Morningstar Direct Global Institutional Research Platform

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Morningstar Today



- Started in 1984 with a print publication on mutual funds for individual investors
- Serving more than 6.5 million individuals, 260,000 advisors, and 3,300 institutions
- 200 Analysts covering over 2,000 firms
- Extensive data on more than 325,000 investment offerings
- Business expands to financial advisors, then institutions



How We Serve Our Clients

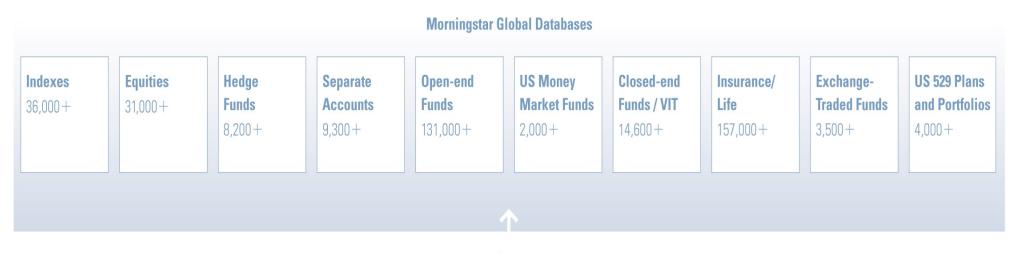
Morningstar strengths form the **Databases** Research **Technology Brand** Design foundation... ...for innovative products and services... Web Software Data Feeds Research Data Asset Advisory & Analysis & Tools Management Services Management ...that help clients meet their business **Operational Product Product** challenges. **Compliance** Retirement **Distribution Efficiency Development**

What is Morningstar Direct?

- Web-based, global institutional research platform
- \triangleright 325,000 + investments
- Provides direct and dynamic access to all of Morningstar's databases including open-end, ETFs, stocks, closed-end, separate account/CIT, hedge funds, etc.
- Daily returns, dynamic updates of portfolio and operational data
- Used by 4,300 professionals, including asset managers, consultants, and institutional investors worldwide
- Roles include product management, sales and marketing, performance reporting



Comprehensive Data







*Morningstar Direct only Approximate database numbers as of May 2010



How Our Clients Use Morningstar Direct

- Developing a clear explanation of a manager's track record and strategy
- Equity Research and Real Time Data
- Understanding market trends via Cash flows
- Creating effective presentations that reflect brand identity
- Demonstrating how an investment compliments a portfolio
- Finding efficiencies and reducing costs in operations



Explaining a Managers Track Record: Attribution (Sector level)



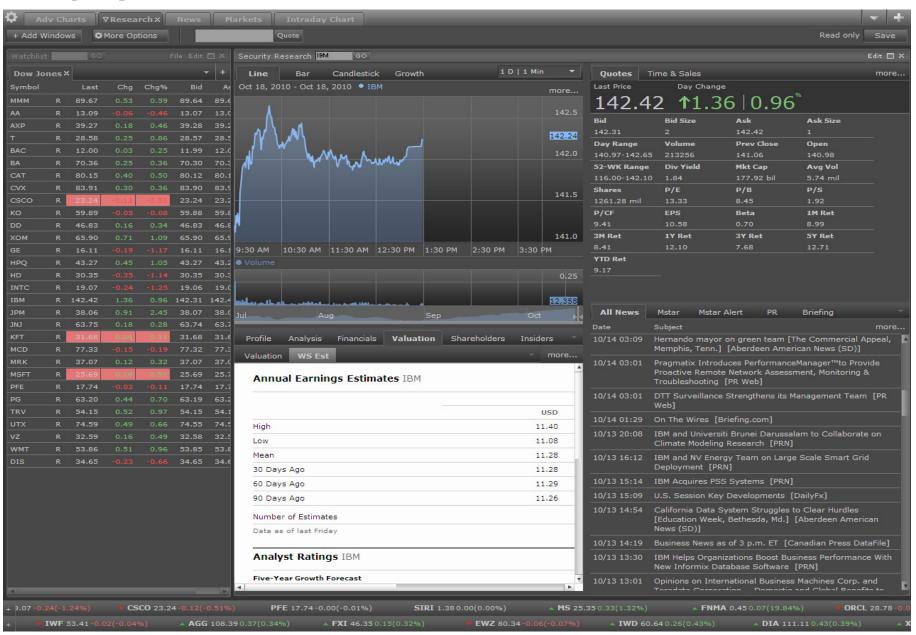


Explaining a Managers Track Record: Attribution (Holdings level)



