

## WELLS FARGO STABLE VALUE FUND U SECOND QUARTER 2020

## WELLS FARGO STABLE VALUE FUND U CUSIP 949907208 AS OF 6/30/20

FUND FACTS

Expense Ratio 0.60%Blended Yield (after fees)<sup>1</sup> 1.99%

## WELLS FARGO STABLE RETURN FUND G FUND OVERVIEW AS OF 6/30/20

#### **FUND FACTS**

 Inception Date
 October 1, 1985

 Fund Assets
 \$26,043,601,800

Fund Advisor Galliard Capital Management

Fund Trustee Wells Fargo Bank, N.A.

Valuation Frequency Daily

#### **FUND CHARACTERISTICS**

Conservative	Moderate	Aggressive
Money Markets STABLE VALUE	Bond Funds	Stock Funds

 Effective Duration
 2.48 Yrs

 Number of Investment Contract Issuers
 9

 Number of Underlying Issues
 3,178

 Market to Book Value Ratio
 104.3%

 Annualized Turnover² (as of 12/31/19)
 49.73%

## TOP FIVE INVESTMENT CONTRACT ISSUERS

Issuer	Moody's	S&P
Issuer	Rating	Rating
Prudential Ins. Co. of America	Aa3	AA-
Transamerica Premier Life Ins. Co.	A1	A+
Royal Bank of Canada	Aa2	AA-
American General Life Ins. Co.	A2	A+
Metropolitan Life Ins. Co.	Aa3	AA-

## **FUND ALLOCATION**

	Fund (%)
Security Backed Investment Contracts	92.0
Guaranteed Investment Contracts (GICs)	0.3
Cash/Equivalents	7.7

# SECTOR ALLOCATION OF THE UNDERLYING FIXED INCOME PORTFOLIO

	Fund (%)
U.S. Treasury/Agency	10.7
Other U.S. Government	5.7
Corporate/Taxable Muni/Not for Profit	34.5
Mortgage Backed Securities (MBS)	28.5
Asset Backed Securities (ABS)	11.8
Guaranteed Investment Contracts (GICs)	0.3
Cash/Equivalents	8.6

#### **INVESTMENT OBJECTIVE**

The Fund seeks safety of principal and consistency of returns while attempting to maintain minimal volatility. The Fund is designed for investors seeking more income than money market funds without the price fluctuation of stock or bond funds.

#### **INVESTMENT STRATEGY**

The Fund's underlying fixed income strategy is managed in a conservative style that utilizes a disciplined value investing process to build a high quality portfolio with broad diversification and an emphasis on risk control. Our core investment philosophy is to build a portfolio of realizable yield through bottom-up, fundamental research, utilizing a team-based approach to portfolio management. Galliard's fixed income portfolios emphasize high quality spread sectors, diversification across sectors and issuers to reduce risk, neutral duration positioning, and a laddered portfolio structure for ample natural liquidity.

The majority of the Fund's assets will be invested in fixed income portfolios that are wrapped by stable value contracts which allow fund participants to transact at book value. The Fund will hold cash in order to maintain sufficient liquidity, and may also invest in traditional GICs. The Fund utilizes high credit quality stable value contract issuers, with an emphasis on diversification.

#### **INVESTMENT RISK**

The Fund's investment contracts are designed to allow for participant transactions at book value. A principal risk of the Fund is investment contract risk. This includes the risk that the issuer will default on its obligation under the contract or that another event of default may occur under the contract rendering it invalid; that the contract will lapse before a replacement contract with favorable terms can be secured; or that the occurrence of certain other events including employer-initiated events, could cause the contract to lose its book value withdrawal features. These risks may result in a loss to a contract holder. Other primary risks include default risk, which is the possibility that instruments the Fund holds will not meet scheduled interest and/or principal payments; interest rate risk, which includes the risk of reinvesting cash flows at lower interest rates; and liquidity risk, which includes the effect of very large unexpected withdrawals on the Fund's total value. The occurrence of any of these events could cause the Fund to lose value.

