## MERCER

777 South Figueroa Street, Suite 1900 Los Angeles, CA 90017 213 346 2465 devon.muir@mercer.com www.mercer.com

## Memo

То:	Board of Deferred Compensation Administration
Date:	April 7, 2011
From:	Devon Muir, CFA
Subject:	Follow-up to request for clarification of Mercer 4th Quarter 2010 performance report
Сору:	Staff

This correspondence serves as follow up on the items raised by the Board at the March meeting.

- Mid Cap peer universe median inconsistency: In the report, we incorrectly benchmarked the Vanguard Mid Cap Index Fund against the Mercer Institutional US Equity Mid Cap Core Universe, a universe comprising gross-of-fees performance for institutional product (i.e., non-mutual funds). The correct universe should have been the same one used for the Lazard US Equity Mid Cap Portfolio Institutional, the Mercer Mutual Fund US Equity Mid Cap Core Universe. We have corrected the performance table and have included it as an addendum to this memo.
- 2) Investment Expense Analysis amendment: It was noted at the meeting that our summary expense table did not "net out" revenue sharing recovered by Great-West and rebated back to participants. It also did not account for the per-head charge assessed to participants by Great-West for Plan administrative costs. The result was a slight overstatement in the actual "all-in" cost to participants since revenue sharing received is in excess of Plan administrative costs. We have updated our expense table to include these items, and it also is in the addendum. The result is a reduction in the overall Plan cost figure from approximately 0.31% to 0.29%.
- 3) 5-year performance dispersion between the Profile Portfolios ("Profiles") and their indices: For the 5-year period in our performance report, "actual" performance was overstated due to a data entry error. We have rectified this error in our database, and the addendum reflects accurate 5-year performance of the Profiles.
- 4) Rationale for inclusion of the Current Allocation Hypothetical benchmark ("Hypothetical Benchmark"): At the meeting, there was some discussion about the function of the Hypothetical Benchmark. The Hypothetical Benchmark represents the performance of an entirely passive portfolio allocated according to the current asset allocation targets. The only difference between the Hypothetical Benchmark and the Custom Index is that the Hypothetical Benchmark incorporates the mid cap allocation back to the inception of

its track record, while the Custom Index adds the mid cap index allocation effective June 1, 2009, when the asset class was added to the Profiles. We believe the usefulness of the Hypothetical Benchmark is questionable from a benchmarking standpoint, and we recommend discontinuing its use in future performance reports in order to simplify oversight of the Profiles.

5) *Projected expenses of the new investment option line-up:* The Board directed Mercer to provide illustration on what the investment fees for the new investment menu would be like. We provide our analysis as a separate addendum to this memo.

Addendum 1:

Fourth Quarter 2010 Defined Contribution Performance and Investment Expense Summary (Amended) Fourth Quarter 2010

# Defined Contribution Performance and Investment Expense Summary (Amended)

City of Los Angeles City of Los Angeles Deferred Compensation Plan

## MERCER

All services provided by Mercer Investment Consulting, Inc.

## **Summary – Performance Summary**

## Periods ending December 31, 2010

### **Cash Equivalents**

	Market Value	% of Plan	Recommend
Washington Mutual (Chase) Liquid Savings Account	\$293,350,557	9.3%	Retention
Washington Mutual (Chase) CD's	\$17,777,239	0.6%	Retention

## **Stable Value**

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend
Deferred Compensation Stable Value Fund (Net) <sup>1</sup>	\$683,402,620	21.7%	0.9%	3.7%	3.7%	4.2%	4.4%	
3 Yr Constant Maturity Treasury Index + 50 bps			0.3%	1.6%	1.6%	2.1%	3.3%	
iMoneyNet All Taxable+100bps			0.3%	1.0%	1.0%	1.8%	3.3%	Retention
Mercer Stable Value Universe Median			0.9%	3.5%	3.5%	3.9%	4.3%	
Fund Rank in Universe			39	44	44	29	33	

