

QUARTERLY PERFORMANCE FLASH REPORT

Prepared for:

City of Naples General Employees', Police Officers',
& Firefighters' Retirement System

As of July 31, 2020

Graystone Consulting Tampa

Scott Owens, CFA®, CIMA®
Senior Vice President
Institutional Consulting Director

Andrew McIlvaine
Institutional Consultant

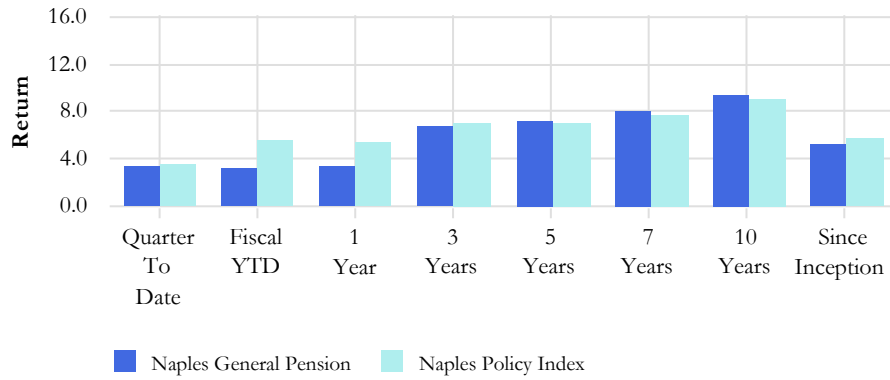
100 North Tampa Street, Suite 3000
Tampa, FL 33602
800-282-0655, ext. 2061 / 813-227-2061

City of Naples General Employees' Retirement System

Naples General Pension Plan - Executive Summary

as of July 31, 2020

Manager Performance Chart



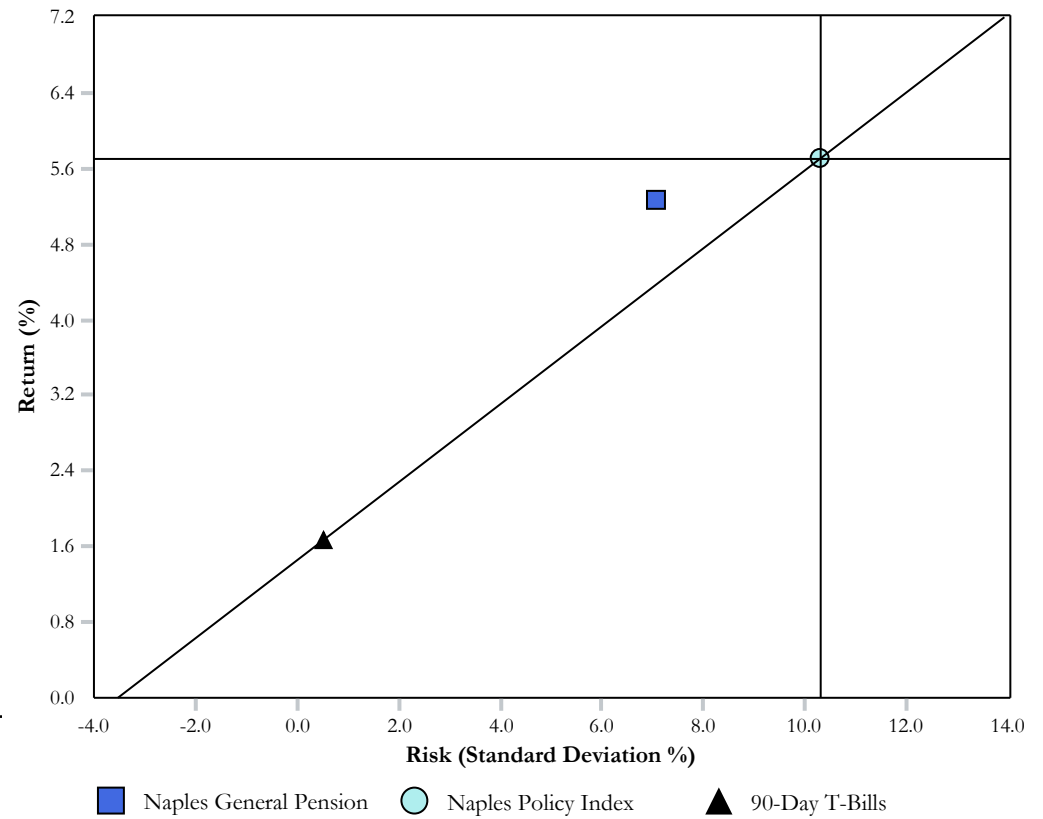
Manager Annualized Performance

	QTD	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples General Pension	3.31	3.25	3.32	6.74	7.29	8.17	9.37	5.25
Naples Policy Index	3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70
Differences	-0.27	-2.23	-2.08	-0.25	0.21	0.37	0.32	-0.45

Historic Asset Growth

	QTD	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples General Pension								
Beginning Market Value	58,926	60,066	61,084	55,134	52,638	46,277	34,698	36,222
Net Contributions	-285	-1,116	-2,092	-5,069	-9,542	-12,479	-14,354	-27,580
Fees/Expenses	-	-222	-301	-919	-1,448	-1,961	-2,540	-4,000
Income	79	1,041	1,284	3,875	5,938	7,777	10,517	20,268
Gain/Loss	1,869	820	614	7,567	13,003	20,975	32,268	35,679
Ending Market Value	60,589	60,589	60,589	60,589	60,589	60,589	60,589	60,589

Manager Risk & Return



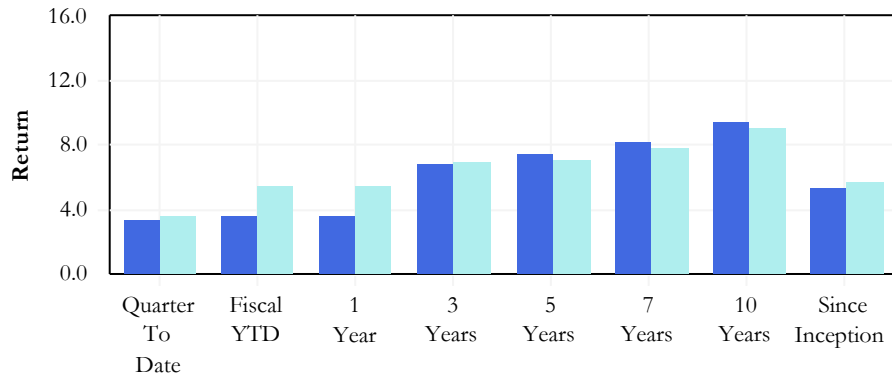
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Police Officers' Retirement System

