# State of Wisconsin Deferred Compensation Plan

### J.P. Morgan Equity Income Fund | 4th Quarter 2016

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Jennifer M. Archer, Client Advisor 212-648-1872, jennifer.m.archer@jpmorgan.com



### **Our true north: Outcomes**





Lower Volatility	Looks to provide greater predictability of returns
Downside Protection	Helps to limit losses particularly when markets are stressed
Consistency	Offers competitive returns over the short and long term

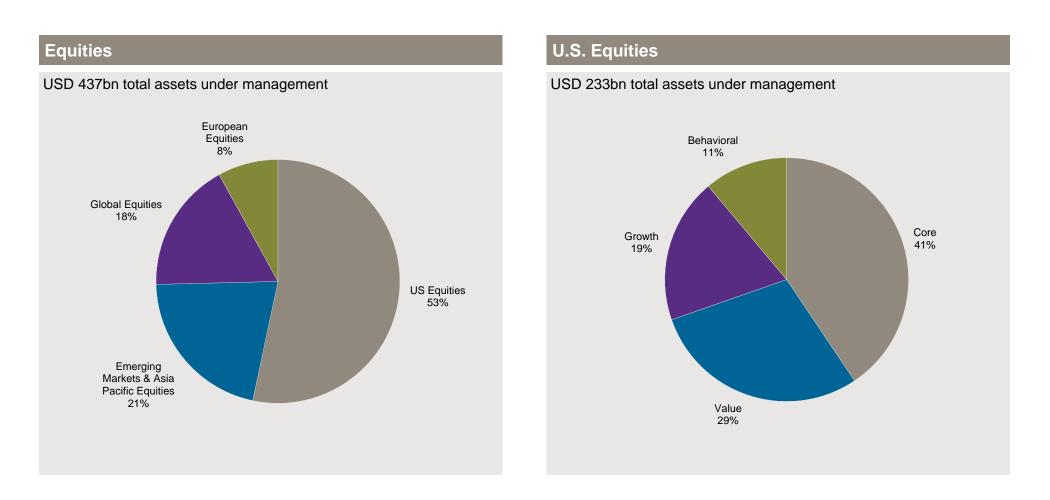
We believe lower levels of volatility, downside protection and consistent returns can help deliver better participant <u>outcomes</u> at retirement.

The manager seeks to achieve the stated objectives. There can be no guarantee the objectives will be met.



### **Equities Assets Under Management**

As of 30 September 2016, J.P. Morgan Asset Management's Equity teams manage USD 437bn



Source: J.P. Morgan Asset Management. Data as of 30 September 2016. Data includes internal Fund of Funds and joint ventures.



### Together we work to build stronger equity portfolios that solve client needs

Research Led: Local equity expertise integrated globally	Actionable Insights: Engagement and guidance to invest with conviction	Outcome Oriented: Breadth of solutions designed to address client needs	Demonstrated Results: A history of innovation and success
<ul> <li>Access to over 440 equity investment professionals in 10 locations</li> <li>17 years average experience for portfolio managers and analysts</li> <li>\$150 million annual research budget</li> </ul>	<ul> <li>Timely macro and market views</li> <li>Proprietary portfolio insight reports and analytics</li> <li>Access to senior investors through client summits</li> </ul>	<ul> <li>Strong belief and commitment to active management</li> <li>Broad range of strategies across styles and geographies</li> <li>Disciplined approach to risk management</li> </ul>	<ul> <li>Investment performance culture</li> <li>Top 10 global equity manager<sup>3</sup></li> <li>60%+ of the world's largest pension plans, sovereign wealth funds and central banks served<sup>2</sup></li> </ul>
Actively sharing expertise	Empowering better     decisions	Building the right investment portfolio	Tapping into proven     success
			Let's solve it. 🤄



### An experienced team dedicated to value

Also leverages the insights of the J.P. Morgan Equity organization which includes 26 research analysts in the U.S. and over 200 analysts globally

### **Portfolio Management Team**



Clare Hart. MD Lead Portfolio Manager Co-Portfolio Manager

Experience

Industry: 24 years Firm: 17 years



Jonathan Simon, MD Experience Industry: 36 years Firm: 36 years



Andrew Brandon, ED **Growth & Income** Generalist Experience Industry: 19 years Firm: 17 years



Shilpee Raina, ED **Growth & Income** Generalist Experience

Industry: 11 years

Firm: 11 years

### **Client Portfolio Managers**



Mariana Connolly, MD Experience Industry: 29 years Firm: 18 years



John Piccard, ED Experience Industry: 24 years Firm: 9 years

Note: MD = Managing Director; ED = Executive Director; VP = Vice President As of December 31, 2016

There can be no assurance that the professionals currently employed by J.P. Morgan Asset Management will continue to be employed by J.P. Morgan Asset Management or that the past performance or success of any such professional serves as an indicator of such professional's future performance or success



### A team of skilled investors with an average of 19 years of experience



Kay Herr Helge Skibeli Managing Director Managing Director Associate Director **Director of Global** of Global Developed **Developed Market** Market Research Research Experience: 23/17 Experience: 31/27