## **Domestic Fixed**

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend
Vanguard Total Bond Market Index Fund Inst Plus	\$71,417,287	2.3%	-1.3%	6.6%	6.6%	6.0%	5.9%	
Barclays Capital US Aggregate			-1.3%	6.6%	6.6%	5.9%	5.8%	Retention
Mercer Mutual Fund US Fixed Core Universe Median			-0.7%	7.1%	7.1%	5.6%	5.3%	
Fund Rank in Universe			81	66	66	39	32	
PIMCO Total Return Fund Institutional	\$111,548,207	3.5%	-0.9%	8.8%	8.8%	9.1%	8.1%	
Barclays Capital US Aggregate			-1.3%	6.6%	6.6%	5.9%	5.8%	Detention
Mercer Mutual Fund US Fixed Core Universe Median			-0.7%	7.1%	7.1%	5.6%	5.3%	Retention
Fund Rank in Universe			62	24	24	3	2	

<sup>1</sup> The inception date of Galliard Stable Value fund is July 1, 2008. Returns prior to the inception date are linked to the Wells Fargo Stable Return fund.

2

## Lifecycle<sup>1</sup>

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend
Ultra Conservative	\$14,603,031	0.5%	1.2%	7.1%	7.1%	NA	NA	
Ultra Conservative (Current Allocation – Hypothetical)			1.3%	7.3%	7.3%	4.5%	5.3%	Retention
Ultra Conservative Profile Custom Index <sup>1</sup>			1.0%	6.5%	6.5%	3.7%	4.8%	
Conservative Profile	\$38,037,173	1.2%	3.0%	9.4%	9.4%	3.2%	4.9%	
Conservative Profile (Current Allocation – Hypothetical)			3.1%	9.8%	9.8%	3.4%	5.2%	Retention
Conservative Profile Custom Index <sup>2</sup>			3.0%	9.4%	9.4%	3.0%	4.8%	
Moderate Profile	\$134,761,416	4.3%	6.3%	12.6%	12.6%	1.5%	4.5%	
Moderate Profile (Current Allocation – Hypothetical)			6.3%	13.0%	13.0%	1.7%	4.7%	Retention
Moderate Profile Custom Index <sup>3</sup>			6.2%	12.7%	12.7%	1.4%	4.4%	
Aggressive Profile	\$113,266,956	3.6%	8.1%	14.7%	14.7%	-0.4%	3.8%	
Aggressive Profile (Current Allocation – Hypothetical)			8.2%	15.0%	15.0%	0.5%	4.3%	Retention
Aggressive Profile Custom Index <sup>4</sup>			8.2%	14.9%	14.9%	-0.4%	3.8%	
Ultra Aggressive Profile	\$22,716,663	0.7%	10.0%	16.9%	16.9%	NA	NA	
Ultra Aggressive Profile (Current Allocation – Hypothetical)			10.2%	16.9%	16.9%	-0.8%	3.9%	Retention
Ultra Aggressive Profile Custom Index <sup>5</sup>			10.2%	17.0%	17.0%	-2.5%	3.0%	

<sup>&</sup>lt;sup>1</sup> Allocation to the profile funds changed June 1, 2009 with the inclusion of a US mid cap equity component. Hypothetical performance of the profile funds using the allocation adopted June 1, 2009, for periods before June 1, 2009 is shown at the request of the Board for comparison purposes. The hypothetical performance may not match actual historical performance for periods after June 1, 2009 because of rounding differences or changes in performance share class.

