Separate Account Performance Summary (Gross of Fees)

| December 2017 |  | Quarter to Date | Year to Date | 1 Year | Annualized |  |  |  |  |  | Inception Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Strategy Name | Current <br> Month |  |  |  | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | Since Inception |  |
| U.S./Global Equity |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy Small Cap Value | 0.42 | 4.52 | 11.26 | 11.26 | 9.97 | 15.76 | 12.41 | 11.19 | - | 12.63 | 3/1/04 |
| Russell 2000® Value Index | -0.95 | 2.05 | 7.84 | 7.84 | 9.55 | 13.01 | 10.84 | 8.17 | - | 8.18 |  |
| O'Shaughnessy Small Cap Growth | -1.14 | 0.55 | 12.13 | 12.13 | 9.55 | 13.14 | 10.35 | 4.99 | 9.73 | 9.02 | 11/1/96 |
| Russell $2000{ }^{\text {® }}$ Growth Index | 0.12 | 4.59 | 22.17 | 22.17 | 10.28 | 15.21 | 12.34 | 9.19 | 11.57 | 7.19 |  |
| O'Shaughnessy Small-Mid Cap Growth | -0.99 | 2.92 | 15.12 | 15.12 | 10.57 | 14.44 | 11.09 | 4.70 | 10.85 | 10.53 | 11/1/96 |
| Russell $2500{ }^{\text {® }}$ Growth Index | 0.27 | 6.35 | 24.46 | 24.46 | 10.88 | 15.47 | 12.95 | 9.62 | 12.16 | 8.56 |  |
| O'Shaughnessy Market Leaders Value ${ }^{\text {SM }}$ | 2.91 | 8.95 | 24.72 | 24.72 | 10.33 | 16.91 | 14.91 | 11.90 | 13.59 | 12.27 | 12/1/01 |
| Russell $1000^{\circledR}$ Value Index | 1.46 | 5.33 | 13.66 | 13.66 | 8.65 | 14.04 | 12.46 | 7.10 | 9.55 | 7.90 |  |
| O’Shaughnessy Enhanced Dividend ${ }^{\text {® }}$ | 2.82 | 6.62 | 20.40 | 20.40 | 8.85 | 6.91 | 7.19 | 5.28 | - | 9.42 | 5/1/03 |
| MSCI AC World Index | 1.61 | 5.73 | 23.97 | 23.97 | 9.30 | 10.80 | 8.73 | 4.65 | - | 8.97 |  |
| U.S. Equity Blends |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy All Cap Core | 1.50 | 6.13 | 18.71 | 18.71 | 11.17 | 16.40 | 13.56 | 8.68 | 11.90 | 11.90 | 1/1/03 |
| Russell $3000{ }^{\text {® }}$ Index | 1.00 | 6.34 | 21.13 | 21.13 | 11.12 | 15.58 | 13.50 | 8.60 | 10.25 | 10.25 |  |
| S\&P 500 Index | 1.10 | 6.64 | 21.82 | 21.82 | 11.41 | 15.79 | 13.76 | 8.50 | 9.92 | 9.92 |  |
| O'Shaughnessy Market Leaders Core | 1.31 | 8.77 | 25.38 | 25.38 | 12.20 | 17.38 | 13.83 | 9.08 | 12.19 | 10.03 | 12/1/01 |
| Russell $1000{ }^{\circledR}$ Index | 1.11 | 6.59 | 21.69 | 21.69 | 11.23 | 15.71 | 13.66 | 8.59 | 10.18 | 7.89 |  |
| Russell $1000^{\circledR}$ Value Index | 1.46 | 5.33 | 13.66 | 13.66 | 8.65 | 14.04 | 12.46 | 7.10 | 9.55 | 7.90 |  |
| International Equity |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy International ADR | 1.84 | 5.32 | 29.57 | 29.57 | 11.67 | 10.61 | 8.12 | 3.41 | - | 7.02 | 1/1/06 |
| MSCI AC World ex US Index | 2.24 | 5.00 | 27.19 | 27.19 | 7.83 | 6.80 | 4.93 | 1.84 | - | 4.89 |  |

Investment characteristics and performance are based on OSAM's Separately Managed Accounts. Should OSAM have another product or investment vehicle with a similar name, investment characteristics and performance may differ.
Past performance is no guarantee of future results. Please see important information titled "Composite Disclosure" at the end of this presentation.

