# Hanseatic Management Services, Inc. Verification Report

June 30, 2017





### **Verification Report**

Board of Directors Hanseatic Management Services, Inc.

We have verified whether Hanseatic Management Services, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017. The Firm's management is responsible for compliance with the GIPS standards and the design of its policies and procedures. Our responsibility is to express an opinion based on our verification. We conducted this verification in accordance with the required verification procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017.

A verification covering the periods from January 1, 2002 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm and does not ensure the accuracy of any specific composite compliant presentation.

ACA Performance Services, LLC

ACA Performance Services, LLC

August 29, 2017

Hanseatic Management Services, Inc. Verification and Large Cap Equity Composite Performance Examination Report

June 30, 2017





### **Verification and Performance Examination Report**

Board of Directors Hanseatic Management Services, Inc.

We have verified whether Hanseatic Management Services, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017. We have also conducted a performance examination of the Firm's Large Cap Equity Composite for the periods from April 1, 2017 through June 30, 2017. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and Large Cap Equity Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017.

A verification covering the periods from January 1, 2002 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the Large Cap Equity Composite and calculated the Large Cap Equity Composite's performance for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards; and
- Prepared and presented the Large Cap Equity Composite's accompanying compliant presentation for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards.

A performance examination of the Firm's Large Cap Equity Composite covering the periods from January 1, 2002 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's Large Cap Equity Composite.

ACA Performance Services, LLC

ACA Performance Services, LLC

August 29, 2017

### HANSEATIC MANAGEMENT SERVICES, INC. LARGE CAP EQUITY COMPOSITE QUARTERLY PERFORMANCE PRESENTATION - PAGE 1 OF 2

Asset-Weighted Performance Gross and Net of Management Fees Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2017	Gross	8.57%	4.33%			13.27%*
	Net	8.47%	4.23%			13.07%*
2016	Gross	(2.40%)	1.34%	5.40%	(0.43%)	3.80%
	Net	(2.48%)	1.25%	5.30%	(0.52%)	3.43%
2015	Gross	6.02%	1.56%	(7.16%)	5.28%	5.27%
	Net	5.92%	1.48%	(7.24%)	5.18%	4.89%
2014	Gross	0.34%	5.01%	0.25%	2.61%	8.38%
	Net	0.27%	4.94%	0.17%	2.53%	8.06%
2013	Gross	15.16%	0.34%	11.99%	8.28%	40.12%
	Net	15.06%	0.25%	11.90%	8.19%	39.63%
2012	Gross	11.81%	(3.69%)	6.83%	(2.12%)	12.60%
	Net	11.71%	(3.78%)	6.75%	(2.20%)	12.22%
2011	Gross	7.84%	(1.87%)	(11.17%)	8.79%	2.27%
	Net	7.74%	(1.96%)	(11.24%)	8.69%	1.90%
2010	Gross	6.32%	(9.01%)	13.14%	12.95%	23.62%
	Net	6.23%	(9.09%)	13.04%	12.85%	23.20%
2009	Gross	(8.52%)	7.39%	18.83%	5.80%	23.51%
	Net	(8.59%)	7.30%	18.73%	5.70%	23.09%
2008	Gross	(9.46%)	7.96%	(18.47%)	(26.30%)	(41.27%)
	Net	(9.54%)	7.86%	(18.54%)	(26.36%)	(41.47%)
2007	Gross	1.44%	9.33%	7.16%	3.50%	23.00%
	Net	1.35%	9.25%	7.06%	3.39%	22.55%

### HANSEATIC MANAGEMENT SERVICES, INC. LARGE CAP EQUITY COMPOSITE QUARTERLY PERFORMANCE PRESENTATION - PAGE 2 OF 2

Asset-Weighted Performance Gross and Net of Management Fees Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2006	Gross	8.52%	(1.64%)	(1.58%)	6.76%	12.16%
	Net	8.43%	(1.71%)	(1.68%)	6.67%	11.78%
2005	Gross	(1.46%)	2.97%	7.83%	3.55%	13.30%
	Net	(1.55%)	2.86%	7.72%	3.46%	12.87%
2004	Gross	2.30%	2.38%	(0.01%)	10.97%	16.22%
	Net	2.19%	2.29%	(0.11%)	10.84%	15.74%
2003	Gross	(0.86%)	13.72%	3.61%	12.97%	31.97%
	Net	(0.97%)	13.61%	3.51%	12.87%	31.45%
2002	Gross	(4.53%)	(8.19%)	(13.06%)	2.85%	(21.62%)
	Net	(4.63%)	(8.28%)	(13.15%)	2.74%	(21.94%)

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm.