Total Fund - Executive Summary

as of July 31, 2020

Manager Performance Chart



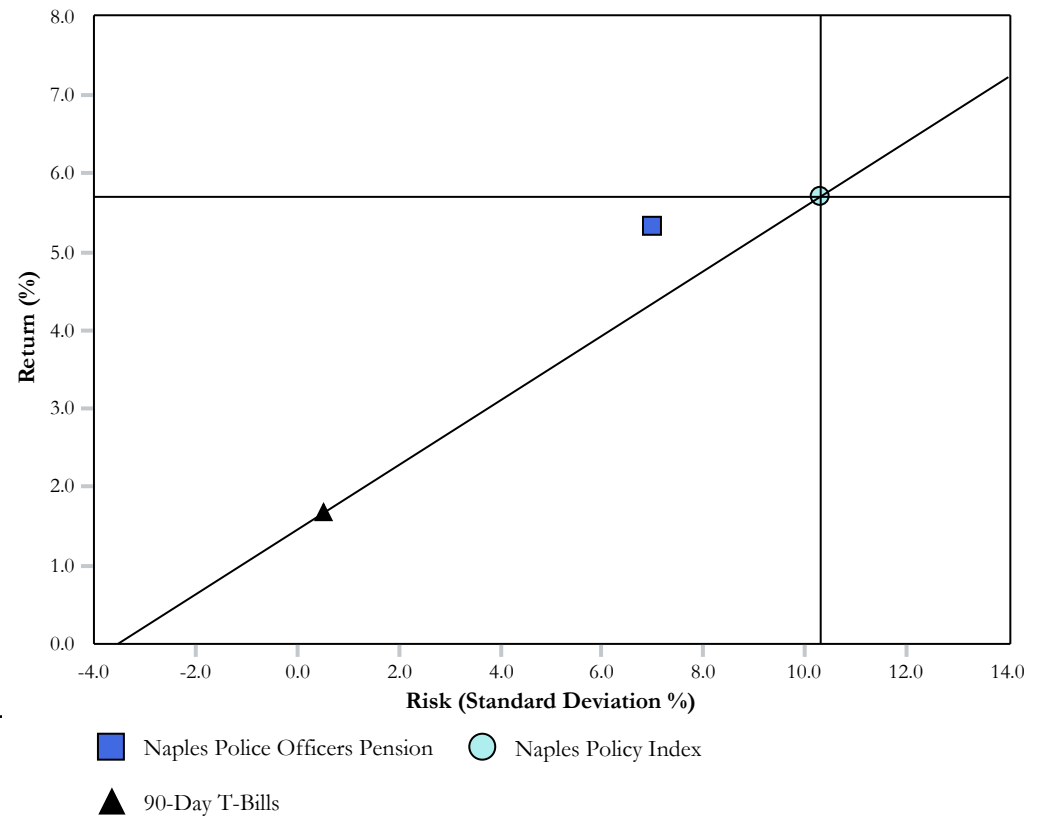
Manager Annualized Performance

	QTD	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples Police Officers Pension	3.41	3.56	3.58	6.88	7.39	8.22	9.39	5.34
Naples Policy Index	3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70
Differences	-0.17	-1.92	-1.82	-0.11	0.31	0.42	0.34	-0.36

Historic Asset Growth

	QTD	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples Police Officers Pension								
Beginning Market Value	53,043	58,240	54,226	47,800	44,405	37,080	26,810	18,928
Net Contributions	-281	-2,541	-1,228	-2,870	-5,568	-5,876	-6,236	-2,123
Fees/Expenses	-	-134	-264	-812	-1,282	-1,713	-2,162	-3,111
Income	71	602	1,126	3,384	5,162	6,668	8,858	15,450
Gain/Loss	1,731	-1,604	704	7,061	11,846	18,403	27,293	25,418
Ending Market Value	54,563	54,563	54,563	54,563	54,563	54,563	54,563	54,563

Manager Risk & Return



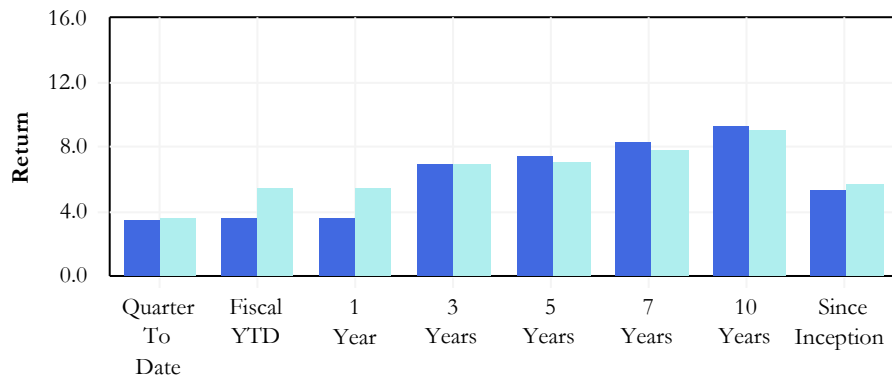
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Firefighters' Retirement System

Naples Fire Pension Plan - Executive Summary

as of July 31, 2020

Manager Performance Chart



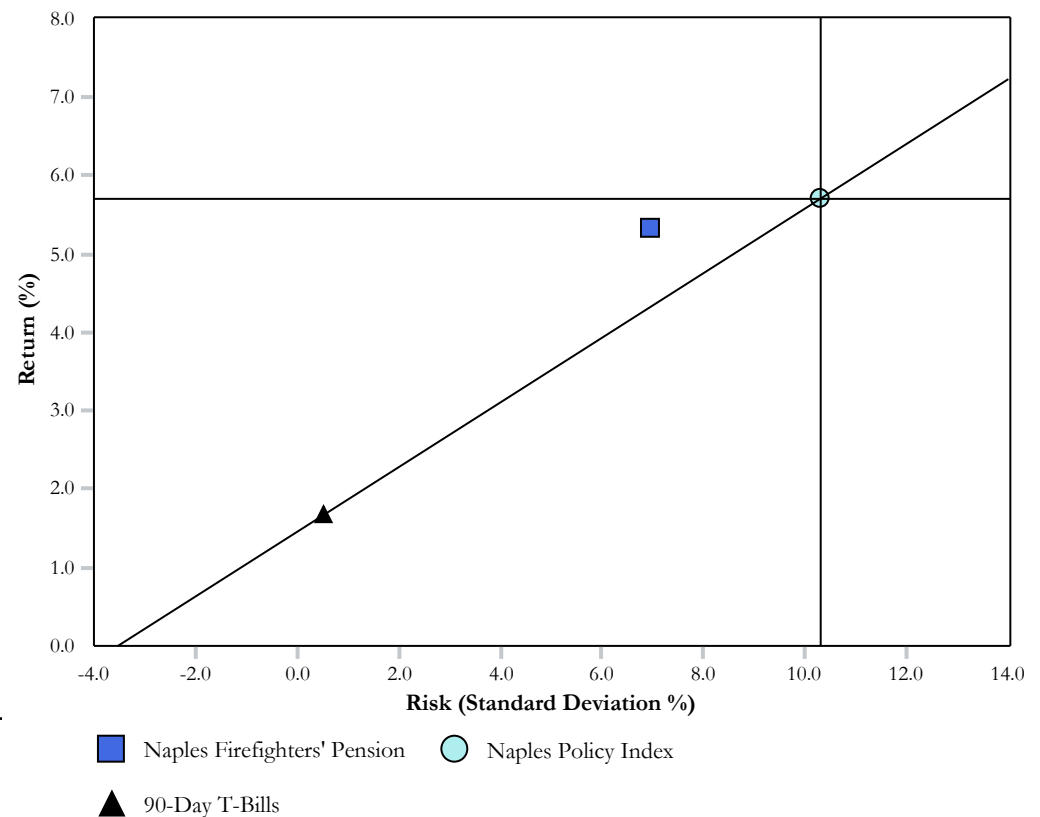
Manager Annualized Performance

	QTD	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples Firefighters' Pension	3.42	3.64	3.64	6.94	7.45	8.28	9.33	5.31
Naples Policy Index	3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70
Differences	-0.16	-1.84	-1.76	-0.05	0.37	0.48	0.28	-0.39

Historic Asset Growth

	QTD	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Inception 01/01/2000
Naples Firefighters' Pension								
Beginning Market Value	57,928	62,589	59,343	51,904	47,243	37,926	25,155	12,731
Net Contributions	-237	-1,758	-1,448	-2,878	-4,233	-3,378	-912	8,289
Fees/Expenses	-	-139	-290	-866	-1,346	-1,781	-2,216	-2,963
Income	79	658	1,221	3,658	5,499	7,076	9,190	14,298
Gain/Loss	1,895	-1,684	840	7,847	12,502	19,822	28,449	27,310
Ending Market Value	59,666	59,666	59,666	59,666	59,666	59,666	59,666	59,666

Manager Risk & Return



The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples General Employees' Retirement System
Asset Allocation & Time Weighted Performance (Net-of-Fees)
as of July 31, 2020