<sup>&</sup>lt;sup>1</sup> For periods after June 1, 2009, the following composite index is used: 35.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 50.0% Barclays Capital US Aggregate Index / 5% S&P 500 Index / 2.5% MSCI US Mid Cap 450 Index/ 2.5% Russell 2000 Index / 5% MSCI EAFE (NWHT) Index. Prior to June 1, 2009, the following composite index is used: 35.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 50.0% Barclays Capital US Aggregate Index / 5.0% S&P 500 Index / 5.0% Russell 2000 Index / 5.0% MSCI EAFE (NWHT) Index. Prior to June 1, 2009, the following composite index is used: 35.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 50.0% Barclays Capital US Aggregate Index / 5.0% S&P 500 Index / 5.0% Russell 2000 Index / 5.0% MSCI EAFE (NWHT) Index.

<sup>&</sup>lt;sup>2</sup> For periods after June 1, 2009, the following composite index is used: 15.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 50.0% Barclays Capital US Aggregate Index / 12.5% S&P 500 Index / 5% MSCI US Mid Cap 450 Index/ 5.0% Russell 2000 Index / 12.5% MSCI EAFE (NWHT) Index. Prior to June 1, 2009, the following composite index is used: 15.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 50% Barclays Capital US Aggregate Index / 25% S&P 500 Index / 5% Russell 2000 Index / 5% MSCI EAFE (NWHT) Index.

<sup>&</sup>lt;sup>3</sup> For periods after June 1, 2009, the following composite index is used: 10.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 30.0% Barclays Capital US Aggregate Index / 25.0% S&P 500 Index / 10.0% MSCI US Mid Cap 450 Index / 10.0% Russell 2000 Index / 15.0% MSCI EAFE (NWHT) Index. Prior to June 1, 2009, the following composite index is used: 5.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 35.0% Barclays Capital US Aggregate Index / 40.0% S&P 500 Index / 10.0% Russell 2000 Index / 10.0% MSCI EAFE (NWHT) Index.

<sup>&</sup>lt;sup>4</sup> For periods after June 1, 2009, the following composite index is used: 5.0% 3 Yr Constant Maturity Treasury Index + 50 bps/ 20.0% Barclays Capital US Aggregate Index / 25.0% S&P 500 Index / 15.0% MSCI US Mid Cap 450 Index/ 15.0% Russell 2000 Index / 20.0% MSCI EAFE (NWHT) Index. For periods prior to June 1, 2009, the following composite index is used: 20% Barclays Capital US Aggregate Index / 50% S&P 500 Index / 15% Russell 2000 Index / 15% MSCI EAFE (NWHT) Index.

<sup>&</sup>lt;sup>5</sup> For periods after June 1, 2009, the following composite index is used: 10.0% Barclays Capital US Aggregate Index / 25.0% S&P 500 Index / 20.0% MSCI US Mid Cap 450 Index/ 20.0% Russell 2000 Index / 25.0% MSCI EAFE (NWHT) Index. For periods prior to June 1, 2009, the following composite index is used: 60.0% S&P 500 Index / 20.0% Russell 2000 Index / 20.0% MSCI EAFE (NWHT) Index.

Fund: Outperformed Index Underperformed Index Matched or Tracked Within Fees Universe Ranking: 0% - 25% 25% - 50% 50% - 75% 75% - 100%