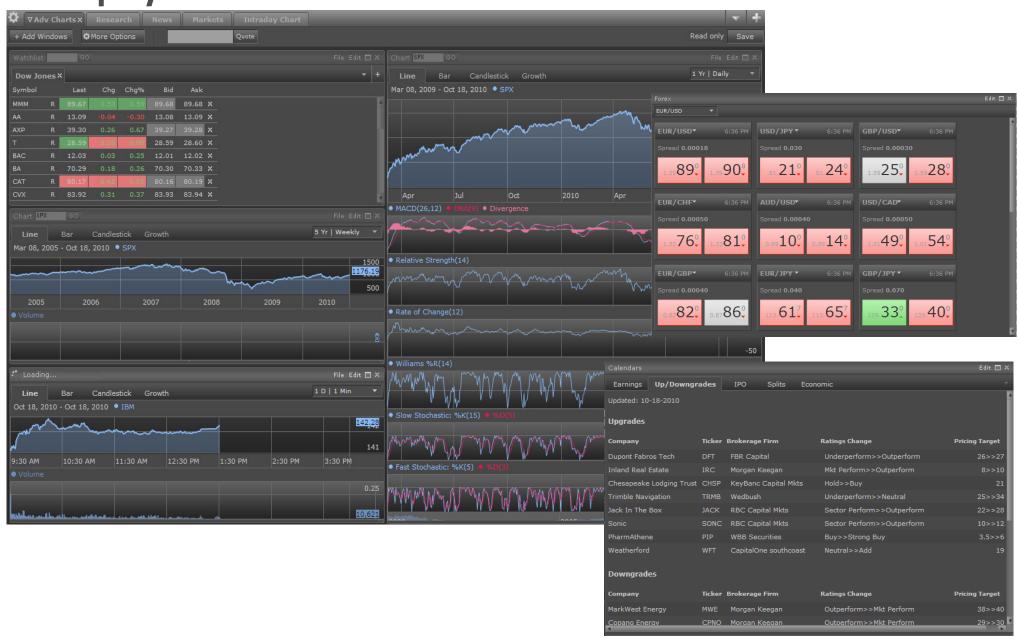


Equity Research and Real Time Data



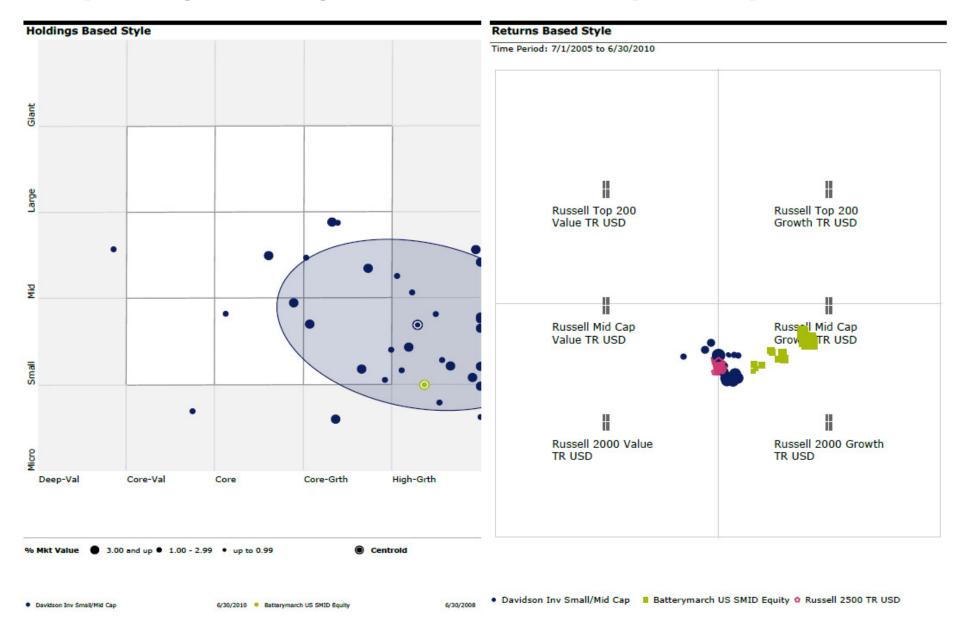


Equity Research and Real Time Data



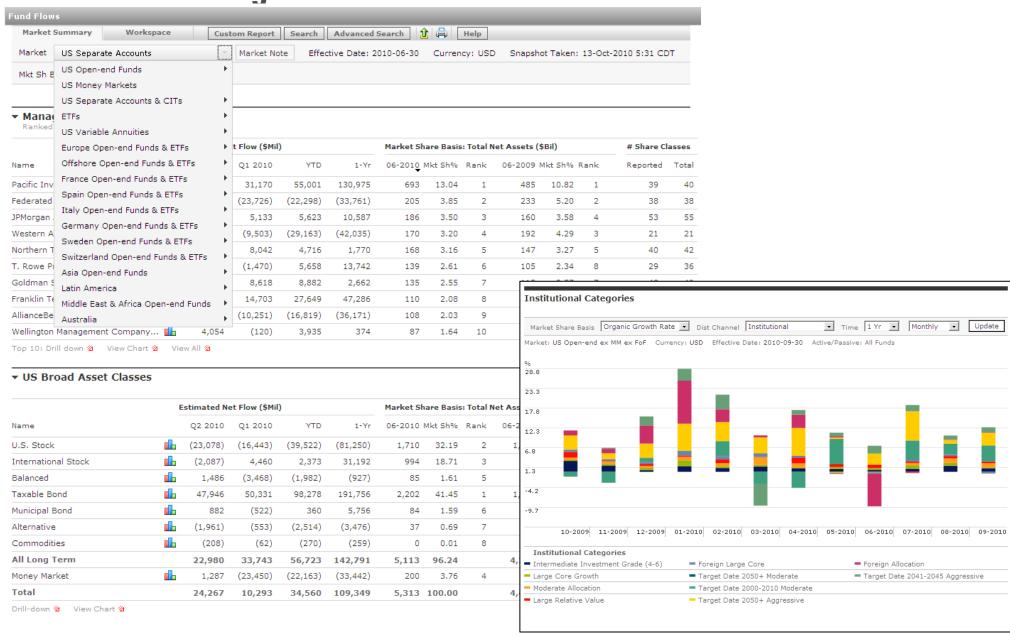


Explaining a Managers Track Record: Style Analysis





Understanding Market Trends: Cash Flows



Peer group analysis and scorecard