	Allocation		Performance(%)								
	Market Value (\$)	%	Quarter To Date	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception	Inception Date
Naples General Pension	60,589,097	100.00	3.31	2.87	2.81	6.18	6.74	7.60	8.81	4.75	01/01/2000
Naples Policy Index			3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70	
Naples Police Officers Pension	54,563,301	90.05	3.41	3.19	3.08	6.33	6.83	7.65	8.83	4.84	01/01/2000
Naples Policy Index			3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70	
Naples Firefighters' Pension	59,665,650	98.48	3.42	3.27	3.14	6.41	6.90	7.73	8.78	4.82	01/01/2000
Naples Policy Index			3.58	5.48	5.40	6.99	7.08	7.80	9.05	5.70	
Domestic Equity											
Rothschild Asset Management	12,174,964	20.09	3.78	-6.63	-6.37	3.81	5.92	7.22	10.50	5.89	11/01/2007
Russell 1000 VL			3.95	-6.50	-6.01	2.70	5.36	6.90	10.12	5.12	
IM U.S. Large Cap Value Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Polen Capital Management	8,056,795	13.30	4.46	27.64	26.85	22.17	17.88	19.36	N/A	17.95	10/01/2012
Russell 1000 Gr			7.69	30.82	29.83	20.91	16.84	16.99	N/A	17.25	
IM U.S. Large Cap Growth Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Sawgrass Asset Mgmt - Large Cap Growth	7,576,433	12.50	5.20	18.55	17.90	17.26	13.29	13.64	N/A	15.10	06/01/2012
Russell 1000 Gr			7.69	30.82	29.83	20.91	16.84	16.99	N/A	17.74	
IM U.S. Large Cap Growth Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Chartwell - Mid Cap Value	2,947,015	4.86	2.42	-15.56	-14.20	0.99	N/A	N/A	N/A	6.86	04/01/2016
Russell Midcap Value			4.72	-8.77	-8.41	0.56	N/A	N/A	N/A	5.30	
IM U.S. Mid Cap Value Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
MDT Advisers	3,186,502	5.26	8.47	18.84	14.16	16.47	12.61	13.41	16.94	17.60	02/01/2009
Russell Midcap Growth			7.99	21.67	18.09	17.09	12.96	13.51	15.21	17.70	
IM U.S. Mid Cap Growth Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	

The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples General Employees' Retirement System
Asset Allocation & Time Weighted Performance (Net-of-Fees)
as of July 31, 2020

	Allocation		Performance(%)								
	Market Value (\$)	%	Quarter To Date	Fiscal YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception	Inception Date
International Equity											
Lazard Asset Management	3,436,964	5.67	4.21	-3.35	-3.85	-0.28	1.65	2.86	4.59	3.96	12/01/2000
Lazard Dynamic Index			4.46	1.26	0.66	1.39	3.22	3.72	4.52	4.15	
IM International Large Cap Value Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Renaissance Investment Management	3,473,346	5.73	6.89	-1.34	-3.24	-2.64	0.87	2.84	4.73	6.68	05/01/2009
MSCI AC World ex US Net			4.46	1.26	0.66	1.39	3.22	3.72	4.52	6.83	
IM International Large Cap Growth Equity (SA+CF) Median			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Fixed Income											
Loomis Sayles & Co	11,065,592	18.26	0.85	7.45	8.97	5.02	4.04	3.71	3.66	4.40	08/01/2004
BC Gov/Cr Intm			0.75	6.46	7.95	4.53	3.54	3.19	3.09	3.88	
Alternative Investments											
Blackrock GL L/S	742,814	1.23	1.66	0.17	1.17	1.72	N/A	N/A	N/A	1.90	02/01/2017
HFRX Fixed Income - Credit Index			2.66	7.02	7.24	2.84	N/A	N/A	N/A	3.19	
Pine Grove Instl Partners	207,371	0.34	0.00	-14.07	-14.34	-3.10	-0.99	N/A	N/A	-0.28	12/01/2013
HFRI FOF Conservative			1.76	1.24	0.94	2.32	1.73	N/A	N/A	2.28	
Ubs Trumbull Real Estate	2,516,089	4.15	0.00	-2.59	-1.95	1.17	3.40	5.29	N/A	5.80	05/01/2012
NCREIF Property Idx			0.00	1.26	2.69	5.44	6.77	8.26	N/A	8.65	
American Core Realty	2,928,393	4.83	0.00	0.92	2.09	5.42	N/A	N/A	N/A	5.72	02/01/2017
NCREIF Property Idx			0.00	1.26	2.69	5.44	N/A	N/A	N/A	5.63	
Cushing MLP	1,648,918	2.72	0.01	-35.19	-36.49	-15.67	N/A	N/A	N/A	-15.04	07/01/2017
Alerian MLP Index			-3.55	-40.52	-43.40	-18.14	N/A	N/A	N/A	-17.33	

The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples General Employees' Retirement System

Asset Allocation & Net Dollar Weighted Performance (IRR)

as of July 31, 2020

	%	Quarter To Date	Fiscal YTD	1 Year	3 Years	5 Years
Naples General Pension	100.00	3.31	2.71	2.63	6.15	6.32
Naples Police Officers Pension	100.00	3.41	2.98	2.86	6.28	6.41
Naples Firefighters' Pension	100.00	3.42	3.14	2.99	6.38	6.28
Domestic Equity						
Rothschild Asset Management	20.09	3.78	-6.63	-6.36	4.33	6.44
Polen Capital Management	13.30	4.46	27.64	26.76	21.70	16.38
Sawgrass Asset Mgmt - Large Cap Growth	12.51	5.20	18.55	17.80	17.32	12.46
Chartwell - Mid Cap Value	4.86	2.42	-15.56	-14.10	1.68	N/A
MDT Advisers	5.26	8.46	18.83	14.11	15.06	11.08
International Equity						
Lazard Asset Management	5.67	4.21	-3.35	-3.88	-0.81	1.18
Renaissance Investment Management	5.73	6.89	-1.34	-3.25	-3.49	-0.21
Fixed Income						
Loomis Sayles & Co	18.26	0.85	7.45	8.95	5.01	4.00
Alternatives						
Blackrock GL L/S	1.23	1.66	0.17	1.17	1.72	N/A
Pine Grove Instl Partners	0.34	0.00	-7.63	-7.29	0.40	0.81
Ubs Trumbull Real Estate	4.15	0.00	-2.56	-1.90	1.30	3.60
American Core Realty	4.83	0.00	0.92	2.09	5.25	N/A
Cushing MLP	2.72	0.01	-35.19	-36.41	-15.67	N/A
Cash & Equivalents						
Non-Managed Account	1.04	0.01	0.92	1.13	1.22	0.83

The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples General Employees' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