Managing Director Director of U.S. Research

#### **Financials**

Banks



Urmas Wompa Steven Wharton Managing Director Managing Director Executive Director Capital Markets REITs Experience: 16/12 Experience: 33/30 Experience: 21/11 Experience: 15/15 Experience: 14/3

Jason Ko Matthew Rand REITs

Stephen Roseberry Executive Director Insurance

Executive Director Executive Director Experience: 20/6 Experience: 15/1

#### **Healthcare**





Dr. Charles Silberstein Health Svcs/Medtech Executive Director Experience: 21/2

Daphne Karydas Executive Director Pharma & Biotech Pharma & Biotech Experience: 21/2

#### Consumer



Managing Director

& Homebuilders

Experience: 16/16

Consumer Staples



Consumer

Greg Fowlkes Tim Gamache **Executive Director** 

Retail

Amit Seth Managing Director Executive Director Retail Experience: 12/12 Experience: 17/11 Experience: 7/1



Robert Bowman Managing Director Hardware Experience: 24/24



**Telecom, Media & Technology** 

Nitin Bhambhani. Managing Director Semis & Technology Software and Svcs Experience: 23/20



Laura Huang Vice President **IT Services** Media Experience: 11/11



Kris Erickson Executive Director Experience: 16/4



Executive Director **Telecom & Cable** Experience: 12/5

#### Industrials



James Brown Managing Director Executive Director Basic Materials Basic Materials

Lerone Vincent

Hunter Horgan Nishesh Kumar Executive Director Managing Director Energy Energy Experience: 32/29 Experience: 18/18 Experience: 20/19 Experience: 19/2



Executive Director Energy Infrastructure Experience: 22/6



Leslie Rich Joanna Shatney Managing Director Executive Director Utilities Industrial Cyclicals Experience: 24/7 Experience: 21/2



Mike Leskinen Executive Director Aerospace & Defense Experience: 16/3



Executive Director Autos and Transport Experience: 16/3

Note: Research Analysts Include VP's and above. As of 31 December 2016. Years of experience: Industry/Firm.

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**6** | FOR INSTITUTIONAL USE ONLY | NOT FOR PUBLIC DISTRIBUTION

Our bottom-up fundamental philosophy targets high quality U.S. companies with attractive valuations and healthy dividend yields

- We focus on QUALITY first
  - We target companies with durable franchises, consistent patterns of earnings, high ROIC, conservative financials, and strong management teams
- Valuation is critical to our entry & exit points
- Dividends enhance total return
  - We focus on companies with attractive dividend yields and low payout ratios

Our approach leads to a portfolio that has historically shown less volatility than the market with less exposure to the downside

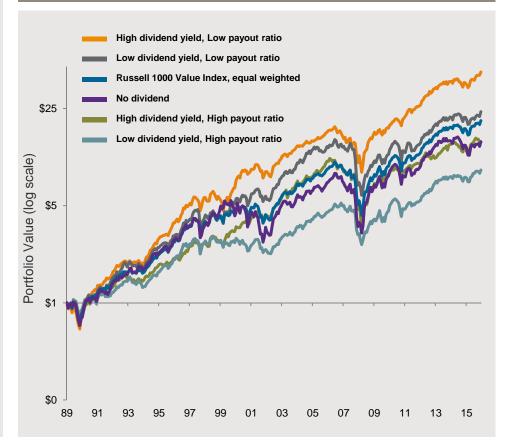
The manager seeks to achieve the stated objectives. There can be no guarantee the objectives will be met.



### Dividends are important, but so is the ability to pay the dividend...quality matters

- The best performing stocks over the past 20 years have been those with above average dividend yields and below average payout ratios
- Focus on payout ratio not just the company's dividend yield
  - Low payout ratio indicates a disciplined use of capital by management
  - Companies still have ample cash to reinvest for future business growth
- A company's earnings stream should:
  - Support the current yield even in difficult markets

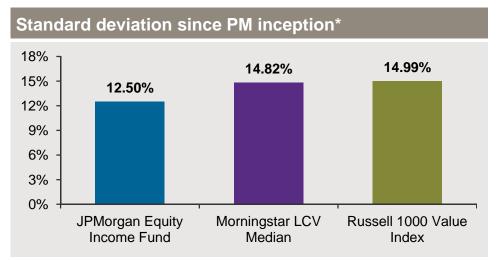
# Equal weighted performance based on differing dividend yield/payout ratio combinations



Source: J.P. Morgan Asset Management Quantitative Equity Research. The lines illustrate the growth of \$1 from 1/1/1990 – 12/31/2016. The Y-axis illustrates the portfolio values with a log scale. Each yield/payout combination illustrates compounded total returns : price appreciation & dividend payment. The benchmark is the equal weighted Russell 1000 Value Index.

