### AN EXPLANATION OF THE DENALI FM PERFORMANCE LANDSCAPE

The Performance Landscape represents one element of the fiduciary reporting materials produced by Denali Fiduciary Management for a Plan Committee investment review meeting.

The sample Performance Landscape does two things. First, it compares the mutual fund's quartile ranking over rolling quarterly periods to other funds of the same investment Category within Morningstar's Principia database. The total-return performance of the mutual fund is examined in 1, 3, 5 and 10-year periods (if applicable) ending on the date shown. The numbers in the farthest left-hand column represent the four quartiles of performance for that particular fund Category. For example 1-25 represents the top quartile; 26-50 represents the second quartile of performance etc.

From a fiduciary perspective the Category classification in Morningstar's database is very useful because it identifies the investment style of the fund that most accurately accounts for the fund's behavior over the past three years. The Category classification is different from Morningstar's well-known Style-box classification, which identifies only the current style of the fund. In the bottom horizontal line of each time period, a series of numbers, such as 94/213 appears.

For example, that number identifies that the fund placed in the 94th percentile of total return performance out of a total universe of 213 mutual funds within the same Morningstar Category. In reviewing the data, we recommend that fiduciaries place greatest emphasis on the rolling 3 and 5-year performance data. We make this recommendation because it is the standard in the institutional investment business to discount the importance of the 1-year and the 10-year total return performance numbers (for different reasons).

The one-year performance numbers are generally assumed to contain "market noise" which, without further refinement, should not be used alone to make assessments on the quality of investment management. Ten-year performance numbers are very valuable if the management of the fund and the investment style have been consistent for the entire period.

Because such a scenario is unusual, the 10-year performance information is not used in isolation of other information to make a qualitative assessment of an investment fund. Risk-adjusted performance statistics are highlighted for the three-year period of time because that is a standard practice in the institutional investment business.



Monitoring:
(1) Relative total return investment performance over rolling time periods using Morningstar's category classification system.



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### Risk-adjusted performance monitoring:

It is useful to note that the goal of the Performance Landscape is to bring one page of data to the attention of the fiduciaries for the purposes of complying with the statutory monitoring function required under ERISA. The Performance Landscape is not intended to be the last word on the monitoring that an ERISA retirement plan fiduciary should engage upon. Rather, it is a highly useful and concise tool from which red flags can be identified and from which the need or desire for additional due diligence can be directed.

### **Notes to the Data:**

- Review the definitions involved with risk-adjusted performance.
- There is no attempt made to identify the absolute level of the fund's historic volatility (the fund's standard deviation)
- Only the relative level of volatility is involved in the Performance Landscape.
- No direct representation of Beta is visible in the data.
- Risk-adjusted performance statistics are only identified when the R-squared of the fund is > 80 as identified by Morningstar's Principia – Mutual Funds Advanced database.
- Assuming #5 above if positive alpha is present, no specific note is made on the Performance Landscape. Only an "X" will appear in the quartile ranking.
- Negative alpha statistics (which a fiduciary should be monitoring) are identified by one of three colored symbols depending on the degree of negativity.
- Anytime the fund experiences a change in management (any change in management, even a change in a 'team') a triangle notes the calendar quarter in which the change occurred.

#### Why Is This Data Useful?

The data shows quickly and succinctly how the mutual fund's total return performance compared to its peer group. The Performance Landscape allows for immediate identification of performance trends in either deteriorating or improving relative performance. The risk-adjusted performance data provides a glimpse of whether the fund is performing in such a manner as to reward its investor for the level of risk taken. While all risk-adjusted performance statistics have limitations in theory and in practice, they all allow for a qualitative perspective that affords the fiduciary an opportunity to ask further questions about the risk and reward characteristics of the investment fund.



Monitoring:
(2) Risk-adjusted
performance statistics as a
fiduciary monitoring
function.



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The Performance Landscape provides fiduciaries with an important documentation tool to illustrate that it has been conducting its statutory ERISA monitoring duties. From a prudent investor point of view, this data is more useful than the typical chronological "snapshot", which can only illustrate relative investment performance on that particular day. IRPS considers the typical investment "snapshot" to be reflective of a historical period when computer memory was very expensive and rolling time periods of data would have been very expensive to produce.

The Performance Landscape allows for a more comprehensive qualitative assessment against peer investment managers. It is also more accurate than comparisons of investment funds based on their investment objectives.

For further details on Performance Landscapes and other fiduciary issues, please contact us directly.