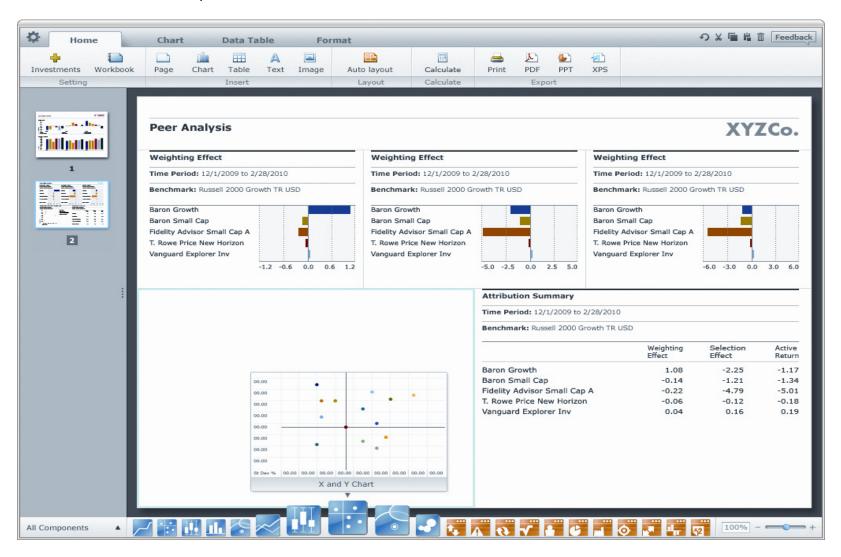
- Build performance monitoring "dashboards" based on custom performance, peer group ranks and scorecards
- Incorporate conditional formatting rules to easily identify areas for further analysis
- Automate the data update and distribution of reports using batch feature