<sup>\*</sup> Represents non-annualized partial period performance ending on June 30, 2017.



### Large Cap Equity Composite Annual Disclosure Presentation

				Ar	nual Pe	rforman	ce	3-Year					
	Total Firm	Composite		Res	Results		Benchmark		d. Dev. (	(%)	Composite	Gross	Net
	Assets (USD)	Assets (USD)	Number of	Comp	osite	Retu	ırns	Comp.			Dispersion	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM1	BM2	Gross	BM1	BM2	(%)	vs. BM1	vs. BM1
2017	213	79	Five or Fewer	13.27	13.07	13.99	9.34	10.85	10.87	10.21	N/A <sup>2</sup>	-0.72	-0.92
2016	197	64	Five or Fewer	3.80	3.43	7.08	11.96	11.30	11.15	10.59	N/A <sup>1</sup>	-3.28	-3.65
2015	314	93	Five or Fewer	5.27	4.89	5.67	1.38	11.84	10.70	10.47	N/A <sup>1</sup>	-0.40	-0.78
2014	228	130	Seven	8.38	8.06	13.05	13.69	11.39	9.59	8.97	0.01	-4.67	-4.99
2013	227	130	Six	40.12	39.63	33.48	32.39	12.08	12.18	11.94	0.33	6.64	6.15
2012	264	151	Seven	12.60	12.22	15.26	16.00	14.82	15.66	15.09	0.04	-2.66	-3.04
2011	272	140	Eight	2.27	1.90	2.64	2.11	16.99	17.76	18.70	0.12	-0.37	-0.74
2010	270	114	Five or Fewer	23.62	23.20	16.71	15.06	22.84	22.11	21.85	N/A <sup>1</sup>	6.91	6.49
2009	258	134	Six	23.51	23.09	37.21	26.46	21.10	19.73	19.63	N/A <sup>1</sup>	-13.70	-14.12
2008	236	91	Five or fewer	-41.27	-41.47	-38.44	-37.00	19.02	16.40	15.08	N/A <sup>1</sup>	-2.83	-3.03
2007	245	159	Five or fewer	23.00	22.55	11.81	5.49	11.04	8.54	7.68	N/A <sup>1</sup>	11.18	10.74
2006	201	100	Five or fewer	12.16	11.78	9.07	15.79	10.64	8.31	6.82	N/A <sup>1</sup>	3.09	2.70
2005	250	89	Five or fewer	13.30	12.87	5.26	4.91	11.62	9.53	9.04	N/A <sup>1</sup>	8.04	7.60
2004	232	79	Five or fewer	16.22	15.74	6.30	10.88	14.25	15.44	14.86	N/A <sup>1</sup>	9.92	9.44
2003	216	70	Five or fewer	31.97	31.45	29.75	28.68	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	2.22	1.71
2002	166	31	Five or fewer	-21.62	-21.94	-27.88	-22.10	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	6.26	5.94

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Large Cap Equity composite includes all fully discretionary accounts invested in the Large Cap strategy. The strategy seeks long-term growth of capital. The strategy typically invests in large capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. On April 25, 2017 the composite name was changed to Large Cap Equity. Prior to April 25, 2017 the composite was known as Large Cap Institutional Equity. The benchmarks for the composite are the Russell 1000® Growth Index (BM1) and the S&P 500® Total Return Index (BM2). The results presented for the Gross (and Net) Return vs. BM1 is the difference between the composite annual gross and net returns and BM1. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The Large Cap Equity composite has been examined for the periods January 1, 2002 through June 30, 2017. The verification and performance examination reports are available upon request. The Large Cap Equity composite was created January 1, 2002.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in this composite. Prior to December 1, 2009, firm policy required booking contributions on the first day of the month and withdrawals on the last day of the month for performance purposes unless otherwise instructed. As of December 1, 2009, Hanseatic Management Services, Inc. time-weights all external cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.60% on \$5 to \$10 million, 0.55% on \$10 to \$25 million, 0.50% on \$25 to \$50 million, and 0.45% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. No minimum account size to be included in the composite.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2002-2003 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

Hanseatic Management Services, Inc. Verification and All Cap Growth Equity Composite Performance Examination Report

June 30, 2017





### **Verification and Performance Examination Report**

Board of Directors Hanseatic Management Services, Inc.