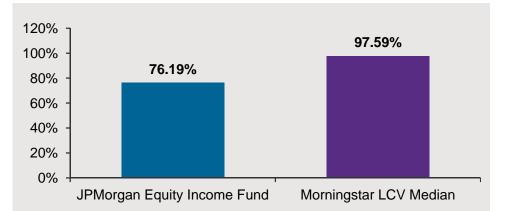


### Equity Income has top quartile performance coupled with bottom quartile volatility



### Batting average since PM inception\*\*\* 100% 80% 57% 60% 47% 40% 20% 0% JPMorgan Equity Income Fund Morningstar LCV Median

### **Down capture since PM inception\*\***



### **KEY TAKEAWAYS<sup>1</sup>**

- LOWER VOLATILITY: 9th percentile standard deviation
- BETTER DOWNSIDE PROTECTION: 10<sup>th</sup> percentile downside capture
- CONSISTENT PERFORMANCE: 1<sup>st</sup> percentile batting average

<sup>1</sup>Source: J.P. Morgan Asset Management, Morningstar; as of 12/31/2016. \* Risk is measured by standard deviation – a gauge of the variance of a manager's return over its average or mean: As of December 31, 2016 the JPMorgan Equity Income Fund was ranked 66 out of 746 funds since portfolio manager inception. \*\* Down capture measures performance of the manager relative to the index in down markets: As of December 31, 2016 the JPMorgan Equity Income Fund was ranked 72 out of 746 funds since portfolio manager inception. \*\*\* Consistency is measured by batting average - calculated by dividing the number of quarters (or months) in which the manager beats or matches the index by the total number of quarters (or months) in the period: As of December 31, 2016 the JPMorgan Equity Income Fund was ranked 2 out of 746 funds since portfolio manager inception. Past performance is no guarantee of future results.



Trailing 5 years as of December 31, 2016

	Return	Standard deviation	Beta	Up capture ratio	Down capture ratio	Spread between up & down
JPMorgan Equity Income Fund R6	14.0	9.7	0.89	90.9	84.7	6.1
Morningstar Large Value Category	13.1	10.8	1.00	94.6	103.4	-8.8
Morningstar Large Growth Category	13.0	11.8	1.03	98.6	110.2	-11.6
Morningstar Large Blend Category	13.6	10.7	1.01	97.9	104.7	-6.9
Morningstar Long/Short Equity Category	5.1	7.8	0.56	45.6	63.3	-17.8

Past performance does not guarantee future results.

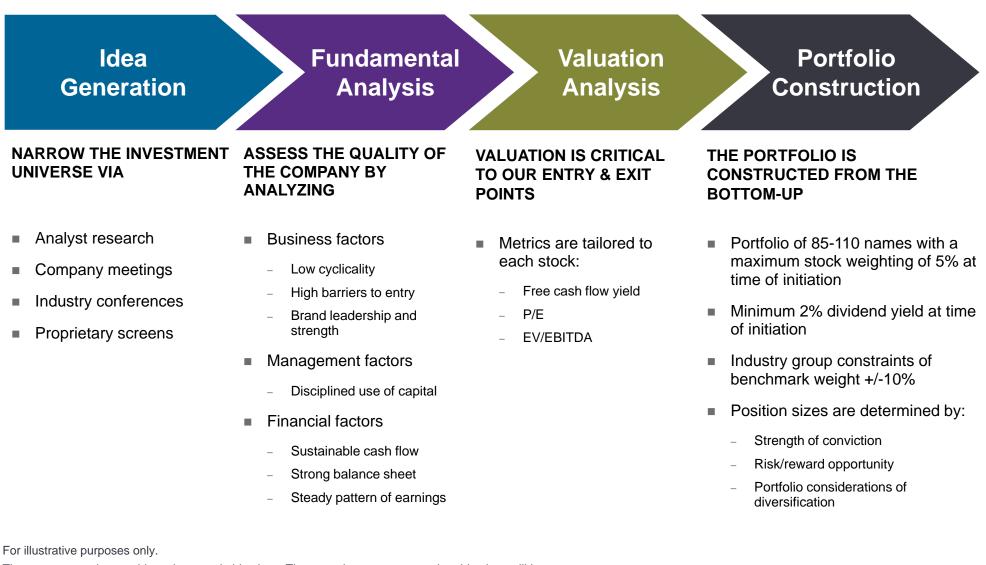
All data as of 12/31/2016.

\*Trailing 5-years relative to the Russell 1000 Value for JPMorgan Equity Income and the Morningstar Large Value Category, Russell 1000 Growth for the Large Growth Category, Russell 1000 for the Large Blend Category and the S&P 500 for the Long/Short Category

Source: J.P. Morgan Asset Management, Morningstar Direct.



Our bottom-up fundamental philosophy targets high quality U.S. companies with attractive valuations and healthy dividend yields



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### We reduce or eliminate a position when:

- The stock becomes overvalued by the market
  - Metrics are tailored to each stock
- We will reevaluate positions when there are changes to:
  - Company management & their capital allocation decisions
  - Competitive landscape & industry dynamics
  - Financial factors, including earnings patterns and cash flow generation
- Displaced by a better idea
  - Our goal is to be fully invested with a cash position ranging from 0-5%

The manager seeks to achieve the stated objectives. There can be no guarantee the objectives will be met.



