

## **WI Select - Age Based 18-29**

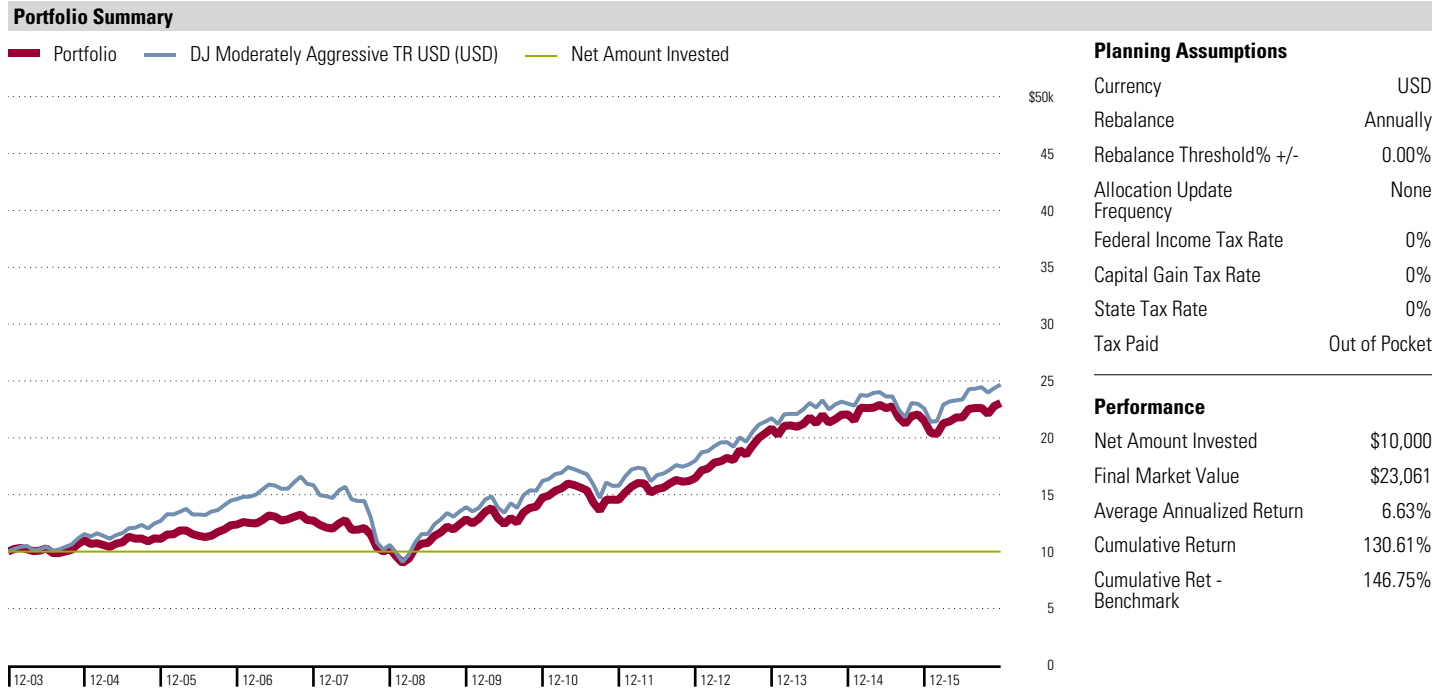
December 31, 2016

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# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016



**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

**Investment Detail**

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 5,936          | 0              | 0         | 23,061       | 6.63           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 69             | 0              | 0         | 10,999       | 9.99           |
| January-December 2005 | 10,999            | 0              | 0                       | 435            | 0              | 0         | 11,119       | 1.09           |
| January-December 2006 | 11,119            | 0              | 0                       | 543            | 0              | 0         | 12,382       | 11.36          |
| January-December 2007 | 12,382            | 0              | 0                       | 728            | 0              | 0         | 12,726       | 2.78           |
| January-December 2008 | 12,726            | 0              | 0                       | 334            | 0              | 0         | 10,270       | -19.30         |
| January-December 2009 | 10,270            | 0              | 0                       | 27             | 0              | 0         | 12,842       | 25.04          |
| January-December 2010 | 12,842            | 0              | 0                       | 245            | 0              | 0         | 14,749       | 14.85          |
| January-December 2011 | 14,749            | 0              | 0                       | 373            | 0              | 0         | 14,561       | -1.27          |
| January-December 2012 | 14,561            | 0              | 0                       | 393            | 0              | 0         | 16,459       | 13.03          |
| January-December 2013 | 16,459            | 0              | 0                       | 686            | 0              | 0         | 20,825       | 26.53          |
| January-December 2014 | 20,825            | 0              | 0                       | 842            | 0              | 0         | 22,058       | 5.92           |
| January-December 2015 | 22,058            | 0              | 0                       | 640            | 0              | 0         | 21,500       | -2.53          |
| January-December 2016 | 21,500            | 0              | 0                       | 622            | 0              | 0         | 23,061       | 7.26           |

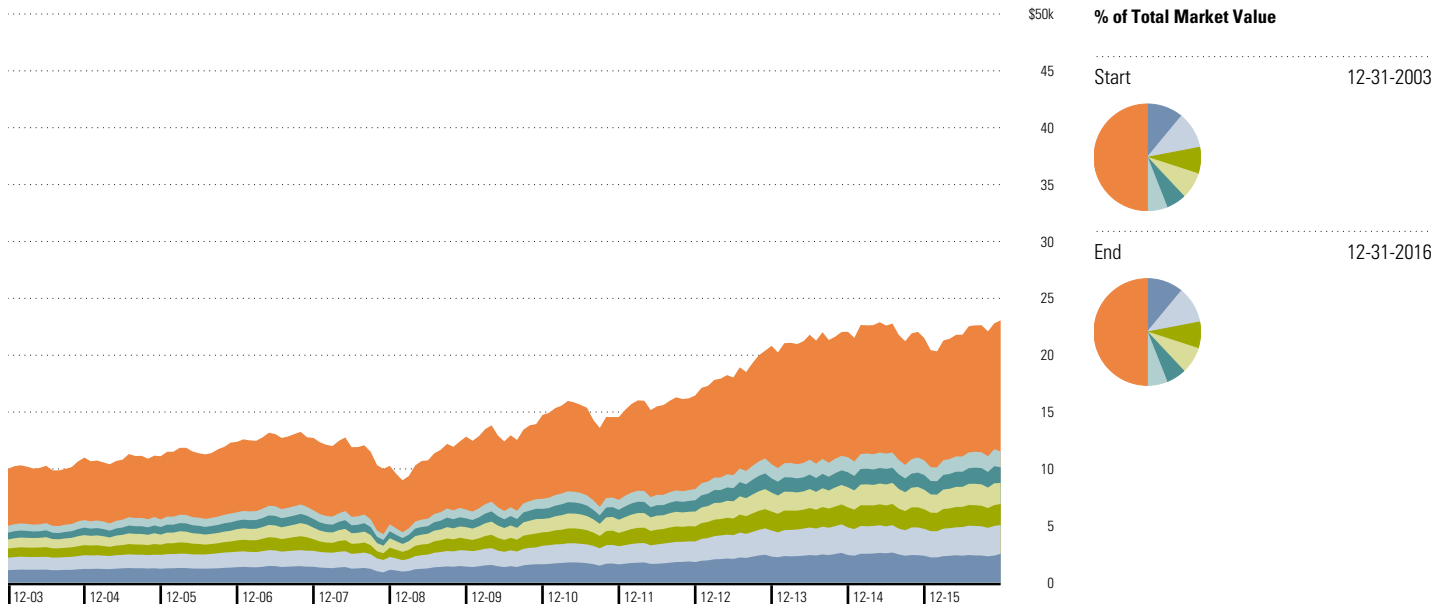
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# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                                | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Nicholas (USD, NICSX)                        | 12-03          | 12-16 | 1,100                     | 0                         | —    | Y                      | Y         | N          | 11.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 2,537        |
| ● Madison Dividend Income Y (USD, BHBFX)       | 12-03          | 12-16 | 1,100                     | 0                         | —    | Y                      | Y         | N          | 11.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 2,537        |
| ● Baird MidCap Inst (USD, BMDIX)               | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,845        |
| ● Nicholas Limited Edition I (USD, NCLEX)      | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,845        |
| ● Broadview Opportunity (USD, BVAOX)           | 12-03          | 12-16 | 600                       | 0                         | —    | Y                      | Y         | N          | 6.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,384        |
| ● Heartland Select Value Investor (USD, HRSVX) | 12-03          | 12-16 | 600                       | 0                         | —    | Y                      | Y         | N          | 6.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,384        |

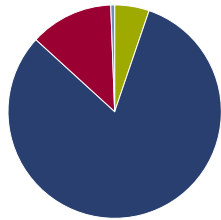
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 5,000                     | 0                         | —    | Y                      | Y         | N          | 50.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 11,530       |

# Portfolio Snapshot

**Portfolio Value**  
\$23,060.98

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Analysis 12-31-2016

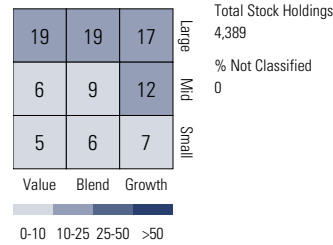


### Asset Allocation

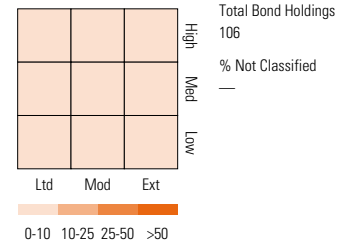
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                 | Portfolio Net % | Bmark Net %  |
|-----------------|-----------------|--------------|
| Cash            | 5.23            | 0.00         |
| US Stocks       | 81.55           | 37.91        |
| Non-US Stocks   | 12.63           | 36.15        |
| Bonds           | 0.00            | 0.00         |
| Other/Not Clsfd | <b>0.59</b>     | <b>25.93</b> |

### Morningstar Equity Style Box %

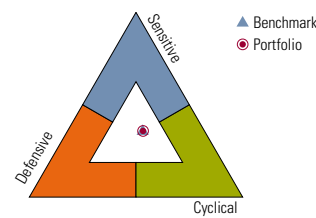


### Morningstar Fixed Income Style Box %

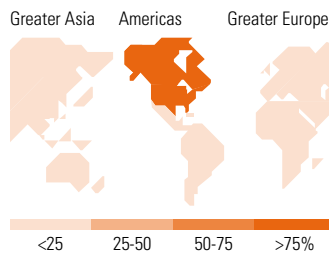


## Stock Analysis 12-31-2016

### Stock Sectors



### World Regions

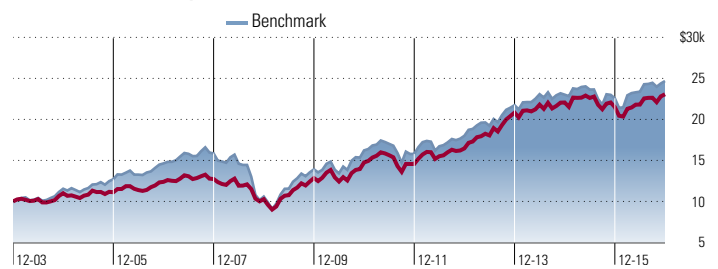


|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>38.94</b>  | <b>38.81</b> |
| Basic Matls           | 3.78          | 4.33         |
| Consumer Cycl         | 12.25         | 12.65        |
| Financial Svs         | 14.79         | 17.41        |
| Real Estate           | 8.12          | 4.42         |
| <b>Sensitive</b>      | <b>38.99</b>  | <b>38.44</b> |
| Commun Svs            | 2.71          | 3.48         |
| Energy                | 5.49          | 6.16         |
| Industrials           | 13.93         | 11.32        |
| Technology            | 16.86         | 17.48        |
| <b>Defensive</b>      | <b>22.07</b>  | <b>22.75</b> |
| Consumer Def          | 7.25          | 8.59         |
| Healthcare            | 12.76         | 10.94        |
| Utilities             | 2.06          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>88.27</b>  | <b>69.32</b> |
| North America         | 87.21         | 67.84        |
| Latin America         | 1.06          | 1.48         |
| <b>Greater Europe</b> | <b>5.55</b>   | <b>2.04</b>  |
| United Kingdom        | 1.19          | 0.11         |
| Europe-Developed      | 3.23          | 0.28         |
| Europe-Emerging       | 0.41          | 0.85         |
| Africa/Middle East    | 0.72          | 0.80         |
| <b>Greater Asia</b>   | <b>6.18</b>   | <b>28.64</b> |
| Japan                 | 1.41          | 12.57        |
| Australasia           | 0.42          | 3.39         |
| Asia-Developed        | 1.34          | 6.39         |
| Asia-Emerging         | 3.01          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

## Performance 12-31-2016

### Investment Activity Graph



| Trailing Returns     | 3 Mo | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|----------------------|------|-------|-------|------|-------|
| Portfolio Return     | 1.89 | 7.26  | 3.45  | 9.62 | 6.41  |
| Benchmark Return     | 0.89 | 9.31  | 4.33  | 9.33 | 5.36  |
| +/- Benchmark Return | 1.00 | -2.05 | -0.88 | 0.29 | 1.05  |

| Best/Worst Time Periods | Best % |                       | Worst % |                       |
|-------------------------|--------|-----------------------|---------|-----------------------|
|                         | Value  | Period                | Value   | Period                |
| 3 Months                | 18.80  | ( Mar 2009-May 2009 ) | -17.13  | ( Sep 2008-Nov 2008 ) |
| 1 Year                  | 43.92  | ( Apr 2009-Mar 2010 ) | -25.73  | ( Mar 2008-Feb 2009 ) |
| 3 Years                 | 20.39  | ( Mar 2009-Feb 2012 ) | -7.86   | ( Mar 2006-Feb 2009 ) |

| Portfolio Yield ( 12-31-2016 ) | Yield % |
|--------------------------------|---------|
| 12-Month Yield                 | 0.58    |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Holdings 12-31-2016

### Top 7 holdings out of 7

- Appleton Group Portfolio (USD)
- Madison Dividend Income Y (USD)
- Nicholas (USD)
- Baird MidCap Inst (USD)
- Nicholas Limited Edition I (USD)
- Broadview Opportunity (USD)
- Heartland Select Value Investor (USD)

| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 11,530           | 50.00    |
| BHBFX      | MF   | 2,537            | 11.00    |
| NICSX      | MF   | 2,537            | 11.00    |
| BMDIX      | MF   | 1,845            | 8.00     |
| NCLEX      | MF   | 1,845            | 8.00     |
| BVAOX      | MF   | 1,384            | 6.00     |
| HRSVX      | MF   | 1,384            | 6.00     |

# Portfolio Snapshot

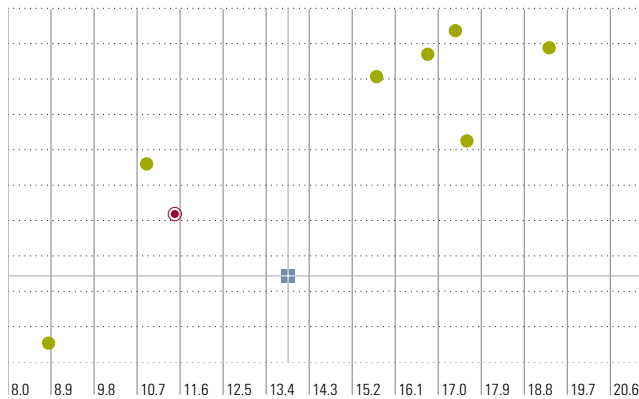
**Portfolio Value**  
\$23,060.98

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Risk Analysis 12-31-2016

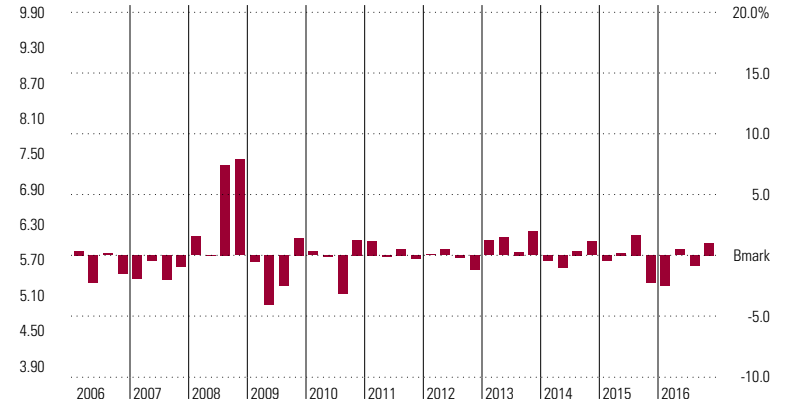
### Risk/Reward Scatterplot

● Portfolio ● Holdings ■ Bmark 10 Year Mean



### Performance History Graph

■ Portfolio Quarterly returns +/- Benchmark in %



### Risk and Return Statistics

|                    | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 8.69      | 9.14  | 8.60      | 9.07  | 11.49     | 13.86 |
| Mean               | 3.45      | 4.33  | 9.62      | 9.33  | 6.41      | 5.36  |
| Sharpe Ratio       | 0.43      | 0.50  | 1.15      | 1.06  | 0.55      | 0.41  |

### MPT Statistics

|           | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-----------|----------------|----------------|-----------------|
| Alpha     | -0.41          | 1.16           | 1.82            |
| Beta      | 0.89           | 0.90           | 0.79            |
| R-Squared | 88.55          | 89.89          | 91.05           |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

### Asset Allocation

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 5.23            | 5.23             | 0.00              |
| US Stocks              | 81.55           | 81.55            | 0.00              |
| Non-US Stocks          | 12.63           | 12.63            | 0.00              |
| Bonds                  | 0.00            | 0.00             | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.59</b>     | <b>0.59</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

### Market Maturity

|                            | Portfolio   | Bmark       |
|----------------------------|-------------|-------------|
| % of Stocks                |             |             |
| Developed Markets          | 95.17       | 90.58       |
| Emerging Markets           | 4.83        | 9.42        |
| <b>Not Available</b>       | <b>0.00</b> | <b>0.00</b> |
| <b>Valuation Multiples</b> | Portfolio   | Bmark       |
| Price/Earnings             | 20.06       | 18.70       |
| Price/Book                 | 2.52        | 2.12        |
| Price/Sales                | 1.71        | 1.53        |
| Price/Cash Flow            | 11.60       | 10.02       |

### Geometric Avg Capitalization (\$Mil)

|           |           |
|-----------|-----------|
| Portfolio | 20,640.84 |
| Benchmark | 40,288.72 |

### Credit Quality Breakdown

|         | % of Bonds |
|---------|------------|
| AAA     | —          |
| AA      | —          |
| A       | —          |
| BBB     | —          |
| BB      | —          |
| B       | —          |
| Below B | —          |
| NR      | —          |

### Type Weightings

| % of Stocks          | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 4.48        | 4.92        |
| Distressed           | 2.59        | 2.67        |
| Hard Asset           | 13.01       | 8.29        |
| Cyclical             | 43.47       | 41.01       |
| Slow Growth          | 16.33       | 21.09       |
| Classic Growth       | 4.79        | 5.69        |
| Aggressive Growth    | 7.13        | 9.61        |
| Speculative Growth   | 3.96        | 2.80        |
| <b>Not Available</b> | <b>4.24</b> | <b>3.92</b> |

### Profitability

|              | Portfolio 2016-12 | Bmark 2016-12 |
|--------------|-------------------|---------------|
| % of Stocks  |                   |               |
| Net Margin   | 12.32             | 12.59         |
| ROE          | 17.25             | 17.19         |
| ROA          | 5.55              | 5.63          |
| Debt/Capital | 40.58             | 38.63         |

### Interest Rate Risk

|                  | Bonds | % Not Available |
|------------------|-------|-----------------|
| Avg Eff Maturity | —     | —               |
| Avg Eff Duration | —     | —               |
| Avg Wtd Coupon   | —     | —               |

### Fund Statistics

|                              |       |
|------------------------------|-------|
| Potential Cap Gains Exposure | 21.30 |
| Avg Net Expense Ratio        | 0.93  |
| Avg Gross Expense Ratio      | 0.96  |

# Portfolio Snapshot

**Portfolio Value**  
\$23,060.98

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)        | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr   | 5Yr   | 10Yr | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio %   | Gross Exp Ratio % |
|---------------------------------|------------------------|--------------------------|-------|-------|------|-----------------|----------------|------------------|-----------------|-------------------|-------------------|
| Baird MidCap Inst               | —                      | —                        | 5.40  | 10.53 | 8.19 | 6.24            | 12-29-2000     | NA               | NA              | 0.81              | 0.81              |
| Broadview Opportunity           | —                      | —                        | 18.04 | 12.74 | 8.67 | 14.62           | 12-16-1996     | NA               | NA              | 1.23              | 1.23              |
| Heartland Select Value Investor | —                      | —                        | 19.25 | 12.67 | 7.06 | 10.33           | 10-11-1996     | NA               | NA              | 1.20              | 1.20              |
| Madison Dividend Income Y       | —                      | —                        | 12.79 | 12.20 | 7.16 | 7.87            | 12-18-1986     | NA               | NA              | 0.95 <sup>1</sup> | 1.10              |
| Nicholas                        | —                      | —                        | 0.92  | 13.23 | 8.18 | 11.16           | 07-14-1969     | NA               | NA              | 0.72              | 0.72              |
| Nicholas Limited Edition I      | —                      | —                        | 12.37 | 11.62 | 8.61 | 9.70            | 05-18-1987     | NA               | NA              | 0.86              | 0.86              |

| Annualized returns 12-31-2016           |                        |                          |              |              |             |                 |                |                  |                 |                 |                   |
|---|------------------------|--------------------------|--------------|--------------|-------------|-----------------|----------------|------------------|-----------------|-----------------|-------------------|
| Standardized Returns (%)                | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio % | Gross Exp Ratio % |
| <b>BBgBarc US Agg Bond TR USD</b>       |                        |                          | <b>2.65</b>  | <b>2.23</b>  | <b>4.34</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>DJ Moderately Aggressive TR USD</b>  |                        |                          | <b>9.31</b>  | <b>9.34</b>  | <b>5.37</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>MSCI EAFE NR USD</b>                 |                        |                          | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>S&amp;P 500 TR USD</b>               |                        |                          | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b> |                        |                          | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —               | —              |                  |                 | <b>NA</b>       |                   |

1. Contractual waiver; Expires 02-27-2017

| Return after Tax (%)            | On Distribution |       |      |                 |                | On Distribution and Sales of Shares |       |      |                 |
|---------------------------------|-----------------|-------|------|-----------------|----------------|-------------------------------------|-------|------|-----------------|
|                                 | 1Yr             | 5Yr   | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr   | 10Yr | Since Inception |
| Baird MidCap Inst               | 5.40            | 10.26 | 7.66 | 5.66            | 12-29-2000     | 3.06                                | 8.30  | 6.60 | 5.06            |
| Broadview Opportunity           | 16.78           | 10.72 | 7.11 | 12.57           | 12-16-1996     | 11.26                               | 9.91  | 6.78 | 12.04           |
| Heartland Select Value Investor | 15.62           | 9.88  | 5.46 | 9.14            | 10-11-1996     | 13.48                               | 9.80  | 5.48 | 8.69            |
| Madison Dividend Income Y       | 11.32           | 10.46 | 5.87 | 5.94            | 12-18-1986     | 7.56                                | 9.24  | 5.38 | 5.76            |
| Nicholas                        | 0.08            | 11.81 | 6.75 | 9.53            | 07-14-1969     | 1.22                                | 10.56 | 6.53 | 9.41            |
| Nicholas Limited Edition I      | 9.81            | 9.57  | 7.22 | 8.17            | 05-18-1987     | 9.14                                | 9.15  | 6.92 | 7.96            |

