife AM (US) has contracted with the RiskMetrics Group (RiskMetrics), an independent third party service provider, to vote clients' proxies according to our policies, which incorporate RiskMetrics' proxy voting recommendations. Proxies will be voted in accordance with the voting recommendations contained in the applicable domestic or global RiskMetrics Proxy Voting Manual, as in effect from time to time. Except in instances when a Manulife AM (US) client retains voting authority, Manulife AM (US) will instruct custodians of client accounts to forward all proxy statements and materials received in respect of client accounts to RiskMetrics.

Manulife AM (US) has engaged RiskMetrics as its proxy voting agent to:

1. research and make voting recommendations or, for matters for which Manulife AM (US) has so delegated, to make the voting determinations;
2. ensure that proxies are voted and submitted in a timely manner;
3. handle other administrative functions of proxy voting;
4. maintain records of proxy statements received in connection with proxy votes and provide copies of such proxy statements promptly upon request;
5. maintain records of votes cast; and
6. provide recommendations with respect to proxy voting matters in general.

There may be circumstances when a portfolio manager or other Manulife AM (US) investment professional ("Investment Professional") believes that the best interests of our clients are served by voting proxies differently from the recommendations of RiskMetrics. The Investment Professional or portfolio manager will inform Manulife AM (US)'s operations department ("Proxy Operations") of the decision to vote a proxy differently from the RiskMetrics recommendation, and the reason why. Proxy Operations will report to the Chief

Compliance Officer no less than quarterly any instance in which an Investment Professional or portfolio manager has decided to vote a proxy in such manner.

Clients may obtain a copy of our proxy voting policies and procedures, a summary of RiskMetrics' policies and procedures, and information about how we voted proxies during the past fiscal year by contacting your relationship manager at (617) 375-1500.

Item 18. Financial Information

Not Applicable

APPENDIX 1

GLOSSARY OF INVESTMENT RISKS

- **Active management risk.** The adviser's investment strategy may fail to produce the intended result.
- **Convertible securities risk.** The market values of convertible securities tend to decline as interest rates increase and, conversely, to increase as interest rates decline. In addition, as the market price of the underlying common stock declines below the conversion price, the price of the convertible security tends to be increasingly influenced more by the yield of the convertible security.
- **Credit and counterparty risk.** The issuer or guarantor of a fixed-income security, the counterparty to an over-the-counter derivatives contract or a borrower of a fund's securities may be unable or unwilling to make timely principal, interest or settlement payments, or otherwise to honor its obligations. Funds that invest in fixed-income securities are subject to varying degrees of risk that the issuers of the securities will have their credit rating downgraded or will default, potentially reducing a fund's share price and income level. U.S. government securities are subject to varying degrees of credit risk depending upon the nature of their support.
- **Credit risk.** The issuer or guarantor of a fixed-income security, the counterparty to an over-the-counter derivatives contract or a borrower of a fund's securities may be unable or unwilling to make timely principal, interest or settlement payments, or otherwise to honor its obligations. Funds that invest in fixed-income securities are subject to varying degrees of risk that the issuers of the securities will have their credit rating downgraded or will default, potentially reducing a fund's share price and income level. U.S. government securities are subject to varying degrees of credit risk depending upon the nature of their support.
- **Currency risk.** Currency risk is the risk that fluctuations in exchange rates may adversely affect the U.S. dollar value of a fund's investments.
- **Derivatives risk.** Hedging and other strategic transactions may increase the volatility of a fund and, if the transaction is not successful, could result in a significant loss to a fund. Counterparty risk, liquidity risk (i.e., the inability to enter into closing transactions) and risk of disproportionate loss are the principal risks of engaging in transactions involving futures contracts, options, swaps and foreign currency forward contracts. Counterparty risk does not apply to exchange-traded options. Foreign currency forward contracts are also subject to foreign currency risk. The use of derivative instruments (such as options, futures and swaps) could produce disproportionate gains or losses, more than the principal amount invested. Investing in derivative instruments involves risks different from, or possibly greater than, the risks associated with investing directly in securities and other traditional investments and, in a down market, could become harder to value or sell at a fair price.
- **Distressed investment risk.** Many distressed investments, including loans, loan participations, bonds, notes and non-performing and sub-performing mortgage loans, are not publicly traded and may involve a substantial degree of risk.
- **Economic and market events risk.** Events in the financial markets have resulted, and may continue to result, in an unusually high degree of volatility in the financial markets, both domestic and foreign. In addition, reduced liquidity in credit and fixed-income markets may adversely affect issuers worldwide.
- **Emerging markets risk.** The risks of investing in foreign securities are greater for investments in emerging markets. Emerging market countries may experience higher inflation, interest rates and unemployment as well as greater social, economic, regulatory and political uncertainties than more developed countries.
- **Equity risk.** The value of a company's equity securities is subject to changes in the company's financial condition, and overall market and economic conditions.
- **Equity securities risk.** The value of a company's equity securities is subject to changes in the company's financial condition, and overall market and economic conditions.