### **Investment thesis: Illinois Tool Works**

#### **QUALITY ATTRIBUTES**

- Strong competitive position
  - fi Global portfolio of diversified products with targeted end-markets allows for attractive return on investment opportunities
  - fi Examples of ITW offerings are automobile fasteners and capless refueling systems; ovens, dishwashers, and refrigerators for restaurants and institutions; adhesive technology used to bond wind turbine blades; consumer packaging solutions; welding equipment; and quality testing machines for aircraft, construction, and healthcare products

#### Management's focus on long term strategic planning

- fi Management employs an 80/20 business model focus on the 20% of customers that generate 80% of revenue/profits; this allows for deep customer relationships and customer-back innovation to drive strong margins, returns, and cash flow
- fi 2013 Enterprise Initiative:
- fi 5 year plan to narrow portfolio to those assets with sustainable competitive advantages, simplify the operating structure, and improve purchasing efficiency.
- fi Through year-end 2015, divested 32 businesses with \$4.9Bn of revenue, operating margins improved from 15.9% to 21.4%, and return on invested capital improved from 14.5% to 20.4%.

#### VALUATION

- 14.4x forward EPS at initiation, currently 20.1x forward EPS
- 6-6.5% FCF yield at initiation, currently at 5.3% FCF yield

#### DIVIDEND

- Dividend yield: 2.1%
- Dividend growth: 14% average increase in the last three years
- Payout ratio: 42%

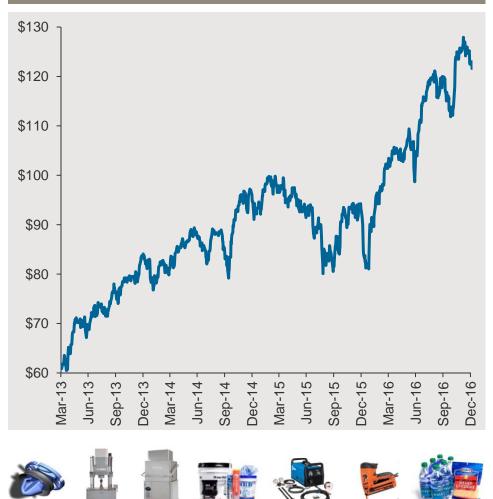
#### 1Figures as of 12/31/16

Source: Bloomberg, Factset, J.P. Morgan Asset Management There is no guarantee this holdin

discretion without notice. It should not be assumed that securities within the portfolio have or will perform in a similar manner to the security above. This security is shown for illustrative purposes only. Its inclusion should not be interpreted as a recommendation to buy or sell. A complete list of portfolio recommendations for the past year is available upon request Past performance is not indicative of future returns.



### ITW stock price (since 3/19/13 first purchase)



### **Investment thesis: Snap-On**

#### **QUALITY ATTRIBUTES**

- Strong competitive position
  - ${\rm fi}\,$  Leading global innovator, manufacturer and marketer of tools, equipment, diagnostics, repair information and systems solutions for professional users
  - fi Barriers to entry driven by high-touch distribution, consultation services, financing availability and proprietary tools
  - fi Partnership between SNA franchisee and mechanic creates long lasting relationships and loyalty

#### Long term steady demand growth outlook

- Drivers for strong organic growth include new vehicle technology and the accompanying vehicle complexity, a growing number of vehicles in operation, an aging auto fleet, and increased miles driven
- $_{\rm fi}\,$  Secular trend in place of increasing percentage of auto repairs completed in non dealer garages, where SNA is strongest
- fi Opportunity to grow internationally (Europe & China) and into new industries such as complex machinery, aerospace and defense

#### Proven management

- fi CEO Nicholas Pinchuk has over 30 years experience in industrial related business
- fi Conservatively run company focused on steady growth with a strong balance sheet, minimal debt ex its finance subsidiary
- $_{\rm fi}\,$  Cash reinvested in the finance subsidiary has helped support above average organic growth in recent years

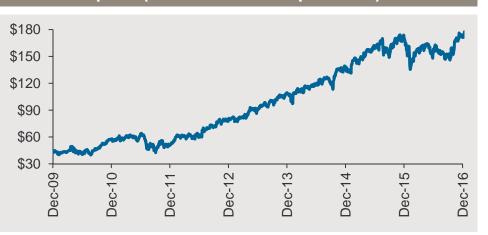
#### VALUATION

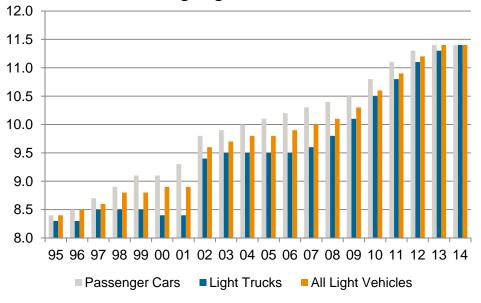
Currently 16.8x forward EPS, discount to S&P with better earnings growth

#### DIVIDEND

- Dividend yield: 1.6%
- Dividend growth: 16% average increase from 2012 2016
- Consistently paid quarterly dividend without interruption or reduction since 1939

SNA stock price (since 12/2/09 first purchase)





#### 1Figures as of 12/31/16

Source: Bloomberg, Factset, J.P. Morgan Asset Management There is no guarantee this holdings will remain in the portfolio and holdings may change at the portfolio manager's discretion without notice. It should not be assumed that securities within the portfolio have or will perform in a similar manner to the security above. This security is shown for illustrative purposes only. Its inclusion should not be interpreted as a recommendation to buy or sell. A complete list of 14 preference for the security above. This security is shown for illustrative purposes only. Its inclusion should not be interpreted as a recommendation to buy or sell. A complete list of 14 preference for the security above.