Denali Fiduciary Management: PO Box 372 Vashon WA 98070

Tel: (206) 463-6707 Fax: (206) 463-6704

Email: enquiries@denalifm.com

www.denalifm.com



Our mission is to provide our clients with retirement programs that align the Plan's purpose with the highest fiduciary standards, while dramatically reducing fiduciary liability exposure for the plan sponsor.





# Example Aggressive Growth (Mid-Cap Growth)

Morningstar Category Risk Ranking for 3 & 10 years is High, 5 years is Above Average

The performance box timeline uses quartile ranking within the investment Category to determine the consistency of the fund's performance relative to other funds within the Category. The timeline evaluates the ranking on a rolling quarterly basis for historical 1, 3, 5 and 10 year periods. A 1 is the greatest percentile ranking (the best) and the 100th percentile is the worst.

## 1 Year Period Ending

06/30/90	09/30/99	12/31/99	03/31/00	00/08/90	00/30/00	12/31/00	03/31/01	06/30/01	09/30/01	12/31/01	03/31/02	06/30/02	09/30/02	12/31/02	03/31/03	06/30/03	09/30/03	12/31/03	03/31/04
	×	×	×	×	×											×	×		
																		×	×
						×	×	×	×	×	×	×	×	×	×				
	5/592	2/622	3/643	989/2	15/702	95/166	98/834	96/949	97/939	886/26	99/1022	98/1146	98/1136	98/1151	95/1192	8/713	5/719	92/29	66/784

### 3 Year Period Ending

						_	
	03/31/04				<b>* X</b>	829/66	
	12/31/03				X×	99/613	
	09/30/03   12/31/03   03/31/04				* <b>X</b>	96/158	
	06/30/03				<b>* X</b>	97/516	
	03/31/03				<b>X</b> *	98/846	
	12/31/02				* X ▼ X ▼	98/804	
	09/30/05				* <b>X</b>	98/158	
	06/30/02   06/30/02   12/31/02   03/31/03   06/30/03				<b>* X</b>	092/66	
	03/31/02				<b>* X</b>	97/681	
	06/30/01   09/30/01   12/31/01   03/31/02				<b>* X</b>	81/655	
	09/30/01				<b>* X</b>	91/633	
	06/30/01		X			38/631	
	03/31/01		X			29/574	
	12/31/00	X				7/22	
	00/08/60	X				4/481	
	00/08/90	X				2/449	
	03/31/00	X • ▼				2/417	
	12/31/99   03/31/00   06/30/00   09/30/00   12/31/00	<b>X</b> •				3/400	
	66/02/60 66/02/90	<b>X</b> •				5/381	
3 real reliou ciluing	66/08/90	<b>X</b> •				3/270	
o real r	%ile Ranking	1-25	76-50	51-75	76-100		

## 5 Year Period Ending

_	_	_	_	_	_	
03/31/04				×	98/416	
12/31/03				×	962/86	
09/30/03				×	97/758	
06/30/03				X	94/345	
03/31/03				X	89/260	
12/31/02				X	90/547	
20/30/60				X	97/495	
06/30/02				X	92/479	
03/31/02				X	79/420	
12/31/01			X		72/419	
10/30/60				X	87/391	
10/30/90			X		55/392	
03/31/01		X			48/365	
12/31/00	X				11/348	
00/30/00	X				7/317	
00/08/90	X				3/304	
03/31/00	X				2/283	
12/31/99	×				3/266	
66/30/60	X				5/237	
66/30/90	X				2/166	
%ile Ranking	1-25	26-50	51-75	76-100		

## 10 Year Period Ending

%ile Ranking	66/30/90	66/30/60	12/31/99	03/31/00	00/08/90	00/30/00	12/31/00	03/31/01	06/30/01	09/30/01	12/31/01	03/31/02	06/30/02	09/30/02	12/31/02	03/31/03	06/30/03	09/30/03	12/31/03	03/31/04
1-25							X	X	X											
76-50											×									
51-75										X		X								
76-100													×	X	×	X	×	X	×	×
	N/A	N/A	N/A	N/A	N/A	N/A	2/114	13/116	16/126	72/121	48/121	59/125	79/158	82/156	82/167	84/170	85/102	82/158	80/126	81/134

Notes:

1) Example: 70/175 means the fund ranks in the 70th percentile within

Morningstar Category (for the time period measured) out of a universe of 175 funds. 2) Any 3rd year cell containing only an "X" indicates alpha was a positive number and

R squared was at 80% or higher.

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Represents a change in the fund	management within the past quarter
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 Represents Alpha = -5.01 or lower

Represents R squared lower than 80%