# Portfolio Snapshot

**Portfolio Value**

\$23,060.98

**Benchmark**

DJ Moderately Aggressive TR USD (USD)

**Illustration Returns**

| <b>Total 7 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 50.00       | 11,530           | —           | 4.19       | 2.03       | 6.61       | 4.22        |
| Madison Dividend Income Y (USD)          | BHBFX      | MF   | 11-2016       | 11.00       | 2,537            | —           | 12.79      | 7.06       | 12.37      | 7.26        |
| Nicholas (USD)                           | NICSX      | MF   | 12-2016       | 11.00       | 2,537            | —           | 0.92       | 4.45       | 14.49      | 8.74        |
| Baird MidCap Inst (USD)                  | BMDIX      | MF   | 09-2016       | 8.00        | 1,845            | —           | 5.40       | 2.14       | 10.79      | 9.52        |
| Nicholas Limited Edition I (USD)         | NCLEX      | MF   | 12-2016       | 8.00        | 1,845            | —           | 12.37      | 4.78       | 11.91      | 9.12        |
| Broadview Opportunity (USD)              | BVAOX      | MF   | 09-2016       | 6.00        | 1,384            | —           | 18.04      | 4.11       | 13.47      | 9.23        |
| Heartland Select Value Investor (USD)    | HRSVX      | MF   | 09-2016       | 6.00        | 1,384            | —           | 19.25      | 6.02       | 12.93      | 7.65        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**



## **WI Select - Age Based 30-39**

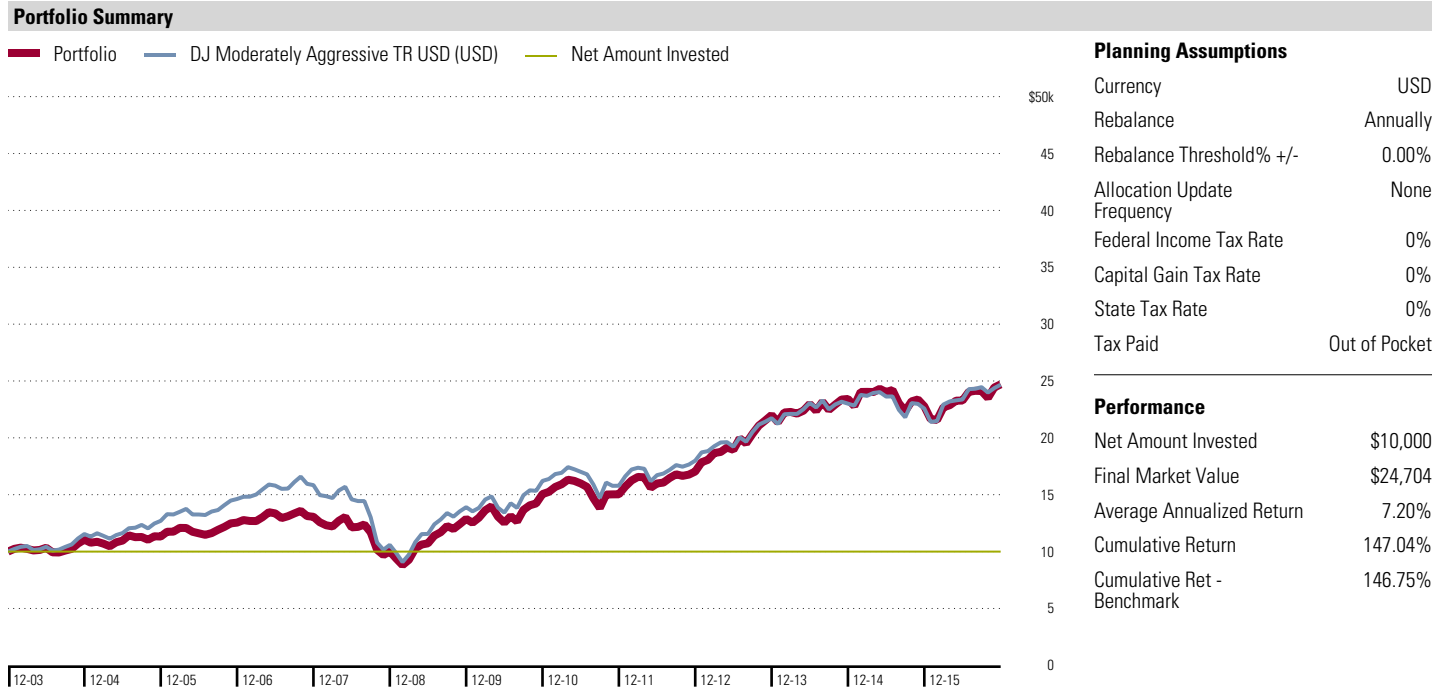
December 31, 2016

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The Appleton Group LLC  
100 W. Lawrence St.  
Suite 306  
Appleton, WI 54911  
USA  
920-993-7727  
[mscheffler@appletongrouponline.com](mailto:mscheffler@appletongrouponline.com)

# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016



**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

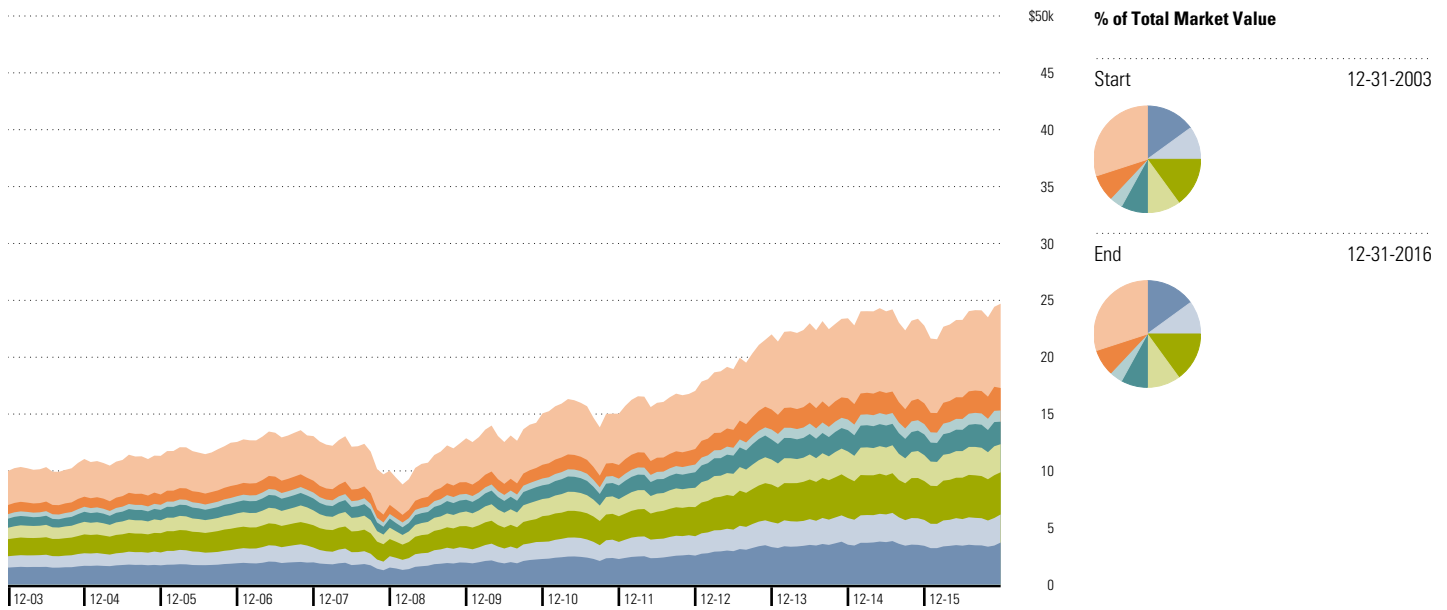
**Investment Detail**

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 8,640          | 0              | 0         | 24,704       | 7.20           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 123            | 0              | 0         | 11,049       | 10.49          |
| January-December 2005 | 11,049            | 0              | 0                       | 611            | 0              | 0         | 11,325       | 2.50           |
| January-December 2006 | 11,325            | 0              | 0                       | 758            | 0              | 0         | 12,549       | 10.81          |
| January-December 2007 | 12,549            | 0              | 0                       | 1,008          | 0              | 0         | 13,061       | 4.07           |
| January-December 2008 | 13,061            | 0              | 0                       | 501            | 0              | 0         | 10,020       | -23.28         |
| January-December 2009 | 10,020            | 0              | 0                       | 73             | 0              | 0         | 12,872       | 28.47          |
| January-December 2010 | 12,872            | 0              | 0                       | 366            | 0              | 0         | 15,060       | 17.00          |
| January-December 2011 | 15,060            | 0              | 0                       | 548            | 0              | 0         | 15,037       | -0.16          |
| January-December 2012 | 15,037            | 0              | 0                       | 579            | 0              | 0         | 17,038       | 13.31          |
| January-December 2013 | 17,038            | 0              | 0                       | 982            | 0              | 0         | 22,004       | 29.14          |
| January-December 2014 | 22,004            | 0              | 0                       | 1,228          | 0              | 0         | 23,420       | 6.43           |
| January-December 2015 | 23,420            | 0              | 0                       | 950            | 0              | 0         | 22,775       | -2.75          |
| January-December 2016 | 22,775            | 0              | 0                       | 913            | 0              | 0         | 24,704       | 8.47           |

# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                                | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Nicholas (USD, NICSX)                        | 12-03          | 12-16 | 1,500                     | 0                         | —    | Y                      | Y         | N          | 15.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 3,706                 |
| ● Baird MidCap Inst (USD, BMDIX)               | 12-03          | 12-16 | 1,000                     | 0                         | —    | Y                      | Y         | N          | 10.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 2,470                 |
| ● Madison Dividend Income Y (USD, BHBFX)       | 12-03          | 12-16 | 1,500                     | 0                         | —    | Y                      | Y         | N          | 15.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 3,706                 |
| ● Nicholas Limited Edition I (USD, NCLEX)      | 12-03          | 12-16 | 1,000                     | 0                         | —    | Y                      | Y         | N          | 10.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 2,470                 |
| ● Broadview Opportunity (USD, BVAOX)           | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,976                 |
| ● Nicholas High Income I (USD, NCINX)          | 12-03          | 12-16 | 400                       | 0                         | —    | Y                      | Y         | N          | 4.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 988                   |
| ● Heartland Select Value Investor (USD, HRSVX) | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,976                 |

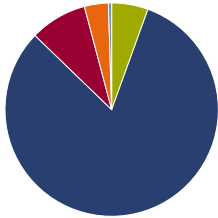
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 3,000                     | 0                         | —    | Y                      | Y         | N          | 30.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 7,411                 |

# Portfolio Snapshot

**Portfolio Value**  
\$24,704.23

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Analysis 12-31-2016

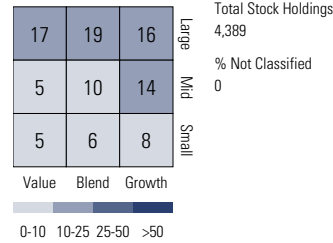


### Asset Allocation

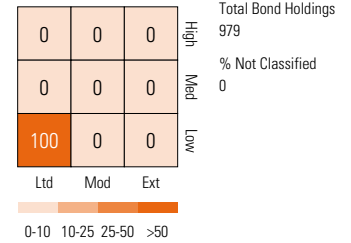
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                 | Portfolio Net % | Bmark Net %  |
|-----------------|-----------------|--------------|
| Cash            | 5.52            | 0.00         |
| US Stocks       | 81.71           | 37.91        |
| Non-US Stocks   | 8.65            | 36.15        |
| Bonds           | 3.63            | 0.00         |
| Other/Not Clsfd | <b>0.49</b>     | <b>25.93</b> |

### Morningstar Equity Style Box %

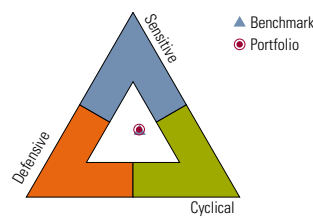


### Morningstar Fixed Income Style Box %

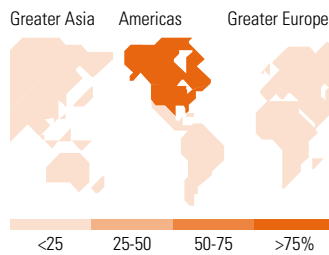


## Stock Analysis 12-31-2016

### Stock Sectors

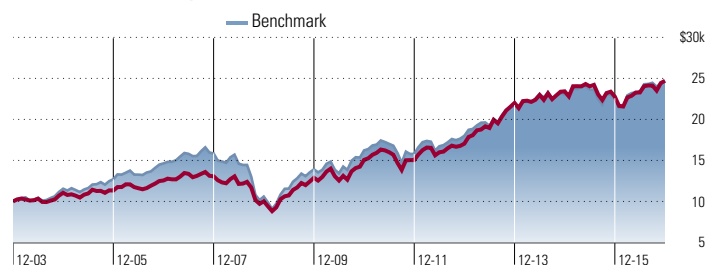


### World Regions



## Performance 12-31-2016

### Investment Activity Graph



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>37.06</b>  | <b>38.81</b> |
| Basic Matls           | 3.63          | 4.33         |
| Consumer Cycl         | 13.15         | 12.65        |
| Financial Svs         | 14.90         | 17.41        |
| Real Estate           | 5.38          | 4.42         |
| <b>Sensitive</b>      | <b>40.69</b>  | <b>38.44</b> |
| Commun Svs            | 2.30          | 3.48         |
| Energy                | 5.34          | 6.16         |
| Industrials           | 15.40         | 11.32        |
| Technology            | 17.65         | 17.48        |
| <b>Defensive</b>      | <b>22.25</b>  | <b>22.75</b> |
| Consumer Def          | 6.96          | 8.59         |
| Healthcare            | 13.59         | 10.94        |
| Utilities             | 1.70          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>91.77</b>  | <b>69.32</b> |
| North America         | 90.94         | 67.84        |
| Latin America         | 0.83          | 1.48         |
| <b>Greater Europe</b> | <b>4.19</b>   | <b>2.04</b>  |
| United Kingdom        | 0.81          | 0.11         |
| Europe-Developed      | 2.61          | 0.28         |
| Europe-Emerging       | 0.26          | 0.85         |
| Africa/Middle East    | 0.51          | 0.80         |
| <b>Greater Asia</b>   | <b>4.04</b>   | <b>28.64</b> |
| Japan                 | 0.88          | 12.57        |
| Australasia           | 0.26          | 3.39         |
| Asia-Developed        | 0.84          | 6.39         |
| Asia-Emerging         | 2.06          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

| Trailing Returns     | 3 Mo | 1 Yr  | 3 Yr  | 5 Yr  | 10 Yr |
|----------------------|------|-------|-------|-------|-------|
| Portfolio Return     | 2.43 | 8.47  | 3.93  | 10.43 | 7.00  |
| Benchmark Return     | 0.89 | 9.31  | 4.33  | 9.33  | 5.36  |
| +/- Benchmark Return | 1.54 | -0.84 | -0.40 | 1.10  | 1.64  |

| Best/Worst Time Periods | Best %                      |                              | Worst %                      |  |
|-------------------------|-----------------------------|------------------------------|------------------------------|--|
|                         | 3 Months                    | 20.52 ( Mar 2009-May 2009 )  | -21.66 ( Sep 2008-Nov 2008 ) |  |
| 1 Year                  | 47.25 ( Mar 2009-Feb 2010 ) | -28.45 ( Mar 2008-Feb 2009 ) |                              |  |
| 3 Years                 | 22.62 ( Mar 2009-Feb 2012 ) | -9.15 ( Mar 2006-Feb 2009 )  |                              |  |

| Portfolio Yield ( 12-31-2016 ) | Yield % |
|--------------------------------|---------|
| 12-Month Yield                 | 0.83    |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Holdings 12-31-2016

### Top 8 holdings out of 8

- Appleton Group Portfolio (USD)
- Madison Dividend Income Y (USD)
- Nicholas (USD)
- Baird MidCap Inst (USD)
- Nicholas Limited Edition I (USD)
- Broadview Opportunity (USD)
- Heartland Select Value Investor (USD)
- Nicholas High Income I (USD)

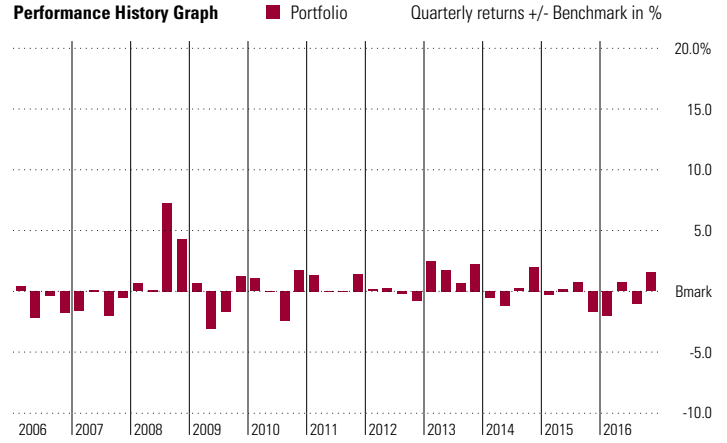
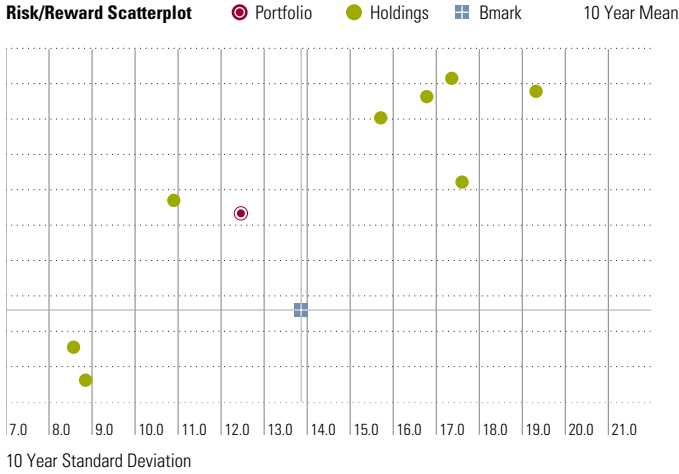
| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 7,411            | 30.00    |
| BHBFX      | MF   | 3,706            | 15.00    |
| NICSX      | MF   | 3,706            | 15.00    |
| BMDIX      | MF   | 2,470            | 10.00    |
| NCLEX      | MF   | 2,470            | 10.00    |
| BVAOX      | MF   | 1,976            | 8.00     |
| HRSVX      | MF   | 1,976            | 8.00     |
| NCINX      | MF   | 988              | 4.00     |

# Portfolio Snapshot

**Portfolio Value**  
\$24,704.23

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Risk Analysis 12-31-2016



| Risk and Return Statistics | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|----------------------------|-----------|-------|-----------|-------|-----------|-------|
|                            | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation         | 9.20      | 9.14  | 9.10      | 9.07  | 12.46     | 13.86 |
| Mean                       | 3.93      | 4.33  | 10.43     | 9.33  | 7.00      | 5.36  |
| Sharpe Ratio               | 0.46      | 0.50  | 1.18      | 1.06  | 0.57      | 0.41  |

| MPT Statistics | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|----------------|----------------|----------------|-----------------|
| Alpha          | -0.14          | 1.48           | 2.08            |
| Beta           | 0.95           | 0.95           | 0.87            |
| R-Squared      | 88.46          | 89.52          | 93.08           |

## Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

**Asset Allocation**

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 5.52            | 5.53             | 0.00              |
| US Stocks              | 81.71           | 81.71            | 0.00              |
| Non-US Stocks          | 8.65            | 8.65             | 0.00              |
| Bonds                  | 3.63            | 3.63             | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.49</b>     | <b>0.49</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

**Market Maturity**

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| % of Stocks          |             |             |
| Developed Markets    | 96.72       | 90.58       |
| Emerging Markets     | 3.28        | 9.42        |
| <b>Not Available</b> | <b>0.00</b> | <b>0.00</b> |

**Valuation Multiples**

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 20.39     | 18.70 |
| Price/Book      | 2.65      | 2.12  |
| Price/Sales     | 1.72      | 1.53  |
| Price/Cash Flow | 12.19     | 10.02 |

**Geometric Avg Capitalization (\$Mil)**

|           |           |
|-----------|-----------|
| Portfolio | 19,149.41 |
| Benchmark | 40,288.72 |

**Credit Quality Breakdown** % of Bonds

|         |       |
|---------|-------|
| AAA     | 4.85  |
| AA      | 0.00  |
| A       | 0.00  |
| BBB     | 5.17  |
| BB      | 31.39 |
| B       | 49.88 |
| Below B | 8.71  |
| NR      | 0.00  |

**Type Weightings**

% of Stocks

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 3.89        | 4.92        |
| Distressed           | 2.41        | 2.67        |
| Hard Asset           | 9.42        | 8.29        |
| Cyclical             | 47.29       | 41.01       |
| Slow Growth          | 16.43       | 21.09       |
| Classic Growth       | 4.58        | 5.69        |
| Aggressive Growth    | 7.13        | 9.61        |
| Speculative Growth   | 4.34        | 2.80        |
| <b>Not Available</b> | <b>4.51</b> | <b>3.92</b> |

**Profitability**

|              | Portfolio | Bmark   |
|--------------|-----------|---------|
| % of Stocks  | 2016-12   | 2016-12 |
| Net Margin   | 11.76     | 12.59   |
| ROE          | 17.74     | 17.19   |
| ROA          | 5.71      | 5.63    |
| Debt/Capital | 40.51     | 38.63   |

**Fund Statistics**

|                              |       |
|------------------------------|-------|
| Potential Cap Gains Exposure | 19.32 |
| Avg Net Expense Ratio        | 0.91  |
| Avg Gross Expense Ratio      | 0.95  |

# Portfolio Snapshot

**Portfolio Value**  
\$24,704.23

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)        | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr   | 5Yr   | 10Yr | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio %   | Gross Exp Ratio % |
|---------------------------------|------------------------|--------------------------|-------|-------|------|-----------------|----------------|------------------|-----------------|-------------------|-------------------|
| Baird MidCap Inst               | —                      | —                        | 5.40  | 10.53 | 8.19 | 6.24            | 12-29-2000     | NA               | NA              | 0.81              | 0.81              |
| Broadview Opportunity           | —                      | —                        | 18.04 | 12.74 | 8.67 | 14.62           | 12-16-1996     | NA               | NA              | 1.23              | 1.23              |
| Heartland Select Value Investor | —                      | —                        | 19.25 | 12.67 | 7.06 | 10.33           | 10-11-1996     | NA               | NA              | 1.20              | 1.20              |
| Madison Dividend Income Y       | —                      | —                        | 12.79 | 12.20 | 7.16 | 7.87            | 12-18-1986     | NA               | NA              | 0.95 <sup>1</sup> | 1.10              |
| Nicholas                        | —                      | —                        | 0.92  | 13.23 | 8.18 | 11.16           | 07-14-1969     | NA               | NA              | 0.72              | 0.72              |
| Nicholas High Income I          | —                      | —                        | 9.94  | 5.07  | 4.96 | 6.61            | 11-21-1977     | NA               | NA              | 0.71              | 0.71              |

| Annualized returns 12-31-2016           |                        |                          |              |              |             |                 |                |                  |                 |                 |                   |
|---|------------------------|--------------------------|--------------|--------------|-------------|-----------------|----------------|------------------|-----------------|-----------------|-------------------|
| Standardized Returns (%)                | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio % | Gross Exp Ratio % |
| Nicholas Limited Edition I              | —                      | —                        | 12.37        | 11.62        | 8.61        | 9.70            | 05-18-1987     | NA               | NA              | 0.86            | 0.86              |
| <b>BBgBarc US Agg Bond TR USD</b>       |                        |                          | <b>2.65</b>  | <b>2.23</b>  | <b>4.34</b> | —               | —              |                  |                 | NA              |                   |
| <b>DJ Moderately Aggressive TR USD</b>  |                        |                          | <b>9.31</b>  | <b>9.34</b>  | <b>5.37</b> | —               | —              |                  |                 | NA              |                   |
| <b>MSCI EAFE NR USD</b>                 |                        |                          | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —               | —              |                  |                 | NA              |                   |
| <b>S&amp;P 500 TR USD</b>               |                        |                          | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —               | —              |                  |                 | NA              |                   |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b> |                        |                          | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —               | —              |                  |                 | NA              |                   |