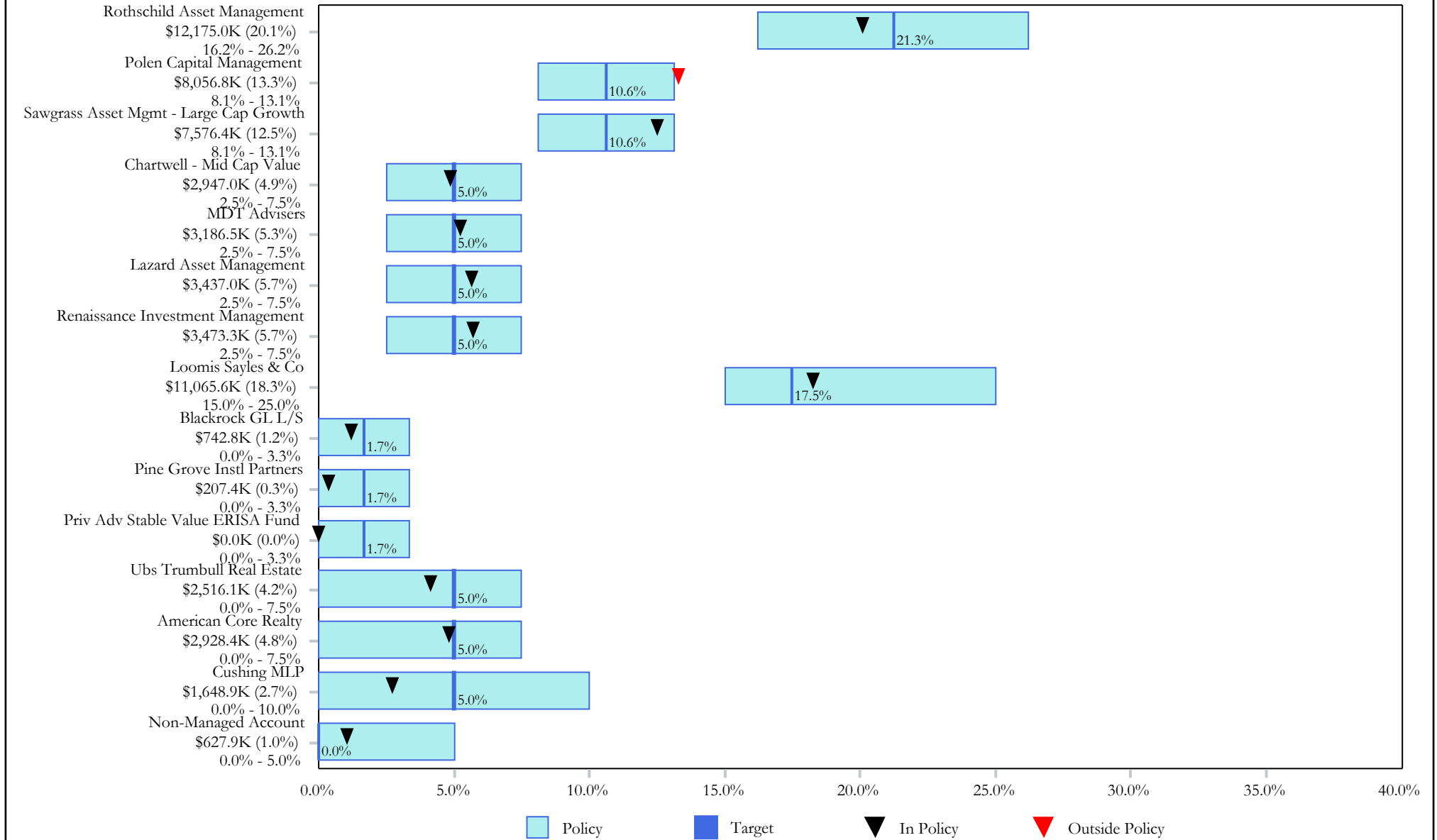
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples General Employees' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



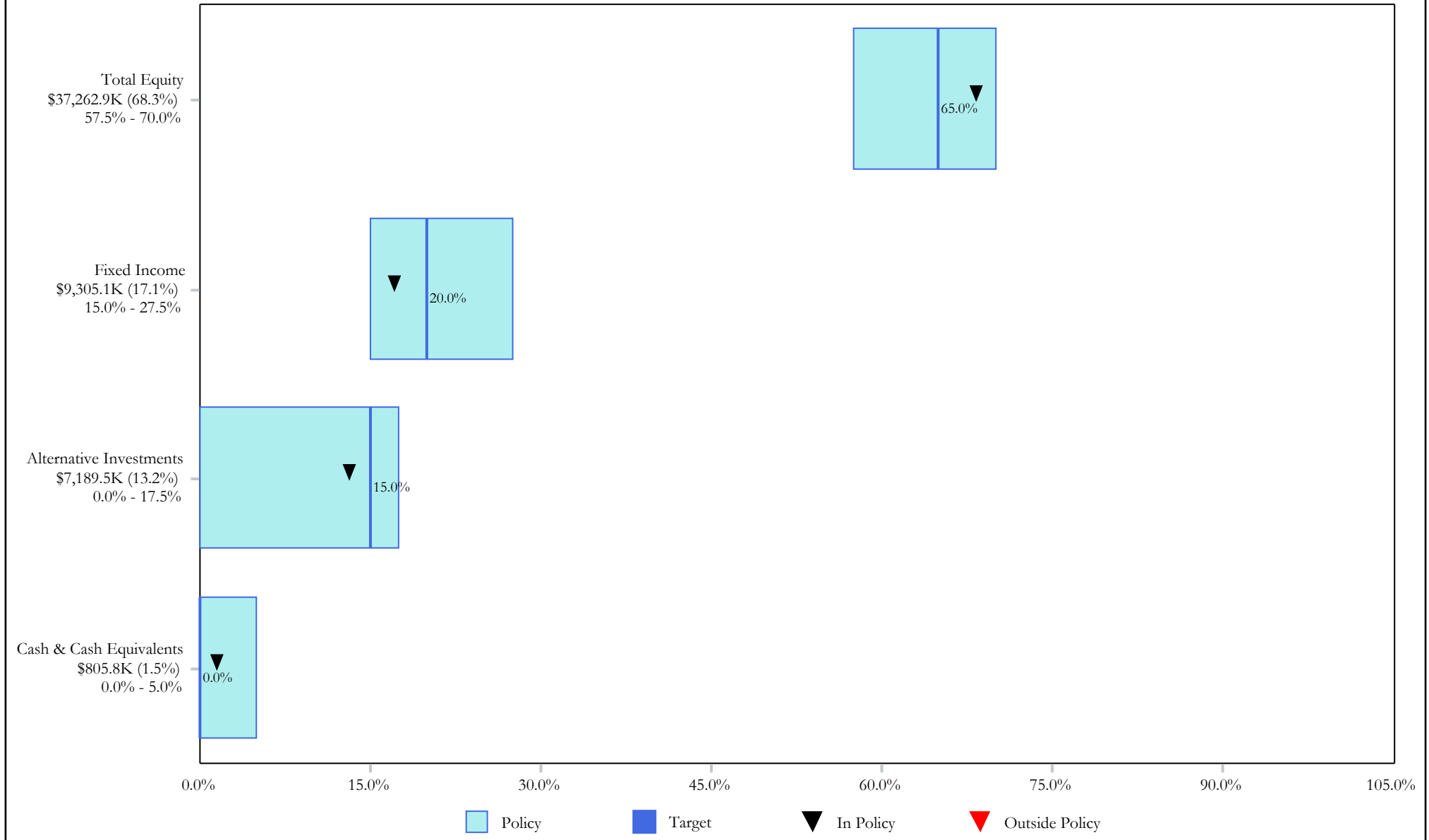
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Police Officers' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