## **Domestic Equity**

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend	
American Funds Investment Co of America A	\$145,219,177	4.6%	8.7%	10.9%	10.9%	-2.7%	2.5%		
Russell 1000 Value			10.5%	15.5%	15.5%	-4.4%	1.3%	Retention	
Mercer Mutual Fund US Equity Large Cap Value Universe Median			10.6%	13.2%	13.2%	-3.9%	1.5%	Retention	
Fund Rank in Universe			90	84	84	25	25		
Vanguard Institutional Index Fund Inst Plus	\$439,440,096	13.9%	10.8%	15.1%	15.1%	-2.8%	2.3%		
S&P 500			10.8%	15.1%	15.1%	-2.9%	2.3%	Detention	
Mercer Mutual Fund US Equity Large Cap Core Universe Median			10.5%	13.1%	13.1%	-2.9%	2.2%	Retention	
Fund Rank in Universe			42	21	21	48	45		
Hartford Capital Appreciation HLS IA	\$297,881,205	9.4%	13.0%	16.5%	16.5%	-2.6%	4.7%		
S&P 500			10.8%	15.1%	15.1%	-2.9%	2.3%		
Mercer Mutual Fund US Equity Large Cap Core Universe Median			10.5%	13.1%	13.1%	-2.9%	2.2%	Retention	
Fund Rank in Universe			6	9	9	46	8		
American Funds Growth Fund of America A	\$238,888,503	7.6%	10.3%	12.3%	12.3%	-2.7%	2.5%		
Russell 1000 Growth			11.8%	16.7%	16.7%	-0.5%	3.8%	Monitor	
Mercer Mutual Fund US Eq Large Cap Growth Universe Median			11.8%	15.3%	15.3%	-2.2%	2.5%	Monitor	
Fund Rank in Universe			78	73	73	59	52		
Vanguard Mid-Cap Index Fund Institutional <sup>1</sup>	\$35,099,532	1.1%	13.6%	25.7%	25.7%	0.9%	4.4%		
Vanguard Spliced Mid Cap Index			13.6%	25.7%	25.7%	0.9%	4.4%	Retention	
Mercer Mutual Fund US Equity Mid Cap Core Universe Median			13.3%	23.4%	23.4%	0.8%	4.0%	Retention	
Fund Rank in Universe			44	20	20	45	44		
Lazard US Mid Cap Equity Portfolio Institutional	\$30,253,236	1.0%	11.4%	23.4%	23.4%	1.8%	3.3%		
Russell Midcap			13.1%	25.5%	25.5%	1.1%	4.7%	Terminate	
Mercer Mutual Fund US Equity Mid Cap Core Universe Median			13.3%	23.4%	23.4%	0.8%	4.0%		
Fund Rank in Universe			87	49	49	36	63		

<sup>&</sup>lt;sup>1</sup> S&P MidCap 400 Index through May 16, 2003; MSCI US Mid Cap 450 Index thereafter.

#### **Defined Contribution Performance Evaluation Report**

City of Los Angeles - City of Los Angeles Deferred Compensation Plan

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend
SSgA Russell Small Cap Index Non-Lending Series Fund	\$122,152,227	3.9%	16.2%	26.6%	26.6%	2.0%	4.2%	
Russell 2000			16.3%	26.9%	26.9%	2.2%	4.5%	Betention
Mercer Mutual Fund US Equity Small Cap Core Universe Median			15.8%	25.6%	25.6%	2.0%	4.2%	Retention
Fund Rank in Universe			43	41	41	49	51	

## International Equity

	Market Value	% of Plan	3 Months	YTD	1 Year	3 Years	5 Years	Recommend
DWS EAFE Equity Index Fund Institutional <sup>1</sup>	\$33,555,758	1.1%	6.2%	7.7%	7.7%	-7.1%	2.2%	
MSCI EAFE NET WHT			6.6%	7.8%	7.8%	-7.0%	2.5%	Retention
Mercer Mutual Fund Intl Equity Universe Median			7.4%	11.5%	11.5%	-6.0%	3.4%	
Fund Rank in Universe			80	78	78	65	69	
Fidelity Diversified International Fund	\$148,931,341	4.7%	8.3%	9.7%	9.7%	-7.5%	2.4%	
MSCI EAFE NET WHT			6.6%	7.8%	7.8%	-7.0%	2.5%	Manitan
Mercer Mutual Fund Intl Equity Universe Median			7.4%	11.5%	11.5%	-6.0%	3.4%	Monitor
Fund Rank in Universe			32	64	64	68	65	

### **Brokerage Window**

	Market Value	% of Plan
Schwab PCRA Self-Directed Brokerage Account Option	\$162,558,687	5.2%

<sup>&</sup>lt;sup>1</sup> DWS EAFE Equity Index may not track the index because the manager uses fair-value pricing in the calculation of the fund's NAV, while the MSCI EAFE Index uses the closing prices of the securities in their local markets.