1. Contractual waiver; Expires 02-27-2017

| Return after Tax (%)            | On Distribution |       |      |                 |                | On Distribution and Sales of Shares |       |      |                 |
|---------------------------------|-----------------|-------|------|-----------------|----------------|-------------------------------------|-------|------|-----------------|
|                                 | 1Yr             | 5Yr   | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr   | 10Yr | Since Inception |
| Baird MidCap Inst               | 5.40            | 10.26 | 7.66 | 5.66            | 12-29-2000     | 3.06                                | 8.30  | 6.60 | 5.06            |
| Broadview Opportunity           | 16.78           | 10.72 | 7.11 | 12.57           | 12-16-1996     | 11.26                               | 9.91  | 6.78 | 12.04           |
| Heartland Select Value Investor | 15.62           | 9.88  | 5.46 | 9.14            | 10-11-1996     | 13.48                               | 9.80  | 5.48 | 8.69            |
| Madison Dividend Income Y       | 11.32           | 10.46 | 5.87 | 5.94            | 12-18-1986     | 7.56                                | 9.24  | 5.38 | 5.76            |
| Nicholas                        | 0.08            | 11.81 | 6.75 | 9.53            | 07-14-1969     | 1.22                                | 10.56 | 6.53 | 9.41            |
| Nicholas High Income I          | 7.76            | 2.77  | 2.46 | 2.60            | 11-21-1977     | 5.60                                | 2.90  | 2.77 | 2.95            |
| Nicholas Limited Edition I      | 9.81            | 9.57  | 7.22 | 8.17            | 05-18-1987     | 9.14                                | 9.15  | 6.92 | 7.96            |

# Portfolio Snapshot

**Portfolio Value**  
\$24,704.23**Benchmark**  
DJ Moderately Aggressive TR USD (USD)**Illustration Returns**

| <b>Total 8 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 30.00       | 7,411            | —           | 4.19       | 2.03       | 6.53       | 4.17        |
| Madison Dividend Income Y (USD)          | BHBFX      | MF   | 11-2016       | 15.00       | 3,706            | —           | 12.79      | 7.05       | 12.29      | 7.22        |
| Nicholas (USD)                           | NICSX      | MF   | 12-2016       | 15.00       | 3,706            | —           | 0.92       | 4.44       | 14.33      | 8.62        |
| Baird MidCap Inst (USD)                  | BMDIX      | MF   | 09-2016       | 10.00       | 2,470            | —           | 5.40       | 2.13       | 10.64      | 9.29        |
| Nicholas Limited Edition I (USD)         | NCLEX      | MF   | 12-2016       | 10.00       | 2,470            | —           | 12.37      | 4.77       | 11.80      | 8.98        |
| Broadview Opportunity (USD)              | BVAOX      | MF   | 09-2016       | 8.00        | 1,976            | —           | 18.04      | 4.10       | 13.32      | 9.07        |
| Heartland Select Value Investor (USD)    | HRSVX      | MF   | 09-2016       | 8.00        | 1,976            | —           | 19.25      | 6.02       | 12.82      | 7.53        |
| Nicholas High Income I (USD)             | NCINX      | MF   | 12-2016       | 4.00        | 988              | —           | 9.94       | 2.22       | 4.68       | 4.73        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**



## **WI Select - Age Based 40-49**

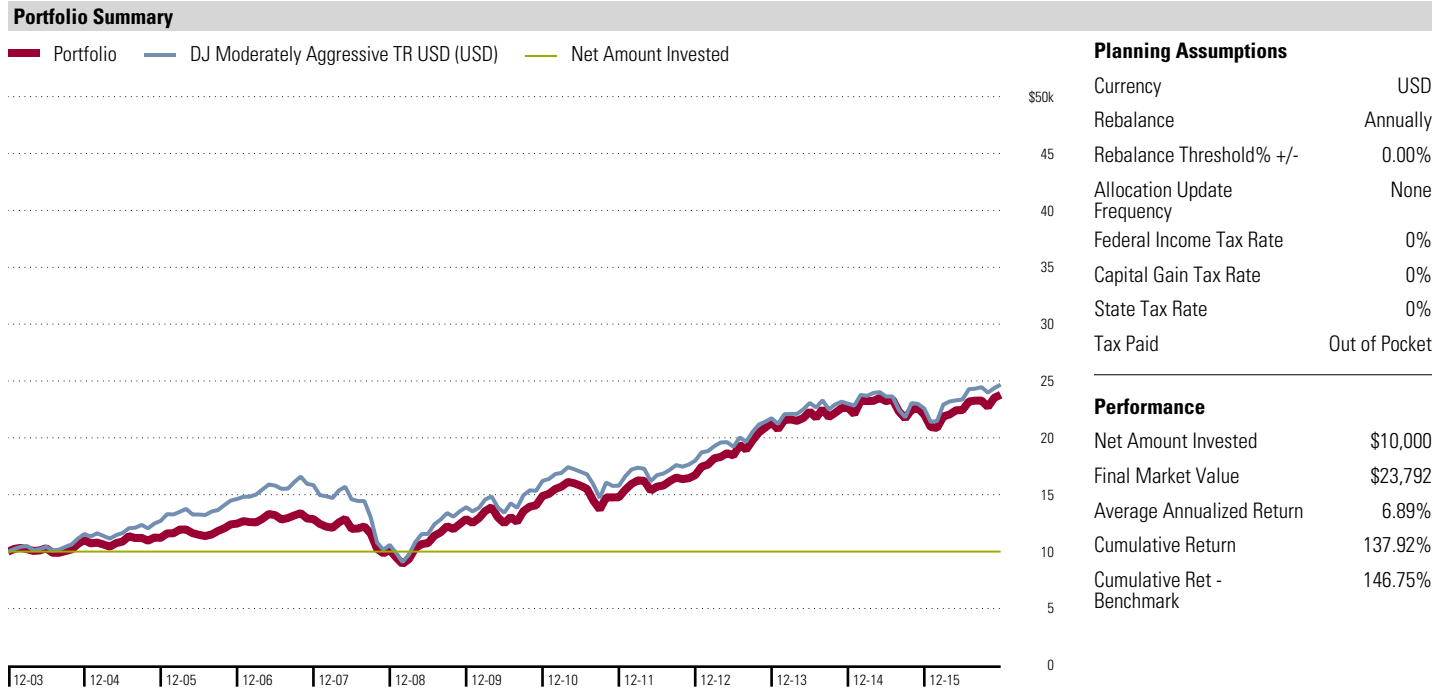
December 31, 2016

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The Appleton Group LLC  
100 W. Lawrence St.  
Suite 306  
Appleton, WI 54911  
USA  
920-993-7727  
[mscheffler@appletongrouponline.com](mailto:mscheffler@appletongrouponline.com)

# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016



**Planning Assumptions**

|                             |               |
|-----------------------------|---------------|
| Currency                    | USD           |
| Rebalance                   | Annually      |
| Rebalance Threshold% +/-    | 0.00%         |
| Allocation Update Frequency | None          |
| Federal Income Tax Rate     | 0%            |
| Capital Gain Tax Rate       | 0%            |
| State Tax Rate              | 0%            |
| Tax Paid                    | Out of Pocket |

**Performance**

|                            |          |
|----------------------------|----------|
| Net Amount Invested        | \$10,000 |
| Final Market Value         | \$23,792 |
| Average Annualized Return  | 6.89%    |
| Cumulative Return          | 137.92%  |
| Cumulative Ret - Benchmark | 146.75%  |

**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

**Investment Detail**

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 7,324          | 0              | 0         | 23,792       | 6.89           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 107            | 0              | 0         | 11,014       | 10.14          |
| January-December 2005 | 11,014            | 0              | 0                       | 528            | 0              | 0         | 11,204       | 1.73           |
| January-December 2006 | 11,204            | 0              | 0                       | 644            | 0              | 0         | 12,459       | 11.20          |
| January-December 2007 | 12,459            | 0              | 0                       | 851            | 0              | 0         | 12,853       | 3.16           |
| January-December 2008 | 12,853            | 0              | 0                       | 445            | 0              | 0         | 10,140       | -21.11         |
| January-December 2009 | 10,140            | 0              | 0                       | 60             | 0              | 0         | 12,861       | 26.83          |
| January-December 2010 | 12,861            | 0              | 0                       | 305            | 0              | 0         | 14,888       | 15.76          |
| January-December 2011 | 14,888            | 0              | 0                       | 459            | 0              | 0         | 14,774       | -0.77          |
| January-December 2012 | 14,774            | 0              | 0                       | 483            | 0              | 0         | 16,720       | 13.17          |
| January-December 2013 | 16,720            | 0              | 0                       | 847            | 0              | 0         | 21,341       | 27.64          |
| January-December 2014 | 21,341            | 0              | 0                       | 1,037          | 0              | 0         | 22,650       | 6.13           |
| January-December 2015 | 22,650            | 0              | 0                       | 800            | 0              | 0         | 22,036       | -2.71          |
| January-December 2016 | 22,036            | 0              | 0                       | 759            | 0              | 0         | 23,792       | 7.97           |

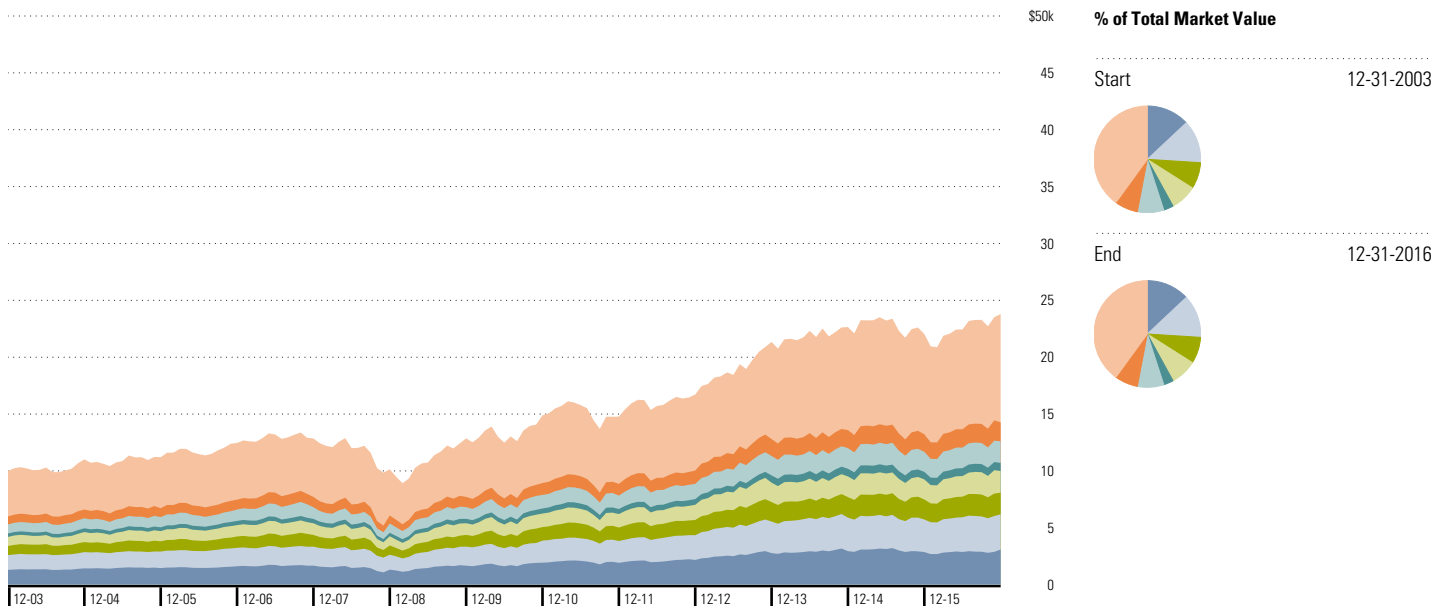
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# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                                | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Nicholas (USD, NICSX)                        | 12-03          | 12-16 | 1,300                     | 0                         | —    | Y                      | Y         | N          | 13.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 3,093                 |
| ● Madison Dividend Income Y (USD, BHBFX)       | 12-03          | 12-16 | 1,300                     | 0                         | —    | Y                      | Y         | N          | 13.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 3,093                 |
| ● Nicholas Limited Edition I (USD, NCLEX)      | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,903                 |
| ● Broadview Opportunity (USD, BVAOX)           | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,903                 |
| ● Nicholas High Income I (USD, NCINX)          | 12-03          | 12-16 | 300                       | 0                         | —    | Y                      | Y         | N          | 3.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 714                   |
| ● Baird MidCap Inst (USD, BMDIX)               | 12-03          | 12-16 | 800                       | 0                         | —    | Y                      | Y         | N          | 8.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,903                 |
| ● Heartland Select Value Investor (USD, HRSVX) | 12-03          | 12-16 | 700                       | 0                         | —    | Y                      | Y         | N          | 7.00           | 0.00%            | 0.00%      | 0.00-0.00             | —            | 1,665                 |

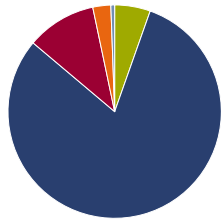
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 4,000                     | 0                         | —    | Y                      | Y         | N          | 40.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 9,517                 |

# Portfolio Snapshot

**Portfolio Value**  
\$23,791.60

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

**Analysis** 12-31-2016

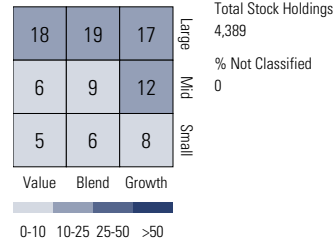


**Asset Allocation**

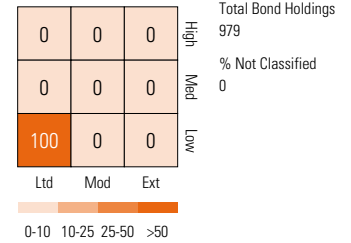
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                 | Portfolio Net % | Bmark Net %  |
|-----------------|-----------------|--------------|
| Cash            | 5.41            | 0.00         |
| US Stocks       | 80.73           | 37.91        |
| Non-US Stocks   | 10.56           | 36.15        |
| Bonds           | 2.72            | 0.00         |
| Other/Not Clsfd | <b>0.57</b>     | <b>25.93</b> |

**Morningstar Equity Style Box %**

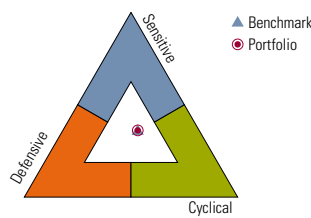


**Morningstar Fixed Income Style Box %**

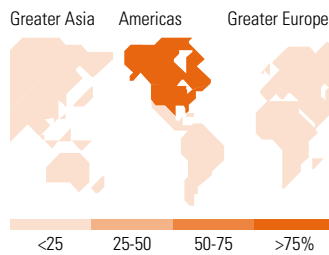


**Stock Analysis** 12-31-2016

**Stock Sectors**

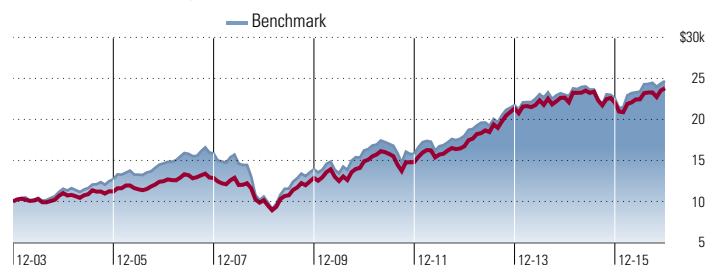


**World Regions**



**Performance** 12-31-2016

**Investment Activity Graph**



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>38.29</b>  | <b>38.81</b> |
| Basic Matls           | 3.80          | 4.33         |
| Consumer Cycl         | 12.62         | 12.65        |
| Financial Svs         | 15.02         | 17.41        |
| Real Estate           | 6.85          | 4.42         |
| <b>Sensitive</b>      | <b>39.68</b>  | <b>38.44</b> |
| Commun Svs            | 2.51          | 3.48         |
| Energy                | 5.51          | 6.16         |
| Industrials           | 14.43         | 11.32        |
| Technology            | 17.23         | 17.48        |
| <b>Defensive</b>      | <b>22.03</b>  | <b>22.75</b> |
| Consumer Def          | 7.03          | 8.59         |
| Healthcare            | 13.09         | 10.94        |
| Utilities             | 1.91          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>89.92</b>  | <b>69.32</b> |
| North America         | 88.98         | 67.84        |
| Latin America         | 0.94          | 1.48         |
| <b>Greater Europe</b> | <b>4.92</b>   | <b>2.04</b>  |
| United Kingdom        | 1.01          | 0.11         |
| Europe-Developed      | 2.96          | 0.28         |
| Europe-Emerging       | 0.34          | 0.85         |
| Africa/Middle East    | 0.61          | 0.80         |
| <b>Greater Asia</b>   | <b>5.16</b>   | <b>28.64</b> |
| Japan                 | 1.16          | 12.57        |
| Australasia           | 0.35          | 3.39         |
| Asia-Developed        | 1.11          | 6.39         |
| Asia-Emerging         | 2.54          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

| <b>Trailing Returns</b> | 3 Mo | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|-------------------------|------|-------|-------|------|-------|
| Portfolio Return        | 2.20 | 7.97  | 3.69  | 9.99 | 6.68  |
| Benchmark Return        | 0.89 | 9.31  | 4.33  | 9.33 | 5.36  |
| +/- Benchmark Return    | 1.31 | -1.34 | -0.64 | 0.66 | 1.32  |

| <b>Best/Worst Time Periods</b> | Best %                      | Worst %                      |
|--------------------------------|-----------------------------|------------------------------|
| 3 Months                       | 19.50 ( Mar 2009-May 2009 ) | -19.35 ( Sep 2008-Nov 2008 ) |
| 1 Year                         | 45.32 ( Apr 2009-Mar 2010 ) | -26.87 ( Mar 2008-Feb 2009 ) |
| 3 Years                        | 21.36 ( Mar 2009-Feb 2012 ) | -8.40 ( Mar 2006-Feb 2009 )  |

| <b>Portfolio Yield</b> ( 12-31-2016 ) | Yield % |
|---------------------------------------|---------|
| 12-Month Yield                        | 0.80    |

**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

**Holdings** 12-31-2016

**Top 8 holdings out of 8**

- Appleton Group Portfolio (USD)
- Madison Dividend Income Y (USD)
- Nicholas (USD)
- Baird MidCap Inst (USD)
- Broadview Opportunity (USD)
- Nicholas Limited Edition I (USD)
- Heartland Select Value Investor (USD)
- Nicholas High Income I (USD)

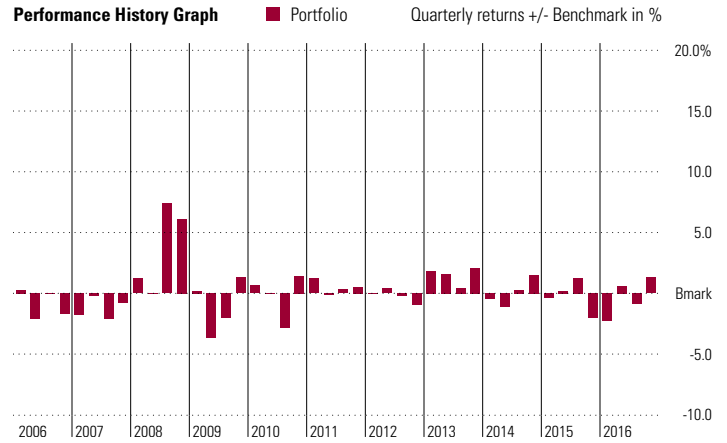
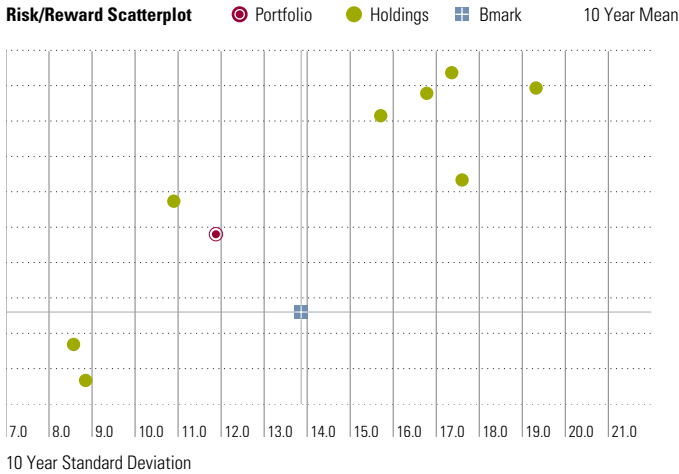
| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 9,517            | 40.00    |
| BHBFX      | MF   | 3,093            | 13.00    |
| NICSX      | MF   | 3,093            | 13.00    |
| BMDIX      | MF   | 1,903            | 8.00     |
| BVAOX      | MF   | 1,903            | 8.00     |
| NCLEX      | MF   | 1,903            | 8.00     |
| HRSVX      | MF   | 1,665            | 7.00     |
| NCINX      | MF   | 714              | 3.00     |

# Portfolio Snapshot

**Portfolio Value**  
\$23,791.60

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Risk Analysis 12-31-2016



| Risk and Return Statistics | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|----------------------------|-----------|-------|-----------|-------|-----------|-------|
|                            | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation         | 8.86      | 9.14  | 8.78      | 9.07  | 11.88     | 13.86 |
| Mean                       | 3.69      | 4.33  | 9.99      | 9.33  | 6.68      | 5.36  |
| Sharpe Ratio               | 0.44      | 0.50  | 1.17      | 1.06  | 0.56      | 0.41  |

| MPT Statistics | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|----------------|----------------|----------------|-----------------|
| Alpha          | -0.25          | 1.34           | 1.94            |
| Beta           | 0.91           | 0.92           | 0.83            |
| R-Squared      | 88.88          | 90.04          | 92.41           |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

**Asset Allocation**

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 5.41            | 5.41             | 0.00              |
| US Stocks              | 80.73           | 80.73            | 0.00              |
| Non-US Stocks          | 10.56           | 10.56            | 0.00              |
| Bonds                  | 2.72            | 2.72             | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.57</b>     | <b>0.57</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

**Market Maturity**

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| % of Stocks          |             |             |
| Developed Markets    | 95.93       | 90.58       |
| Emerging Markets     | 4.07        | 9.42        |
| <b>Not Available</b> | <b>0.00</b> | <b>0.00</b> |

**Valuation Multiples**

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 20.08     | 18.70 |
| Price/Book      | 2.56      | 2.12  |
| Price/Sales     | 1.71      | 1.53  |
| Price/Cash Flow | 11.83     | 10.02 |

**Geometric Avg Capitalization (\$Mil)**

|           |           |
|-----------|-----------|
| Portfolio | 20,066.58 |
| Benchmark | 40,288.72 |

**Credit Quality Breakdown** % of Bonds

|         |       |
|---------|-------|
| AAA     | 4.85  |
| AA      | 0.00  |
| A       | 0.00  |
| BBB     | 5.17  |
| BB      | 31.39 |
| B       | 49.88 |
| Below B | 8.71  |
| NR      | 0.00  |