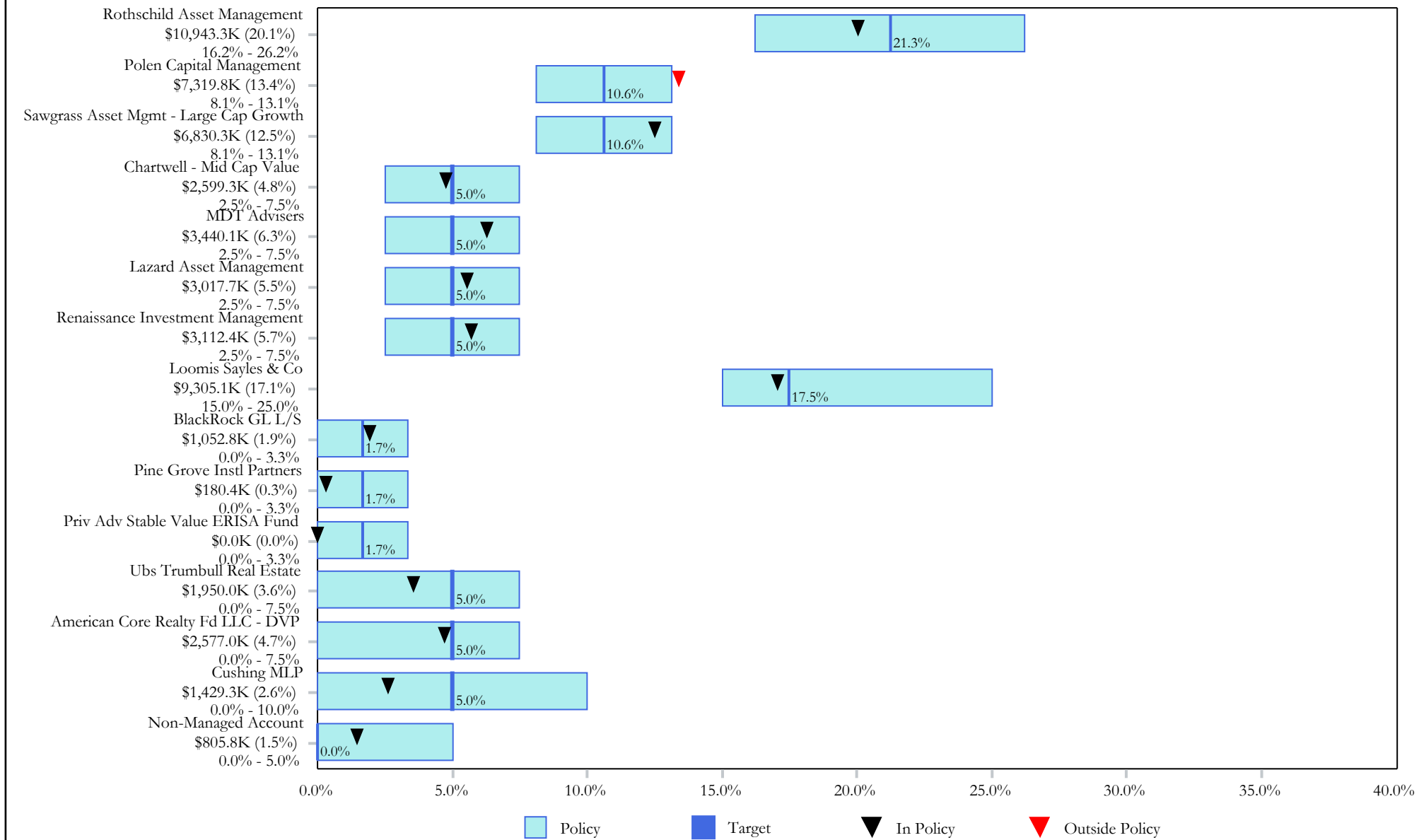
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Police Officers' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Firefighters' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



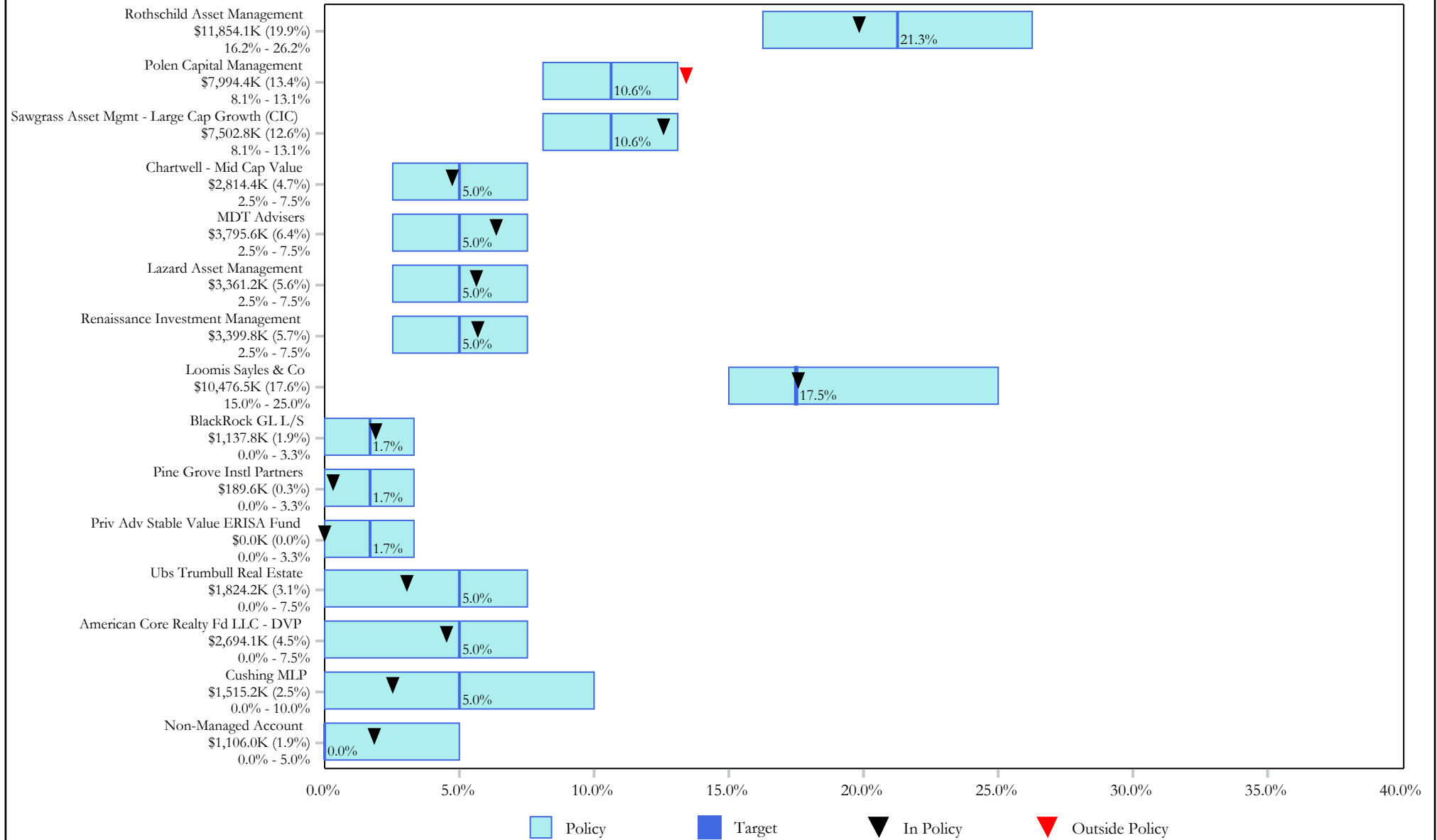
The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

City of Naples Firefighters' Retirement System

Asset Allocation Compliance

as of July 31, 2020

Executive Summary



The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

Performance Appendix

Performance Data below is net of fees. Please see the Morgan Stanley Smith Barney LLC Form ADV Part 2 Brochure for advisory accounts and/or any applicable brokerage account trade confirmation statements for a full disclosure of the applicable charges, fees and expenses. Your Financial Advisor will provide those documents to you upon request.