For more information:
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Separate Account Performance Summary (Gross of Fees)


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Separate Account Performance Summary (Net of Fees¹)

| December 2017 |  | Quarter to Date | Year to Date | 1 Year | Annualized |  |  |  |  |  | Wrap <br> Accounts as a \% of Composite Inception Accounts Date |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Strategy Name | Current <br> Month |  |  |  | $\begin{gathered} 3 \\ \text { Years } \end{gathered}$ | $\begin{gathered} 5 \\ \text { Years } \end{gathered}$ | $\begin{gathered} 7 \\ \text { Years } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Years } \end{aligned}$ | $\begin{gathered} 15 \\ \text { Years } \end{gathered}$ | Since Inception |  |  |
| U.S./Global Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy Small Cap Value | 0.29 | 4.14 | 9.61 | 9.61 | 8.31 | 13.93 | 10.73 | 9.20 | - | 10.47 | 39\% | 3/1/04 |
| Russell $2000{ }^{\text {® }}$ Value Index | -0.95 | 2.05 | 7.84 | 7.84 | 9.55 | 13.01 | 10.84 | 8.17 | - | 8.18 | - |  |
| O'Shaughnessy Small Cap Growth | -1.39 | -0.20 | 8.85 | 8.85 | 6.45 | 10.37 | 7.87 | 2.74 | 7.59 | 6.93 | 100\% | 11/1/96 |
| Russell $2000{ }^{\text {® }}$ Growth Index | 0.12 | 4.59 | 22.17 | 22.17 | 10.28 | 15.21 | 12.34 | 9.19 | 11.57 | 7.19 | - |  |
| O'Shaughnessy Small-Mid Cap Growth | -1.08 | 2.65 | 13.93 | 13.93 | 9.18 | 12.60 | 9.06 | 2.65 | 9.00 | 8.80 | 19\% | 11/1/96 |
| Russell $2500{ }^{\text {® }}$ Growth Index | 0.27 | 6.35 | 24.46 | 24.46 | 10.88 | 15.47 | 12.95 | 9.62 | 12.16 | 8.56 | - |  |
| O'Shaughnessy Market Leaders Value ${ }^{\text {SM }}$ | 2.80 | 8.63 | 23.41 | 23.41 | 9.31 | 16.01 | 14.12 | 10.46 | 11.94 | 10.57 | 32\% | 12/1/01 |
| Russell $1000^{\circledR}$ Value Index | 1.46 | 5.33 | 13.66 | 13.66 | 8.65 | 14.04 | 12.46 | 7.10 | 9.55 | 7.90 | - |  |
| O'Shaughnessy Enhanced Dividend ${ }^{\text {® }}$ | 2.58 | 5.88 | 17.09 | 17.09 | 6.19 | 4.38 | 4.55 | 2.59 | - | 6.71 | 94\% | 5/1/03 |
| MSCI AC World Index | 1.61 | 5.73 | 23.97 | 23.97 | 9.30 | 10.80 | 8.73 | 4.65 | - | 8.97 | - |  |
| U.S. Equity Blends |  |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy All Cap Core | 1.27 | 5.43 | 15.62 | 15.62 | 8.48 | 13.65 | 10.80 | 5.96 | 9.17 | 9.17 | 89\% | 1/1/03 |
| Russell $3000{ }^{\text {® }}$ Index | 1.00 | 6.34 | 21.13 | 21.13 | 11.12 | 15.58 | 13.50 | 8.60 | 10.25 | 10.25 | - |  |
| S\&P 500 Index | 1.10 | 6.64 | 21.82 | 21.82 | 11.41 | 15.79 | 13.76 | 8.50 | 9.92 | 9.92 | - |  |
| O'Shaughnessy Market Leaders Core | 1.28 | 8.65 | 24.84 | 24.84 | 11.68 | 16.70 | 13.07 | 8.21 | 11.32 | 9.09 | 1\% | 12/1/01 |
| Russell $1000{ }^{\text {® }}$ Index | 1.11 | 6.59 | 21.69 | 21.69 | 11.23 | 15.71 | 13.66 | 8.59 | 10.18 | 7.89 | - |  |
| Russell $1000^{\circledR}$ Value Index | 1.46 | 5.33 | 13.66 | 13.66 | 8.65 | 14.04 | 12.46 | 7.10 | 9.55 | 7.90 | - |  |
| International Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| O'Shaughnessy International ADR | 1.64 | 4.69 | 26.30 | 26.30 | 8.78 | 7.73 | 5.21 | 0.58 | - | 4.16 | 89\% | 1/1/06 |
| MSCI AC World ex US Index | 2.24 | 5.00 | 27.19 | 27.19 | 7.83 | 6.80 | 4.93 | 1.84 | - | 4.89 | - |  |