We have verified whether Hanseatic Management Services, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017. We have also conducted a performance examination of the Firm's All Cap Growth Equity Composite for the periods from April 1, 2017 through June 30, 2017. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and All Cap Growth Equity Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017.

A verification covering the periods from January 1, 2002 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the All Cap Growth Equity Composite and calculated the All Cap Growth Equity Composite's performance for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards; and
- Prepared and presented the All Cap Growth Equity Composite's accompanying compliant presentation for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards.

A performance examination of the Firm's All Cap Growth Equity Composite covering the periods from June 30, 2012 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's All Cap Growth Equity Composite.

ACA Performance Services, LLC

ACA Performance Services, LLC

August 29, 2017

### HANSEATIC MANAGEMENT SERVICES, INC. ALL CAP GROWTH EQUITY COMPOSITE QUARTERLY PERFORMANCE PRESENTATION

Asset-Weighted Performance Gross and Net of Management Fees Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2017	Gross	8.69%	5.09%			14.22%*
	Net	8.62%	5.00%			14.05%*
2016	Gross	(4.09%)	2.60%	7.26%	(0.42%)	5.10%
	Net	(4.12%)	2.54%	7.21%	(0.48%)	4.90%
2015	Gross	7.87%	1.15%	(7.70%)	0.34%	1.05%
	Net	7.78%	1.10%	(7.75%)	0.29%	0.83%
2014	Gross	0.44%	5.61%	(4.23%)	4.50%	6.16%
	Net	0.29%	5.46%	(4.24%)	4.43%	5.76%
2013	Gross	15.42%	1.97%	14.26%	8.65%	46,10%
	Net	15.26%	1.84%	14.11%	8.49%	45.31%
2012	Gross			5.11%	5.06%	
	Net			5.09%	5.03%	

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm.

<sup>\*</sup> Represents non-annualized partial period performance ending on June 30, 2017.



### All Cap Growth Equity Composite Annual Disclosure Presentation

				Anr	ual Perf	ormance	3-Y	ear			
	Total Firm	Composite		Res	ults	Benchmark	Std. D	ev. (%)		Gross	Net
	Assets	Assets (USD)	Number of	Comp	osite	Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	25	Ten	14.22	14.05	13.69	13.01	11.01	N/A <sup>2</sup>	0.53	0.36
2016	197	33	Seven	5.10	4.90	7.39	13.71	11.34	0.56	-2.29	-2.49
2015	314	88	Twelve	1.05	0.83	5.09	13.79	10.80	0.10	-4.04	-4.26
2014	228	31	Five or Fewer	6.16	5.76	12.44	12.60	9.74	N/A <sup>1</sup>	-6.28	-6.68
2013	227	3.0	Twelve	46.10	45.31	34.23	15.49	12.49	0.29	11.87	11.08
2012	264	1.7	Eight	21.34	21.27	15.21	N/A <sup>2</sup>	N/A <sup>2</sup>	0.10	6.13	6.06
2011	272	1.4	Seven	-1.55	-1.55	2.18	N/A <sup>2</sup>	N/A <sup>2</sup>	0.30	-3.73	-3.73
2010	270	1.0	Five or Fewer								