	Name Report Currency: Base Currency	Trailing 1 Yr 1/1/2009 - 12/31/2009								
		Return	Peer group percentile	Excess Return	Sharpe Ratio	Peer group percentile	Alpha	Peer group percentile	Beta	
<u> </u>	▼ Aggressive Allocation									
_ 2	Columbia LifeGoal Growth Z	35.33	8	8.87	1.48	18	7.58	15	0.97	
3	MFS Growth Allocation A	32.33	21	5.87	1.62	5	8.73	9	0.81	
4	MFS Growth Allocation R3	32.27	22	5.80	1.61	6	8.67	10	0.81	
5	Russell LifePoints Eq Growth Strategy R3	30.39	39	3.93	1.20	81	1.37	75	1.09	
6	T. Rowe Price Personal Strat Growth	37.47	3	11.01	1.70	1	11.16	1	0.88	
7	MFS Aggressive Growth Allocation A	35.87	5	9,41	1.53	15	8.39	11	0.95	
8	MFS Aggressive Growth Allocation R3	36.04	4	9.58	1.53	14	8.50	11	0.95	
9	Benchmark 1: S&P 500 TR	26.46		0.00	1.16		0.00		1.00	
1 0	Peer Group: Aggressive allocation peer group									
11	Number of investments ranked		381			381		381		
1 2	▶ Peer Group Summary Statistics									
1 3	▼ Bank Loan									
1 4	Fidelity Advisor Float Rate Hi Inc T	28.50	89	(24.03)	3.57	81	(2.17)	85	0.64	
1 5	Benchmark 1: S&P/LSTA Performing Loan TR	52.53		0.00	4.27		0.00		1.00	
1 6	Peer Group: Morningstar Category = Bank									
1 7	Number of investments ranked		134			134		134		
1 8	▶ Peer Group Summary Statistics									
1 9	▼ Conservative Allocation									
20	Columbia LifeGoal Income & Growth Z	23,48	27	9.20	2.47	10	10.73	13	0.78	



Creating Effective Support Material: Presentation Studio

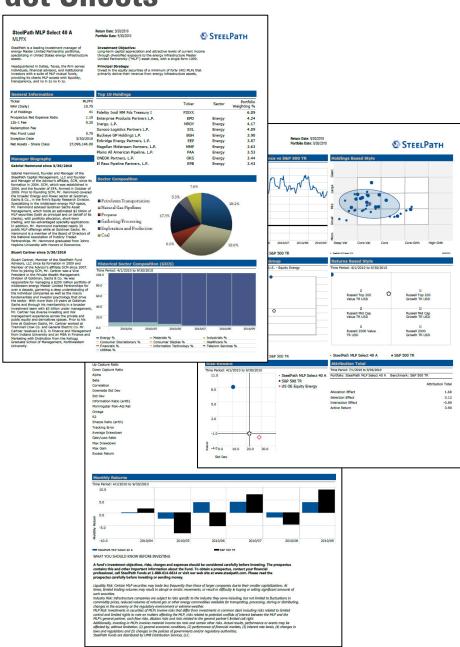
Produce customized presentations and investment factsheets using a drag and drop, interactive workspace.





Presentation Studio: Investment Fact Sheets

- ➤ Single, flexible tool for creating fact sheets, fully integrated with the investment data and analytics required for communicating essential information
- Eliminates need for manual "cut and paste" reporting from multiple data sources
- Build templates including logos, corporate colors and fonts
- Fully automate report production on a monthly or quarterly basis using batch reporting
- Significant cost savings versus outsourcing your factsheet production





Presentation Studio: Pitch books

- Create custom pitch books and competitive analysis using the latest performance and portfolio data on your competitors
- Select investments, benchmark and peer group and easily create presentation workbook containing charts and data tables with common settings
- Add user text and images etc. for a customized look and feel
- Library of Morningstar templates