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${ }^{1}$ For composite presentation, returns for wrap accounts are net at $3 \%$ annually, which reflects the highest applicable "wrap" fee charged by any sponsor across our distribution channel. Non-wrap accounts are net of the actual management fee.

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## Separate Account Performance Summary (Net of Fees¹)



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${ }^{1}$ For composite presentation, returns for wrap accounts are net at 3\% annually, which reflects the highest applicable "wrap" fee charged by any sponsor across our distribution channel. Non-wrap accounts are net of the actual management fee.

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Composite Disclosure


 the performance of the current firm for all the periods starting 1996.


 not ensure the accuracy of any specific composite presentation.
A complete list of OSAM's composite descriptions is available upon request


 may differ significantly from those of its benchmarks.
 2014: \$6,925; 2013: \$6,488; 2012: \$4,812; 2011: \$4,415; 2010: \$5,063; 2009: \$4,989; 2008: \$4,812; 2007: \$10,841.
 einvestment of dividends upon rebalance. Any account designated on OSAM's accounting system with its own separate cash balance is eligible for inclusion in a composite.
 percentage of wrap portfolios].




 526.9, 11.6, 10.58, 9.87, 73.73]; [2016: 495, 0.59, \$455.7, 11.58, 10.88, 8.55, 83.53]. Composite Creation Date: December 2016





 $0.57, \$ 272.6,13.53,11.06,5.12,91.44]$. Composite Creation Date: December 2016.



 $0.69,83.41]$ ] [2015: 71, 0.4, \$37.5, 12.18, 12.13, 0.7, 78.57]; [2016: 56, 0.36, \$34.4, 11.9, 12.51, 0.65, 88.4]. Composite Creation Date: August 2008





 $12.78,10.77,24.15,21.46]$. Composite Creation Date: December 2016






 $17.27,0.25,61.82]$; [2014: 7, $0.75, \$ 9.3,12.2,13.82,0.13,61.36]$; [2015: $\leq 5, \mathrm{~N} / A, \$ 4.8,13.62,14.95,0.09,100]$; [2016: $\leq 5, \mathrm{~N} / \mathrm{A}, \$ 8.6,13.61,16.67,0.16,100]$. Composite Creation Date: August 2008.




 $12.79,0.13,60.41]$; [2015: 11, $0.87, \$ 9.2,13.77,13.46,0.17,19.05]$; [2016: 30, $0.5, \$ 21.6,15.45,15.5,0.41,36.96]$. Composite Creation Date: December 2016.






 $\$ 85,16.54,16.48,1.32,69.06] ;$ [2014: 45, $0.54, \$ 45.3,11.25,12.54,0.65,50.22] ;$ [2015: 27, $0.45, \$ 30.3,12.45,13.29,0.57,47.53] ;$ [2016: 19, $0.64, \$ 22.8,11.57,14.67,0.43,20.17]$. Composite Creation Date: December 2016.




 $\$ 43,10.4,9.12,0.62,2.74]$; [2015: 23, $0.6, \$ 117.5,11.4,10.48,2.2,0.76]$ [ $2016: 19,0.3, \$ 132.1,11.12,10.69,2.48,0.74]$. Composite Creation Date: August 2008.

 billion) may have greater risk and volatility than those with larger market capitalizations.



 do not reflect the deduction of any expenses or fees.

 material or for any inaccuracy in USER's presentation thereof.





 indexes. The Russell 3000® Value Index measures the performance of those Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values.

 They are unmanaged, include the reinvestment of earnings, and do not reflect transaction costs or management fees and other expenses.