## Performance of New DCP Investment Menu Composite Benchmarks

## Periods ending December 31, 2010

	3 Months	YTD	1 Year	3 Years	5 Years
DCP Bond Fund Index (100% BC Aggregate Bond Index)	-1.3%	6.6%	6.6%	5.9%	5.8%
DCP Large-Cap Stock Fund Index (100% S&P 500 Index)	10.8%	15.1%	15.1%	-2.9%	2.3%
DCP Mid-Cap Stock Fund Composite Index	13.1%	25.5%	25.5%	1.1%	4.6%
Russell Midcap Index (50%)	13.1%	25.5%	25.5%	1.0%	4.7%
Russell Midcap Value Index (25%)	12.2%	24.8%	24.8%	1.0%	4.1%
Russell Midcap Growth Index (25%)	14.0%	26.4%	26.4%	1.0%	4.9%
DCP Small-Cap Stock Fund Composite Index	16.2%	26.8%	26.8%	2.3%	4.5%
Russell 2000 Index (34%)	16.3%	26.9%	26.9%	2.2%	4.5%
Russell 2000 Value Index (33%)	15.4%	24.5%	24.5%	2.2%	3.5%
Russell 2000 Growth Index (33%)	17.1%	29.1%	29.1%	2.2%	5.3%
DCP International Fund Composite Index	7.8%	12.3%	12.3%	-4.7%	4.5%
MSCI EAFE Index (65%)	6.7%	7.8%	7.8%	-7.0%	2.5%
MSCI EM Index (17.5%)	7.8%	19.6%	19.6%	0.1%	13.2%
MSCI EAFE Small Cap Index (17.5%)	11.8%	22.1%	22.1%	-1.7%	2.8%

## **Summary – Investment Expense Analysis**

Fund	Style	Fund Balance	Estimated Fund Expense	Fund Expense Ratio	Median Net Expense Ratio	Net Expense Diff.	Revenue Sharing	(Net of Revenue Sharing) Expense Ratio
Deferred Compensation Stable Value Fund (Net)	Stable Value	\$683,402,620	\$615,062	0.09%**	0.30%	-0.21%	0.00%	0.09%
Vanguard Total Bond Market Index Fund Inst Plus	US Fixed	\$71,417,287	\$35,709	0.05%	0.24%	-0.19%	0.00%	0.05%
PIMCO Total Return Fund Institutional	US Fixed	\$111,548,207	\$524,277	0.47%	0.57%	-0.10%	0.00%	0.47%
Ultra Conservative	Lifecycle	\$14,603,031	\$13,143	0.09%	0.85%	-0.76%	0.00%	0.09%
Conservative Profile	Lifecycle	\$38,037,173	\$41,841	0.11%	0.85%	-0.74%	0.00%	0.11%
Moderate Profile	Lifecycle	\$134,761,416	\$161,714	0.12%	0.92%	-0.80%	0.00%	0.12%
Aggressive Profile	Lifecycle	\$113,266,956	\$158,574	0.14%	0.97%	-0.83%	0.00%	0.14%
Ultra Aggressive Profile	Lifecycle	\$22,716,663	\$38,618	0.17%	0.97%	-0.80%	0.00%	0.17%
American Funds Investment Co of America A	US Large Cap Equity	\$145,219,177	\$958,447	0.66%	0.80%	-0.14%	0.30%	0.36%
Vanguard Institutional Index Fund Inst Plus	US Large Cap Equity	\$439,440,096	\$109,860	0.025%	0.21%	-0.19%	0.00%	0.03%
Hartford Capital Appreciation HLS IA	US Large Cap Equity	\$297,881,205	\$1,995,804	0.67%	0.82%	-0.15%	0.15%	0.52%
American Funds Growth Fund of America A	US Large Cap Equity	\$238,888,503	\$1,648,331	0.69%	0.90%	-0.21%	0.30%	0.39%
Vanguard Mid-Cap Index Fund Institutional	US Mid Cap Equity	\$35,099,532	\$28,080	0.08%	0.30%	-0.22%	0.00%	0.08%
Lazard US Mid Cap Equity Portfolio Institutional	US Mid Cap Equity	\$30,253,236	\$275,304	0.91%	0.98%	-0.07%	0.10%	0.81%
SSgA Russell Small Cap Index Non-Lending Series	US Small Cap Equity	\$122,152,227	\$73,291	0.06%	0.30%	-0.24%	0.00%	0.06%
DWS EAFE Equity Index Fund Institutional	International Equity	\$33,555,758	\$174,490	0.52%	0.48%	0.04%	0.00%	0.52%
Fidelity Diversified International Fund	International Equity	\$148,931,341	\$1,429,741	0.96%	1.07%	-0.11%	0.25%	0.71%
Total <sup>™</sup>		\$2,681,174,428	\$8,282,285	0.31%	0.56%	-0.25%	0.07%	0.29%****