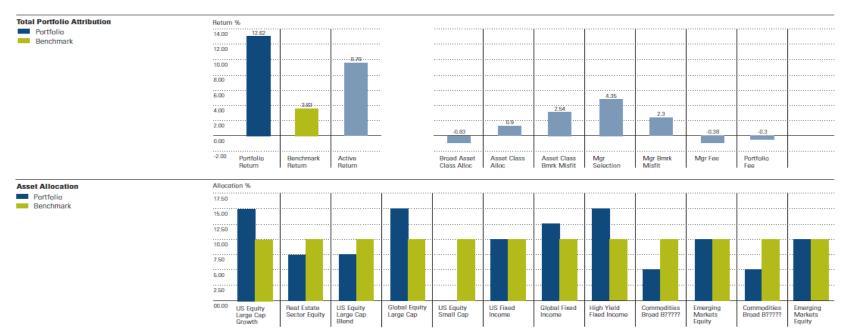
Demonstrating How an Investment Compliments a Portfolio

- Total Portfolio Attribution
 - Can quantify the benefit of adding an asset class or manager to a portfolio.
- Hypothetical Portfolio Analysis
- Holdings Analysis
 - Identify unexpected overexposure to a style or company stock
 - Identify how an investment can marry with an existing portfolio holding of similar style

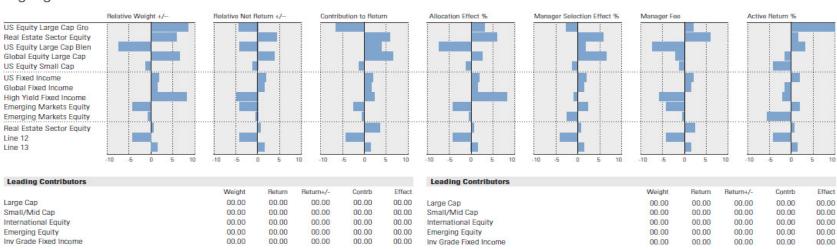


Total Portfolio Attribution

Total Portfolio Attribution Summary 00-00-2010 to 00-00-2010



Highlights 00-00-2010 to 00-00-2010



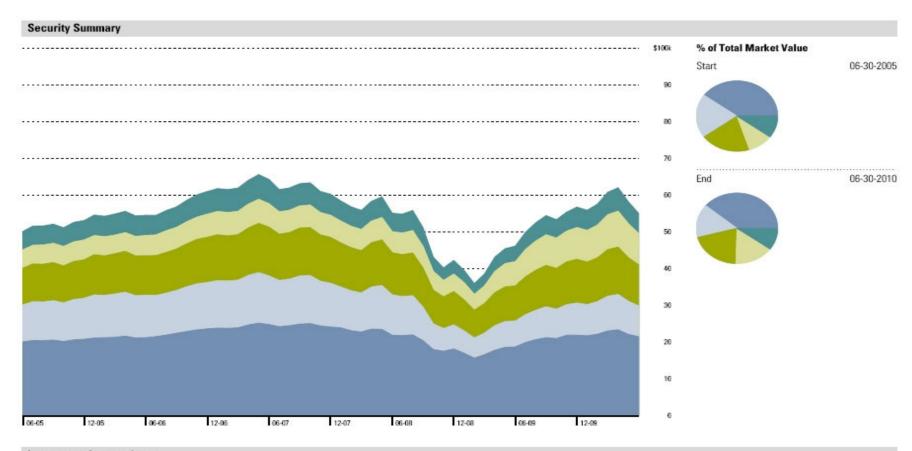
Hypothetical Portfolio Analysis

Release date 06-30-2010| FINRA Members: For internal use or client reporting purposes only.

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Hypothetical Portfolio Illustration Continued

06-30-2005 to 06-30-2010



Investment Assumptions										
Investment Name	Holdin		Subsequent Invest/Withdwl	Reinvest	Liqui-	Re-	Charges and Fees			Market
	Perio			Distributions	date	balance		nnual Deferred Load		Value
	Start En	d Amount	Amount Freq	Income Cap Gains		%	Load	Fee% Amount%	Years	End \$