- **Exchange-traded fund risk.** Owning an ETF generally reflects the risks of owning the underlying securities it is designed to track.
- **Fixed-income securities risk.** Fixed-income securities are affected by changes in interest rates and credit quality. A rise in interest rates typically causes bond prices to fall. The longer the average maturity of the bonds held by a fund, the more sensitive a fund is likely to be to interest-rate changes. There is the possibility that the issuer of the security will not repay all or a portion of the principal borrowed and will not make all interest payments.
- **Foreign securities risk.** As compared to U.S. companies, there may be less publicly available information relating to foreign companies. Foreign securities may be subject to foreign taxes. The value of foreign securities is subject to currency fluctuations and adverse political and economic developments. The risks of investing in foreign securities are greater for investments in emerging markets.
- **Fund of funds risk.** A fund is subject to the performance of the underlying funds in which it invests.
- **Greater China risk.** Investments in the Greater China region are subject to special risks, such as less developed or less efficient trading markets, restrictions on monetary repatriation and possible seizure, nationalization or expropriation of assets. In particular, investment in Taiwan could be adversely affected by its relationship with China, and Hong Kong and Chinese markets could be hurt significantly by adverse government actions. A small number of companies and industries represent a relatively large portion of the Greater China market as a whole.
- **Hedging, derivatives and other strategic transactions risk.** Hedging and other strategic transactions may increase the volatility of a fund and, if the transaction is not successful, could result in a significant loss to a fund. Counterparty risk, liquidity risk (i.e., the inability to enter into closing transactions) and risk of disproportionate loss are the principal risks of engaging in transactions involving futures contracts, options, swaps and foreign currency forward contracts. Counterparty risk does not apply to exchange-traded options. Foreign currency forward contracts are also subject to foreign currency risk. The use of derivative instruments (such as options, futures and swaps) could produce disproportionate gains or losses, more than the principal amount invested. Investing in derivative instruments involves risks different from, or possibly greater than, the risks associated with investing directly in securities and other traditional investments and, in a down market, could become harder to value or sell at a fair price.
- **High portfolio turnover risk.** Actively trading securities can increase transaction costs (thus lowering performance) and taxable distributions.
- **Illiquid investments risk.** The difficulties and delays associated with such transactions could result in a fund's inability to realize a favorable price upon disposition, and at times might make disposition of such securities impossible. In addition, a fund may be unable to sell other illiquid investments when it desires to do so, resulting in a fund obtaining a lower price or being required to retain the investment.
- **Industry or sector investing risk.** The performance of a fund that focuses on a single industry or sector of the economy depends in large part on the performance of that industry or sector. As a result, the value of an investment may fluctuate more widely than it would in a fund that is diversified across industries or sectors.
- **Inflation-indexed debt securities risk.** Inflation-indexed debt securities are subject to the effects of changes in market interest rates caused by factors other than inflation (real interest rates). There can be no assurance that the inflation index used will accurately measure the real rate of inflation in the prices of goods and services.
- **Initial public offerings risk.** IPO shares may have a magnified impact on fund performance and are frequently volatile in price.
- **Interest rate risk.** A rise in interest rates typically causes bond prices to fall. The longer the average maturity of the bonds held by a fund, the more sensitive a fund is likely to be to interest-rate changes. The yield earned by a fund will vary with changes in interest rates.