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The All Cap Growth Equity composite includes all fully discretionary accounts invested in the All Cap Growth strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small, mid and large capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The benchmark for the composite is the Russell 3000® Growth Index. On October 1, 2014 the benchmark was changed to the Russell 3000 Growth benchmark for a more suitable comparison. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The All Cap Growth Equity composite has been examined for the periods June 30, 2012 through June 30, 2017. The verification and performance examination reports are available upon request. The All Cap Growth Equity composite was created on August 1, 2011.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. For the period ending June 30, 2017, non-fee-paying accounts represented 1% of composite assets. For the years ending 2014-2016, non-fee-paying accounts represented less than 1% of composite assets. For the year ending 2013, non-fee-paying accounts represented 42% of the composite assets. For the year ending 2012, non-fee-paying accounts represented 96% of the composite assets. For the years ending 2010-2011, non-fee-paying accounts represented 100% of composite assets. Hanseatic Management Services, Inc. time-weights all external cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.65% on \$5 to \$10 million, 0.60% on \$10 to \$25 million, 0.55% on \$25 to \$50 million, and 0.50% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2010-2012 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite for the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

Hanseatic Management Services, Inc. Verification and Americas Equity Composite Performance Examination Report

June 30, 2017





### **Verification and Performance Examination Report**

Board of Directors Hanseatic Management Services, Inc.

We have verified whether Hanseatic Management Services, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017. We have also conducted a performance examination of the Firm's Americas Equity Composite for the periods from April 1, 2017 through June 30, 2017. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and Americas Equity Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through June 30, 2017; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of June 30, 2017.

A verification covering the periods from January 1, 2002 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the Americas Equity Composite and calculated the Americas Equity Composite's performance for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards; and
- Prepared and presented the Americas Equity Composite's accompanying compliant presentation for the periods from April 1, 2017 through June 30, 2017 in compliance with the GIPS standards.

A performance examination of the Firm's Americas Equity Composite covering the periods from October 1, 2015 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's Americas Equity Composite.

ACA Performance Services, LLC

ACA Performance Services, LLC

August 29, 2017

### HANSEATIC MANAGEMENT SERVICES, INC. AMERICAS EQUITY COMPOSITE QUARTERLY PERFORMANCE PRESENTATION

Asset-Weighted Performance Gross and Net of Management Fees Results have been calculated in U.S. Dollars

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2017	Gross	6.26%	3.59%			10.07%*
	Net	6.19%	3.54%			9.95%*
2016	Gross	(2.46%)	3.31%	4.53%	(0.02%)	5.32%
	Net	(2.53%)	3.24%	4.46%	(0.08%)	5.05%
2015	Gross				2.32%	2.32%**
	Net				2.26%	2.26%**

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm.

<sup>\*</sup> Represents non-annualized partial period performance ending on June 30, 2017.

<sup>\*\*</sup> Represents non-annualized partial period performance beginning on October 1, 2015.



# Americas Equity Composite Annual Disclosure Presentation

				Ann	ual Perf	ormance	ce 3-Year				
	Total Firm	Composite		Res	ults	Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Comp	osite	Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	87	Five or Fewer	10.07	9.95	8.08	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	1.99	1.87
2016	197	80	Five or Fewer	5.32	5.05	10.20	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-4.88	-5.15
2015*	314	75	Five or Fewer	2.32	2.26	5.37	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	-3.05	-3.11

<sup>\*</sup>Inception date of the Americas Equity composite is October 1, 2015.

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Americas Equity composite includes all fully discretionary accounts invested in the Americas strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small, mid and large capitalization stocks which have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The investable universe primarily includes stocks selected from the Russell 3000 Index, the MSCI Americas and/or the FTSE All World Index. The Americas strategy focuses on stocks located in the United States, Canada, Brazil, Chile, Colombia, Mexico and Peru. The benchmark for the composite is the MSCI Americas. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The Americas Equity Composite has been examined for the periods October 1, 2015 through June 30, 2017. The verification and performance reports are available upon request. The Americas Equity Composite was created October 1, 2015.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in the composite. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.70% on \$5 to \$10 million, 0.65% on \$10 to \$25 million, 0.60% on \$25 to \$50 million, and 0.55% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$100,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2015 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



# Mid Cap Equity Composite Annual Disclosure Presentation

				Ann	ual Perf	ormance	3-Year				
	Total Firm	Composite		Res	ults	Benchmark	Std. D	ev. (%)		Gross	Net
	Assets	Assets (USD)	Number of	Comp	osite	Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	2.4	Thirteen	9.40	8.94	11.40	11.55	11.55	N/A <sup>2</sup>	-2.00	-2.46
2016	197	2.2	Thirteen	2.26	1.39	7.33	N/A <sup>2</sup>	N/A <sup>2</sup>	0.08	-5.07	-5.94
2015	314	3.7	Eighteen	5.52	4.72	-0.20	N/A <sup>2</sup>	N/A <sup>2</sup>	0.55	5.72	4.92
2014*	228	4.2	Seventeen	-4.10	-4.48	5.07	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	-9.17	-9.55

<sup>\*</sup>Inception date of the Mid Cap Equity composite is July 1, 2014.