Identify Unexpected Overexposure or Opportunity to Marry

Top 20 Shared Stock Holdings (Top 20 Shared Stock				
	Sector	Style Box	Port1 %	Port2 %	
Apple, Inc.	₽.		6.22	4.16	Apple, Inc.
Google, Inc.	뎔		3.16	2.06	EMC Corporation
Schlumberger, Ltd.	ð		2.37	1.32	Express Scripts
Hewlett-Packard Company			2.19	2.73	Hewlett-Packard Compan
Target	E	=	2.05	2.37	Target
Thermo Fisher Scientific, Inc.	%	Ħ	2.05	1.72	Southwestern Energy Cor
Precision Castparts Corp.	•		1.97	1.19	Google, Inc.
Express Scripts	* 6		1.92	3.14	Allergan, Inc.
Kohl's Corporation	=		1.80	1.16	Thermo Fisher Scientific,
Amazon.com, Inc.	=		1.75	1.33	Wells Fargo Company
EMC Corporation	=	Ħ	1.74	3.56	Amazon.com, Inc.
Wells Fargo Company	\$		1.69	1.46	Schlumberger, Ltd.
Occidental Petroleum Corporation	ð		1.69	0.99	Precision Castparts Corp.
Illinois Tool Works, Inc.	•	=	1.68	0.00	Qualcomm, Inc.
Southwestern Energy Company	ð		1.33	2.18	Kohl's Corporation
Allergan, Inc.	€	Ħ	1.31	2.04	Adobe Systems Inc.
Qualcomm, Inc.			1.19	1.18	Occidental Petroleum Cor
Adobe Systems Inc.	S		1.14	1.13	UnitedHealth Group, Inc.
Joy Global, Inc.	•		1.10	0.63	J.P. Morgan Chase & Co.
J.P. Morgan Chase & Co.	\$		1.00	0.80	Gilead Sciences, Inc.

Top 20 Shared Stock Holdings (P	ortfolio 2)			
	Sector	Style Box	Port2 %	Port1 %
Apple, Inc.	₽		4.16	6.22
EMC Corporation	₽.		3.56	1.74
Express Scripts	~ 6		3.14	1.92
Hewlett-Packard Company	₽		2.73	2.19
Target		Ħ	2.37	2.05
Southwestern Energy Company	ð		2.18	1.33
Google, Inc.	E		2.06	3.16
Allergan, Inc.	%		2.04	1.31
Thermo Fisher Scientific, Inc.	%		1.72	2.05
Wells Fargo Company	\$	Ħ	1.46	1.69
Amazon.com, Inc.			1.33	1.75
Schlumberger, Ltd.	ð		1.32	2.37
Precision Castparts Corp.	٠		1.19	1.97
Qualcomm, Inc.	₽		1.18	1.19
Kohl's Corporation	E	Ħ	1.16	1.80
Adobe Systems Inc.	A		1.13	1.14
Occidental Petroleum Corporation	ð		0.99	1.69
UnitedHealth Group, Inc.	%		0.95	0.77
J.P. Morgan Chase & Co.	\$		0.80	1.00
Gilead Sciences, Inc.	~ 6		0.70	0.47

Holding Analysis							
	Common Holdings		All Stock Holdings				
	Count	%	Count	%	Active share %	Similarity Score %	Common Holdings Score %
Allianz RCM Large-Cap Growth A	22	40.60	60	97.95	69.08	41.45	30.92
Baird LargeCap Inst	22	36.81	57	98.81	69.08	37.26	30.92



Finding Efficiencies and Reducing Cost in Operations

- Data
 - All of Morningstar's database
 - Importing private investments and back office integration
- Data coverage
 - Operations, performance, portfolio, flow and risk statistics
 - Custom calculation on over 150 statistics
- Functionality
 - Style analysis: returns and holdings based methodologies
 - Peer analysis: extensive searching capabilities, rank/percent rank calculations
 - ► Performance attribution: manager and portfolio level
 - Investment scorecard
 - Presentation studio for building customized presentations
 - Fund flows
 - Library of pre-defined PDF reports
 - Morningstar analyst and market commentary
 - Collaboration with other members of your organization



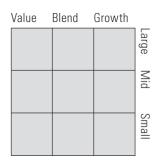
Appendix

Separate Account Overview

- ▶ U.S. Separate Account Composite coverage over 5,250 active strategies
- ▶ U.S. Collective Investment Trust coverage over 1,250 active strategies
- U.S. Insurance Group Separate Account coverage over 1,1950 active strategies
- ▶ U.S. Institutional Mutual Fund coverage of over 4,300 funds
- Universes are mutually exclusive of each other
- Performance, operations, and portfolio data available
 - \triangleright Portfolios ~90% of strategies provide portfolios on regular basis
 - lacktriangle Gross and net monthly returns \sim 90% of strategies update within 22 business days
 - Global coverage Canadian, UK, Australian specific databases
 - ADV Part I available, collecting ADV Part II
 - Manager narratives