Account Name	QTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
American Core Realty	0.00	-0.26	2.09	5.42	--	--	5.72	02/01/2017
Blackrock GL L/S	1.66	-1.31	1.17	1.72	--	--	1.90	02/01/2017
Chartwell - Mid Cap Value	2.42	-18.33	-14.20	0.99	--	--	6.86	04/01/2016
Cushing MLP	0.01	-34.37	-36.49	-15.67	--	--	-15.04	07/01/2017
Lazard Asset Management	4.21	-9.94	-3.85	-0.28	1.65	4.59	3.96	12/01/2000
Loomis Sayles & Co	0.85	6.97	8.97	5.02	4.04	3.66	4.40	08/01/2004
MDT Advisers	8.47	13.93	14.16	16.47	12.61	16.94	17.60	02/01/2009
Non-Managed Account	0.01	0.49	1.06	1.10	0.81	-0.66	-0.60	09/01/2009
Pine Grove Instl Partners	0.00	-15.14	-14.34	-3.10	-0.99	--	-0.28	12/01/2013
Polen Capital Management	4.46	15.51	26.85	22.17	17.88	--	17.95	10/01/2012
Renaissance Investment Management	6.89	-8.82	-3.24	-2.64	0.87	4.73	6.68	05/01/2009
Rothschild Asset Management	3.78	-13.19	-6.37	3.81	5.92	10.50	5.89	11/01/2007
Sawgrass Asset Mgmt - Large Cap Growth	5.20	9.61	17.90	17.26	13.29	--	15.10	06/01/2012
Ubs Trumbull Real Estate	0.00	-2.40	-1.95	1.17	3.40	--	5.80	05/01/2012

All performance above are Time Weighted(TWR) performance

Glossary of Terms

Active Contribution Return: The gain or loss percentage of an investment relative to the performance of the investment benchmark.

Active Exposure: The percentage difference in weight of the portfolio compared to its policy benchmark.

Active Return: Arithmetic difference between the manager's return and the benchmark's return over a specified time period.

Actual Correlation: A measure of the correlation (linear dependence) between two variables X and Y, with a value between +1 and -1 inclusive. This is also referred to as coefficient of correlation.

Alpha: A measure of a portfolio's time weighted return in excess of the market's return, both adjusted for risk. A positive alpha indicates that the portfolio outperformed the market on a risk-adjusted basis, and a negative alpha indicates the portfolio did worse than the market.

Best Quarter: The highest quarterly return for a certain time period.

Beta: A measure of the sensitivity of a portfolio's time weighted return (net of fees) against that of the

market. A beta greater than 1.00 indicates volatility greater than the market.

Consistency: The percentage of quarters that a product achieved a rate of return higher than that of its benchmark. The higher the consistency figure, the more value a manager has contributed to the product's performance.

Core: Refers to an investment strategy mandate that is blend of growth and value styles without a pronounced tilt toward either style.

Cumulative Selection Return (Cumulative Return): Cumulative investment performance over a specified period of time.

Distribution Rate: The most recent distribution paid, annualized, and then divided by the current market price. Distribution rate may consist of investment income, short-term capital gains, long-term capital gains, and/or return of capital.

Down Market Capture: The ratio of average portfolio returns over the benchmark during periods of negative benchmark return. Lower values indicate better product performance.

Downside Risk: A measure similar to standard deviation, but focuses only on the negative movements of the return series. It is calculated by taking the standard deviation of the negative quarterly set of returns. The

higher the value, the more risk the product has.

Downside Semi Deviation: A statistical calculation that measures the volatility of returns below a minimum acceptable return. This return measure isolates the negative portion of volatility: the larger the number, the greater the volatility.

Drawdown: A drawdown is the peak-to-trough decline during a specific period of an investment, fund or commodity.

Excess over Benchmark: The percentage gain or loss of an investment relative to the investment's benchmark.

Excess Return: Arithmetic difference between the manager's return and the risk-free return over a specified time period.

Growth: A diversified investment strategy which includes investment selections that have capital appreciation as the primary goal, with little or no dividend payouts. These strategies can include reinvestment in expansion, acquisitions, and/or research and development opportunities.

Growth of Dollar: The aggregate amount an investment has gained or lost over a certain time period, also referred to as Cumulative Return, stated in terms of the amount to which an initial dollar investment would have grown over the given time period.

Investment Decision Process (IDP): A model for structuring the investment process and implementing the correct attribution methodologies. The IDP includes every decision made concerning the division of the assets under management over the various asset categories. To analyze each decision's contribution to the total return, a modeling approach must measure the marginal value of every individual decision. In this respect, the hierarchy of the decisions becomes very important. We therefore use the IDP model, which serves as a proper foundation for registering the decisions and relating them to each other.

Information Ratio: Measured by dividing the active rate of return by the tracking error. The higher the Information Ratio, the more value-added contribution by the manager.

Jensen's Alpha: The Jensen's alpha measure is a risk-adjusted performance measure that represents the average return on a portfolio or investment above or below that predicted by the capital asset pricing model (CAPM) given the portfolio's or investment's beta and the average market return. This metric is also commonly referred to as alpha.

Kurtosis: A statistical measure that is used to describe the distribution, or skewness, of observed data around the mean, sometimes referred to as the volatility of volatility.

Maximum Drawdown: The drawdown is defined as the percent retrenchment from a fund's peak to the fund's trough value. It is in effect from the time the fund's retrenchment begins until a new fund high is reached. The maximum drawdown encompasses both the period from the fund's peak to the fund's valley (length), and the time from the fund's valley to a new fund high (recovery). It measures the largest percentage drawdown that has occurred in any fund's data record.

Modern Portfolio Theory (MPT): An investment analysis theory on how risk-averse investors can construct portfolios to optimize or maximize expected return based on a given level of market risk, emphasizing that risk is an inherent part of higher reward.

Mutual Fund (MF): An investment program funded by shareholders that trade in diversified holdings and

is professionally managed.

Peer Group: A combination of funds that share the same investment style combined as a group for comparison purposes.

Peer/ Plan Sponsor Universe: A combination of asset pools of total plan investments by specific sponsor and plan types for comparison purposes.

Performance Ineligible Assets: Performance returns are not calculated for certain assets because accurate valuations and transaction data for these assets are not processed or maintained by us. Common examples of these include life insurance, some annuities and some assets held externally.

Performance Statistics: A generic term for various measures of investment performance measurement terms.

Portfolio Characteristics: A generic term for various measures of investment portfolio characteristics.

Preferred Return: A term used in the private equity (PE) world, and also referred to as a "Hurdle Rate." It refers to the threshold return that the limited partners of a private equity fund must receive, prior to the PE firm receiving its carried interest or "carry."

Ratio of Cumulative Wealth: A defined ratio of the Cumulative Return of the portfolio divided by the Cumulative Return of the benchmark for a certain time period.

Regression Based Analysis: A statistical process for estimating the relationships among variables. It includes many techniques for modeling and analyzing several variables, when the focus is on the relationship between a dependent variable and one or more independent variables

Residual Correlation: Within returns-based style analysis, residual correlation refers to the portion of a strategy's return pattern that cannot be explained by its correlation to the asset-class benchmarks to which it is being compared.

Return: A rate of investment performance for the specified period.

Rolling Percentile Ranking: A measure of an investment portfolio's ranking versus a peer group for a specific rolling time period (i.e. Last 3 Years, Last 5 years, etc.).

R-Squared: The percentage of a portfolio's performance explained by the behavior of the appropriate benchmark. High R-Squared means a higher correlation of the portfolio's performance to the appropriate benchmark.

SA/CF (Separate Account/Comingled Fund): Represents an acronym for Separate Account and Comingled Fund investment vehicles.

Sector Benchmark: A market index that serves as a proxy for a sector within an asset class.

Sharpe Ratio: Represents the excess rate of return over the risk free return divided by the standard deviation of the excess return. The result is the absolute rate of return per unit of risk. The higher the value, the better the product's historical risk-adjusted performance results in.

Standard Deviation: A statistical measure of the range of a portfolio's performance; the variability of a return around its average return over a specified time period.

Total Fund Benchmark: The policy benchmark for a complete asset pool that could consist of multiple investment mandates.

Total Fund Composite: The aggregate of multiple portfolios within an asset pool or household.

Tracking Error: A measure of standard deviation for a portfolio's investment performance, relative to the performance of an appropriate market benchmark.

Treynor Ratio: A ratio that divides the excess return (above the risk free rate) by the portfolio's beta to arrive at a unified measure of risk adjusted return. It is generally used to rank portfolios, funds and benchmarks. A higher ratio is indicative of higher returns per unit of market risk. This measurement can help determine if the portfolio is reaching its goal of increasing returns while managing market risk.