Median institutional share class net expense ratio as defined by the respective Mercer Mutual Fund Universe and Lipper institutional share class categorizations. Median stable value management fee derived by screening Mercer's proprietary Global Investment Manager Database (GIMD) for stable value fund fees. Profile funds are compared to the median institutional expense ratio of the corresponding Mercer Mutual Fund Target Risk universe.

Management fee. Total excludes assets in the FDIC Insured Savings Account Option, Washington Mutual (Chase) CD options and Schwab PCRA Self-Directed Brokerage Account.

<sup>&</sup>quot; Net of Revenue Expense Ratio includes a \$39.75 per participant fee (\$1.6 million or 0.06%) charged by Great-West

## Appendix B Disclosures

#### Important notices

© 2011 Mercer LLC. All rights reserved.

This contains confidential and proprietary information of Mercer and is intended for the exclusive use of the parties to whom it was provided by Mercer. Its content may not be modified, sold or otherwise provided, in whole or in part, to any other person or entity, without Mercer's written permission.

The findings, ratings and/or opinions expressed herein are the intellectual property of Mercer and are subject to change without notice. They are not intended to convey any guarantees as to the future performance of the investment products, asset classes or capital markets discussed. Past performance does not guarantee future results.

Information contained herein has been obtained from a range of third party sources. While the information is believed to be reliable, Mercer has not sought to verify it. As such, Mercer makes no representations or warranties as to the accuracy of the information presented and takes no responsibility or liability (including for indirect, consequential or incidental damages), for any error, omission or inaccuracy in the data supplied by any third party.

This does not constitute an offer or a solicitation of an offer to buy or sell securities, commodities and/or any other financial instruments or products.

Mercer's rating of an investment strategy signifies Mercer's opinion as to the strategy's prospects for outperforming a suitable benchmark, on a risk-adjusted basis, over a full market cycle. Strategies rated A are those assessed as having above average prospects. Those rated B are those assessed as having average prospects. Those rated C are assessed as having below average prospects. B+ is an intermediate category in between A and B. If the rating shown is N, or if no rating is shown at all, this signifies that the strategy is not currently rated by Mercer. Some strategies may carry an additional rating (e.g., T (Higher Tracking Error), P (Provisional), W (Watch)). For the most recent approved ratings, refer to your Mercer representative or to the Mercer Global Investment Manager Database (GIMD<sup>™</sup>) as appropriate.

The term "strategy" is used in this context to refer to the process that leads to the construction of a portfolio of investments, regardless of whether it is offered in separate account format or through one or more funds. The rating assigned to a strategy may or may not be consistent with its historical performance. While the rating reflects Mercer's expectations on future performance relative to its benchmark, Mercer does not provide any guarantees that these expectations will be fulfilled.