**Type Weightings**

% of Stocks

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 4.24        | 4.92        |
| Distressed           | 2.55        | 2.67        |
| Hard Asset           | 11.41       | 8.29        |
| Cyclical             | 45.24       | 41.01       |
| Slow Growth          | 16.46       | 21.09       |
| Classic Growth       | 4.62        | 5.69        |
| Aggressive Growth    | 6.97        | 9.61        |
| Speculative Growth   | 4.15        | 2.80        |
| <b>Not Available</b> | <b>4.36</b> | <b>3.92</b> |

**Profitability**

|              | Portfolio 2016-12 | Bmark 2016-12 |
|--------------|-------------------|---------------|
| % of Stocks  |                   |               |
| Net Margin   | 12.05             | 12.59         |
| ROE          | 17.40             | 17.19         |
| ROA          | 5.55              | 5.63          |
| Debt/Capital | 40.56             | 38.63         |

**Fund Statistics**

|                              |       |
|------------------------------|-------|
| Potential Cap Gains Exposure | 19.68 |
| Avg Net Expense Ratio        | 0.92  |
| Avg Gross Expense Ratio      | 0.96  |

# Portfolio Snapshot

**Portfolio Value**  
\$23,791.60

**Benchmark**  
DJ Moderately Aggressive TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)        | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr   | 5Yr   | 10Yr | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio %   | Gross Exp Ratio % |
|---------------------------------|------------------------|--------------------------|-------|-------|------|-----------------|----------------|------------------|-----------------|-------------------|-------------------|
| Baird MidCap Inst               | —                      | —                        | 5.40  | 10.53 | 8.19 | 6.24            | 12-29-2000     | NA               | NA              | 0.81              | 0.81              |
| Broadview Opportunity           | —                      | —                        | 18.04 | 12.74 | 8.67 | 14.62           | 12-16-1996     | NA               | NA              | 1.23              | 1.23              |
| Heartland Select Value Investor | —                      | —                        | 19.25 | 12.67 | 7.06 | 10.33           | 10-11-1996     | NA               | NA              | 1.20              | 1.20              |
| Madison Dividend Income Y       | —                      | —                        | 12.79 | 12.20 | 7.16 | 7.87            | 12-18-1986     | NA               | NA              | 0.95 <sup>1</sup> | 1.10              |
| Nicholas                        | —                      | —                        | 0.92  | 13.23 | 8.18 | 11.16           | 07-14-1969     | NA               | NA              | 0.72              | 0.72              |
| Nicholas High Income I          | —                      | —                        | 9.94  | 5.07  | 4.96 | 6.61            | 11-21-1977     | NA               | NA              | 0.71              | 0.71              |

| Annualized returns 12-31-2016           |                        |                          |              |              |             |                 |                |                  |                 |                 |                   |
|---|------------------------|--------------------------|--------------|--------------|-------------|-----------------|----------------|------------------|-----------------|-----------------|-------------------|
| Standardized Returns (%)                | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio % | Gross Exp Ratio % |
| Nicholas Limited Edition I              | —                      | —                        | 12.37        | 11.62        | 8.61        | 9.70            | 05-18-1987     | NA               | NA              | 0.86            | 0.86              |
| <b>BBgBarc US Agg Bond TR USD</b>       |                        |                          | <b>2.65</b>  | <b>2.23</b>  | <b>4.34</b> | —               | —              |                  |                 | NA              |                   |
| <b>DJ Moderately Aggressive TR USD</b>  |                        |                          | <b>9.31</b>  | <b>9.34</b>  | <b>5.37</b> | —               | —              |                  |                 | NA              |                   |
| <b>MSCI EAFE NR USD</b>                 |                        |                          | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —               | —              |                  |                 | NA              |                   |
| <b>S&amp;P 500 TR USD</b>               |                        |                          | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —               | —              |                  |                 | NA              |                   |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b> |                        |                          | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —               | —              |                  |                 | NA              |                   |

1. Contractual waiver; Expires 02-27-2017

| Return after Tax (%)            | On Distribution |       |      |                 |                | On Distribution and Sales of Shares |       |      |                 |
|---------------------------------|-----------------|-------|------|-----------------|----------------|-------------------------------------|-------|------|-----------------|
|                                 | 1Yr             | 5Yr   | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr   | 10Yr | Since Inception |
| Baird MidCap Inst               | 5.40            | 10.26 | 7.66 | 5.66            | 12-29-2000     | 3.06                                | 8.30  | 6.60 | 5.06            |
| Broadview Opportunity           | 16.78           | 10.72 | 7.11 | 12.57           | 12-16-1996     | 11.26                               | 9.91  | 6.78 | 12.04           |
| Heartland Select Value Investor | 15.62           | 9.88  | 5.46 | 9.14            | 10-11-1996     | 13.48                               | 9.80  | 5.48 | 8.69            |
| Madison Dividend Income Y       | 11.32           | 10.46 | 5.87 | 5.94            | 12-18-1986     | 7.56                                | 9.24  | 5.38 | 5.76            |
| Nicholas                        | 0.08            | 11.81 | 6.75 | 9.53            | 07-14-1969     | 1.22                                | 10.56 | 6.53 | 9.41            |
| Nicholas High Income I          | 7.76            | 2.77  | 2.46 | 2.60            | 11-21-1977     | 5.60                                | 2.90  | 2.77 | 2.95            |
| Nicholas Limited Edition I      | 9.81            | 9.57  | 7.22 | 8.17            | 05-18-1987     | 9.14                                | 9.15  | 6.92 | 7.96            |

# Portfolio Snapshot

**Portfolio Value**  
\$23,791.60**Benchmark**  
DJ Moderately Aggressive TR USD (USD)**Illustration Returns**

| <b>Total 8 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 40.00       | 9,517            | —           | 4.19       | 2.03       | 6.58       | 4.20        |
| Madison Dividend Income Y (USD)          | BHBFX      | MF   | 11-2016       | 13.00       | 3,093            | —           | 12.79      | 7.05       | 12.33      | 7.24        |
| Nicholas (USD)                           | NICSX      | MF   | 12-2016       | 13.00       | 3,093            | —           | 0.92       | 4.45       | 14.42      | 8.69        |
| Baird MidCap Inst (USD)                  | BMDIX      | MF   | 09-2016       | 8.00        | 1,903            | —           | 5.40       | 2.14       | 10.73      | 9.42        |
| Broadview Opportunity (USD)              | BVAOX      | MF   | 09-2016       | 8.00        | 1,903            | —           | 18.04      | 4.10       | 13.41      | 9.16        |
| Nicholas Limited Edition I (USD)         | NCLEX      | MF   | 12-2016       | 8.00        | 1,903            | —           | 12.37      | 4.78       | 11.86      | 9.07        |
| Heartland Select Value Investor (USD)    | HRSVX      | MF   | 09-2016       | 7.00        | 1,665            | —           | 19.25      | 6.02       | 12.88      | 7.60        |
| Nicholas High Income I (USD)             | NCINX      | MF   | 12-2016       | 3.00        | 714              | —           | 9.94       | 2.22       | 4.71       | 4.81        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**



## **WI Select - Age Based 50-59**

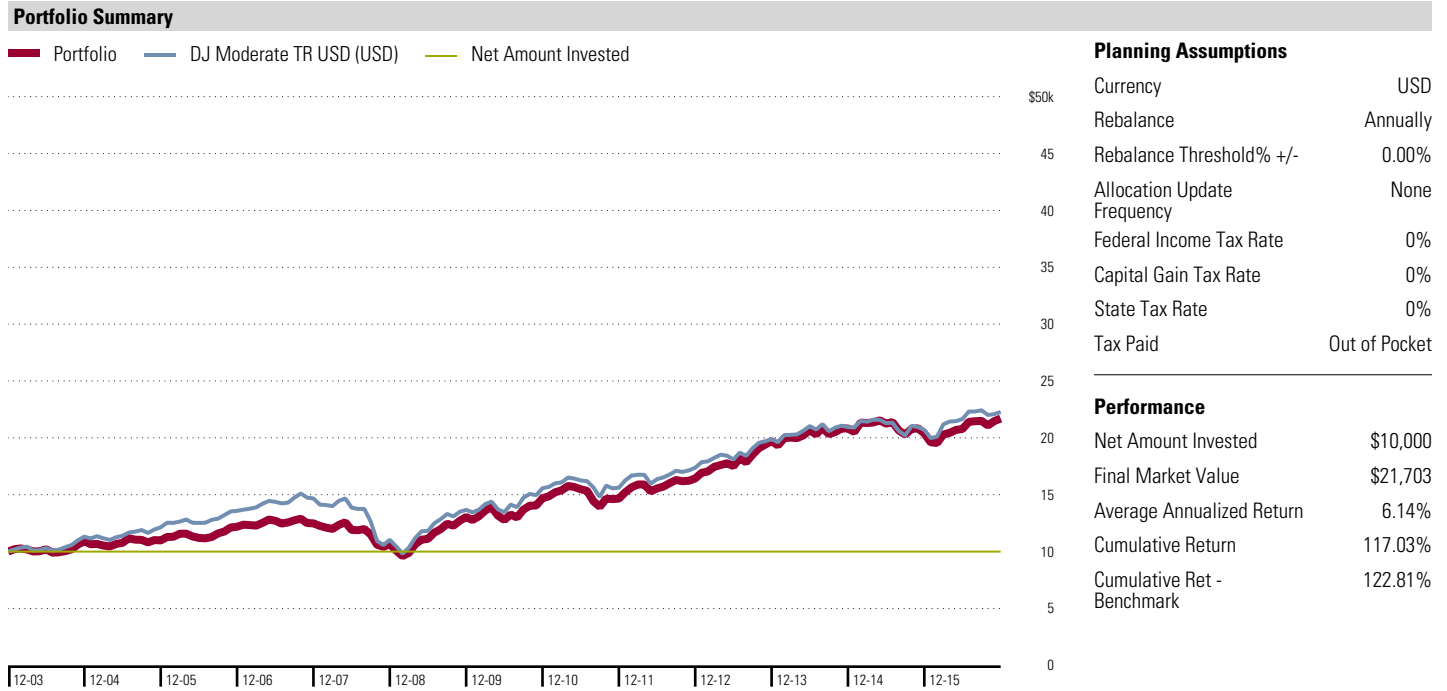
December 31, 2016

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The Appleton Group LLC  
100 W. Lawrence St.  
Suite 306  
Appleton, WI 54911  
USA  
920-993-7727  
[mscheffler@appletongrouponline.com](mailto:mscheffler@appletongrouponline.com)

# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016



**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

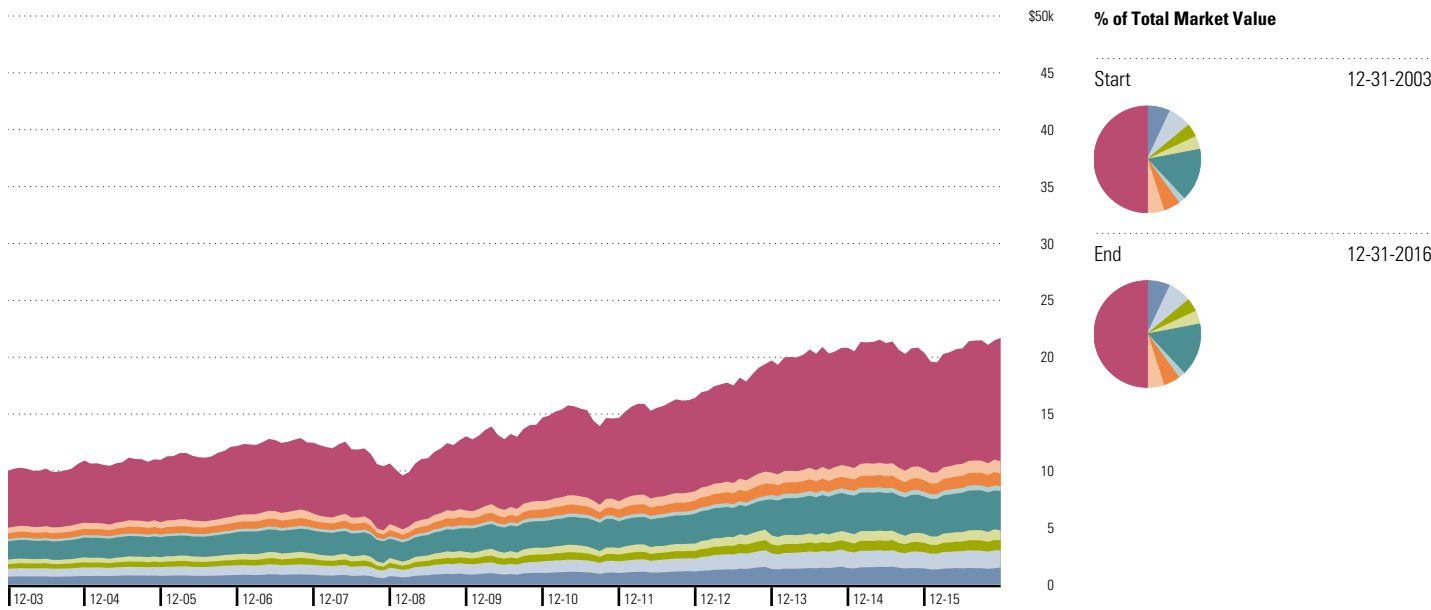
**Investment Detail**

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 5,347          | 0              | 0         | 21,703       | 6.14           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 172            | 0              | 0         | 10,915       | 9.14           |
| January-December 2005 | 10,915            | 0              | 0                       | 380            | 0              | 0         | 10,983       | 0.63           |
| January-December 2006 | 10,983            | 0              | 0                       | 459            | 0              | 0         | 12,186       | 10.95          |
| January-December 2007 | 12,186            | 0              | 0                       | 579            | 0              | 0         | 12,483       | 2.44           |
| January-December 2008 | 12,483            | 0              | 0                       | 349            | 0              | 0         | 10,659       | -14.61         |
| January-December 2009 | 10,659            | 0              | 0                       | 164            | 0              | 0         | 13,041       | 22.34          |
| January-December 2010 | 13,041            | 0              | 0                       | 305            | 0              | 0         | 14,694       | 12.67          |
| January-December 2011 | 14,694            | 0              | 0                       | 367            | 0              | 0         | 14,660       | -0.23          |
| January-December 2012 | 14,660            | 0              | 0                       | 353            | 0              | 0         | 16,437       | 12.12          |
| January-December 2013 | 16,437            | 0              | 0                       | 566            | 0              | 0         | 19,716       | 19.95          |
| January-December 2014 | 19,716            | 0              | 0                       | 636            | 0              | 0         | 20,824       | 5.62           |
| January-December 2015 | 20,824            | 0              | 0                       | 508            | 0              | 0         | 20,386       | -2.10          |
| January-December 2016 | 20,386            | 0              | 0                       | 509            | 0              | 0         | 21,703       | 6.46           |

# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                                | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Nicholas (USD, NICSX)                        | 12-03          | 12-16 | 700                       | 0                         | —    | Y                      | Y         | N          | 7.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,519        |
| ● Madison Dividend Income Y (USD, BHBFX)       | 12-03          | 12-16 | 700                       | 0                         | —    | Y                      | Y         | N          | 7.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,519        |
| ● Nicholas Limited Edition I (USD, NCLEX)      | 12-03          | 12-16 | 400                       | 0                         | —    | Y                      | Y         | N          | 4.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 868          |
| ● Broadview Opportunity (USD, BVAOX)           | 12-03          | 12-16 | 400                       | 0                         | —    | Y                      | Y         | N          | 4.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 868          |
| ● Baird Core Plus Bond Inst (USD, BCOIX)       | 12-03          | 12-16 | 1,600                     | 0                         | —    | Y                      | Y         | N          | 16.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 3,472        |
| ● Nicholas High Income I (USD, NCINX)          | 12-03          | 12-16 | 200                       | 0                         | —    | Y                      | Y         | N          | 2.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 434          |
| ● Heartland Select Value Investor (USD, HRSVX) | 12-03          | 12-16 | 500                       | 0                         | —    | Y                      | Y         | N          | 5.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,085        |
| ● Baird MidCap Inst (USD, BMDIX)               | 12-03          | 12-16 | 500                       | 0                         | —    | Y                      | Y         | N          | 5.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,085        |

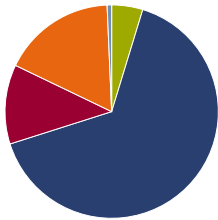
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 5,000                     | 0                         | —    | Y                      | Y         | N          | 50.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 10,852       |

# Portfolio Snapshot

**Portfolio Value**  
\$21,703.00

**Benchmark**  
DJ Moderate TR USD (USD)

## Analysis 12-31-2016

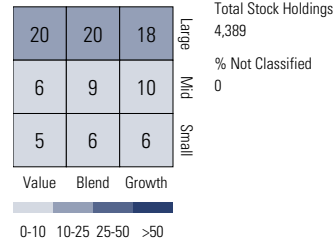


### Asset Allocation

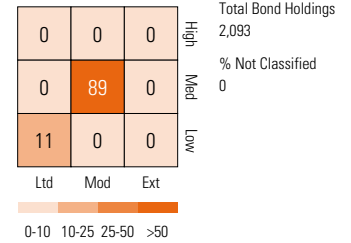
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                 | Portfolio Net % | Bmark Net %  |
|-----------------|-----------------|--------------|
| Cash            | 4.72            | 0.00         |
| US Stocks       | 65.38           | 24.20        |
| Non-US Stocks   | 12.03           | 23.08        |
| Bonds           | 17.18           | 0.00         |
| Other/Not Clsfd | <b>0.69</b>     | <b>52.72</b> |

### Morningstar Equity Style Box %

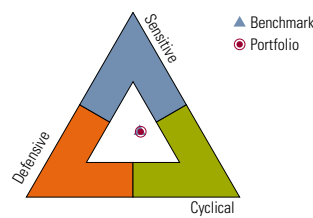


### Morningstar Fixed Income Style Box %

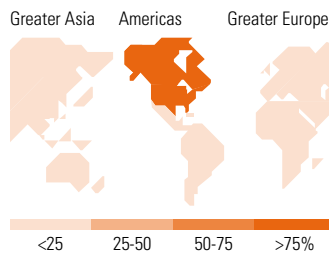


## Stock Analysis 12-31-2016

### Stock Sectors



### World Regions

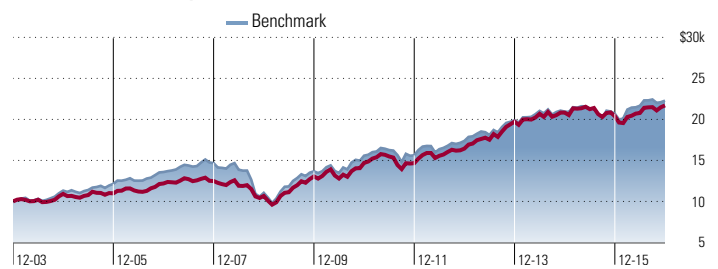


|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>40.18</b>  | <b>38.81</b> |
| Basic Matls           | 3.89          | 4.33         |
| Consumer Cycl         | 11.50         | 12.65        |
| Financial Svs         | 15.05         | 17.41        |
| Real Estate           | 9.74          | 4.42         |
| <b>Sensitive</b>      | <b>38.02</b>  | <b>38.44</b> |
| Commun Svs            | 2.99          | 3.48         |
| Energy                | 5.80          | 6.16         |
| Industrials           | 12.84         | 11.32        |
| Technology            | 16.39         | 17.48        |
| <b>Defensive</b>      | <b>21.80</b>  | <b>22.75</b> |
| Consumer Def          | 7.39          | 8.59         |
| Healthcare            | 12.09         | 10.94        |
| Utilities             | 2.32          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>86.30</b>  | <b>69.32</b> |
| North America         | 85.11         | 67.84        |
| Latin America         | 1.19          | 1.48         |
| <b>Greater Europe</b> | <b>6.32</b>   | <b>2.04</b>  |
| United Kingdom        | 1.39          | 0.11         |
| Europe-Developed      | 3.60          | 0.28         |
| Europe-Emerging       | 0.50          | 0.85         |
| Africa/Middle East    | 0.83          | 0.80         |
| <b>Greater Asia</b>   | <b>7.38</b>   | <b>28.64</b> |
| Japan                 | 1.72          | 12.57        |
| Australasia           | 0.51          | 3.39         |
| Asia-Developed        | 1.63          | 6.39         |
| Asia-Emerging         | 3.52          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

## Performance 12-31-2016

### Investment Activity Graph



| Trailing Returns     | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|----------------------|-------|-------|-------|------|-------|
| Portfolio Return     | 1.00  | 6.46  | 3.25  | 8.15 | 5.94  |
| Benchmark Return     | -0.64 | 7.67  | 3.86  | 7.36 | 5.07  |
| +/- Benchmark Return | 1.64  | -1.21 | -0.61 | 0.79 | 0.87  |

| Best/Worst Time Periods | Best %                      |                              | Worst %                      |  |
|-------------------------|-----------------------------|------------------------------|------------------------------|--|
|                         | 3 Months                    | 15.04 ( Mar 2009-May 2009 )  | -13.06 ( Sep 2008-Nov 2008 ) |  |
| 1 Year                  | 37.64 ( Apr 2009-Mar 2010 ) | -20.66 ( Mar 2008-Feb 2009 ) |                              |  |
| 3 Years                 | 17.66 ( Mar 2009-Feb 2012 ) | -5.29 ( Mar 2006-Feb 2009 )  |                              |  |

| Portfolio Yield ( 12-31-2016 ) | Yield % |
|--------------------------------|---------|
| 12-Month Yield                 | 1.48    |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Holdings 12-31-2016

### Top 9 holdings out of 9

- Appleton Group Portfolio (USD)
- Baird Core Plus Bond Inst (USD)
- Madison Dividend Income Y (USD)
- Nicholas (USD)
- Baird MidCap Inst (USD)
- Heartland Select Value Investor (USD)
- Broadview Opportunity (USD)
- Nicholas Limited Edition I (USD)
- Nicholas High Income I (USD)

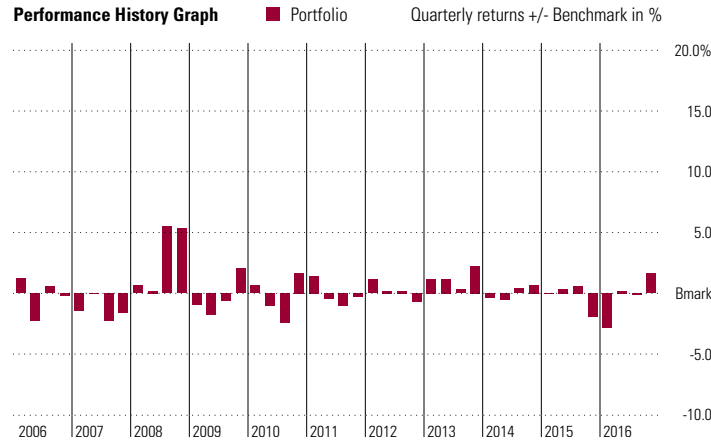
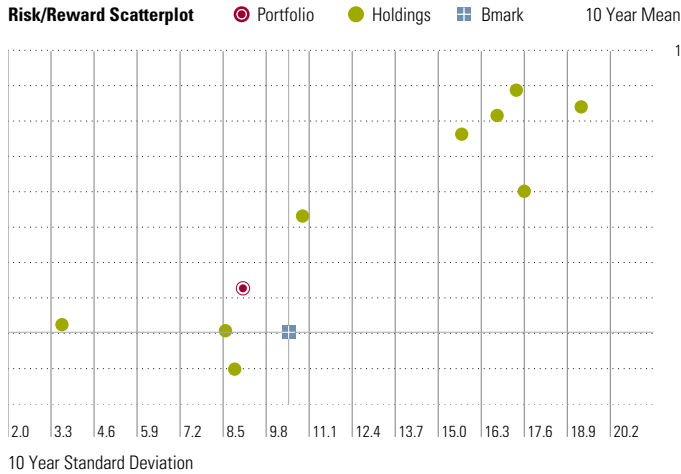
| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 10,852           | 50.00    |
| BCOIX      | MF   | 3,472            | 16.00    |
| BHBFX      | MF   | 1,519            | 7.00     |
| NICSX      | MF   | 1,519            | 7.00     |
| BMDIX      | MF   | 1,085            | 5.00     |
| HRSVX      | MF   | 1,085            | 5.00     |
| BVAOX      | MF   | 868              | 4.00     |
| NCLEX      | MF   | 868              | 4.00     |
| NCINX      | MF   | 434              | 2.00     |