Retail Categories vs. Institutional Categories Domestic Equity Style Comparison



Morningstar Categories

Small Value Large Value Mid Value Mid Blend Small Blend Large Blend Large Growth Small Growth Mid Growth

	Giant Value		Gian	t Blend		Giant Growth		
Large Income-Oriented Value	Large Core Value	Large Relat Value	ive	Lg Core	Large Valua Sens Grow	ation itive	Large Core Growth	Large High Growth
Mid Income-Oriented Value	Mid Core Value	Mid Relat Value		Mid Core	Mid Valua Sens Grow	itive	Mid Core Growth	Mid High Growth
Small Deep Value	Small Core Value	Smal Relat Value	ive	Sm Core	Smal Valua Sens Grow	ation itive	Small Core Growth	Small High Growth
	Micro Cap							

Morningstar Institutional Categories

Giant Value Mid Valuation-Sensitive Growth Giant Blend Mid Core Growth Giant Growth Mid High Growth Large Income-Oriented Value Large Core Value Small Core Value Large Relative Value Large Core Small Core S&P 500 Tracking

Large Valuation-Sensitive Growth Large Core Growth Large Deep High Growth Mid Income-Oriented Value Mid Core Value

Mid Relative Value

Mid Core

Small Deep Value Small Relative Value

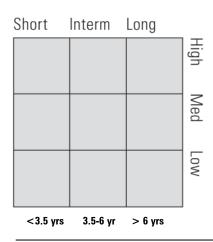
Small Valuation Sensitive Growth

Small Core Growth Small High Growth All-Cap Value All-Cap Blend All-Cap Growth

Micro Cap

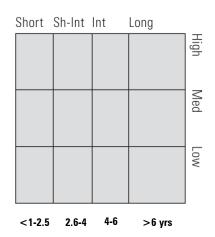


Retail Categories vs. Institutional Categories Domestic Fixed Income Style Comparison



Morningstar Traditional Fixed Income Categories

Ultra short Bond Short Government Short Bond Intermediate Government Intermediate Bond Long Government Long Bond High Yield Bond



Morningstar New Institutional Fixed Income Categories

Ultra short Investment Grade Long Government Short Government Long Investment Grade

Short Treasury GNMA

Short Investment Grade Mortgage-Backed

Short/Intermediate Government A-Rated
Short/Intermediate Investment GradeBBB-Rated
Intermediate Government High Yield Bond

Intermediate Investment Grade

Morningstar Institutional Software Representative Consulting Clients

Absolute Strategy Research

Altair Advisers

Aon Investment Consulting

Arnerich Massena & Associates

Asset Consulting Group

Asset Performance Partners

Asset Strategy

Boston Consulting Group

Callan Associates

Cambridge Associates

Capital Advisory Group

Capital Research and Consulting

Clark Consulting

Colonial Consulting Corporation

Cook Street Consulting, Inc.

CTC Consulting

Defined Contribution Advisors

DeMarche Associates

Derivative Consulting

Devonshire Partners, Inc.

Envestnet Asset Management

Evaluation Associates, LLC

Fund Evaluation Group

Hewitt Associates

Lockwood Financial Group

Madison Benefits Group, Inc

Marco Consulting Group

Mercer Investment Consulting Inc.

Milliman, Inc.

Monroe Vos Consulting Group, Inc.

Monticello Associates

Morgan Stanley

New England Pension Consultants

Pension Consulting Alliance

Portfolio Analytics

Portfolio Evaluations, Inc.