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Mid Cap Equity composite includes all fully discretionary accounts invested in the Mid Cap strategy. The strategy seeks long-term growth of capital. The strategy typically invests in medium capitalization stocks, between \$2 and \$10 billion, which have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The benchmark for the composite is the Russell Midcap® Growth Index. On April 1, 2015 the benchmark was changed to the Russell Midcap® Growth Index to provide a more suitable comparison. The S&P 400® Total Return was shown in presentations prior to April 1, 2015. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The Mid Cap Equity composite has been examined for the periods July 1, 2014 through June 30, 2016. The verification and performance reports are available upon request. The Mid Cap Equity composite was created July 1, 2014.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in this composite. Hanseatic Management Services, Inc. time-weights all external cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.75% on \$5 to \$10 million, 0.70% on \$10 to \$25 million, 0.65% on \$25 to \$50 million, and 0.60% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2014-2015 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standards deviation calculated for the accounts in the composite for the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



### Growth & Income Equity Composite Annual Disclosure Presentation

				Ann	ual Perf	ormance	3-Y	ear			
	Total Firm	Composite		Res	ults	Benchmark	Std. D	ev. (%)		Gross	Net
	Assets	Assets (USD)	Number of	Comp	osite	Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	2.7	Eight	6.85	6.54	9.34	8.88	10.21	N/A <sup>2</sup>	-2.49	-2.80
2016	197	2.3	Seven	9.71	9.01	11.96	9.45	10.59	0.08	-2.25	-2.95
2015	314	1.2	Six	-2.05	-2.59	1.38	11.49	10.47	0.27	-3.44	-3.98
2014	228	1.8	Eight	6.41	5.82	13.69	10.56	8.97	N/A <sup>1</sup>	-7.28	-7.87
2013	227	1.1	Five or Fewer	33.48	32.90	32.39	9.72	11.94	N/A <sup>1</sup>	1.09	0.51
2012	264	0.4	Five or Fewer	10.10	10.10	16.00	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-5.90	-5.90
2011	272	0.4	Five or Fewer	6.81	6.81	2.11	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	4.70	4.70
2010	270	0.3	Five or Fewer								

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Growth & Income Equity composite includes all fully discretionary accounts invested in the Growth & Income strategy. The strategy seeks income and capital appreciation via a portfolio of companies that have the ability and willingness to pay dividends. The strategy typically invests in small, mid and large capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The benchmark for the composite is the S&P 500® Total Return Index. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017. The verification reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The Growth & Income Equity Composite was created August 1, 2011.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. For the period ending March 31, 2017, zero (0) non-fee-paying accounts are represented in the composite. For the years ending 2014-2016, zero (0) non-fee-paying accounts are represented in the composite. For the year ending 2013, non-fee-paying accounts represented 58% of the composite assets. For the years ending 2010-2012, non-fee-paying accounts represented 100% of the composite assets. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.60% on \$5 to \$10 million, 0.55% on \$10 to \$25 million, 0.50% on \$25 to \$50 million, and 0.45% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2010-2012 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



### Latin America Equity Composite Annual Disclosure Presentation

				Ann	ual Perf	ormance 3-Year		ear			
	Total Firm	Composite		Res	ults	Benchmark	Std. D	ev. (%)		Gross	Net
	Assets	Assets (USD)	Number of	Comp	osite	Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	0.50	Five or fewer	7.32	7.00	11.30	16.85	25.41	N/A <sup>2</sup>	-3.98	-4.30
2016	197	0.37	Five or fewer	27.58	26.81	31.52	17.56	26.08	N/A <sup>1</sup>	-3.94	-4.71
2015	314	0.29	Five or fewer	-1.59	-2.13	-31.38	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	29.78	29.24
2014	228	0.36	Five or fewer	-7.91	-8.25	-12.65	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	4.74	4.40