# Portfolio Snapshot

**Portfolio Value**  
\$21,703.00

**Benchmark**  
DJ Moderate TR USD (USD)

## Risk Analysis 12-31-2016



| Risk and Return Statistics | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|----------------------------|-----------|-------|-----------|-------|-----------|-------|
|                            | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation         | 6.86      | 6.84  | 6.87      | 6.85  | 9.10      | 10.48 |
| Mean                       | 3.25      | 3.86  | 8.15      | 7.36  | 5.94      | 5.07  |
| Sharpe Ratio               | 0.49      | 0.58  | 1.21      | 1.09  | 0.61      | 0.47  |

| MPT Statistics | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|----------------|----------------|----------------|-----------------|
| Alpha          | -0.33          | 1.15           | 1.56            |
| Beta           | 0.93           | 0.94           | 0.82            |
| R-Squared      | 86.56          | 88.61          | 88.26           |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

**Asset Allocation**

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 4.72            | 4.72             | 0.00              |
| US Stocks              | 65.38           | 65.38            | 0.00              |
| Non-US Stocks          | 12.03           | 12.03            | 0.00              |
| Bonds                  | 17.18           | 17.18            | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.69</b>     | <b>0.69</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

**Market Maturity**

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| % of Stocks          |             |             |
| Developed Markets    | 94.32       | 90.58       |
| Emerging Markets     | 5.68        | 9.42        |
| <b>Not Available</b> | <b>0.00</b> | <b>0.00</b> |

**Valuation Multiples**

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 19.71     | 18.70 |
| Price/Book      | 2.41      | 2.12  |
| Price/Sales     | 1.68      | 1.53  |
| Price/Cash Flow | 11.20     | 10.02 |

**Geometric Avg Capitalization (\$Mil)**

|  | Portfolio | Benchmark |
|--|-----------|-----------|
|  | 22,267.27 | 40,288.72 |

**Credit Quality Breakdown** % of Bonds

|         | % of Bonds |
|---------|------------|
| AAA     | 35.60      |
| AA      | 5.43       |
| A       | 19.05      |
| BBB     | 23.17      |
| BB      | 6.66       |
| B       | 6.91       |
| Below B | 3.18       |
| NR      | 0.00       |

**Type Weightings** % of Stocks

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 4.95        | 4.92        |
| Distressed           | 2.86        | 2.67        |
| Hard Asset           | 15.25       | 8.29        |
| Cyclical             | 41.03       | 41.01       |
| Slow Growth          | 16.49       | 21.09       |
| Classic Growth       | 4.80        | 5.69        |
| Aggressive Growth    | 6.98        | 9.61        |
| Speculative Growth   | 3.58        | 2.80        |
| <b>Not Available</b> | <b>4.06</b> | <b>3.92</b> |

**Profitability**

|              | Portfolio 2016-12 | Bmark 2016-12 |
|--------------|-------------------|---------------|
| % of Stocks  |                   |               |
| Net Margin   | 12.66             | 12.59         |
| ROE          | 16.90             | 17.19         |
| ROA          | 5.40              | 5.63          |
| Debt/Capital | 40.60             | 38.63         |

**Fund Statistics**

|                              | Portfolio | Bmark |
|------------------------------|-----------|-------|
| Potential Cap Gains Exposure | 13.01     |       |
| Avg Net Expense Ratio        | 0.73      |       |
| Avg Gross Expense Ratio      | 0.75      |       |

# Portfolio Snapshot

**Portfolio Value**  
\$21,703.00

**Benchmark**  
DJ Moderate TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)        | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr   | 5Yr   | 10Yr | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio %   | Gross Exp Ratio % |
|---------------------------------|------------------------|--------------------------|-------|-------|------|-----------------|----------------|------------------|-----------------|-------------------|-------------------|
| Baird Core Plus Bond Inst       | —                      | —                        | 4.73  | 3.55  | 5.41 | 6.02            | 09-29-2000     | NA               | NA              | 0.30              | 0.30              |
| Baird MidCap Inst               | —                      | —                        | 5.40  | 10.53 | 8.19 | 6.24            | 12-29-2000     | NA               | NA              | 0.81              | 0.81              |
| Broadview Opportunity           | —                      | —                        | 18.04 | 12.74 | 8.67 | 14.62           | 12-16-1996     | NA               | NA              | 1.23              | 1.23              |
| Heartland Select Value Investor | —                      | —                        | 19.25 | 12.67 | 7.06 | 10.33           | 10-11-1996     | NA               | NA              | 1.20              | 1.20              |
| Madison Dividend Income Y       | —                      | —                        | 12.79 | 12.20 | 7.16 | 7.87            | 12-18-1986     | NA               | NA              | 0.95 <sup>1</sup> | 1.10              |
| Nicholas                        | —                      | —                        | 0.92  | 13.23 | 8.18 | 11.16           | 07-14-1969     | NA               | NA              | 0.72              | 0.72              |

| Annualized returns 12-31-2016           |                        |                          |              |              |             |                 |                |                  |                 |                 |                   |
|---|------------------------|--------------------------|--------------|--------------|-------------|-----------------|----------------|------------------|-----------------|-----------------|-------------------|
| Standardized Returns (%)                | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio % | Gross Exp Ratio % |
| Nicholas High Income I                  | —                      | —                        | 9.94         | 5.07         | 4.96        | 6.61            | 11-21-1977     | NA               | NA              | 0.71            | 0.71              |
| Nicholas Limited Edition I              | —                      | —                        | 12.37        | 11.62        | 8.61        | 9.70            | 05-18-1987     | NA               | NA              | 0.86            | 0.86              |
| <b>BBgBarc US Agg Bond TR USD</b>       |                        |                          | <b>2.65</b>  | <b>2.23</b>  | <b>4.34</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>DJ Moderate TR USD</b>               |                        |                          | <b>7.67</b>  | <b>7.37</b>  | <b>5.08</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>MSCI EAFE NR USD</b>                 |                        |                          | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>S&amp;P 500 TR USD</b>               |                        |                          | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b> |                        |                          | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —               | —              |                  |                 | <b>NA</b>       |                   |

1. Contractual waiver; Expires 02-27-2017

| Return after Tax (%)            | On Distribution |       |      |                 |                | On Distribution and Sales of Shares |       |      |                 |
|---------------------------------|-----------------|-------|------|-----------------|----------------|-------------------------------------|-------|------|-----------------|
|                                 | 1Yr             | 5Yr   | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr   | 10Yr | Since Inception |
| Baird Core Plus Bond Inst       | 3.39            | 2.24  | 3.70 | 4.07            | 09-29-2000     | 2.68                                | 2.15  | 3.52 | 3.95            |
| Baird MidCap Inst               | 5.40            | 10.26 | 7.66 | 5.66            | 12-29-2000     | 3.06                                | 8.30  | 6.60 | 5.06            |
| Broadview Opportunity           | 16.78           | 10.72 | 7.11 | 12.57           | 12-16-1996     | 11.26                               | 9.91  | 6.78 | 12.04           |
| Heartland Select Value Investor | 15.62           | 9.88  | 5.46 | 9.14            | 10-11-1996     | 13.48                               | 9.80  | 5.48 | 8.69            |
| Madison Dividend Income Y       | 11.32           | 10.46 | 5.87 | 5.94            | 12-18-1986     | 7.56                                | 9.24  | 5.38 | 5.76            |
| Nicholas                        | 0.08            | 11.81 | 6.75 | 9.53            | 07-14-1969     | 1.22                                | 10.56 | 6.53 | 9.41            |
| Nicholas High Income I          | 7.76            | 2.77  | 2.46 | 2.60            | 11-21-1977     | 5.60                                | 2.90  | 2.77 | 2.95            |
| Nicholas Limited Edition I      | 9.81            | 9.57  | 7.22 | 8.17            | 05-18-1987     | 9.14                                | 9.15  | 6.92 | 7.96            |

# Portfolio Snapshot

**Portfolio Value**

\$21,703.00

**Benchmark**

DJ Moderate TR USD (USD)

**Illustration Returns**

| <b>Total 9 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 50.00       | 10,852           | —           | 4.19       | 2.04       | 6.79       | 4.34        |
| Baird Core Plus Bond Inst (USD)          | BCOIX      | MF   | 09-2016       | 16.00       | 3,472            | —           | 4.73       | 3.78       | 3.55       | 5.22        |
| Madison Dividend Income Y (USD)          | BHBFX      | MF   | 11-2016       | 7.00        | 1,519            | —           | 12.79      | 7.07       | 12.56      | 7.37        |
| Nicholas (USD)                           | NICSX      | MF   | 12-2016       | 7.00        | 1,519            | —           | 0.92       | 4.46       | 14.85      | 8.99        |
| Baird MidCap Inst (USD)                  | BMDIX      | MF   | 09-2016       | 5.00        | 1,085            | —           | 5.40       | 2.15       | 11.12      | 9.86        |
| Heartland Select Value Investor (USD)    | HRSVX      | MF   | 09-2016       | 5.00        | 1,085            | —           | 19.25      | 6.04       | 13.19      | 7.86        |
| Broadview Opportunity (USD)              | BVAOX      | MF   | 09-2016       | 4.00        | 868              | —           | 18.04      | 4.12       | 13.83      | 9.53        |
| Nicholas Limited Edition I (USD)         | NCLEX      | MF   | 12-2016       | 4.00        | 868              | —           | 12.37      | 4.79       | 12.17      | 9.36        |
| Nicholas High Income I (USD)             | NCINX      | MF   | 12-2016       | 2.00        | 434              | —           | 9.94       | 2.24       | 4.84       | 5.10        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**

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## **WI Select - Age Based 60-69**

December 31, 2016

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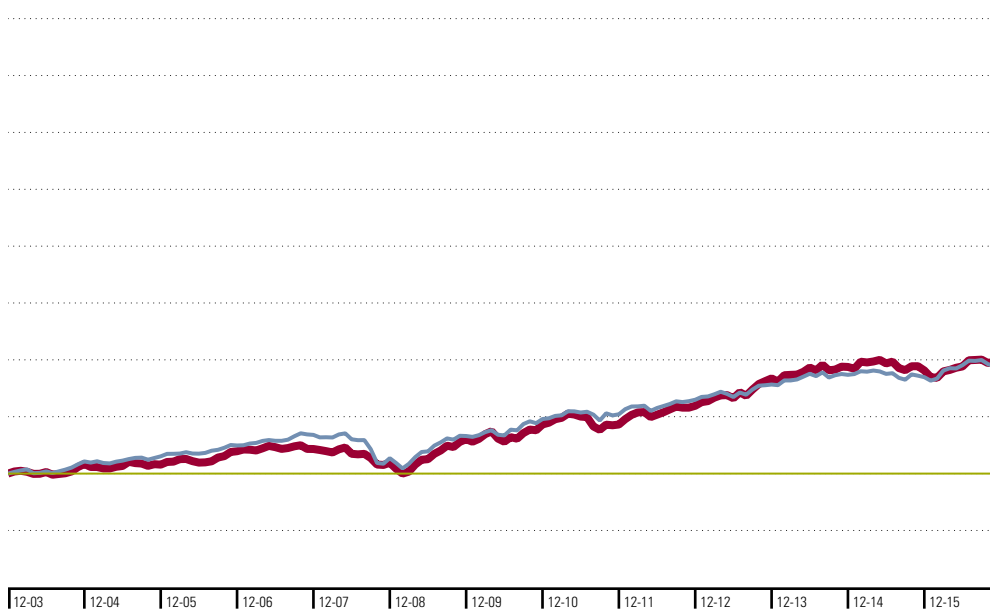
The Appleton Group LLC  
100 W. Lawrence St.  
Suite 306  
Appleton, WI 54911  
USA  
920-993-7727  
[mscheffler@appletongrouponline.com](mailto:mscheffler@appletongrouponline.com)

# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016

## Portfolio Summary

■ Portfolio 
 ■ DJ Moderately Conservative TR USD (USD) 
 ■ Net Amount Invested



## Planning Assumptions

|                             |               |
|-----------------------------|---------------|
| Currency                    | USD           |
| Rebalance                   | Annually      |
| Rebalance Threshold% +/-    | 0.00%         |
| Allocation Update Frequency | None          |
| Federal Income Tax Rate     | 0%            |
| Capital Gain Tax Rate       | 0%            |
| State Tax Rate              | 0%            |
| Tax Paid                    | Out of Pocket |

## Performance

|                            |          |
|----------------------------|----------|
| Net Amount Invested        | \$10,000 |
| Final Market Value         | \$20,044 |
| Average Annualized Return  | 5.49%    |
| Cumulative Return          | 100.44%  |
| Cumulative Ret - Benchmark | 95.22%   |

## Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

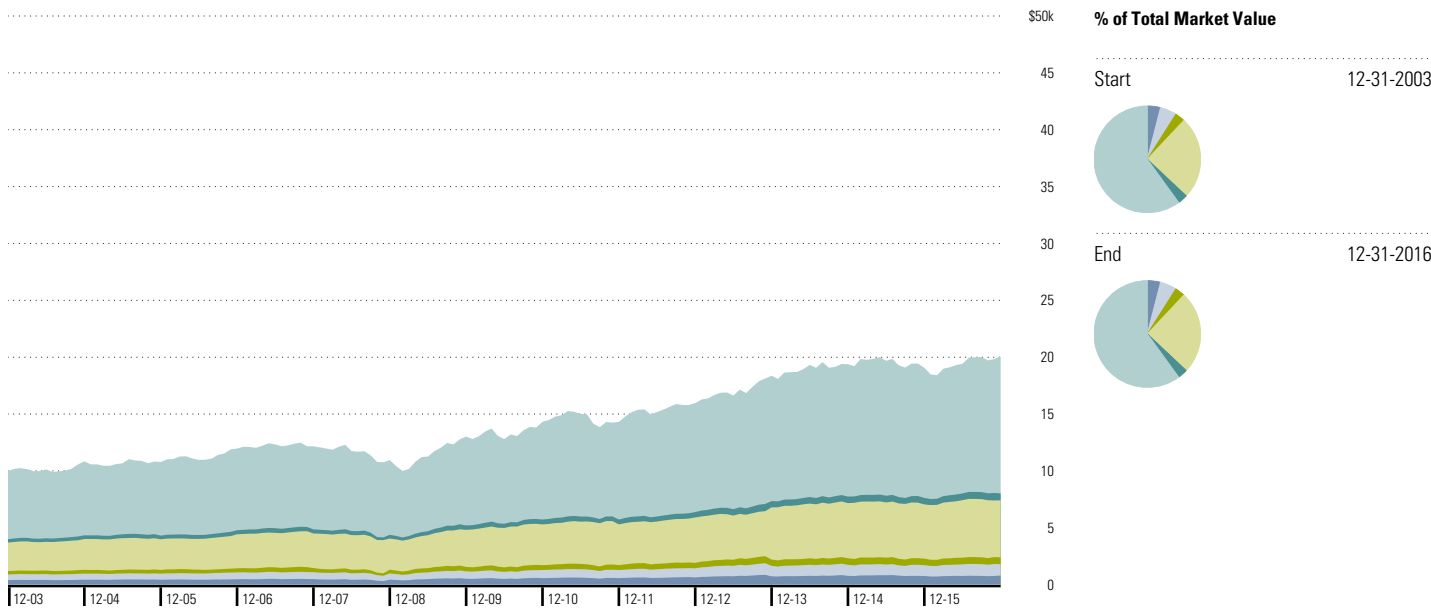
## Investment Detail

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 3,662          | 0              | 0         | 20,044       | 5.49           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 188            | 0              | 0         | 10,842       | 8.42           |
| January-December 2005 | 10,842            | 0              | 0                       | 260            | 0              | 0         | 10,787       | -0.50          |
| January-December 2006 | 10,787            | 0              | 0                       | 309            | 0              | 0         | 11,968       | 10.94          |
| January-December 2007 | 11,968            | 0              | 0                       | 384            | 0              | 0         | 12,163       | 1.63           |
| January-December 2008 | 12,163            | 0              | 0                       | 260            | 0              | 0         | 10,957       | -9.91          |
| January-December 2009 | 10,957            | 0              | 0                       | 213            | 0              | 0         | 13,022       | 18.84          |
| January-December 2010 | 13,022            | 0              | 0                       | 273            | 0              | 0         | 14,322       | 9.99           |
| January-December 2011 | 14,322            | 0              | 0                       | 278            | 0              | 0         | 14,315       | -0.05          |
| January-December 2012 | 14,315            | 0              | 0                       | 239            | 0              | 0         | 15,963       | 11.51          |
| January-December 2013 | 15,963            | 0              | 0                       | 318            | 0              | 0         | 18,367       | 15.06          |
| January-December 2014 | 18,367            | 0              | 0                       | 352            | 0              | 0         | 19,375       | 5.49           |
| January-December 2015 | 19,375            | 0              | 0                       | 293            | 0              | 0         | 19,069       | -1.58          |
| January-December 2016 | 19,069            | 0              | 0                       | 296            | 0              | 0         | 20,044       | 5.11           |

# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                                | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Nicholas (USD, NICSX)                        | 12-03          | 12-16 | 400                       | 0                         | —    | Y                      | Y         | N          | 4.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 802          |
| ● Madison Dividend Income Y (USD, BHBFX)       | 12-03          | 12-16 | 500                       | 0                         | —    | Y                      | Y         | N          | 5.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 1,002        |
| ● Baird MidCap Inst (USD, BMDIX)               | 12-03          | 12-16 | 300                       | 0                         | —    | Y                      | Y         | N          | 3.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 601          |
| ● Baird Core Plus Bond Inst (USD, BCOIX)       | 12-03          | 12-16 | 2,500                     | 0                         | —    | Y                      | Y         | N          | 25.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 5,011        |
| ● Heartland Select Value Investor (USD, HRSVX) | 12-03          | 12-16 | 300                       | 0                         | —    | Y                      | Y         | N          | 3.00           | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 601          |

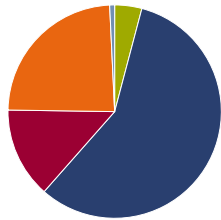
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       | Market Value End (\$) |              |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|-----------------------|--------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% |                       | Period Years |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 6,000                     | 0                         | —    | Y                      | Y         | N          | 60.00          | 0.00%            | 0.00%      | 0.00-0.00             | —                     | 12,026       |

# Portfolio Snapshot

**Portfolio Value**  
\$20,043.99

**Benchmark**  
DJ Moderately Conservative TR USD (USD)

## Analysis 12-31-2016

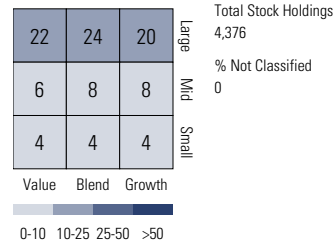


### Asset Allocation

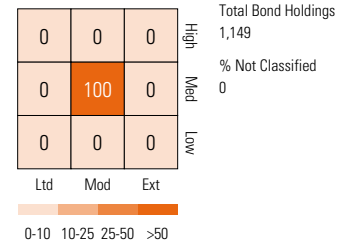
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                        | Portfolio Net % | Bmark Net %  |
|------------------------|-----------------|--------------|
| Cash                   | 4.11            | 0.00         |
| US Stocks              | 57.39           | 12.43        |
| Non-US Stocks          | 13.74           | 11.86        |
| Bonds                  | 24.01           | 0.00         |
| <b>Other/Not Clsfd</b> | <b>0.75</b>     | <b>75.71</b> |

### Morningstar Equity Style Box %

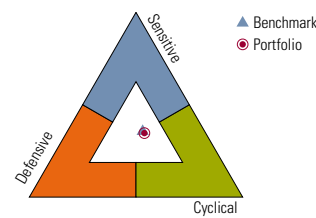


### Morningstar Fixed Income Style Box %

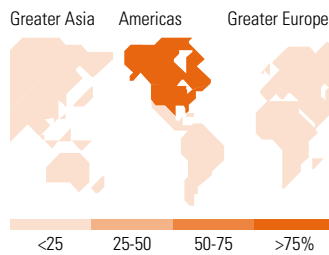


## Stock Analysis 12-31-2016

### Stock Sectors

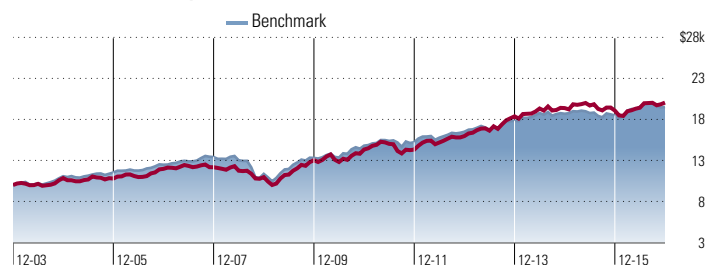


### World Regions



## Performance 12-31-2016

### Investment Activity Graph



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>41.77</b>  | <b>38.81</b> |
| Basic Matls           | 3.75          | 4.33         |
| Consumer Cycl         | 10.43         | 12.65        |
| Financial Svs         | 15.09         | 17.41        |
| Real Estate           | 12.50         | 4.42         |
| <b>Sensitive</b>      | <b>36.33</b>  | <b>38.44</b> |
| Commun Svs            | 3.50          | 3.48         |
| Energy                | 6.10          | 6.16         |
| Industrials           | 11.16         | 11.32        |
| Technology            | 15.57         | 17.48        |
| <b>Defensive</b>      | <b>21.90</b>  | <b>22.75</b> |
| Consumer Def          | 7.88          | 8.59         |
| Healthcare            | 11.25         | 10.94        |
| Utilities             | 2.77          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>82.78</b>  | <b>69.32</b> |
| North America         | 81.39         | 67.84        |
| Latin America         | 1.39          | 1.48         |
| <b>Greater Europe</b> | <b>7.74</b>   | <b>2.04</b>  |
| United Kingdom        | 1.74          | 0.11         |
| Europe-Developed      | 4.34          | 0.28         |
| Europe-Emerging       | 0.65          | 0.85         |
| Africa/Middle East    | 1.01          | 0.80         |
| <b>Greater Asia</b>   | <b>9.48</b>   | <b>28.64</b> |
| Japan                 | 2.24          | 12.57        |
| Australasia           | 0.67          | 3.39         |
| Asia-Developed        | 2.13          | 6.39         |
| Asia-Emerging         | 4.44          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

| Trailing Returns     | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|----------------------|-------|-------|-------|------|-------|
| Portfolio Return     | 0.12  | 5.11  | 2.95  | 6.96 | 5.29  |
| Benchmark Return     | -2.33 | 5.65  | 3.06  | 5.11 | 4.58  |
| +/- Benchmark Return | 2.45  | -0.54 | -0.11 | 1.85 | 0.71  |

| Best/Worst Time Periods | Best % |                       | Worst % |                       |
|-------------------------|--------|-----------------------|---------|-----------------------|
|                         | Value  | Period                | Value   | Period                |
| 3 Months                | 12.17  | ( Mar 2009-May 2009 ) | -8.32   | ( Sep 2008-Nov 2008 ) |
| 1 Year                  | 32.41  | ( Apr 2009-Mar 2010 ) | -16.49  | ( Mar 2008-Feb 2009 ) |
| 3 Years                 | 14.87  | ( Mar 2009-Feb 2012 ) | -3.36   | ( Apr 2006-Mar 2009 ) |

| Portfolio Yield ( 12-31-2016 ) | Yield % |
|--------------------------------|---------|
| 12-Month Yield                 | 2.08    |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Holdings 12-31-2016