### Average Age of US Vehicles

### **Investment thesis: Northern Trust**

#### **QUALITY ATTRIBUTES**

- Strong competitive position
  - fi Operates in two highly attractive businesses (global custody and private banking) and is well diversified in terms of business and client mix
  - $_{\rm fi}\,$  Conservative balance sheet
  - ${\scriptstyle\rm fi}\,$  Proven track record of managing for superior long-term growth and profitability
  - fi Management has consistently implemented shareholder friendly capital allocation practices and remains committed to share repurchases
- Positive secular trends
  - $_{\rm fi}\,$  Leverage to rising short term rates
  - fi Modernization of global pension plans and favorable demographic trends will be helpful as NTRS is able to provide the necessary products and services
  - fi Opportunities for international growth
  - $_{\rm fi}\,$  Likely to benefit from lower money market mutual fund fee waivers in the future

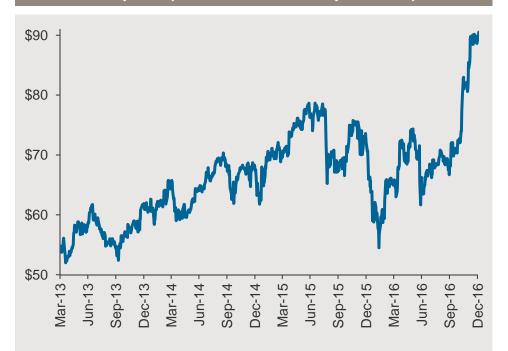
#### VALUATION

- Currently trades at 17.8x, or a 1% premium to the S&P500; typically has traded at an 11% premium in the last 5 years
- Currently trades at 2.2x P/B vs. long term median of 2.7x P/B

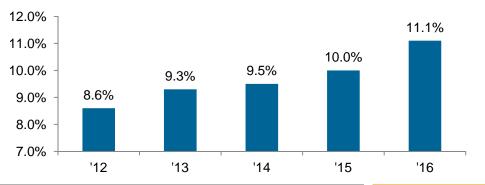
#### DIVIDEND

- Dividend yield: 1.7%
- Dividend growth: 6.4% average increase in the last three years
- Payout ratio: 34%

### NTRS stock price (since 12/18/12 first purchase)



### Improving ROE trends



#### 1Figures as of 12/31/16

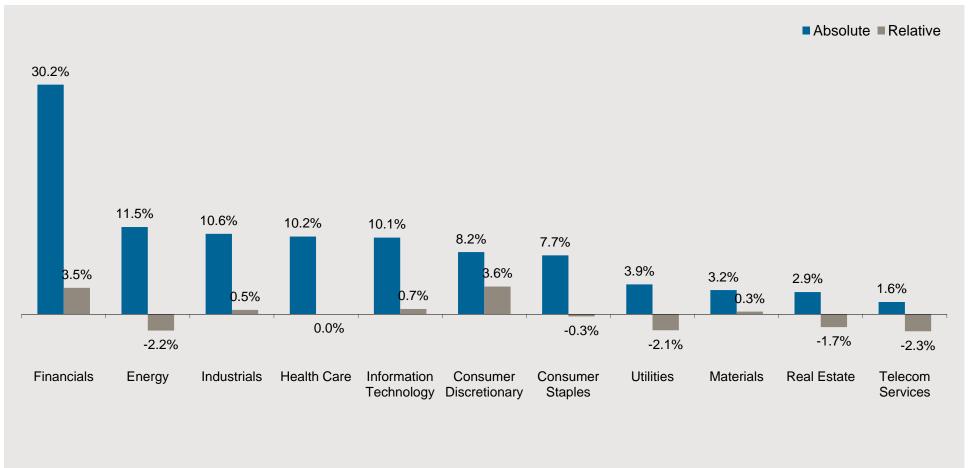
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### **Portfolio Weightings**

As of December 31, 2016

### ABSOLUTE VS RELATIVE SECTOR WEIGHTINGS<sup>1</sup>



<sup>1</sup> Reflects relative position to the benchmark Russell 1000 Value Index.



### **Portfolio Characteristics**

### As of December 31, 2016

### CHARACTERISTICS

	Portfolio	Russell 1000 Value
P/E Ratio <sup>1</sup>	18.0x	16.8x
EPS Growth <sup>2</sup>	8.9%	8.4%
Market Capitalization <sup>3</sup>	\$112.2 bn	\$114.0 bn
Number of Holdings	98	689
Dividend Yield	2.60%	2.46%
30-Day SEC Yield	1.75%	N/A
30-Day SEC Yield (Unsubsidized)	1.73%	N/A
Active Share	67%	N/A
Beta <sup>4</sup>	0.90	N/A
ROE⁵	13.5%	9.5%
Standard Deviation <sup>4</sup>	9.79%	10.61%
Tracking Error <sup>4</sup>	2.48%	N/A
Turnover <sup>6</sup>	19%	N/A