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Latin America Equity composite includes all fully discretionary accounts invested in the Latin America strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small, mid and large capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The benchmark for the composite is the Russell Latin America Index. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017. The verification reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The Latin America Equity composite was created on July 1, 2014.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

For the periods January 1, 2014 to June 30, 2014, the Portfolio Managers were dually employed by both Hanseatic Management Services, Inc. and a prior firm. During this time, the Portfolio Managers were the only individuals responsible for selecting securities to buy and sell. Such performance should not be interpreted as the actual historical performance of Hanseatic Management Services, Inc. A review of this track record for compliance with respect to portability requirements of the GIPS standards was conducted by Ashland Partners & Company LLP for the periods January 1, 2014 to June 30, 2014.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in this composite. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.90% on \$5 to \$10 million, 0.85% on \$10 to \$25 million, 0.80% on \$25 to \$50 million, and 0.75% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. No minimum account size to be included in the composite.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2014-2015 because there is not 36 consecutive calendar months of performance.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



# Small Cap Equity Composite Annual Disclosure Presentation

				Ann	ual Perf	ormance	ce 3-Year				
	Total Firm	Composite		Res	ults	Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Composite		Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	0.10	Five or Fewer	10.59	10.55	9.97	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.62	0.58
2016	197	0.09	Five or Fewer	5.50	5.43	11.32	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-5.82	-5.89
2015*	314	0.09	Five or Fewer	-13.00	-13.03	-9.31	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-3.69	-3.72

<sup>\*</sup>Inception date of the Small Cap Equity composite is July 1, 2015.

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The Small Cap Equity composite includes all fully discretionary accounts invested in the Small Cap Equity strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small capitalization stocks which have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The benchmark for the composite is the Russell 2000® Growth Return Index. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017. The verification reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The Small Cap Equity Composite was created July 1, 2015.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in the composite. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For insitutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.95% on \$5 to \$10 million, 0.90% on \$10 to \$25 million, 0.85% on \$25 to \$50 million, and 0.80% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2015 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



# SMID Cap Equity Composite Annual Disclosure Presentation

				Anr	ual Perf	ormance 3-Year		ear			
	Total Firm	Composite		Res	ults	Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Composite		Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	0.20	Five or Fewer	8.36	8.11	10.63	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	-2.27	-2.52
2016	197	0.15	Five or Fewer	5.95	5.27	9.73	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-3.78	-4.46
2015*	314	0.20	Five or Fewer	-7.68	-7.90	-7.66	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>1</sup>	-0.02	-0.24

<sup>\*</sup>Inception date of the SMID Cap Equity composite is July 1, 2015.

#### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The SMID Cap Equity composite includes all fully discretionary accounts invested in the SMID Cap Equity strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small and medium capitalization stocks which have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The benchmark for the composite is the Russell 2500™ Growth Return Index. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017. The verification reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The SMID Cap Equity Composite was created July 1, 2015.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in the composite. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.85% on \$5 to \$10 million, 0.80% on \$10 to \$25 million, 0.75% on \$25 to \$50 million, and 0.70% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2015 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



# All Cap Growth Concentrated Equity Composite Annual Disclosure Presentation

				Annual Performance			3-Year				
	Total Firm	Composite		Results		Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Composite		Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017	213	0.80	Five or Fewer	14.95	14.69	13.69	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	1.26	1.00
2016*	197	0.65	Five or Fewer	12.55	12.42	6.18	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	6.37	6.24

<sup>\*</sup>Inception date of the All Cap Growth Concentrated Equity composite is July 1, 2016.

### Year 2017 performance data covers January 1, 2017 through June 30, 2017.

The All Cap Growth Concentrated Equity composite includes all fully discretionary accounts invested in the All Cap Growth Concentrated strategy. The strategy seeks long-term growth of capital. The strategy typically invests in small, mid and large capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy is concentrated, non-diversified, and may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The benchmark for the composite is the Russell 3000 Growth Index. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

Hanseatic Management Services, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Hanseatic Management Services, Inc. has been independently verified by Ashland Partners and Company LLP for the periods January 1, 2002 through March 31, 2017 and by ACA Compliance Group for the period April 1, 2017 through June 30, 2017. The verification reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. All Cap Growth Concentrated Equity composite was created July 1, 2016.