### Top 6 holdings out of 6

- Appleton Group Portfolio (USD)
- Baird Core Plus Bond Inst (USD)
- Madison Dividend Income Y (USD)
- Nicholas (USD)
- Baird MidCap Inst (USD)
- Heartland Select Value Investor (USD)

| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 12,026           | 60.00    |
| BCOIX      | MF   | 5,011            | 25.00    |
| BHBFX      | MF   | 1,002            | 5.00     |
| NICSX      | MF   | 802              | 4.00     |
| BMDIX      | MF   | 601              | 3.00     |
| HRSVX      | MF   | 601              | 3.00     |

# Portfolio Snapshot

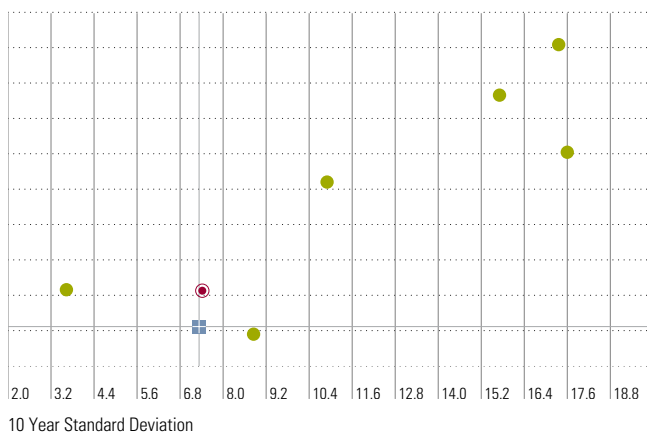
**Portfolio Value**  
\$20,043.99

**Benchmark**  
DJ Moderately Conservative TR USD (USD)

## Risk Analysis 12-31-2016

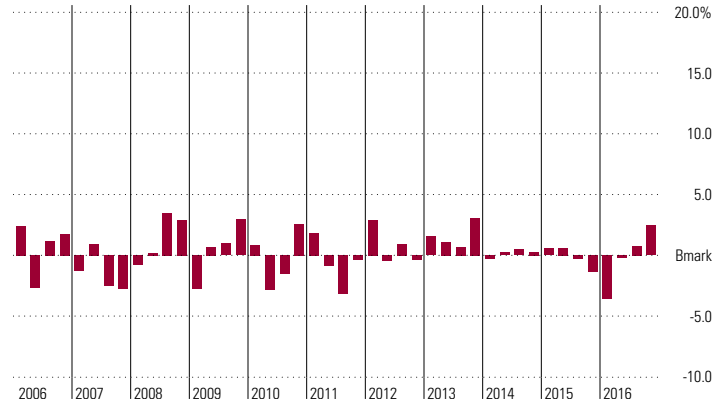
### Risk/Reward Scatterplot

● Portfolio ● Holdings ■ Bmark 10 Year Mean



### Performance History Graph

■ Portfolio Quarterly returns +/- Benchmark in %



### Risk and Return Statistics

|                    | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 5.72      | 4.76  | 5.76      | 4.78  | 7.42      | 7.33  |
| Mean               | 2.95      | 3.06  | 6.96      | 5.11  | 5.29      | 4.58  |
| Sharpe Ratio       | 0.52      | 0.64  | 1.22      | 1.07  | 0.65      | 0.56  |

### MPT Statistics

|           | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-----------|----------------|----------------|-----------------|
| Alpha     | -0.16          | 1.43           | 1.14            |
| Beta      | 1.04           | 1.08           | 0.89            |
| R-Squared | 74.43          | 79.63          | 76.40           |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

### Asset Allocation

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 4.11            | 4.12             | 0.00              |
| US Stocks              | 57.39           | 57.39            | 0.00              |
| Non-US Stocks          | 13.74           | 13.74            | 0.00              |
| Bonds                  | 24.01           | 24.01            | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.75</b>     | <b>0.75</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

### Market Maturity

|                            | Portfolio   | Bmark       |
|----------------------------|-------------|-------------|
| % of Stocks                |             |             |
| Developed Markets          | 92.83       | 90.58       |
| Emerging Markets           | 7.17        | 9.42        |
| <b>Not Available</b>       | <b>0.00</b> | <b>0.00</b> |
| <b>Valuation Multiples</b> | Portfolio   | Bmark       |
| Price/Earnings             | 19.37       | 18.70       |
| Price/Book                 | 2.32        | 2.12        |
| Price/Sales                | 1.69        | 1.53        |
| Price/Cash Flow            | 10.69       | 10.02       |

### Geometric Avg Capitalization (\$Mil)

|           |           |
|-----------|-----------|
| Portfolio | 27,765.09 |
| Benchmark | 40,288.72 |

### Credit Quality Breakdown

|         | % of Bonds |
|---------|------------|
| AAA     | 39.40      |
| AA      | 6.10       |
| A       | 21.40      |
| BBB     | 25.40      |
| BB      | 3.60       |
| B       | 1.60       |
| Below B | 2.50       |
| NR      | 0.00       |

### Type Weightings

| % of Stocks          | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 5.67        | 4.92        |
| Distressed           | 3.09        | 2.67        |
| Hard Asset           | 18.83       | 8.29        |
| Cyclical             | 36.72       | 41.01       |
| Slow Growth          | 16.87       | 21.09       |
| Classic Growth       | 5.01        | 5.69        |
| Aggressive Growth    | 7.02        | 9.61        |
| Speculative Growth   | 2.80        | 2.80        |
| <b>Not Available</b> | <b>3.99</b> | <b>3.92</b> |

### Profitability

|              | Portfolio 2016-12 | Bmark 2016-12 |
|--------------|-------------------|---------------|
| % of Stocks  |                   |               |
| Net Margin   | 13.62             | 12.59         |
| ROE          | 17.15             | 17.19         |
| ROA          | 5.47              | 5.63          |
| Debt/Capital | 40.97             | 38.63         |

### Interest Rate Risk

|                  | Bonds | % Not Available |
|------------------|-------|-----------------|
| Avg Eff Maturity | 7.18  | 0.00            |
| Avg Eff Duration | 5.39  | 0.00            |
| Avg Wtd Coupon   | 3.75  | 0.00            |

### Fund Statistics

|                              |      |
|------------------------------|------|
| Potential Cap Gains Exposure | 7.04 |
| Avg Net Expense Ratio        | 0.53 |
| Avg Gross Expense Ratio      | 0.55 |

# Portfolio Snapshot

**Portfolio Value**  
\$20,043.99

**Benchmark**  
DJ Moderately Conservative TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)          | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr         | 5Yr         | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio %   | Gross Exp Ratio % |
|-----------------------------------|------------------------|--------------------------|-------------|-------------|-------------|-----------------|----------------|------------------|-----------------|-------------------|-------------------|
| Baird Core Plus Bond Inst         | —                      | —                        | 4.73        | 3.55        | 5.41        | 6.02            | 09-29-2000     | NA               | NA              | 0.30              | 0.30              |
| Baird MidCap Inst                 | —                      | —                        | 5.40        | 10.53       | 8.19        | 6.24            | 12-29-2000     | NA               | NA              | 0.81              | 0.81              |
| Heartland Select Value Investor   | —                      | —                        | 19.25       | 12.67       | 7.06        | 10.33           | 10-11-1996     | NA               | NA              | 1.20              | 1.20              |
| Madison Dividend Income Y         | —                      | —                        | 12.79       | 12.20       | 7.16        | 7.87            | 12-18-1986     | NA               | NA              | 0.95 <sup>1</sup> | 1.10              |
| Nicholas                          | —                      | —                        | 0.92        | 13.23       | 8.18        | 11.16           | 07-14-1969     | NA               | NA              | 0.72              | 0.72              |
| <b>BBgBarc US Agg Bond TR USD</b> |                        |                          | <b>2.65</b> | <b>2.23</b> | <b>4.34</b> | —               | —              |                  |                 | <b>NA</b>         |                   |

| Annualized returns 12-31-2016            |                        |                          |              |              |             |                 |                |                  |                 |                 |                   |
|--|------------------------|--------------------------|--------------|--------------|-------------|-----------------|----------------|------------------|-----------------|-----------------|-------------------|
| Standardized Returns (%)                 | 7-day Yield Subsidized | 7-day Yield Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date | Max Front Load % | Max Back Load % | Net Exp Ratio % | Gross Exp Ratio % |
| <b>DJ Moderately Conservative TR USD</b> |                        |                          | <b>5.65</b>  | <b>5.11</b>  | <b>4.58</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>MSCI EAFE NR USD</b>                  |                        |                          | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>S&amp;P 500 TR USD</b>                |                        |                          | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —               | —              |                  |                 | <b>NA</b>       |                   |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b>  |                        |                          | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —               | —              |                  |                 | <b>NA</b>       |                   |

1. Contractual waiver; Expires 02-27-2017

| Return after Tax (%)            | On Distribution |       |      |                 |                | On Distribution and Sales of Shares |       |      |                 |  |
|---------------------------------|-----------------|-------|------|-----------------|----------------|-------------------------------------|-------|------|-----------------|--|
|                                 | 1Yr             | 5Yr   | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr   | 10Yr | Since Inception |  |
| Baird Core Plus Bond Inst       | 3.39            | 2.24  | 3.70 | 4.07            | 09-29-2000     | 2.68                                | 2.15  | 3.52 | 3.95            |  |
| Baird MidCap Inst               | 5.40            | 10.26 | 7.66 | 5.66            | 12-29-2000     | 3.06                                | 8.30  | 6.60 | 5.06            |  |
| Heartland Select Value Investor | 15.62           | 9.88  | 5.46 | 9.14            | 10-11-1996     | 13.48                               | 9.80  | 5.48 | 8.69            |  |
| Madison Dividend Income Y       | 11.32           | 10.46 | 5.87 | 5.94            | 12-18-1986     | 7.56                                | 9.24  | 5.38 | 5.76            |  |
| Nicholas                        | 0.08            | 11.81 | 6.75 | 9.53            | 07-14-1969     | 1.22                                | 10.56 | 6.53 | 9.41            |  |

# Portfolio Snapshot

**Portfolio Value**

\$20,043.99

**Benchmark**

DJ Moderately Conservative TR USD (USD)

**Illustration Returns**

| <b>Total 6 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 60.00       | 12,026           | —           | 4.19       | 2.04       | 6.93       | 4.43        |
| Baird Core Plus Bond Inst (USD)          | BCOIX      | MF   | 09-2016       | 25.00       | 5,011            | —           | 4.73       | 3.78       | 3.55       | 5.31        |
| Madison Dividend Income Y (USD)          | BHBFX      | MF   | 11-2016       | 5.00        | 1,002            | —           | 12.79      | 7.08       | 12.70      | 7.44        |
| Nicholas (USD)                           | NICSX      | MF   | 12-2016       | 4.00        | 802              | —           | 0.92       | 4.46       | 15.13      | 9.16        |
| Baird MidCap Inst (USD)                  | BMDIX      | MF   | 09-2016       | 3.00        | 601              | —           | 5.40       | 2.15       | 11.38      | 10.16       |
| Heartland Select Value Investor (USD)    | HRSVX      | MF   | 09-2016       | 3.00        | 601              | —           | 19.25      | 6.06       | 13.39      | 8.03        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**

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## **WI Select - Age Based 70+**

December 31, 2016

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**Prepared by:**

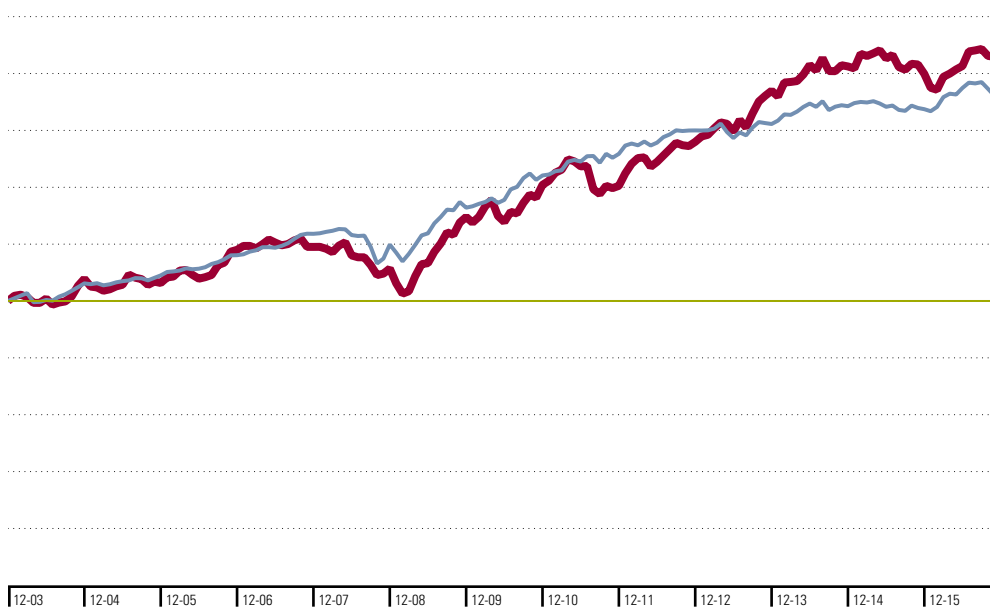
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Appleton, WI 54911  
USA  
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# Hypothetical Portfolio Illustration

12-31-2003 to 12-31-2016

## Portfolio Summary

█ Portfolio 
 █ DJ Conservative TR USD (USD) 
 █ Net Amount Invested



## Planning Assumptions

|                             |               |
|-----------------------------|---------------|
| Currency                    | USD           |
| Rebalance                   | Annually      |
| Rebalance Threshold% +/-    | 0.00%         |
| Allocation Update Frequency | None          |
| Federal Income Tax Rate     | 0%            |
| Capital Gain Tax Rate       | 0%            |
| State Tax Rate              | 0%            |
| Tax Paid                    | Out of Pocket |

## Performance

|                            |          |
|----------------------------|----------|
| Net Amount Invested        | \$10,000 |
| Final Market Value         | \$18,769 |
| Average Annualized Return  | 4.96%    |
| Cumulative Return          | 87.69%   |
| Cumulative Ret - Benchmark | 72.50%   |

## Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

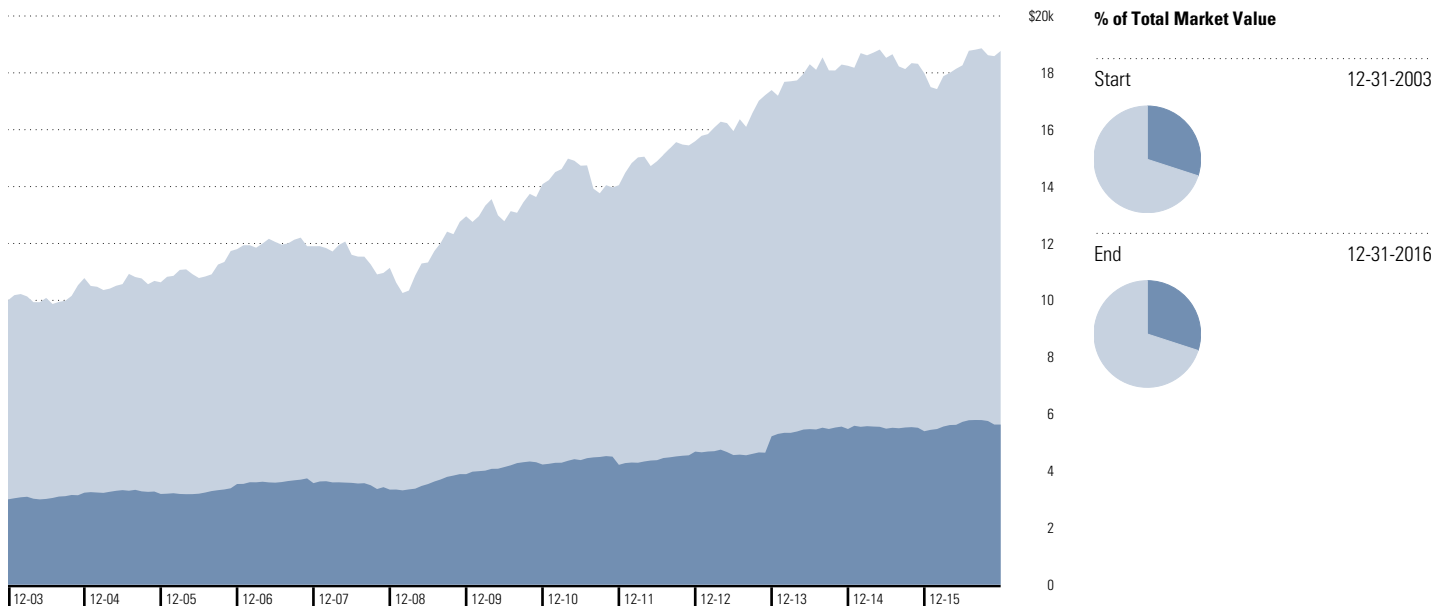
## Investment Detail

| Period                | Beginning Balance | New Investment | Distribution/Withdrawal | Total Reinvest | Charges & Fees | Taxes Due | Market Value | Total Return % |
|-----------------------|-------------------|----------------|-------------------------|----------------|----------------|-----------|--------------|----------------|
| Totals                | 0                 | 10,000         | 0                       | 2,458          | 0              | 0         | 18,769       | 4.96           |
| December 2003         | 0                 | 10,000         | 0                       | 0              | 0              | 0         | 10,000       | 0.00           |
| January-December 2004 | 10,000            | 0              | 0                       | 210            | 0              | 0         | 10,781       | 7.81           |
| January-December 2005 | 10,781            | 0              | 0                       | 175            | 0              | 0         | 10,634       | -1.37          |
| January-December 2006 | 10,634            | 0              | 0                       | 175            | 0              | 0         | 11,800       | 10.96          |
| January-December 2007 | 11,800            | 0              | 0                       | 189            | 0              | 0         | 11,903       | 0.87           |
| January-December 2008 | 11,903            | 0              | 0                       | 212            | 0              | 0         | 11,141       | -6.40          |
| January-December 2009 | 11,141            | 0              | 0                       | 245            | 0              | 0         | 12,955       | 16.28          |
| January-December 2010 | 12,955            | 0              | 0                       | 255            | 0              | 0         | 14,085       | 8.72           |
| January-December 2011 | 14,085            | 0              | 0                       | 206            | 0              | 0         | 14,050       | -0.24          |
| January-December 2012 | 14,050            | 0              | 0                       | 158            | 0              | 0         | 15,597       | 11.01          |
| January-December 2013 | 15,597            | 0              | 0                       | 148            | 0              | 0         | 17,394       | 11.52          |
| January-December 2014 | 17,394            | 0              | 0                       | 163            | 0              | 0         | 18,249       | 4.92           |
| January-December 2015 | 18,249            | 0              | 0                       | 153            | 0              | 0         | 17,987       | -1.44          |
| January-December 2016 | 17,987            | 0              | 0                       | 167            | 0              | 0         | 18,769       | 4.35           |

# Hypothetical Portfolio Illustration Continued

12-31-2003 to 12-31-2016

## Security Summary



## Investment Assumptions

| Investment Name                          | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|--|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Baird Core Plus Bond Inst (USD, BCOIX) | 12-03          | 12-16 | 3,000                     | 0                         | —    | Y                      | Y         | N          | 30.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 5,631                 |

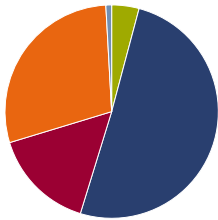
| Separate Accounts Name           | Holding Period |       | Initial Investment Amount | Subsequent Invest/Withdwl |      | Reinvest Distributions |           | Liqui-date | Re-balance (%) | Charges and Fees |            |                       |              | Market Value End (\$) |
|----------------------------------|----------------|-------|---------------------------|---------------------------|------|------------------------|-----------|------------|----------------|------------------|------------|-----------------------|--------------|-----------------------|
|                                  | Start          | End   |                           | Amount                    | Freq | Income                 | Cap Gains |            |                | Front Load       | Annual Fee | Deferred Load Amount% | Period Years |                       |
| ● Appleton Group Portfolio (USD) | 12-03          | 12-16 | 7,000                     | 0                         | —    | Y                      | Y         | N          | 70.00          | 0.00%            | 0.00%      | 0.00-0.00             | —            | 13,138                |

# Portfolio Snapshot

**Portfolio Value**  
\$18,769.26

**Benchmark**  
DJ Conservative TR USD (USD)

## Analysis 12-31-2016

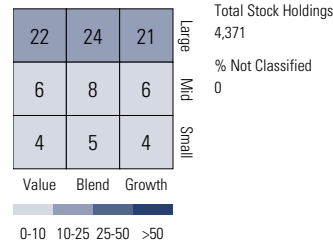


### Asset Allocation

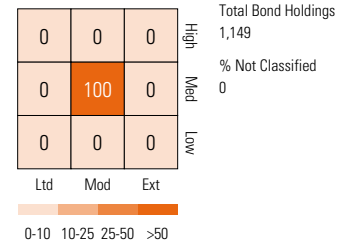
- Cash
- US Stocks
- Non-US Stocks
- Bonds
- Other/Not Clsfd

|                        | Portfolio Net % | Bmark Net %  |
|------------------------|-----------------|--------------|
| Cash                   | 4.15            | 0.00         |
| US Stocks              | 50.61           | 6.81         |
| Non-US Stocks          | 15.56           | 6.49         |
| Bonds                  | 28.81           | 0.00         |
| <b>Other/Not Clsfd</b> | <b>0.88</b>     | <b>86.69</b> |

### Morningstar Equity Style Box %

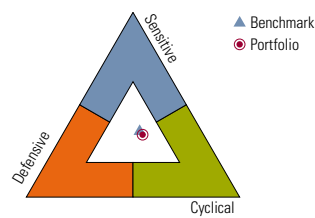


### Morningstar Fixed Income Style Box %

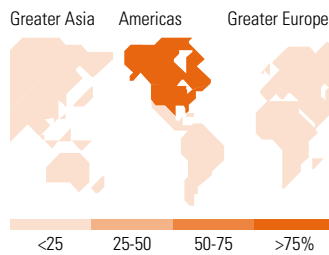


## Stock Analysis 12-31-2016

### Stock Sectors



### World Regions

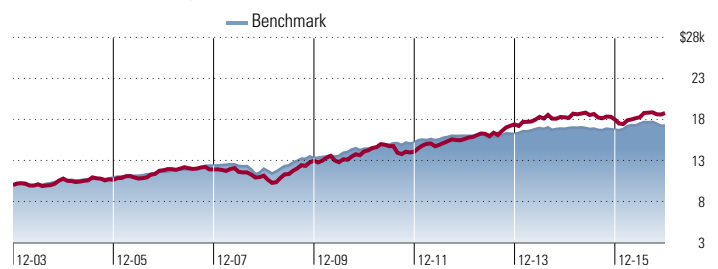


|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>44.11</b>  | <b>38.81</b> |
| Basic Matls           | 4.17          | 4.33         |
| Consumer Cycl         | 9.76          | 12.65        |
| Financial Svs         | 14.78         | 17.41        |
| Real Estate           | 15.40         | 4.42         |
| <b>Sensitive</b>      | <b>34.34</b>  | <b>38.44</b> |
| Commun Svs            | 3.82          | 3.48         |
| Energy                | 6.02          | 6.16         |
| Industrials           | 9.80          | 11.32        |
| Technology            | 14.70         | 17.48        |
| <b>Defensive</b>      | <b>21.55</b>  | <b>22.75</b> |
| Consumer Def          | 7.96          | 8.59         |
| Healthcare            | 10.52         | 10.94        |
| Utilities             | 3.07          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Americas</b>       | <b>79.01</b>  | <b>69.32</b> |
| North America         | 77.37         | 67.84        |
| Latin America         | 1.64          | 1.48         |
| <b>Greater Europe</b> | <b>9.21</b>   | <b>2.04</b>  |
| United Kingdom        | 2.19          | 0.11         |
| Europe-Developed      | 4.94          | 0.28         |
| Europe-Emerging       | 0.81          | 0.85         |
| Africa/Middle East    | 1.27          | 0.80         |
| <b>Greater Asia</b>   | <b>11.78</b>  | <b>28.64</b> |
| Japan                 | 2.81          | 12.57        |
| Australasia           | 0.84          | 3.39         |
| Asia-Developed        | 2.67          | 6.39         |
| Asia-Emerging         | 5.46          | 6.29         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

