

Manning & Napier Cash Balance Collective Investment Trust (CIT)



Fund Facts

CUSIP	302028204
Inception Date	04/09/2014
Fund Manager	Manning & Napier Advisors, LLC
Trustee Fee	0.24%
Estimated Acquired ETF Fees and Expenses	0.10%
Expense Ratio After Fee Waiver*	0.34%

*Includes estimated acquired fees and expenses of the underlying third party exchange-traded funds (ETFs), and reflects the Trustee's contractual agreement to limit fees and voluntary agreement to reimburse certain expenses. Acquired ETF fees will vary due to the active management of the ETF allocations.

This fund is available only for use within certain qualified employee benefit plans.

Investment Objective

To achieve annual returns consistent with most common Interest Crediting Rates (ICR). In light of the importance of return stability for cash balance plans, the strategy will actively adjust to limit excessive gains and mitigate the risk of significant losses during a calendar year.

Investment Strategy

Using a top-down approach that considers macroeconomic variables such as valuations, sentiment, and general economic activity, this fund seeks to generate a yield consistent with the return objective through investments in debt instruments, income-producing securities, and cash investments. The portfolio is primarily invested in ETFs which provide exposure to various fixed income issuers, markets, and sectors. The portfolio may invest in cash equivalents when the targeted return range is achieved for the calendar year or to take temporary defensive positions in response to adverse market, economic, or political conditions.

May be Appropriate for:

- Cash balance pension plans seeking a single professionally managed investment solution designed to track an Interest Credit Rate (ICR).
- Cash balance pension plans looking to avoid extreme fluctuations in returns.

Portfolio Composition (as of 09/30/2018)

Sector Allocation*			
Cash	1.87%	Government	0.09%
Corporate	90.73%	Securitized	7.31%
Credit Quality Distribution*			
AAA	9.69%	BBB	42.14%
AA	11.06%	Below BBB	0.08%
A	37.03%	Not Rated	--
Top Holdings			Total: 4
SPDR PORTFOLIO INTERMEDIATE 0.99100	45.04%	ISHARES SHORT MATURITY BOND 1.01300	24.49%
SPDR PORT SHRT TRM CORP BND 0.68000	29.97%	Cash	0.50%
Portfolio Characteristics			
Yield to Worst	3.45%		
Average Effective Maturity*	3.24 yrs		
Average Effective Duration*	2.71 yrs		

*Source: Morningstar, data is based on the most recent information available. All data is believed, but in no way guaranteed, to be accurate. Portfolio Composition data is based on the underlying investments as of the most recent data available from Morningstar. ©2018 Morningstar, Inc. All rights reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied, adapted or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information, except where such damages or losses cannot be limited or excluded by law in your jurisdiction. Past financial performance is no guarantee of future results. Credit quality ratings are measured on a scale that generally ranges from AAA (highest) to D (lowest). Not Rated is used to classify securities for which a rating is not available. Credit quality ratings for each issue are obtained from Morningstar using ratings derived from Moody's Investors Services (Moody's) or Standard & Poor's. When ratings from Moody's are not available, ratings from Standard & Poor's are used. Yield to Worst data provided by Bloomberg. Investments will change over time. Top Holdings list is unaudited.

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A Word About Risk

The Cash Balance CIT is typically invested in approximately 3 - 5 fixed income ETFs. All investments involve risks, including possible loss of principal. There is an inverse relationship between bond prices and interest rates; as interest rates rise, bond prices (and therefore the value of bond funds) fall. Likewise, as interest rates fall, bond prices and the value of bond funds rise. Investments in higher-yielding, lower-rated securities involve additional risks, including a higher risk of default and loss of principal.

About the Fund Manager

Manning & Napier Advisors, LLC (Manning & Napier) provides investment advisory services to Exeter Trust Company, Trustee of the Manning & Napier Collective Investment Trusts. Manning & Napier is headquartered in Rochester, NY and has more than 45 years of experience managing investment objectives. The firm's active management approach focuses on participating in rising markets and, as important, helping to reduce the risk of large losses in sustained bear market periods. A team of investment analysts and professionals make all investment decisions in an effort to provide investors with strong risk-adjusted returns.

Performance (as of 09/30/2018)

Cash Balance CIT Fund	
Since Inception	1.67%
Three Year	1.93%
One Year	-0.28%
Year-to-date	-0.19%
Quarter	0.65%

Calendar Year Performance

Cash Balance CIT Fund	
2017	2.47%
2016	4.26%
2015	-0.10%

Returns are net of the Cash Balance CIT expenses. Performance data reflects acquired fees and expenses incurred by and deducted from the daily net asset value of the underlying third party exchange-traded funds (ETFs). Acquired ETF fees will vary due to the active management of the ETF allocations. Performance data quoted represents past performance and does not guarantee future results. Performance for periods greater than one year is annualized. Your investment may fluctuate in value and there is a potential for loss as well as profit.