Hanseatic Management Services, Inc. is an independent registered investment adviser. Total firm assets include all discretionary and non-discretionary accounts for which Hanseatic Management Services, Inc. has an investment management agreement. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. No non-fee-paying accounts are included in the composite. Hanseatic Management Services, Inc. time-weights all cash flows on the day the cash flows actually occur for institutional clients and the day of notification for private clients. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. Past performance is not indicative of future results.

Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.85% on \$5 to \$10 million, 0.80% on \$10 to \$25 million, 0.75% on \$25 to \$50 million, and 0.70% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$100,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2016 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

- N/A1 Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.
- N/A2 Information is not statistically meaningful due to an insufficient period of time.



## Developed Markets Equity Composite Annual Disclosure Presentation

				Anr	nual Perf	ormance	3-Year				
	Total Firm	Composite		Results		Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Composite		Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017*	213	0.10	Five or Fewer	5.33	5.32	5.03	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.30	0.29

<sup>\*</sup>Inception date of the Developed Markets Equity composite is April 1, 2017.

#### Year 2017 data covers January 1, 2017 through June 30, 2017

The Developed Markets Equity composite includes all fully discretionary accounts invested in the Developed Markets strategy. The strategy seeks long-term growth of capital. The strategy typically invests in large, mid and small capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The investable universe includes stocks selected from a broad range of companies in Europe, Australia, Asia, and the Far East from the MSCI EAFE, an index primarily composed of large-and mid-capitalization developed market equities, excluding the U.S. and Canada. There is no maximum cash constraint for the strategy. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

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Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The Developed Markets Equity Composite was created April 1, 2017

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Returns are presented gross and net of management fees, management fees payable, and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional clients, the investment management fee schedule for the composite is 1.00% on \$1 to \$5 million, 0.90% on \$5 to \$10 million, 0.85% on \$10 to \$25 million, 0.80% on \$25 to \$50 million, and 0.75% on amounts greater than \$50 million. For private clients, the investment management fee schedule for the composite is 1.25% on \$0 to \$1 million, 1.00% on \$1 to \$2.5 million, 0.80% on \$2.5 to 5 million, and 0.60% on amounts greater than \$5 million. Actual investment advisory fees incurred by clients may vary. Minimum account size to be included in the composite is \$50,000.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2017 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.



# International Equity Composite Annual Disclosure Presentation

				Anr	nual Perf	ormance	3-Year				
	Total Firm	Composite		Results		Benchmark	Std. Dev. (%)			Gross	Net
	Assets	Assets (USD)	Number of	Composite		Returns	Comp.		Composite	Return	Return
Year	(millions)	(millions)	Accounts	Gross	Net	BM	Gross	BM	Dispersion	vs. BM	vs. BM
2017*	213	0.10	Five or Fewer	2.04	2.02	4.80	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	-2.76	-2.78

<sup>\*</sup>Inception date of the International Equity composite is April 1, 2017.

#### Year 2017 data covers January 1, 2017 through June 30, 2017

The International Equity composite includes all fully discretionary accounts invested in the International strategy. The strategy seeks long-term growth of capital. The strategy typically invests in large, mid and small capitalization stocks that have optimal risk/return profiles according to their Q Score. The proprietary Hanseatic Q Score is a dynamic quantitative analytic for identifying strong market performers. The strategy may comprise companies of any size, from large, well-established firms to small, emerging growth franchises. The investable universe includes stocks selected from a broad range of international developed and emerging market companies from the MSCI ACWI ex U.S., an index primarily composed of large-and mid-capitalization non-U.S. equities. There is no maximum cash constraint for the strategy. The results presented for the Gross (and Net) Return vs. BM is the difference between the composite annual gross and net returns and BM. The base currency is US Dollars.

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Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation. The International Equity Composite was created April 1, 2017.

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The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2017 because there is not 36 consecutive calendar months of performance. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

N/A1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.