<sup>1</sup> Consensus 12 month forward

<sup>2</sup> 12 month forward estimate

<sup>3</sup> Weighted average

<sup>4</sup> Trailing 5 years

<sup>5</sup> Trailing 12 months

<sup>6</sup> Annualized over trailing three years

### **TOP TEN HOLDINGS**

Security	Portfolio %	Dividend %
Wells Fargo	3.4	2.8
Bank of America	2.9	1.4
Exxon Mobil	2.7	3.3
Chevron	2.5	3.7
PNC Financial	2.5	1.9
Johnson & Johnson	2.5	2.8
ConocoPhillips	2.3	2.0
BlackRock	2.1	2.4
Apple	2.0	2.0
Occidental Petroleum	2.0	4.3
Total	24.8	



## J.P. Morgan Equity Income Fund performance at NAV (%)

### **Annualized Returns\***

As of December 31, 2016	4Q 2016	1 year	3 years	5 years	10 Years	Equity Income \$	Strategy AUM
			0.700/	4.4.000/	7 500/	As of 12/31/16	\$28.1 billion
JPMorgan Equity Income Fund (R6)	6.60%	15.17%	8.79%	14.00%	7.56%		
Russell 1000 Value Index	6.68%	17.34%	8.59%	14.80%	5.72%		
Excess vs. benchmark	-0.08%	-2.17%	0.21%	-0.80%	1.84%		
Morningstar ranking (Large Value)	_	36	9	25	3		
Information ratio	_	-1.00	0.10	-0.30	0.44		
Morningstar ranking (Large Value)	_	53	8	27	4		
Sharpe ratio	_	1.55	0.85	1.44	0.51		
Morningstar ranking (Large Value)	_	21	7	4	4		

\*Periods of greater the one year are annualized

The performance quoted is past performance and is not a guarantee of future results. Mutual funds are subject to certain market risks. Investment returns and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than original cost. Current performance may be higher or lower than the performance data shown. For performance current to the most recent month-end please call 1-800-338-4345.

As of December 31, 2016, in terms of excess returns the Equity Income Fund (R6 shares) was ranked in the Morningstar Large Value category for the following time periods: 351 out of 981 funds for the trailing one year period, 85 out of 964 funds for the three year period, 226 out of 901 funds for the five year, 18 out of 858 funds for the seven year, and 24 out of 805 funds for the ten year. As of December 31, 2016, in terms of Information Ratio the Equity Income Fund (R6 shares) was ranked in the Morningstar Large Value category for the following time periods: 519 out of 981 funds for the trailing one year period, 72 out of 964 funds for the three year, 239 out of 901 funds for the five year, 17 out of 858 funds for the seven year, and 33 out of 805 funds for the ten year. As of December 31, 2016, in terms of Sharpe Ratio the Equity Income Fund (R6 shares) was ranked in the Morningstar Large Value category for the following periods: 203 out of 981 funds for the trailing one year period, 65 out of 964 funds for the trailing one year, 20 out of 858 funds for the seven year, and 26 out of 805 funds for the ten year.



### J.P. Morgan Equity Income Fund performance at NAV (%)

Calendar year returns	2013	2014	2015	2016
JPMorgan Equity Income Fund (R6)	31.81%	14.04%	-1.96%	15.17%
Russell 1000 Value Index	32.53%	13.45%	-3.83%	17.34%
Excess vs. benchmark	-0.72%	0.59%	1.87%	-2.17%

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The next expense ratio for R6 shares is 50bps. Inception date for R6 share class is January 31, 2012. Source: JPMorgan Asset Management; Frank Russell Company, Standard and Poor's



## J.P. Morgan Equity Income Fund performance at NAV (%)

Calendar year returns	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
JPMorgan Equity Income Fund (Sel.)	1.59%	-29.68%	17.52%	18.93%	7.59%	13.46%	31.59%	13.76%	-2.31%	14.84%
Russell 1000 Value Index	-0.17%	-36.85%	19.69%	15.51%	0.39%	17.51%	32.53%	13.45%	-3.83%	17.34%
Excess vs. benchmark	1.77%	7.17%	-2.18%	3.42%	7.20%	-4.05%	-0.94%	0.31%	1.51%	-2.50%

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The next expense ratio for Select shares is 79bps. Source: JPMorgan Asset Management; Frank Russell Company, Standard and Poor's



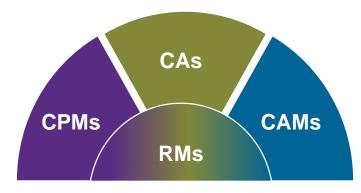
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# **Client Service**



### Your dedicated J.P. Morgan Asset Management client team



### **RELATIONSHIP MANAGERS**

Responsible for delivering the full value of the firm and a cohesive client experience, developing a thorough understanding of the clients' objectives, and anticipating their investing needs.

#### **KELLY AREK**

Relationship Manager kelly.a.arek@jpmorgan.com 212-648-0104

### **CLIENT ACCOUNT MANAGERS**

Responsible for executing onboarding, including account set-up, interfacing with third parties and working in conjunction with the Relationship Manager on all account-related matters. Also is responsible for legal, administrative, and operational aspects of the relationship.

#### **ANTHONY VO**

Client Account Manager anthony.vo@jpmorgan.com 312-732-3241

### **CLIENT ADVISORS**

Has a specific focus on retirement plans and is responsible for introducing ideas and insights on investment allocations and portfolio structure to existing and prospective clients. The client advisor leverages the firm's market and portfolio construction experience to deliver a differentiated investment perspective.