- **Investment company securities risk.** A fund bears its own expenses and indirectly bears its proportionate share of expenses of the underlying funds in which it invests.
- **Issuer risk.** An issuer of a security may perform poorly and, therefore, the value of its stocks and bonds may decline. An issuer of securities held by a fund could default or have its credit rating downgraded.
- **Large company risk.** Large-capitalization stocks as a group could fall out of favor with the market, causing a fund to underperform investments that focus on small- or medium-capitalization stocks. Larger, more established companies may be slow to respond to challenges and may grow more slowly than smaller companies.
- **Leverage risk.** The use of leverage magnifies both the favorable and unfavorable effects of price movements in the investments made by a fund. To the extent that a fund is leveraged in its investment operations, a fund will be subject to substantial risk of loss.
- **Lifecycle risk.** There is no guarantee that the adviser will correctly predict the market or economic conditions and, as with other fund investments, you could lose money even if a fund is at or close to its designated retirement year or in its post-retirement stage.
- **Liquidity risk.** Exposure exists when trading volume, lack of a market maker or legal restrictions impair the ability to sell particular securities or close derivative positions at an advantageous price.
- **Loan participations risk.** Participations and assignments involve special types of risks, including credit risk, interest-rate risk, liquidity risk and the risks of being a lender.
- **Lower-rated fixed-income securities risk and high-yield securities risk.** Lower-rated fixed-income securities and high-yield fixed-income securities (commonly known as junk bonds) are subject to greater credit-quality risk and risk of default than higher-rated fixed-income securities. These securities may be considered speculative and the value of these securities can be more volatile due to increased sensitivity to adverse issuer, political, regulatory, market or economic developments and can be difficult to resell.
- **Market disruption and geopolitical risk.** Events in the financial markets have resulted, and may continue to result, in an unusually high degree of volatility in the financial markets, both domestic and foreign. In addition, reduced liquidity in credit and fixed-income markets may adversely affect issuers worldwide.
- **Medium and smaller company risk.** The prices of medium and small company stocks can change more frequently and dramatically than those of large company stocks.
- **Medium company risk.** The prices of medium company stocks can change more frequently and dramatically than those of large company stocks.
- **Mortgage-backed and asset-backed securities risk.** Different types of mortgage-backed securities and asset-backed securities are subject to different combinations of prepayment, extension, interest-rate and/or other market risks.
- **Municipal bond risk.** Municipal bond prices can decline due to fiscal mismanagement or tax shortfalls. Revenue bond prices can decline if related projects become unprofitable. A fund may hold bonds that are insured as to principal and interest payments. Because the value of an insured municipal bond depends in part on the claims-paying ability of the insurer, a fund would be subject to the risk that the insurer may be unable to pay claims filed pursuant to the coverage. A fund may hold several investments covered by one insurer, which would increase a fund's exposure to the claims-paying ability of that insurer. In addition, insurance does not guarantee the market value of the insured obligation.
- **Natural resources risk.** The natural resources industry can be significantly affected by events relating to international political and economic developments, energy conservation, the success of exploration projects, commodity prices, and taxes and other governmental regulations.
- **Non-diversified risk.** Certain funds are not "diversified" within the meaning of the Investment Company Act of 1940. This means they are allowed to invest in the securities of a relatively small number of issuers, which may result in greater susceptibility to associated risks. As a result, credit, market and other risks associated with a fund's investment strategies or techniques may be more pronounced for these funds than for funds that are "diversified."

- **Prepayment risk.** Prepayment risk occurs when the issuer of a security can repay principal prior to the security's maturity. Securities subject to prepayment risk can offer less potential for gains when the credit quality of the issuer improves.
- **Real estate securities risk.** Investing in securities of companies in the real estate industry subjects a fund to the risks associated with the direct ownership of real estate. REITs involve additional risk factors including poor performance by a REIT's manager, changes to the tax laws, and failure by the REIT to qualify for tax-free distribution of income or exemption under the Investment Company Act of 1940.
- **Sector investing risk.** Because a fund may focus on a single sector of the economy, its performance depends in large part on the performance of that sector. As a result, the value of your investment may fluctuate more widely than it would in a fund that is diversified across sectors.
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- **Short sales risk.** Short sales involve costs and risk. A fund must pay the lender interest on the security it borrows, and a fund will lose money if the price of the security increases between the time of the short sale and the date when a fund replaces the borrowed security.
- **Small company risk.** Stocks of smaller companies are more volatile than stocks of larger companies.
- **Special risks related to preferred securities.** Generally, preferred security holders have no voting rights with respect to the issuing company unless preferred dividends have been in arrears for a specified number of periods, at which time the preferred security holders may have the right to elect a number of directors to the issuer's board. Generally, once all the arrearages have been paid, the preferred security holders no longer have voting rights. In certain varying circumstances, an issuer of preferred securities may redeem the securities prior to a specified date. For instance, for certain types of preferred securities, a redemption may be triggered by a change in federal income tax or securities laws. As with call provisions, a redemption by the issuer may negatively impact the return of the security held by a fund. Preferred securities may include provisions that permit the issuer, at its discretion, to defer distributions for a stated period without any adverse consequences to the issuer. Preferred securities are subordinated to bonds and other debt instruments in a company's capital structure in terms of priority to corporate income and liquidation payments, and therefore will be subject to greater credit risk than more senior debt instruments. Preferred securities may be substantially less liquid than many other securities, such as common stocks or U.S. government securities.
- **State/region risk.** Investing heavily in any one state or region increases exposure to losses in securities of that state's or region's issuers.
- **State-specific risk.** Because a fund invests mainly in bonds from a single state, its performance is affected by local, state and regional factors. These factors may include economic or political changes, tax base erosion, state constitutional limits on tax increases, budget deficits and other financial difficulties, and changes in the credit ratings assigned to the state's municipal issuers.
- **Target allocation risk.** From time to time, one or more of the underlying funds may experience relatively large redemptions or investments due to reallocations or rebalancing of the assets of a portfolio, which could affect the performance of the underlying funds and, therefore, the performance of a fund.
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