Power Financial Corporation

PricewaterhouseCoopers

Prima Capital

RogersCasey

Russell Investment Group

RV Kuhns and Associate

TowersPerrin

Watson Wyatt



Morningstar Institutional Software Representative Private Banking Clients

AMG National Trust Bank

Bankers Trust Company

Bank of America

Bank of Oklahoma

Bank of Stockton

Bessemer Trust

Citigroup

Citizens Bank

City National Corporation (Convergent Wealth)

Comerica Bank

Country Trust Bank

Deutsche Bank

Fiduciary Trust

First Independent Bank

First Private Bank and Trust

First Western Trust Bank

Frost Bank

Investment Trust Company

Johnson Trust Company

Key Corporation

Lydian Trust Company

Manufacturers and Traders Trust

Marshall and IIsley

Mercantile Investment and Wealth Management

Merrill Lynch

Northern Trust

Northwest Savings Bank

National City Bank

Rockland Trust

Santa Monica Bank and Trust

Security National Bank

SunTrust Bank

Trust Company of Illinois

Trust Company of the West

Union Bank of California

US Bancorp

Webster Bank

Wells Fargo

Whitney National Bank



Morningstar Institutional Software Representative Plan Sponsor Clients

Abbott Laboratories

Alaska Permanent Fund

Altria Corporate Services

American College of Surgeons

BASF Corporation

Baxter International

BP Amoco

California Endowment

CalSTRS

City of San Jose Retirement Services

Delta Airlines

Delta Dental of Michigan

Federal Retirement Thrift Investment Board

First Energy Corporation

Ford Foundation

Georgia Baptist Foundation

Georgia Division of Investment Services

GlaxoSmithKline

Houston Police Officers

Intel Corporation

Jewish Federation of Metropolitan Chicago

Johnson & Johnson

Kentucky Teachers Retirement System

Mason Companies

Minnesota State Board

Ncr Corporation

New Jersey Division of Investments

North American Islamic Trust

Northwestern Memorial Hospital

Novartis Corporation

Pennsylvania Public Schools

Proctor and Gamble

Qwest/US West

Raytheon Company

Salt River Project

Southern Illinois Healthcare

State Board of Administration of Florida

Textron Corporation

The Dow Chemical Company

The Salvation Army

Toyota Motors

William Penn Foundation



Client Testimonials

Morningstar Direct helps Allianz Global Investors understand how the world is viewing us. That knowledge is powerful. It's one of the elements that helps us set our product development and sales strategies.

David Jobson, Executive Vice President, Head of Product Development and Analytics, Allianz Global Investors, New York

An important part of why we chose Morningstar Direct had to do with its style analysis. It has both returns- and holdings-based analysis, which really strengthen our external fund manager selection process.

Dirk-Jan Schuiten, Head of Multi-Manager Solutions, Private Banking, Fortis, The Netherlands

Financial advisors need investment data that's high-quality, accurate, and timely, and Morningstar delivers on all of these points. It's also a well-known brand in our market.

Graham Stott, IT Director, Seven Investment Management, UK



Client Testimonials

Morningstar Direct helps our group make informed decisions for product development. It's part of what I know to be a best-of-breed structure.

Spence Fitzgibbons, VP, Director of Product Management, American Century Investments, Missouri

Morningstar Direct is extremely helpful because it provides a volume of valuable data that is more accurate and up-to-date than other providers' offerings.

Peter Gosselin, Manager, DC Investment Services, Mercer LLC, Massachusetts

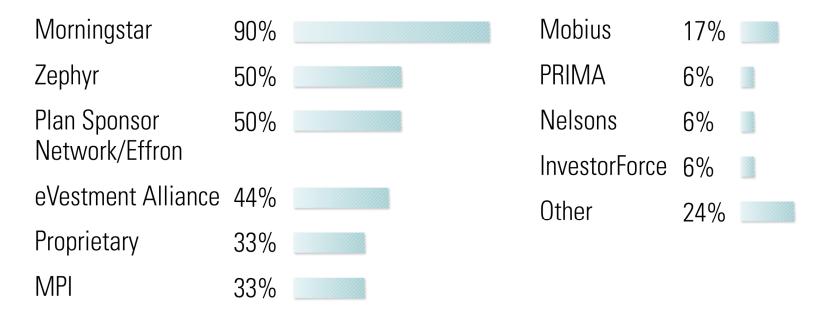
Morningstar's equity research has been the force behind STANLIB's differentiation.

Hlelo "Lo" Giyose, Portfolio Manager and Head of Franchise, STANLIB, South Africa



Cerulli Associates 2009 Survey of Managed Accounts Due Diligence Groups

Most Utilized Databases for Manager Searches and Ongoing Research



Source: The Cerulli Edge Managed Accounts Edition, 20 2009 Issue, 10 2009 Data.

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