#### KIM KLENK HOWELLS

DC Client Advisor kimberly.l.klenk@jpmorgan.com 212-648-1544

### **CLIENT PORTFOLIO MANAGERS**

Facilitates connectivity between Portfolio Managers and clients, representing their respective investment teams to both internal and external constituents, and acting as a specialized source of product strategy, investment process and market knowledge.

#### MARIANA CONNOLLY

Client Portfolio Manager, US Equities *mariana.b.connolly@jpmorgan.com* 212-648-1849

#### **JOHN PICCARD**

Client Portfolio Manager, US Equities john.piccard@jpmorgan.com 212-648-0221



Lower Volatility	Looks to provide greater predictability of returns
Downside Protection	Helps to limit losses particularly when markets are stressed
Consistency	Offers competitive returns over the short and long term

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# Appendix



## **Performance Attribution: 4Q 2016**

### As of December 31, 2016

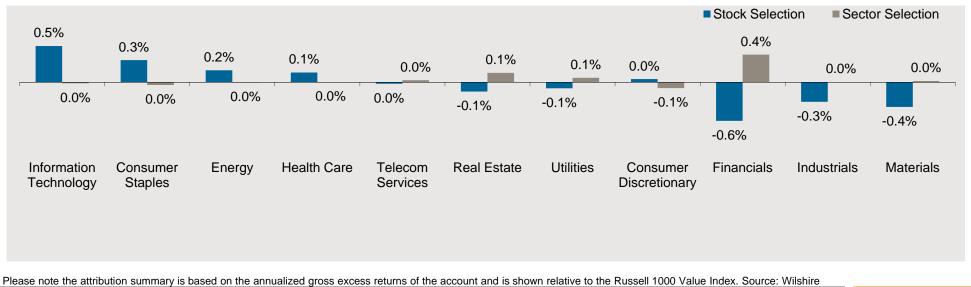
ATTRIBUTION SUMMARY Stock: -0.26 Sector: 0.51

### STOCK ATTRIBUTION

Top Contributors	Absolute Ending Weight (%)	Stock Return (%)	Impact (%)	Top Detractors	Absolute Ending Weight (%)	Stock Return (%)	Impact (%)
Bank of America	2.94	41.72	0.87	Simon Property Group	1.03	-13.41	-0.17
Wells Fargo	3.36	25.50	0.76	Eli Lilly	0.76	-7.76	-0.12
PNC Financial	2.49	30.64	0.62	Merck	1.88	-4.96	-0.11
MetLife	1.92	22.32	0.37	Kimberly Clark	0.90	-8.80	-0.10
Chevron	2.52	15.50	0.35	Becton Dickinson	0.90	-7.48	-0.09

Note: stock attribution reflects absolute vs. total. Stock return displayed as per portfolio, may or may not reflect the whole period.

### STOCK SELECTION VS SECTOR SELECTION





### **Performance Attribution: Calendar Year 2016**

### As of December 31, 2016

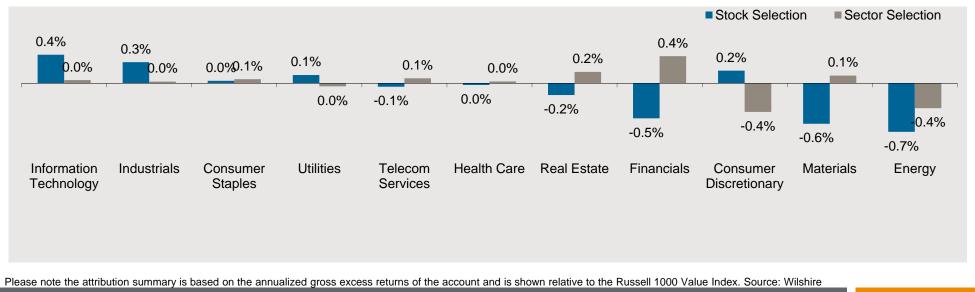
ATTRIBUTION SUMMARY Stock: -1.04 Sector: 0.06

### STOCK ATTRIBUTION

Top Contributors	Absolute Average Weight (%)	Stock Return (%)	Impact (%)	Top Detractors	Absolute Average Weight (%)	Stock Return (%)	Impact (%)
Bank of America	0.85	52.30	1.04	L Brands	0.96	-27.27	-0.33
Chevron	2.00	36.64	0.73	Marathon Petroleum	0.06	-39.43	-0.27
CME Group	1.92	33.93	0.60	Bristol-Myers Squibb	1.16	-13.50	-0.18
PNC Financial	2.08	25.78	0.58	Eli Lilly	1.11	-10.37	-0.15
Time Warner Inc.	1.20	52.41	0.54	VF Corp	0.95	-12.14	-0.12

Note: stock attribution reflects absolute vs. total. Stock return displayed as per portfolio, may or may not reflect the whole period.

### STOCK SELECTION VS SECTOR SELECTION





### **Additional Information**

### As of December 31, 2016



For illustrative purposes only.