Up Market Capture: The ratio of average portfolio returns over the benchmark during periods of positive benchmark return. Higher values indicate better product performance.

Upside Semi Deviation: A statistical calculation that measures the volatility of returns above an acceptable return. This return measure isolates the positive portion of volatility: the larger the number, the greater the volatility.

Value: A diversified investment strategy that includes investment selections which tend to trade at a lower price relative to its dividends, earnings, and sales. Common attributes are stocks that include high dividend, low price-to-book ratio, and/or low price-to-earnings ratio.

Worst Quarter: The lowest rolling quarterly return for a certain time period.

Information Disclosures

Performance results are annualized for time periods greater than one year and include all cash and cash equivalents, realized and unrealized capital gains and losses, and dividends, interest and income. The investment results depicted herein represent historical performance. As a result of recent market activity, current performance may vary from the figures shown. Past performance is not a guarantee of future results.

Please see the Morgan Stanley Smith Barney LLC Form ADV Part 2 Brochure for advisory accounts and/or any applicable brokerage account trade confirmation statements for a full disclosure of the applicable charges, fees and expenses. Your Financial Advisor will provide those documents to you upon request.

Benchmark indices and blends included in this material are for informational purposes only, are provided solely as a comparison tool and may not reflect the underlying composition and/or investment objective(s) associated with the account(s). Indices are unmanaged and not available for direct investment. Index returns do not take into account fees or other charges. Such fees and charges would reduce performance.

The performance data shown reflects past performance, which does not guarantee future results. Investment return and principal will fluctuate so that an investor's shares when redeemed may be worth more or less than original cost. Please note, current performance may be higher or lower than the performance data shown. For up to date month-end performance information, please contact your Financial Advisor or visit the funds' company website.

Investors should carefully consider the fund's investment objectives, risks, charges and expenses before investing. The prospectus and, if available the summary prospectus, contains this and other information that should be read carefully before investing. Investors should review the information in the prospectus carefully. To obtain a prospectus, please contact your Financial Advisor or visit the funds' company website.

Past performance is no guarantee of future results.

Investing involves market risk, including possible loss of principal. **Growth investing** does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations. **Value investing** involves the risk that the market may not recognize that securities are undervalued and they may not appreciate as anticipated. **Small and mid-capitalization companies** may lack the financial resources, product diversification and competitive strengths of larger companies. The securities of small capitalization companies may not trade as readily as, and be subject to higher volatility than those of larger, more established companies. **Bond funds** and bond holdings have the same interest rate, inflation and credit risks that are associated with the underlying bonds owned by the funds. The return of principal in bond funds, and in funds with significant bond holdings, is not guaranteed. **International securities'** prices may carry additional risks, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes and differences in financial and accounting standards. International investing may not be for everyone. These risks may be magnified in emerging markets. **Alternative investments**, including private equity funds, real estate funds, hedge funds, managed futures funds, and funds of hedge funds, private equity, and managed futures funds, are speculative and entail significant risks that can include losses due to leveraging or other speculative investment practices, lack of liquidity, volatility of returns, restrictions on transferring interests in a fund, potential lack of diversification, absence and/or delay of information regarding valuations and pricing, complex tax structures and delays in tax reporting, less regulation and higher fees than mutual funds and risks associated with the operations, personnel and processes of the advisor. **Master Limited Partnerships** (MLPs) are limited partnerships or limited liability companies that are taxed as partnerships and whose interests (limited partnership units or limited liability company units) are traded on securities exchanges like shares of common stock. Currently, most MLPs operate in the energy, natural resources or real estate sectors. Investments in MLP interests are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk; and MLP interests in the real estate sector are subject to special risks, including interest rate and property value fluctuations, as well as risks related to general and economic conditions. Because of their narrow focus, MLPs maintain exposure to price volatility of commodities and/or underlying assets and tend to be more volatile than investments that diversify across many sectors and companies. MLPs are also subject to additional risks including: investors having limited control and rights to vote on matters affecting the MLP, limited access to capital, cash flow risk, lack of liquidity, dilution risk, conflict of interests, and limited call rights related to acquisitions.

Mortgage backed securities also involve prepayment risk, in that faster or slower prepayments than expected on underlying mortgage loans can dramatically alter the yield-to-maturity of a mortgage-backed security and prepayment risk includes the possibility that a fund may invest the proceeds at generally lower interest rates.

Tax managed funds may not meet their objective of being tax-efficient.

Real estate investments are subject to special risks, including interest rate and property value fluctuations, as well as risks related to general and economic conditions. **High yield** fixed income securities, also known as "junk bonds", are considered speculative, involve greater risk of default and tend to be more volatile than investment grade fixed income securities.

Credit quality is a measure of a bond issuer's creditworthiness, or ability to repay interest and principal to bondholders in a timely manner. The credit ratings shown are based on security rating as provided by Standard & Poor's, Moody's and/or Fitch, as applicable. Credit ratings are issued by the rating agencies for the underlying securities in the fund and not the fund itself, and the credit quality of the securities in the

fund does not represent the stability or safety of the fund. Credit ratings shown range from AAA, being the highest, to D, being the lowest based on S&P and Fitch's classification (the equivalent of Aaa and C, respectively, by Moody's). Ratings of BBB or higher by S&P and Fitch (Baa or higher by Moody's) are considered to be investment grade-quality securities. If two or more of the agencies have assigned different ratings to a security, the highest rating is applied. Securities that are not rated by all three agencies are listed as "NR".

"Alpha tilt strategies comprise a core holding of stocks that mimic a benchmark type index such as the S&P 500 to which additional securities are added to help tilt the fund toward potentially outperforming the market in an effort to enhance overall investment returns. Tilt strategies are subject to significant timing risk and could potentially expose investors to extended periods of underperformance."

Custom Account Index: The Custom Account Index is an investment benchmark based on your historical target allocations and/or manager selection that you may use to evaluate the performance of your account. The Custom Account index does take into consideration certain changes that may have occurred in your portfolio since the inception of your account, i.e., asset class and/or manager changes. However, in some circumstances, it may not be an appropriate benchmark for use with your specific account composition. For detailed report of the historical composition of this blend please contact your Financial Advisor.

Peer Groups

Peer Groups are a collection of similar investment strategies that essentially group investment products that share the same investment approach. Peer Groups are used for comparison purposes to compare and illustrate a client's investment portfolio versus its peer across various quantitative metrics like performance and risk. Peer Group comparison is conceptually another form of benchmark comparison whereby the actual investment can be ranked versus its peer across various quantitative metrics.

All Peer Group data are provided by Investment Metrics, LLC.

The URL below provides all the definitions and methodology about the various Peer Groups

<https://www.invmetrics.com/style-peer-groups>

Peer Group Ranking Methodology

A percentile rank denotes the value of a product in which a certain percent of observations fall within a peer group. The range of percentile rankings is between 1 and 100, where 1 represents a high statistical value and 100 represents a low statistical value.

The 30th percentile, for example, is the value in which 30% of the highest observations may be found, the 65th percentile is the value in which 65% of the highest observations may be found, and so on.

Percentile rankings are calculated based on a normalized distribution ranging from 1 to 100 for all products in each peer group, where a ranking of 1 denotes a high statistical value and a ranking of 100 denotes a low statistical value. It is important to note that the same ranking methodology applies to all statistics, implying that a ranking of 1 will always mean highest value across all statistics.

For example, consider a risk/return assessment using standard deviation as a measure of risk. A percentile ranking equal to 1 for return denotes highest return, whereas a percentile ranking of 1 for standard deviation denotes highest risk among peers.

In addition, values may be used to demonstrate quartile rankings. For example, the third quartile is also

known as the 75th percentile, and the median is the 50th percentile.