Mercer does not generally take the investment management fees of a given manager into account in determining ratings. Managers' fees charged for a specific strategy will often vary among investors, either because of differing account sizes, inception dates or other factors. Mercer does not perform operational infrastructure due diligence or personal financial or criminal background checks on investment managers.

Mercer's research process and ratings do not include an evaluation of a manager's custodian, prime brokerage, or other vendor relationships or an assessment of its back office operations. Research is generally limited to the overall investment decision-making process used by managers.

Mercer's investment consulting business rates and/or recommends strategies of investment managers, some of whom are either Mercer clients, Mercer affiliates or clients of Mercer's affiliates. The services provided to those managers may include a broad range of consulting services as well as the sale of licenses to use Mercer's proprietary software and databases and/or subscriptions to Mercer's investment forums. Policies are in place to address these and any other conflicts of interest that may arise in the course of Mercer's business. This is only a summary of Mercer's conflicts of interest. For more information on Mercer's conflict of interest policies, contact your Mercer representative.

Mercer manager universes are constructed using data and information provided to Mercer either directly or via third party providers. The universes are intended to provide collective samples of strategies that best allow for robust peer group comparisons to be conducted over a chosen timeframe. Mercer does not assert that the peer groups are wholly representative of and applicable to all strategies available to individual investors. Universe distributions are calculated based on the data that was in our database at the time that the universe was constructed, and may therefore change over time due to additional information supplied by an investment manager or revisions to data.

The value of your investments can go down as well as up, and you may not get back the amount you have invested. Investments denominated in a foreign currency will fluctuate with the value of the currency. Certain investments, such as securities issued by small capitalization, foreign and emerging market issuers, real property, and illiquid, leveraged or high-yield funds, carry additional risks that should be considered before choosing an investment manager or making an investment decision.

Returns for periods greater than one year are annualized. Returns are calculated net of investment management fees, unless noted.

Mercer determines the time periods and specific mutual funds included in each Mercer Mutual Fund Universe. The quarterly returns used to arrive at the open-end mutual fund universe distributions are obtained from Lipper, Inc.

Performance data was supplied by Lipper, A Thomson Reuters Company, subject to the following: Copyright 2011 © Thomson Reuters. All rights reserved. Any copying, republication or redistribution of Lipper Information, including caching, framing or similar means, is expressly prohibited without the prior written consent of Lipper. Lipper shall not be liable for any errors or delays in the Information, or for any actions taken in reliance thereon.

Lipper Inc., as the supplier of performance data notes the following:

- Fund performance data is total return, and is preliminary and subject to revision.
- Portions of the information contained herein have been obtained from company reports, financial reporting services, periodicals, and other resources believed to be reasonable. Although carefully verified, data on compilations is not guaranteed by

#### **Defined Contribution Performance Evaluation Report**

Lipper Inc. - A Reuters Company and may be incomplete. No offer or solicitations to buy or sell any of the securities herein is being made by Lipper.

 Portions of the information contained in this report were derived by Mercer using Content supplied by Lipper, A Thomson Reuters Company.

The time periods in the performance exhibits were determined by Mercer Investment Consulting, Inc. (Mercer). The quarterly returns used to arrive at these cumulative statistics were obtained from Lipper. Lipper data may reflect information from the previous twelve months. Return streams for commingled and separate account vehicles are provided by the investment manager and presented net of fees. Characteristic data for commingled and separate account vehicles are provided by the investment managers.

Returns and security data for the Russell indices are provided by Russell/Mellon Analytical Services.

Russell indices are trademarks/service marks of the Frank Russell Company. Russell® is a trademark of the Frank Russell Company. Frank Russell Company is the source and owner of the data contained or reflected in this material and all trademarks and copyrights related thereto. The material may contain confidential information and unauthorized use, disclosure, copying, dissemination or redistribution is strictly prohibited. This is a user presentation of the data. Frank Russell Company is not responsible for the formatting or configuration of this material or for any inaccuracy in presentation thereof.