Source: BARRA, J.P. Morgan Asset Management

<sup>2</sup>Based on change in position size



## **Equity Income vehicles**

Vehicle	Share Class	Ticker	Net Expenses	Minimum Investment
Mutual Fund	А	OIEIX	104 bps	\$1,000
	С	OINCX	154 bps	\$1,000
	Select	HLIEX	79 bps	\$1MM
	R2	OIEFX	129 bps	None
	R3	OIEPX	104 bps	None
	R4	OIEQX	79 bps	None
	R5	OIERX	59 bps	None
	R6	OIEJX	50 bps	None for retirement plans, \$15MM for direct investors and \$5MM for discretionary accounts
Vehicle			Fee	Minimum Fee
Separate Account			60 bps on 1 <sup>st</sup> \$25MM 40 bps on balance	\$250K

There is also a OEIC (open-ended investment company) available for non-U.S. investors.

Source: J.P. Morgan Asset Management



### **Biographies**

**Clare Hart**, *managing director*, is a portfolio manager in the U.S. Equity Group. An employee since 1999, Clare is the lead portfolio manager of the JPMorgan Equity Income Fund and the JPMorgan Growth & Income Fund. Prior to joining the team, Clare was with Salomon Smith Barney's equity research division as a research associate covering Real Estate Investment Trusts. She began her career at Arthur Andersen, working as a public accountant while earning both an M.S.A. from DePaul University and a C.P.A. granted by the State of Illinois. Clare also holds a B.A. in political science from the University of Chicago.

**Jonathan K.L. Simon**, *managing director*, is a portfolio manager in the U.S. Equity Group. An employee since 1980, Jonathan manages the JPMorgan Mid Cap Value Fund, the JPMorgan Value Advantage Fund, and the JPMF U.S. Value Fund. In addition, he is a portfolio manager of the JPMorgan Growth and Income Fund and the JPMorgan Equity Income Fund. Jonathan joined the firm as an analyst in the London office, transferred to New York in 1983 and became a portfolio manager in 1987. Jonathan has held numerous key positions in the firm, including president of Robert Fleming's U.S. asset management operations and chief investment officer of U.S. Value Equity. Jonathan holds a MA in mathematics from Oxford University.

**Shilpee Raina**, *executive director*, is a research analyst on the Equity Income Strategy within the U.S. Equity Group. Shilpee is a generalist analyst whose research coverage spans various industries. An employee since 2005, Shilpee has been a dedicated research analyst on the Equity Income Strategy since 2008 and was previously focused on the Mid Cap Value portfolios where she conducted research within the media sector, while also responsible for daily implementation and portfolio analytics for the broader Value Team. Shilpee holds a B.S. in Commerce with concentrations in Finance and Accounting from University of Virginia's McIntire School of Commerce. She is a member of both the New York Society of Security Analysts and the CFA Institute and is a CFA charterholder.

**Andrew Brandon**, *executive director*, is a research analyst on the Equity Income Strategy within the U.S. Equity Group. Andrew joined the team in 2012 as a generalist analyst whose research coverage spans various industries. Prior to this Andrew, was a member of our larger US equity research team. Andrew was previously in the JPMorgan Private Bank supporting portfolio managers of both the U.S. large cap core equity product, and the U.S. large cap value product. He has been an employee of the firm since 2000. Andrew obtained a B.A. in economics from the University of Virginia, and an M.B.A. from the University of Florida and is a CFA charterholder.



### **Biographies**

**Mariana Bernunzo Connolly**, *managing director*, is the head of the client portfolio management team responsible for U.S. Equity value based strategies. She rejoined the firm in 2004 after spending two and a half years working with high net worth individuals at The Bank of New York. Previously, Mariana served as a portfolio manager at J.P. Morgan's private bank. Prior to that, she spent seven years at The Dun & Bradstreet Corporation in a variety of corporate finance positions. Mariana holds a B.A. in psychology from Columbia University and an M.B.A. in finance from New York University. She is a CFA charterholder and a Certified Financial Planner.

John P. Piccard, executive director, is a client portfolio manager in the U.S. Equity Group. He rejoined the firm after spending 10 years at Lord, Abbett & Co. as a portfolio manager and research analyst. Previously, John served as a portfolio manager at J.P. Morgan Investment Management. He originally joined the firm as an associate in asset-liability and proprietary portfolio management. John holds a B.A. in economics and philosophy from Fordham University and an M.A. in Economics from New York University. He is a CFA charterholder.

Jennifer M. Archer, CRPC, executive director, is a Client Advisor in our Defined Contribution Investment Solutions Team. In this role, Jennifer focuses on business development and serving the investment and communication needs for corporate and public defined contribution plans in the Midwest. Prior to joining J.P.Morgan Jennifer was a Product Director with AllianceBernstein Defined Contribution Investments. She was responsible for the development and support of AllianceBernstein's defined contribution product solutions for both plan sponsors and intermediaries. In this role, Jennifer met with plan sponsors, their investment committees, and platform due diligence groups to position Target Date solutions and discuss DC industry trends. Before joining AllianceBernstein, she was in the Investment Solutions group at UBS. She received a B.S. in business from James Madison University. She is a Chartered Retirement Planning Counselor and holds a FINRA Series 7 and 63 licenses.



### J.P. Morgan Asset Management

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