Alternatives

Graystone Consulting is a business of Morgan Stanley Smith Barney LLC. ("Morgan Stanley") This material is not to be reproduced or distributed to any other persons (other than professional advisors of the investors) and is intended solely for the use of the persons to whom it has been delivered. This material is not for distribution to the general public.

The sole purpose of this material is to inform, and it in no way is intended to be an offer or solicitation to purchase or sell any security, other investment or service, or to attract any funds or deposits. Investments mentioned may not be suitable for all clients. Any product discussed herein may be purchased only after a client has carefully reviewed the offering memorandum and executed the subscription documents. Morgan Stanley has not considered the actual or desired investment objectives, goals, strategies, guidelines, or factual circumstances of any investor in any fund(s). Before making any investment, each investor should carefully consider the risks associated with the investment, as discussed in the applicable offering memorandum, and make a determination based upon their own particular circumstances, that the investment is consistent with their investment objectives and risk tolerance.

This information is being provided as a service of your Graystone Institutional Consultant and does not supersede or replace your Morgan Stanley customer statement. The information is as of the date(s) noted and subject to daily market fluctuation. Your interests in Alternative Investments, which may have been purchased through us, are generally not held here, and are generally not covered by SIPC. The information provided to you: 1) is included as a service to you, valuations for certain products may not be available; 2) is derived from you or another external source for which we are not responsible, and may have been modified to take into consideration capital calls or distributions to the extent applicable; 3) may not reflect actual shares, share prices or values; 4) may include invested or distributed amounts in addition to a fair value estimate; and 5) should not be relied upon for tax reporting purposes. Notwithstanding the foregoing, 1) to the extent this report displays Alternative Investment positions within a Morgan Stanley Individual Retirement Account ("IRA"), such positions are held by Morgan Stanley Smith Barney LLC as the custodian of your Morgan Stanley IRA; and 2) if your Alternative Investment position(s) is held by us and is registered pursuant to the Securities Act of 1933, as amended, your Alternative Investment position(s) is covered by SIPC.

Alternatives may be either traditional alternative investment vehicles or non-traditional alternative strategy vehicles. Traditional alternative investment vehicles may include, but are not limited to, Hedge Funds, Fund of Funds (both registered and unregistered), Exchange Funds, Private Equity Funds, Private Credit Funds, Real Estate Funds, and Managed Futures Funds. Non-traditional alternative strategy vehicles may include, but are not limited to, Open or Closed End Mutual Funds, Exchange-Traded and Closed-End Funds, Unit Investment Trusts, exchange listed Real Estate Investment Trusts (REITs), and Master Limited Partnerships (MLPs). These non-traditional alternative strategy vehicles also seek alternative-like exposure but have significant differences from traditional alternative investment vehicles. Non-traditional alternative strategy vehicles may behave like, have characteristics of, or employ various investment strategies and techniques for both hedging and more speculative purposes such as short-selling, leverage, derivatives, and options, which can increase volatility and the risk of investment loss. Characteristics such as correlation to traditional markets, investment strategy, and market sector exposure can play a role in the classification of a traditional security being classified as alternative.

Traditional alternative investment vehicles are illiquid and usually are not valued daily. The estimated valuation provided will be as of the most recent date available and will be included in summaries of your assets. Such valuation may not be the most recent provided by the fund in which you are invested. No representation is made that the valuation is a market value or that the interest could be liquidated at this value. We are not required to take any action with respect to your investment unless valid instructions are received from you in a timely manner. Some positions reflected herein may not represent interests in the fund, but rather redemption proceeds withheld by the issuer pending final valuations which are not subject to the investment performance of the fund and may or may not accrue interest for the length of the withholding. Morgan Stanley does not engage in an independent valuation of your alternative investment assets. Morgan Stanley provides periodic information to you including the market value of an alternative

investment vehicle based on information received from the management entity of the alternative investment vehicle or another service provider.

Traditional alternative investment vehicles often are speculative and include a high degree of risk. . Investors should carefully review and consider potential risks before investing. Certain of these risks may include but are not limited to:• Loss of all or a substantial portion of the investment due to leveraging, short-selling, or other speculative practices;• Lack of liquidity in that there may be no secondary market for a fund;• Volatility of returns;• Restrictions on transferring interests in a fund;• Potential lack of diversification and resulting higher risk due to concentration of trading authority when a single advisor is utilized;• Absence of information regarding valuations and pricing;• Complex tax structures and delays in tax reporting;• Less regulation and higher fees than mutual funds; and• Risks associated with the operations, personnel, and processes of the manager. As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in broker-dealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management therefore engages in activities where Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages. Morgan Stanley Wealth Management can give no assurance that conflicts of interest will be resolved in favor of its clients or any such fund.

Indices are unmanaged and investors cannot directly invest in them. Composite index results are shown for illustrative purposes and do not represent the performance of a specific investment. Past performance is no guarantee of future results. Actual results may vary. Diversification does not assure a profit or protect against loss in a declining market. Any performance or related information presented has not been adjusted to reflect the impact of the additional fees paid to a placement agent by an investor (for Morgan Stanley placement clients, a one-time upfront Placement Fee of up to 3%, and for Morgan Stanley investment advisory clients, an annual advisory fee of up to 2.5%), which would result in a substantial reduction in the returns if such fees were incorporated.

For most investment advisory clients, the program account will be charged an asset-based wrap fee every quarter ("the Fee"). In general, the Fee covers investment advisory services and reporting. In addition to the Fee, clients will pay the fees and expenses of any funds in which their account is invested. Fund fees and expenses are charged directly to the pool of assets the fund invests in and impact the valuations. Clients must understand that these fees and expenses are an additional cost and will not be included in the Fee amount in the account statements.

As fees are deducted quarterly, the compounding effect will be to increase the impact of the fees by an amount directly related to the gross account performance. For example, for an account with an initial value of \$100,000 and a 2.5% annual fee, if the gross performance is 5% per year over a three year period, the compounding effect of the fees will result in a net annual compound rate of return of approximately 2.40% per year over a three year period, and the total value of the client's portfolio at the end of the three year period would be approximately \$115,762.50 without the fees and \$107,372.63 with the fees. Please see the applicable Morgan Stanley Smith Barney LLC Form ADV Part 2A for more information including a description of the fee schedule. It is available at www.morganstanley.com/ADV <<http://www.morganstanley.com/ADV>> or from your Financial Advisor/Private Wealth Advisor.

Alternative investments involve complex tax structures, tax inefficient investing, and delays in distributing important tax information. Individual funds have specific risks related to their investment programs that will vary from fund to fund. Clients should consult their own tax and legal advisors as Morgan Stanley does not provide tax or legal advice. Interests in alternative investment products are offered pursuant to the terms of the applicable offering memorandum, are distributed by Morgan Stanley Smith Barney LLC and certain of its affiliates, and (1) are not FDIC-insured, (2) are not deposits or other obligations of Morgan Stanley or any of its affiliates, (3) are not guaranteed by Morgan Stanley and its affiliates, and (4) involve investment risks, including possible loss of principal. Morgan Stanley Smith Barney LLC is a registered broker-dealer, not a bank.

SIPC insurance does not apply to precious metals, other commodities, or traditional alternative investments.

© 2018 Morgan Stanley Smith Barney LLC. Member SIPC.

Money Market Funds

You could lose money in Money Market Funds. Although MMFs classified as government funds (i.e., MMFs that invest 99.5% of total assets in cash and/or securities backed by the U.S government) and retail funds (i.e., MMFs open to natural person investors only) seek to preserve value at \$1.00 per share, they cannot guarantee they will do so. The price of other MMFs will fluctuate and when you sell shares they may be worth more or less than originally paid. MMFs may impose a fee upon sale or temporarily suspend sales if liquidity falls below required minimums. During suspensions, shares would not be available for purchases, withdrawals, check writing or ATM debits. A MMF investment is not insured or guaranteed by the Federal Deposit Insurance Corporation or other government agency.