## Performance 12-31-2016

### Investment Activity Graph



| Trailing Returns     | 3 Mo  | 1 Yr | 3 Yr | 5 Yr | 10 Yr |
|----------------------|-------|------|------|------|-------|
| Portfolio Return     | -0.50 | 4.35 | 2.57 | 5.96 | 4.75  |
| Benchmark Return     | -2.53 | 3.01 | 2.06 | 2.59 | 4.03  |
| +/- Benchmark Return | 2.03  | 1.34 | 0.51 | 3.37 | 0.72  |

| Best/Worst Time Periods | Best %                      |                              | Worst %  |        |
|-------------------------|-----------------------------|------------------------------|----------|--------|
|                         | 3 Months                    | 1 Year                       | 3 Months | 1 Year |
| 3 Months                | 10.11 ( Mar 2009-May 2009 ) | -7.16 ( Jan 2009-Mar 2009 )  |          |        |
| 1 Year                  | 28.87 ( Apr 2009-Mar 2010 ) | -13.34 ( Mar 2008-Feb 2009 ) |          |        |
| 3 Years                 | 13.24 ( Apr 2009-Mar 2012 ) | -2.23 ( Apr 2006-Mar 2009 )  |          |        |

| Portfolio Yield ( 12-31-2016 ) | Yield % |
|--------------------------------|---------|
| 12-Month Yield                 | 2.81    |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Holdings 12-31-2016

### Top 2 holdings out of 2

- Appleton Group Portfolio (USD)
- Baird Core Plus Bond Inst (USD)

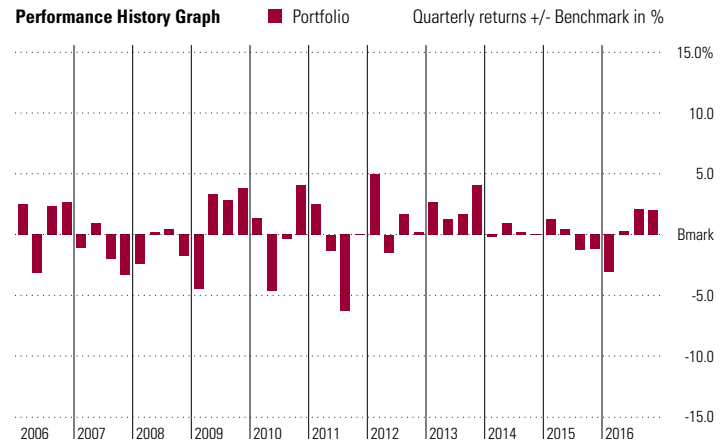
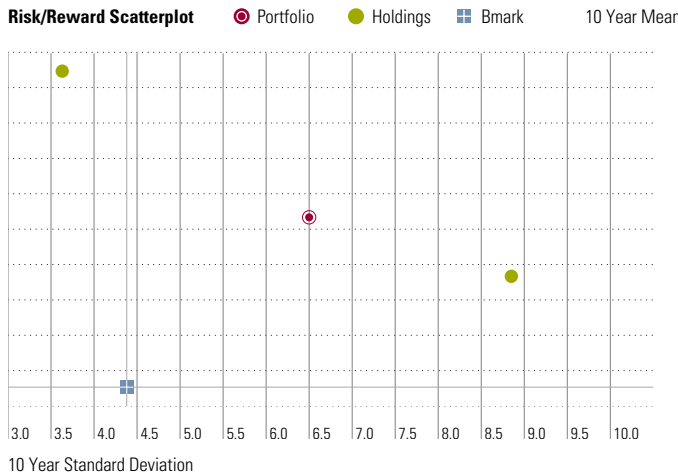
| Symbol     | Type | Holding Value \$ | % Assets |
|------------|------|------------------|----------|
| SAUSA00516 | SA   | 13,138           | 70.00    |
| BCOIX      | MF   | 5,631            | 30.00    |

# Portfolio Snapshot

**Portfolio Value**  
\$18,769.26

**Benchmark**  
DJ Conservative TR USD (USD)

## Risk Analysis 12-31-2016



| Risk and Return Statistics | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       | MPT Statistics | 3 Yr Portfolio |       | 5 Yr Portfolio |       | 10 Yr Portfolio |           |      |       |
|----------------------------|-----------|-------|-----------|-------|-----------|-------|----------------|----------------|-------|----------------|-------|-----------------|-----------|------|-------|
|                            | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |                | Alpha          | Beta  | R-Squared      | Alpha | Beta            | R-Squared |      |       |
| Standard Deviation         | 5.09      | 2.94  | 5.14      | 3.03  | 6.50      | 4.38  | 0.15           | 1.22           | 49.85 | 2.71           | 1.25  | 53.96           | 0.56      | 1.07 | 51.98 |
| Mean                       | 2.57      | 2.06  | 5.96      | 2.59  | 4.75      | 4.03  |                |                |       |                |       |                 |           |      |       |
| Sharpe Ratio               | 0.50      | 0.67  | 1.16      | 0.83  | 0.65      | 0.77  |                |                |       |                |       |                 |           |      |       |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown.

## Fundamental Analysis 12-31-2016

**Asset Allocation**

|                        | Portfolio Net % | Portfolio Long % | Portfolio Short % |
|------------------------|-----------------|------------------|-------------------|
| Cash                   | 4.15            | 4.15             | 0.00              |
| US Stocks              | 50.61           | 50.61            | 0.00              |
| Non-US Stocks          | 15.56           | 15.56            | 0.00              |
| Bonds                  | 28.81           | 28.81            | 0.00              |
| <b>Other/Not Clsfd</b> | <b>0.88</b>     | <b>0.88</b>      | <b>0.00</b>       |
| <b>Total</b>           | <b>100.00</b>   | <b>100.00</b>    | <b>0.00</b>       |

**Market Maturity**

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| % of Stocks          |             |             |
| Developed Markets    | 91.12       | 90.58       |
| Emerging Markets     | 8.88        | 9.42        |
| <b>Not Available</b> | <b>0.00</b> | <b>0.00</b> |

**Valuation Multiples**

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 19.08     | 18.70 |
| Price/Book      | 2.21      | 2.12  |
| Price/Sales     | 1.67      | 1.53  |
| Price/Cash Flow | 10.22     | 10.02 |

**Geometric Avg Capitalization (\$Mil)**

|  | Portfolio | Benchmark |
|--|-----------|-----------|
|  | 26,914.75 | 40,288.72 |

**Credit Quality Breakdown** % of Bonds

|         | % of Bonds |
|---------|------------|
| AAA     | 39.40      |
| AA      | 6.10       |
| A       | 21.40      |
| BBB     | 25.40      |
| BB      | 3.60       |
| B       | 1.60       |
| Below B | 2.50       |
| NR      | —          |

**Type Weightings** % of Stocks

|                      | Portfolio   | Bmark       |
|----------------------|-------------|-------------|
| High Yield           | 6.24        | 4.92        |
| Distressed           | 3.11        | 2.67        |
| Hard Asset           | 22.62       | 8.29        |
| Cyclical             | 33.10       | 41.01       |
| Slow Growth          | 16.25       | 21.09       |
| Classic Growth       | 5.27        | 5.69        |
| Aggressive Growth    | 6.93        | 9.61        |
| Speculative Growth   | 2.84        | 2.80        |
| <b>Not Available</b> | <b>3.65</b> | <b>3.92</b> |

**Profitability**

|              | Portfolio 2016-12 | Bmark 2016-12 |
|--------------|-------------------|---------------|
| % of Stocks  |                   |               |
| Net Margin   | 13.93             | 12.59         |
| ROE          | 16.16             | 17.19         |
| ROA          | 5.12              | 5.63          |
| Debt/Capital | 40.94             | 38.63         |

**Fund Statistics**

|                              | Portfolio | Bmark |
|------------------------------|-----------|-------|
| Potential Cap Gains Exposure | -0.06     |       |
| Avg Net Expense Ratio        | 0.30      |       |
| Avg Gross Expense Ratio      | 0.30      |       |

# Portfolio Snapshot

**Portfolio Value**

\$18,769.26

**Benchmark**

DJ Conservative TR USD (USD)

## Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>.

Standardized Returns assume reinvestment of dividends and capital gains. They depict performance without adjusting for the effects of taxation, but are adjusted to reflect sales charges and ongoing fund expenses.

If adjusted for taxation, the performance quoted would be significantly reduced. For variable annuities, additional expenses will be taken into account, including M&E risk charges, fund-level expenses such as management fees and operating fees, contract-level administration fees, and charges such as surrender, contract, and sales charges.

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after-tax returns depend on the investor's tax situation and may differ from those shown. The after-tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution are as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before-tax returns. After-tax returns for exchange-traded funds are based on net asset value.

## Money Market Fund Disclosures

If money market fund(s) are included in the Standardized Returns table below, each money market fund's name will be followed by a superscripted letter that links it to the applicable disclosure below:

### **Institutional Money Market Funds (designated by an "S"):**

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "L") and**

### **Retail Money Market Funds (designated by an "L"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

### **Government Money Market Funds that have chosen not to rely on the ability to impose liquidity fees and suspend redemptions (designated by an "N"):**

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

## Annualized returns 12-31-2016

| Standardized Returns (%)                | 7-day Yield<br>Subsidized | 7-day Yield<br>Unsubsidized | 1Yr          | 5Yr          | 10Yr        | Since<br>Inception | Inception Date | Max Front<br>Load % | Max Back<br>Load % | Net Exp<br>Ratio % | Gross Exp<br>Ratio % |
|---|---------------------------|-----------------------------|--------------|--------------|-------------|--------------------|----------------|---------------------|--------------------|--------------------|----------------------|
| Baird Core Plus Bond Inst               | —                         | —                           | 4.73         | 3.55         | 5.41        | 6.02               | 09-29-2000     | NA                  | NA                 | 0.30               | 0.30                 |
| <b>BBgBarc US Agg Bond TR USD</b>       |                           |                             | <b>2.65</b>  | <b>2.23</b>  | <b>4.34</b> | —                  | —              |                     |                    | NA                 |                      |
| <b>DJ Conservative TR USD</b>           |                           |                             | <b>3.01</b>  | <b>2.60</b>  | <b>4.04</b> | —                  | —              |                     |                    | NA                 |                      |
| <b>MSCI EAFE NR USD</b>                 |                           |                             | <b>1.00</b>  | <b>6.53</b>  | <b>0.75</b> | —                  | —              |                     |                    | NA                 |                      |
| <b>S&amp;P 500 TR USD</b>               |                           |                             | <b>11.96</b> | <b>14.66</b> | <b>6.95</b> | —                  | —              |                     |                    | NA                 |                      |
| <b>USTREAS T-Bill Auction Ave 3 Mon</b> |                           |                             | <b>0.34</b>  | <b>0.11</b>  | <b>0.71</b> | —                  | —              |                     |                    | NA                 |                      |

**Annualized returns** 12-31-2016

| Return after Tax (%)      | On Distribution |      |      |                 |                | On Distribution and Sales of Shares |      |      |                 |
|---------------------------|-----------------|------|------|-----------------|----------------|-------------------------------------|------|------|-----------------|
|                           | 1Yr             | 5Yr  | 10Yr | Since Inception | Inception Date | 1Yr                                 | 5Yr  | 10Yr | Since Inception |
| Baird Core Plus Bond Inst | 3.39            | 2.24 | 3.70 | 4.07            | 09-29-2000     | 2.68                                | 2.15 | 3.52 | 3.95            |

# Portfolio Snapshot

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**Benchmark**

DJ Conservative TR USD (USD)

**Illustration Returns**

| <b>Total 2 holdings as of 12-31-2016</b> | Symbol     | Type | Holdings Date | % of Assets | Holding Value \$ | 7-day Yield | 1 Yr Ret % | 3 Yr Ret % | 5 Yr Ret % | 10 Yr Ret % |
|--|------------|------|---------------|-------------|------------------|-------------|------------|------------|------------|-------------|
| Appleton Group Portfolio (USD)           | SAUSA00516 | SA   | 09-2016       | 70.00       | 13,138           | —           | 4.19       | 2.05       | 7.05       | 4.50        |
| Baird Core Plus Bond Inst (USD)          | BCOIX      | MF   | 09-2016       | 30.00       | 5,631            | —           | 4.73       | 3.79       | 3.55       | 5.37        |

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

**See Disclosure Page for Standardized Returns.**

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# Hypothetical Report Disclosure Statement

## General

This is an illustration of a simulated investment that assumes the portfolio holding(s) were purchased on the first day of the period indicated. Sales and tax charges, including those required in the event of transfers between assets, are taken into account at the rates shown and may be higher or lower than what an investor would have actually paid had the investments been purchased then or now. The performance data represents past performance and is not indicative of future results. Principal value and investment returns will fluctuate, and an investor's shares/units, when redeemed, may be worth more or less than the original investment.

The underlying holdings of the portfolio are not federally or FDIC-insured and are not deposits or obligations of, or guaranteed by, any financial institution. Investing in securities involves investment risks including possible loss of principal and fluctuation in value.

The investment returns do not reflect active trading and do not necessarily reflect the results that might have been achieved by active management of the account. The investment returns of other clients of the advisor may differ materially from the investment portrayed.

The information contained in this report is from the most recent information available to Morningstar as of the release date, and may or may not be an accurate reflection of the current composition of the securities included in the portfolio. There is no assurance that the weightings, composition and ratios will remain the same.

## Pre-inception Returns

The analysis in this report may be based, in part, on adjusted historical returns for periods prior to the fund's actual inception. These calculated returns reflect the historical performance of the oldest share class of the fund, adjusted to reflect the fees and expenses of this share class. These fees and expenses are referenced in the report's Charges and Fees section.

## When pre-inception data is presented in the report, the header at the top of the report will indicate this.

While the inclusion of pre-inception data provides valuable insight into the probable long-term behavior of newer share classes of a fund, investors should be aware that an adjusted historical return can only provide an approximation of that behavior. For example, the fee structures of a retail share class will vary from that of an institutional share class, as retail shares tend to have higher operating expenses and sales charges. These adjusted historical returns are not actual returns. Calculation methodologies utilized by Morningstar may differ from those applied by other entities, including the fund itself.

The investment returns do not necessarily reflect the deduction of all investment advisory fees. Client investment returns may be reduced if additional fees are incurred.

Performance for closed-end and exchange-traded funds is calculated based on the fund's end of the day market prices as reported by the New York Stock Exchange. Separate account performance is based on the mean experience of an investor in the account.

This illustration may reflect the results of systematic investments and/or

withdrawals. Systematic investment does not ensure a profit, nor does it protect the investor against a loss in a declining market. Also, systematic investing will not keep an investor from losing money if shares are sold when the market is down.

## Investment Summary Graph

The investment summary graph plots the approximate market value of the security or portfolio over the investing horizon. It may also include the total investment assumed in the illustration and/or a benchmark. Total investment includes dollar inflows and outflows, including outflows representing noted taxes and annual fees paid out of pocket. If a benchmark index is included on a graph, it assumes a similar pattern of investment/withdrawal as that of the security or portfolio. Taxes and transaction costs are also applied to the benchmark index. Note that direct investment in an index is not possible. Indexes are unmanaged portfolios representing different asset classes, with varying levels of associated risk. The benchmark index included in the graph may or may not represent an appropriate or accurate comparison with the security or portfolio illustrated.

## Standardized Returns

For ETFs, the standardized returns reflect performance, both at market price and NAV price, without adjusting for the effects of taxation or brokerage commissions. These returns are adjusted to reflect all ongoing ETF expenses and assume reinvestment of dividends and capital gains. If adjusted, the effects of taxation would reduce the performance quoted.

For HOLDRs, the standardized returns reflect performance at market price, without adjusting for the effects of taxation or brokerage commissions. These returns are adjusted to reflect all ongoing expenses and assume reinvestment of dividends and capital gains. If adjusted, the effects of taxation would reduce the performance quoted.

For money-market mutual funds, standardized return is total return adjusted for sales charges and reflects all ongoing fund expenses. Current 7-day yield more closely reflects the current earnings of the money-market fund than the total return quotation.

For mutual funds, standardized return is total return adjusted for sales charges and reflects all ongoing fund expenses. Preceding this disclosure statement, standardized returns for each portfolio holding are shown.

For VA subaccounts, standardized return is total return based on the inception date within the separate account and is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administration fees, and actual ongoing fund-level expenses.

For VL subaccounts, standardized return is total return based on the inception date within the separate account and is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administration fees, and actual ongoing fund-level expenses. For VLs, additional fees specific to a VL policy such as transfer fees and cost of insurance fees, which are based on specific characteristics of an individual, are not included. If VL fees were included in the return calculations, the performance would be significantly lower. An investor should contact a financial advisor and ask for a personalized performance illustration, either hypothetical or historical, which reflects all applicable fees and charges including the cost of insurance. Please review the prospectus and SAI for more detailed information.

## Bond Returns

Price evaluations and fixed coupon amounts are provided by Interactive Data

Corporation. The fixed coupon amount is assumed to be paid out semi-annually with the first payment beginning six months after the bond start date within the illustration.

### Definitions of Report Terms

**Annual Fee Paid:** Your advisor was able to specify whether annual fees, if any, should be assumed paid out of pocket or from selling shares of securities held in the illustration.

**Average Annualized Return:** Average annualized money-weighted return (internal rate of return). In illustrations with time periods less than one year, this figure is not annualized.

**Capital Gains (Individual Report):** Percentage of the total market value of the holding that is attributable to the reinvestment of capital gains distributions.

**Charges & Fees (Investment Detail):** The sum of fees charged to the investor during the period, including front or deferred loads, VA charges, and annual fees.

**Cumulative Return:** The total money-weighted return of the investment over the entire time period of the illustration.

**Distribution/Withdrawl:** The sum of distributions not reinvested, plus any cash withdrawals during the period.

**Income (Individual Report):** The percentage of the total market value of the holding that is attributable to the reinvestment of income or dividend distributions.

**Liquidate:** Indicates whether the advisor chose that the holding be liquidated on the end date.

**Median (Comparison Report):** The total money-weighted return (internal rate of return) of the median security in the illustration for the calendar year indicated.

**New investment:** Any new cash invested during the period.

**Principal (Individual Reports):** The percentage of the total market value of the holding that is attributable to new investment.

**Rebalance (Planning Assumptions):** Indicates whether rebalancing is used, and its frequency. "No" indicates no rebalancing. Options for rebalancing frequency are monthly, quarterly, semi-annually, and annually.

**Rebalance (Investment Assumptions):** Percentage of total asset allocation to be maintained in this holding through rebalancing.

**Security Return (Comparison Report):** The total money-weighted return (internal rate of return) for the holding in the calendar year indicated, taking into account cash flows, charges, and fees.

**Subsequent Invest/Withdrawl:** The amount, type, and frequency of subsequent investments or withdrawals from the holding. Withdrawals are represented by a negative number. Systematic investments and withdrawals may be made monthly, quarterly, semi-annually, or annually. If "Custom", a custom schedule of investments or withdrawals was used.

**Taxes Due:** The total amount of taxes due from the investor, determined by applying specified tax rates to distributions and sale of shares during each calendar year. Taxes accrued during the calendar year are applied on April 15 of

the following year, or on the illustration end date if it occurs before April 15.

**Taxes Paid:** Your advisor was able to specify whether taxes, if any, should be assumed paid out of pocket or from selling shares of securities held in the illustration.

**Net Amount Invested:** The total out-of-pocket expense for the investor. Includes new investment, annual fees paid to advisor, and taxes due. This figure is net of withdrawals, including liquidation.

**Total Reinvest:** The sum of distributions reinvested during the period.

**Total Return %:** The total money-weighted return (internal rate of return) on investments for the period.

## Portfolio Snapshot Report Disclosure Statement

### General

Investment portfolios illustrated in this report can be scheduled or unscheduled. With an unscheduled portfolio, the user inputs only the portfolio holdings and their current allocations. Morningstar calculates returns using the given allocations assuming monthly rebalancing. Taxes, loads, and sales charges are not taken into account.

With scheduled portfolios, the user inputs the date and amount for all investments into and withdrawals from each holding, as well as tax rates, loads, and other factors that would have affected portfolio performance. A hypothetical illustration is one type of scheduled portfolio.

Both scheduled and unscheduled portfolios are theoretical, for illustrative purposes only, and are not reflective of an investor's actual experience. For both scheduled and unscheduled portfolios, the performance data given represents past performance and should not be considered indicative of future results. Principal value and investment return of stocks, mutual funds, and variable annuity/life products will fluctuate, and an investor's shares/units, when redeemed, will be worth more or less than the original investment. Stocks, mutual funds, and variable annuity/life products are not FDIC-insured, may lose value, and are not guaranteed by a bank or other financial institution. Portfolio statistics change over time.

Used as supplemental sales literature, the Portfolio Snapshot report must be preceded or accompanied by the fund/policy's current prospectus or equivalent. In all cases, this disclosure statement should accompany the Portfolio Snapshot report. Morningstar is not itself a FINRA-member firm.

The underlying holdings of the portfolio are not federally or FDIC-insured and are not deposits or obligations of, or guaranteed by any financial institution. Investing in securities involves investment risks, including possible loss of principal and fluctuation in value.

The information contained in this report is from the most recent information available to Morningstar as of the release date, and may or may not be an accurate reflection of the current composition of the securities included in the portfolio. There is no assurance that the weightings, composition and ratios will remain the same.

### Items to Note Regarding Certain Underlying Securities

A closed-end fund is an investment company, which typically makes one public

offering of a fixed number of shares. Thereafter, shares are traded on a secondary market such as the New York Stock Exchange. As a result, the secondary market price may be higher or lower than the closed-end fund's net asset value (NAV). If these shares trade at a price above their NAV, they are said to be trading at a premium. Conversely, if they are trading at a price below their NAV, they are said to be trading at a discount.

An exchange-traded fund (ETF) is an investment company that typically has an investment objective of striving to achieve a similar return as a particular market index. The ETF will invest in either all or a representative sample of the securities included in the index it is seeking to imitate. Like closed-end funds, an ETF can be traded on a secondary market and thus have a market price that may be higher or lower than its net asset value. If these shares trade at a price above their NAV, they are said to be trading at a premium. Conversely, if they are trading at a price below their NAV, they are said to be trading at a discount.

A money-market fund is an investment company that invests in commercial paper, banker's acceptances, repurchase agreements, government securities, certificates of deposit and other highly liquid securities, and pays money market rates of interest. Money markets are not FDIC-insured, may lose money, and are not guaranteed by a bank or other financial institution.