Copyright MSCI 2011. Unpublished. All Rights Reserved. This information may only be used for your internal use, may not be reproduced or redisseminated in any form and may not be used to create any financial instruments or products or any indices. This information is provided on an "as is" basis and the user of this information assumes the entire risk of any use it may make or permit to be made of this information. Neither MSCI, any of its affiliates or any other person involved in or related to compiling, computing or creating this information makes any express or implied warranties or representations with respect to such information or the results to be obtained by the use thereof, and MSCI, its affiliates and each such other person hereby expressly disclaim all warranties (including, without limitation, all warranties of originality, accuracy, completeness, timeliness, noninfringement, merchantability and fitness for a particular purpose) with respect to this information. Without limiting any of the foregoing, in no event shall MSCI, any of its affiliates or any other person involved in or related to compiling, computing or creating this information have any liability for any direct, indirect, special, incidental, punitive, consequential or any other damages (including, without limitation, lost profits) even if notified of, or if it might otherwise have anticipated, the possibility of such damages.

Investment advisory services provided by Mercer Investment Consulting, Inc.

## MERCER

Mercer Investment Consulting, Inc. 777 South Figueroa Street, Suite 1900 Los Angeles, CA 90017 +1 213 346 2200

Consulting. Outsourcing. Investments.

Services provided by Mercer Investment Consulting, Inc.

Addendum 2: New Investment Menu Expense Illustration

Fund	Style	Fund Balance	New Menu Projected Expense Ratio (Median)*	New Menu Projected Expense Ratio (Top Decile)*	City of LA Plan's current comparable option(s) fees
Deferred Compensation Stable Value Fund (Net)	Stable Value	\$683,402,620	0.09%	0.09%	0.09%
DCP Bond Fund (50% Passive)	US Fixed	\$182,965,494	0.26%	0.26%	0.05% - 0.47%
Ultra Conservative	Lifecycle	\$14,603,031	0.25%	0.23%	0.09%
Conservative Profile	Lifecycle	\$38,037,173	0.35%	0.29%	0.09%
Moderate Profile	Lifecycle	\$134,761,416	0.39%	0.31%	0.09%
Aggressive Profile	Lifecycle	\$113,266,956	0.48%	0.36%	0.09%
Ultra Aggressive Profile	Lifecycle	\$22,716,663	0.57%	0.42%	0.09%
DCP Large-Cap Stock Fund (100% Passive)	US Large Cap Equity	\$1,121,428,981	0.025%	0.025%	0.025% - 0.69%
DCP Mid-Cap Stock Fund (50% Active)	US Mid Cap Equity	\$65,352,768	0.53%	0.43%	0.08% - 0.91%
DCP Small-Cap Stock Fund (66% Active)	US Small Cap Equity	\$122,152,227	0.75%	0.59%	0.06%
DCP International Fund (100% Active)	International Equity	\$182,487,099	1.11%	0.74%	0.52% - 0.96%
Total		\$2,681,174,428	0.22%	0.18%	

Estimated range

Notes

• Expenses represent a blended average expense based on the underlying components of each fund-of-funds

• The median and top decile institutional mutual fund expense ratios for each category's universe are used, with the latter being representative of the fee structure we believe the Plan will attain, and the former being a more conservative scenario of negotiating higher fees

We did not use separate account or commingled fund pricing since we believe the published fee schedules are higher than what the Plan will be able to negotiate
Fees of the current funds that will be retained are used instead of the respective fees of the universe median/top-decile

• Total excludes assets in the FDIC Insured Savings Account Option, Washington Mutual (Chase) CD options and Schwab PCRA Self-Directed Brokerage Account

◆ Fees are exclusively investment management fees and do not include administrative and custody costs