A unit investment trust (UIT) is an investment company organized under a trust agreement between a sponsor and trustee. UITs typically purchase a fixed portfolio of securities and then sell units in the trust to investors. The major difference between a UIT and a mutual fund is that a mutual fund is actively managed, while a UIT is not. On a periodic basis, UITs usually distribute to the unit holder their pro rata share of the trust's net investment income and net realized capital gains, if any. If the trust is one that invests only in tax-free securities, then the income from the trust is also tax-free. UITs generally make one public offering of a fixed number of units. However, in some cases, the sponsor will maintain a secondary market that allows existing unit holders to sell their units and for new investors to buy units.

Variable annuities are tax-deferred investments structured to convert a sum of money into a series of payments over time. Variable annuity policies have limitations and are not viewed as short-term liquid investments. An insurance company's fulfillment of a commitment to pay a minimum death benefit, a schedule of payments, a fixed investment account guaranteed by the insurance company, or another form of guarantee depends on the claims-paying ability of the issuing insurance company. Any such guarantee does not affect or apply to the investment return or principal value of the separate account and its subaccount. The financial ratings quoted for an insurance company do not apply to the separate account and its subaccount.

Variable life insurance is a cash-value life insurance that has a variable cashvalue and/or death benefit depending on the investment performance of the subaccount into which premium payments are invested. Unlike traditional life insurance, variable life insurance has inherent risks associated with it, including market volatility, and is not viewed as a short-term liquid investment. For more information on a variable life product, including each subaccount, please read the current prospectus. Please note, the financial ratings noted on the report are quoted for an insurance company and do not apply to the separate account and its subaccount.

A bond is a debt security. When an investor purchases a bond, the purchase amount is lent to a government, municipality, corporation or other entity known as an issuer. The issuer promises to pay a specified rate of interest during the life of the bond and repay the face value of the bond when it matures. Individual bond issue data, price evaluations, and effective duration are provided by Interactive Data Corporation.

### Pre-inception Returns

The analysis in this report may be based, in part, on adjusted historical returns for periods prior to the fund's actual inception. These calculated returns reflect the historical performance of the oldest share class of the fund, adjusted to reflect the fees and expenses of this share class. These fees and expenses are referenced in the report's list of holdings and again on the standardized returns page. When pre-inception data is presented in the report, the header at the top of the report will indicate this and the affected data elements will be displayed in italics.

While the inclusion of pre-inception data provides valuable insight into the probable long-term behavior of newer share classes of a fund, investors should be aware that an adjusted historical return can only provide an approximation of that behavior. For example, the fee structures of a retail share class will vary from that of an institutional share class, as retail shares tend to have higher operating expenses and sales charges. These adjusted historical returns are not actual returns. Calculation methodologies utilized by Morningstar may differ from those applied by other entities, including the fund itself.

### Scheduled Portfolio Trailing Returns

Scheduled Portfolios are customized by the user to account for loads, taxes, cash flows and specific investment dates. Scheduled portfolios use the portfolio's investment history to calculate final market values and returns. For scheduled portfolios, both individual holdings and portfolio returns are internal-rate-of-return calculations that reflect the timing and dollar size of all purchases and sales. For stocks and mutual funds, sales charges and tax rates are taken into account as specified by the user (except in the pre-tax returns, which reflect the impact of sales charges but not taxes). Note that in some scheduled portfolio illustrations, dividends and capital gains distributions, if applicable, are reinvested at the end of the month in which they are made at the month-end closing price. This can cause discrepancies between calculated returns and actual investor experience.

The trailing returns for scheduled portfolios commence at the end of the day on the investment start date. All front-load fees and beginning of period asset-based fees are deducted at the start of the day, therefore these fees will not be incorporated within the trailing return time period that matches the whole investment time period. For example, an investor pays \$10,000 for security A with a 5% front-load and generates a 5-year Hypothetical Illustration that shows an end value of \$12,500. Assuming no cash inflows or outflows aside from the initial investment and end value, the whole investment time period return will be 4.56%  $((12,500 / 10,000)^{(1/5)} - 1)$  while the 5-year trailing return will be 5.64%  $((12,500 / 9,500)^{(1/5)} - 1)$ .

### Scheduled Portfolio Returns-Based Performance Data

For scheduled portfolios, the monthly returns used to calculate alphas, betas, R-squareds, standard deviations, Sharpe ratios and best/worst time-period data are internal rates of return.

### Important VA Disclosure for Scheduled Portfolios

For variable annuity products, policy level charges (other than front-end loads, if input by the advisor) are not factored into returns. When withdrawals and liquidations are made, increases in value over the purchase price are taxed at the capital gains rate that is currently in effect. This is not reflective of the actual tax treatment for these products, which requires the entire withdrawal to be taxed at the income tax rate. If adjusted for sales charges and the effects of taxation, the subaccount returns would be reduced.

### Scheduled Portfolio Investment Activity Graph

The historic portfolio values graphed are those used to track the portfolio when calculating returns.

### Unscheduled Portfolio Returns

Monthly total returns for unscheduled portfolios are calculated by applying the ending period holding weightings supplied by the user to an individual holding's monthly returns. When monthly returns are unavailable for a holding (ie. due to it not being in existence during the historical period being reported), the remaining portfolio holdings are re-weighted to maintain consistent proportions. Inception dates are listed in the Disclosure for Standardized and Tax Adjusted Returns. Trailing returns are calculated by geometrically linking these weighted-average monthly returns. Unscheduled portfolio returns thus assume monthly rebalancing. Returns for individual holdings are simple time-weighted trailing returns. Neither portfolio returns nor holding returns are adjusted for loads or taxes, and if they were, the returns stated would be reduced. The returns stated assume the reinvestment of dividends and capital gains. Mutual fund returns include all ongoing fund expenses. VA/VL returns reflect subaccount level fund expenses, including M&E expenses, administration fees, and actual ongoing fund-level expenses.

### Unscheduled Portfolio Investment Activity Graph

The historic performance data graphed is extrapolated from the ending portfolio value based on monthly returns.

### Benchmark Returns

Benchmark returns may or may not be adjusted to reflect ongoing expenses such as sales charges. An investment's portfolio may differ significantly from the securities in the benchmark.

Returns for custom benchmarks are calculated by applying user-supplied weightings to each benchmark's returns every month. Trailing returns are calculated by geometrically linking these weighted-average monthly returns. Custom benchmark returns thus assume monthly rebalancing.

### Standardized Returns

For mutual funds, standardized return is total return adjusted for sales charges, and reflects all ongoing fund expenses. Following this disclosure statement, standardized returns for each portfolio holding are shown.

For money-market mutual funds, standardized return is total return adjusted for sales charges and reflects all ongoing fund expenses. Current 7-day yield more closely reflects the current earnings of the money-market fund than the total return quotation.

For VA subaccounts, standardized return is total return based on the inception date within the separate account and is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administration fees and actual ongoing fund-level expenses.

For ETFs, the standardized returns reflect performance, both at market price and NAV price, without adjusting for the effects of taxation or brokerage commissions. These returns are adjusted to reflect all ongoing ETF expenses and assume reinvestment of dividends and capital gains. If adjusted, the effects of taxation would reduce the performance quoted.

The charges and expenses used in the standardized returns are obtained from the most recent prospectus and/or shareholder report available to Morningstar. For mutual funds and VAs, all dividends and capital gains are assumed to be reinvested. For stocks, stock acquired via divestitures is assumed to be liquidated and reinvested in the original holding.

### Non-Standardized Returns

For mutual funds, total return is not adjusted for sales charges and reflects all ongoing fund expenses for various time periods. These returns assume

reinvestment of dividends and capital gains. If adjusted for sales charges and the effects of taxation, the mutual fund returns would be reduced. Please note these returns can include pre-inception data and if included, this data will be represented in italics.

For money-market funds, total return is not adjusted for sales charges and reflects all ongoing fund expenses for various time periods. These returns assume reinvestment of dividends and capital gains. If adjusted for sales charges and the effects of taxation, the money-market returns would be reduced.

For VA and VL subaccounts, non-standardized returns illustrate performance that is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administrative fees and underlying fund-level expenses for various time periods. Non-standardized performance returns assume reinvestment of dividends and capital gains. If adjusted for the effects of taxation, the subaccount returns would be significantly reduced. Please note these returns can include pre-inception data and if included, this data will be represented in italics.

### Investment Advisory Fees

The investment(s) returns do not necessarily reflect the deduction of all investment advisory fees. Client investment returns will be reduced if additional advisory fees are incurred such as deferred loads, redemption fees, wrap fees, or other account charges.

### Asset Allocation

The weighting of the portfolio in various asset classes, including "Other", is shown in this graph and table. "Other" includes security types that are not neatly classified in the other asset classes, such as convertible bonds and preferred stocks. "Not classified" represents the portion of the portfolio that Morningstar could not classify at all, due to missing data.

In the graph and table, allocation to the classes is shown for long positions, short positions, and net (long positions net of short) positions. These new portfolio statistics help investors look "under the hood" of a portfolio. These statistics summarize what the managers are buying and how they are positioning the portfolio. When short positions are captured in these portfolio statistics, investors get a more robust description of the funds' exposure and risk.

Most managed product portfolios hold fairly conventional securities, such as long positions in stocks and bonds. Other portfolios use other investment strategies or securities, such as short positions or derivatives, to reduce transaction costs, enhance returns, or reduce risk. Some of these securities and strategies behave like conventional securities, while others have unique return and risk characteristics.

Most portfolios take long positions in securities. Long positions involve buying the security outright and then selling it later, with the hope that the security price rises over time. In contrast, short positions are taken to benefit from anticipated price declines. In this type of transaction, the investor borrows the security from another investor, sells it and receives cash, and then is obligated to buy it back at some point in the future. If the price falls after the short sale, the investor will have sold high and can now buy low to close the short position and lock in a profit. However, if the price of the security increases after the short sale, the investor will experience losses by buying it at a higher price than the sale price.

The strategy of selling securities short is prevalent in specialized portfolios, such as long-short, market-neutral, bear-market, and hedge funds. Most

conventional portfolios do not typically short securities, although they may reserve the right to do so under special circumstances. Funds may also short derivatives, and this is sometimes more efficient than shorting individual securities. Short positions produce negative exposure to the security that is being shorted. This means that when the security rises in value, the short position will fall in value and vice versa. Morningstar's portfolio statistics will capture this negative exposure. For example, if a fund has many short stock positions, the percent of assets in stocks in the asset allocation breakdown may be negative. Funds must provide their broker with cash collateral for the short position, so funds that short often have a large cash position, sometimes even exceeding 100% cash.

### Investment Style

The Morningstar Style Box reveals a fund's investment style as of the date noted on this report.

For equity funds, the vertical axis shows the market capitalization of the stocks owned and the horizontal axis shows investment style (value, core, or growth).

For fixed-income funds, the vertical axis shows the credit quality of the bonds owned and the horizontal axis shows interest rate sensitivity as measured by a bond's effective duration.

Morningstar seeks credit rating information from fund companies on a periodic basis (e.g. quarterly). In compiling credit rating information Morningstar accepts credit ratings reported by fund companies that have been issued by all Nationally Recognized Statistical Rating Organizations (NRSROs). For a list of all NRSROs, please visit <http://www.sec.gov/divisions/marketreg/ratingagency.htm>. Additionally, Morningstar accepts foreign credit ratings from widely recognized or registered rating agencies. If two rating organizations/agencies have rated a security, fund companies are to report the lower rating; if three or more organizations/agencies have rated a security, fund companies are to report the median rating, and in cases where there are more than two organization/agency ratings and a median rating does not exist, fund companies are to use the lower of the two middle ratings. PLEASE NOTE: Morningstar, Inc. is not itself an NRSRO nor does it issue a credit rating on the fund. An NRSRO or rating agency ratings can change from time to time.

For credit quality, Morningstar combines the credit rating information provided by the fund companies with an average default rate calculation to come up with a weighted-average credit quality. The weighted-average credit quality is currently a letter that roughly corresponds to the scale used by a leading NRSRO. Bond funds are assigned a style box placement of "low", "medium", or "high" based on their average credit quality. Funds with a low credit quality are those whose weighted-average credit quality is determined to be less than "BBB-"; medium are those less than "AA-", but greater or equal to "BBB-"; and high are those with a weighted-average credit quality of "AA-" or higher. When classifying a bond portfolio, Morningstar first maps the NRSRO credit ratings of the underlying holdings to their respective default rates (as determined by Morningstar's analysis of actual historical default rates). Morningstar then averages these default rates to determine the average default rate for the entire bond fund. Finally, Morningstar maps this average default rate to its corresponding credit rating along a convex curve.

For interest-rate sensitivity, Morningstar obtains from fund companies the average effective duration. Generally, Morningstar classifies a fixed-income fund's interest-rate sensitivity based on the effective duration of the Morningstar Core Bond Index (MCBI), which is currently three years. The classification of Limited will be assigned to those funds whose average effective duration is between 25% to 75% of MCBI's average effective duration; funds whose average effective duration is between 75% to 125% of the MCBI

will be classified as Moderate; and those that are at 125% or greater of the average effective duration of the MCBI will be classified as Extensive.

For municipal bond funds, Morningstar also obtains from fund companies the average effective duration. In these cases static breakpoints are utilized. These breakpoints are as follows: (i) Limited: 4.5 years or less; (ii) Moderate: more than 4.5 years but less than 7 years; and (iii) Extensive: more than 7 years. In addition, for non-US taxable and non-US domiciled fixed income funds static duration breakpoints are used: (i) Limited: less than or equal to 3.5 years; (ii) Moderate: greater than 3.5 and less than equal to 6 years; (iii) Extensive: greater than 6 years.

### Stock Regions

This section provides the allocation of the portfolio's long stock positions to the world regions, in comparison with a benchmark.

### Risk and Return

Standard deviation is a statistical measure of the volatility of a portfolio's returns around its mean.

Mean represents the annualized geometric return for the period shown.

Sharpe ratio uses a portfolio's standard deviation and total return to determine reward per unit of risk.

Alpha measures the difference between a portfolio's actual returns and its expected performance, given its beta and the actual returns of the benchmark index. Alpha is often seen as a measurement of the value added or subtracted by a portfolio's manager.

Beta is a measure of the degree of change in value one can expect in a portfolio given a change in value in a benchmark index. A portfolio with a beta greater than one is generally more volatile than its benchmark index, and a portfolio with a beta of less than one is generally less volatile than its benchmark index.

R-squared reflects the percentage of a portfolio's movements that is explained by movements in its benchmark index, showing the degree of correlation between the portfolio and a benchmark. This figure is also helpful in assessing how likely it is that alpha and beta are statistically significant.

### Portfolio Yield

The dividend yield produced for the most recent 12 months is presented.

### Fundamental Analysis

The below referenced data elements are a weighted average of the long equity holdings in the portfolio.

The median market capitalization of a subaccount's equity portfolio gives you a measure of the size of the companies in which the subaccount invests.

The Price/Cash Flow ratio is a weighted average of the price/cash-flow ratios of the stocks in a subaccounts portfolio. Price/cash-flow shows the ability of a business to generate cash and acts as a gauge of liquidity and solvency.

The Price/Book ratio is a weighted average of the price/book ratios of all the stocks in the underlying fund's portfolio. The P/B ratio of a company is calculated by dividing the market price of its stock by the company's per-share book value. Stocks with negative book values are excluded from this calculation.

The Price/Earnings ratio is calculated by dividing the market value of the equity assets by the trailing 12 month earnings. The 12 month earnings value comes

from multiplying the number of shares and the adjusted trailing 12 months' earnings per share for each equity asset and summing the results.

The Price/Sales ratio is a weighted average of the price/sales ratios of the stocks in the underlying fund's portfolio. The P/S ratio of a stock is calculated by dividing the current price of the stock by its trailing 12 months' revenues per share. In computing the average, Morningstar weights each portfolio holding by the percentage of equity assets it represents.

The return on assets (ROA) is the percentage a company earns on its assets in a given year. The calculation is net income divided by end-of-year total assets, multiplied by 100.

The Return on Equity (ROE) is the percentage a company earns on its shareholders' equity in a given year. The calculation is net income divided by end-of-year net worth, multiplied by 100.

Market Maturity shows the percentage of a holding's long common stocks that are domiciled in developed and emerging markets.

The data elements listed below are a weighted average of the long fixed income holdings in the portfolio.

Average maturity is used for holdings in the taxable fixed-income category. This is a weighted average of all the maturities of the bonds in a portfolio, computed by weighting each maturity date by the market value of the security.

Credit quality breakdowns are shown for corporate-bond holdings and depict the quality of bonds in the underlying portfolio. The report shows the percentage of fixed-income securities that fall within each credit quality rating as assigned by an NRSRO. Bonds not rated by an NRSRO are included in the not rated (NR) category.

Debt as a percentage of capital is calculated by dividing long-term debt by total capitalization (the sum of common equity plus preferred equity plus long-term debt). This figure is not provided for financial companies.

Duration is a time measure of a bond's interest-rate sensitivity.

Net Margin is a measure of profitability. It is equal to annual net income divided by revenues from the same period for the past five fiscal years, multiplied by 100.

Type Weightings divide the stocks in a given holding's portfolio into eight type designations, each of which defines a broad category of investment characteristics. Not all stocks in a given holding's portfolio are assigned a type. These stocks are grouped under NA.

The data elements listed below are a weighted average of the total holdings in the portfolio.

The average expense ratio is the percentage of assets deducted each year for operating expenses, management fees, and all other asset-based costs incurred by the fund, excluding brokerage fees. Please note for mutual funds, variable annuities/life, ETFs and closed-end funds, we use the gross prospectus ratio as provided in the prospectus. Separate accounts and stocks are excluded from the average expense ratio.

Potential capital gains exposure is the percentage of a holding's total assets that represent capital appreciation.

## Investment Risks

**International/Emerging Market Equities:** Investing in international securities involves special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards. Investing in emerging markets may accentuate these risks.

**Sector Strategies:** Portfolios that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

**Non-Diversified Strategies:** Portfolios that invest a significant percentage of assets in a single issuer involve additional risks, including share price fluctuations, because of the increased concentration of investments.

**Small Cap Equities:** Portfolios that invest in stocks of small companies involve additional risks. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies. Historically, smaller-company stocks have experienced a greater degree of market volatility than the overall market average.

**Mid Cap Equities:** Portfolios that invest in companies with market capitalization below \$10 billion involve additional risks. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

**High-Yield Bonds:** Portfolios that invest in lower-rated debt securities (commonly referred to as junk bonds) involve additional risks because of the lower credit quality of the securities in the portfolio. The investor should be aware of the possible higher level of volatility, and increased risk of default.

**Tax-Free Municipal Bonds:** The investor should note that the income from tax-free municipal bond funds may be subject to state and local taxation and the Alternative Minimum Tax.

**Bonds:** Bonds are subject to interest rate risk. As the prevailing level of bond interest rates rise, the value of bonds already held in a portfolio declines. Portfolios that hold bonds are subject to declines and increases in value due to general changes in interest rates.

**HOLDERS:** The investor should note that these are narrow industry-focused products that, if the industry is hit by hard times, will lack diversification and possible loss of investment would be likely. These securities can trade at a discount to market price, ownership is of a fractional share interest, the underlying investments may not be representative of the particular industry, the HOLDER might be delisted from the AMEX if the number of underlying companies drops below nine, and the investor may experience trading halts.

**Hedge Funds:** The investor should note that hedge fund investing involves specialized risks that are dependent upon the type of strategies undertaken by the manager. This can include distressed or event-driven strategies, long/short strategies, using arbitrage (exploiting price inefficiencies), international investing, and use of leverage, options and/or derivatives. Although the goal of hedge fund managers may be to reduce volatility and produce positive absolute return under a variety of market conditions, hedge funds may involve a high degree of risk and are suitable only for investors of substantial financial means who could bear the entire loss of their investment.

**Bank Loan/Senior Debt:** Bank loans and senior loans are impacted by the risks associated with fixed income in general, including interest rate risk and default risk. They are often non-investment grade; therefore, the risk of default is high.

These securities are also relatively illiquid. Managed products that invest in bank loans/senior debt are often highly leveraged, producing a high risk of return volatility.

Exchange Traded Notes (ETNs): ETNs are unsecured debt obligations. Any repayment of notes is subject to the issuer's ability to repay its obligations. ETNs do not typically pay interest.

Leveraged ETFs: Leveraged investments are designed to meet multiples of the return performance of the index they track and seek to meet their fund objectives on a daily basis (or other time period stated within the prospectus objective). The leverage/gearing ratio is the amount of excess return that a leveraged investment is designed to achieve in comparison to its index performance (i.e. 200%, 300%, -200%, or -300% or 2X, 3X, -2X, -3X). Compounding has the ability to affect the performance of the fund to be either greater or less than the index performance multiplied by the multiple stated within the funds objective over a stated time period.

Short Positions: When a short position moves in an unfavorable way, the losses are theoretically unlimited. The broker may demand more collateral and a manager might have to close out a short position at an inopportune time to limit further losses.

Long-Short: Due to the strategies used by long-short funds, which may include but are not limited to leverage, short selling, short-term trading, and investing in derivatives, these funds may have greater risk, volatility, and expenses than those focusing on traditional investment strategies.

Liquidity Risk: Closed-end fund, ETF, and HOLDR trading may be halted due to market conditions, impacting an investor's ability to sell a fund.

Market Price Risk: The market price of ETFs, HOLDRs, and closed-end funds traded on the secondary market is subject to the forces of supply and demand and thus independent of the NAV. This can result in the market price trading at a premium or discount to the NAV, which will affect an investor's value.

Market Risk: The market prices of ETFs and HOLDRs can fluctuate as a result of several factors, such as security-specific factors or general investor sentiment. Therefore, investors should be aware of the prospect of market fluctuations and the impact it may have on the market price.

Target-Date Funds: Target-date funds typically invest in other mutual funds and are designed for investors who are planning to retire during the target date year. The fund's target date is the approximate date when investors expect to begin withdrawing their money. A target-date fund's investment objective/strategy typically becomes more conservative over time, primarily by reducing its allocation to equity mutual funds and increasing its allocations in fixed-income mutual funds. An investor's principal value in a target-date fund is not guaranteed at any time, including at the fund's target date.

High double- and triple-digit returns: High double- and triple-digit returns were the result of extremely favorable market conditions, which may not continue to be the case. High returns for short time periods must not be a major factor when making investment decisions.

This index is composed of the BarCap Government/Credit Index, the Mortgage-Backed Securities Index, and the Asset-Backed Securities Index. The returns we publish for the index are total returns, which includes the daily reinvestment of dividends. The constituents displayed for this index are from the following proxy: iShares Core US Aggregate Bond.

#### **DJ Conservative TR USD**

This risk-based index consists stocks, bonds, and cash and is intended to represent 20% of the risk and return of the 100% Global Portfolio Index.

#### **MSCI EAFE NR USD**

This Europe, Australasia, and Far East index is a market-capitalization-weighted index of 21 non-U.S., industrialized country indexes.

This disclosure applies to all MSCI indices: Certain information included herein is derived by Morningstar in part from MSCI's Index Constituents (the "Index Data"). However, MSCI has not reviewed any information contained herein and does not endorse or express any opinion such information or analysis. MSCI does not make any express or implied warranties, representations or guarantees concerning the Index Data or any information or data derived therefrom, and in no event will MSCI have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) relating to any use of this information.

#### **S&P 500 TR USD**

A market capitalization-weighted index composed of the 500 most widely held stocks whose assets and/or revenues are based in the US; it's often used as a proxy for the stock market. TR (Total Return) indexes include daily reinvestment of dividends. The constituents displayed for this index are from the following proxy: iShares Core S&P 500.

#### **USTREAS T-Bill Auction Ave 3 Mon**

Three-month T-bills are government-backed, short-term investments considered to be risk-free and as good as cash because the maturity is only three months. Morningstar collects yields on the T-bill on a weekly basis from the Wall Street Journal.

## **Benchmark Disclosure**

### **BBgBarc US Agg Bond TR USD**