#### INVESTMENT PERFORMANCE

Annualized Performance	2Q'2	$0^{3}$	YTD3	1	Year	3 Ye	ar	5 Year	10	Year
Wells Fargo Stable Value Fund U (after fees) <sup>1</sup>	0.5	1	1.00	2	2.11	1.9	4	1.72	1	.68
Benchmark <sup>4</sup>	0.1	3	1.73	2	2.81	2.2	1	1.50	C	).97
FTSE 3-Month T-Bill	0.1	4	0.52	1	56	1.7	2	1.15	C	).61
Calendar Year Performance	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Wells Fargo Stable Value Fund U (after fees) <sup>1</sup>	2.15	1.85	1.54	1.40	1.30	1.15	1.35	1.67	2.04	2.66
Benchmark <sup>4</sup>	2.90	1.72	0.63	0.58	0.28	0.33	0.20	0.25	0.81	1.23
FTSE 3-Month T-Bill	2.25	1.86	0.84	0.27	0.03	0.03	0.05	0.07	0.08	0.13
Consumer Price Index <sup>5</sup>	2.29	1.67	2.11	2.07	0.73	0.76	1.51	1.74	2.96	1.50

1: The Wells Fargo Stable Return Fund (the "Fund") is a collective trust fund for which Wells Fargo Bank, N.A. is investment manager and trustee. Galliard Capital Management, a wholly-owned subsidiary of Wells Fargo Asset Management Holdings, LLC, serves as advisor to the Fund. Performance is net of all fees and includes all income, realized and unrealized capital gains and losses and all annual fund operating expenses. Returns may have been impacted by the effect of compounding and have been rounded to the nearest basis point. Wells Fargo Stable Value Fund U is 100% invested in the Wells Fargo Stable Return Fund G. While the Wells Fargo Stable Return Fund G has been in existence since 1985, Wells Fargo Stable Value Fund U has only been available with a combined Administrative and Investment Management fee of 40 bps since 10/1/12. In order to illustrate the impact of these fees against the historical gross performance of the Fund, the historical gross performance of the Fund has been reduced by 40 bps, in addition to certain other fees applicable for the period reported, and the resulting amount is reported as performance "after fees." The Fund is not insured by the FDIC, Federal Reserve Bank, nor guaranteed by Wells Fargo or any affiliate, including Galliard Capital Management. Past performance is not an indication of how the investment will perform in the future.

2: Please refer to the Fund's Disclosure Booklet for information regarding methodology of turnover calculation.

3: Returns for periods less than one year are not annualized.

4: 50% FTSE 3-Month T-Bill plus 50% ICE BofA 1-3 Year U.S. Treasury Index. Prior to 2007, the benchmark was 50% 90 Day T-Bill plus 50% ICE BofA 1-3 Year U.S. Treasury Index. The historical returns shown are that of the current blended benchmark. While it is believed that the benchmark used here represents an appropriate point of comparison for the Fund referenced above, prospective investors should be aware that the volatility of the above referenced benchmark or index may be substantially different from that of the Fund; and holdings in the Fund may differ significantly from the benchmark or index if the investment guidelines and criteria are different than the Fund

5: Consumer Price Index as reported on 7/2/20.



**ABOUT GALLIARD** 

Galliard specializes in stable value and fixed income management and currently manages \$95.8 billion in assets for institutional investors. The firm is headquartered in Minneapolis.

#### FOR MORE INFORMATION

Contact your plan administrator

## Galliard Capital Management, Inc.

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#### **FEES AND EXPENSES**

The following table shows Galliard's fees and expense information for this investment option. Total Annual Operating Expenses are expenses that reduce the rate of return of the investment option. The cumulative effect of fees and expenses will reduce the growth of your retirement savings. Visit the Department of Labor's website for an example showing the long-term effect of fees and expenses. Fees and expenses are only one of many factors to consider when you decide to invest in this Fund. You may also want to think about whether an investment in this Fund, along with your other investments, will help you achieve your financial goals.

#### **TOTAL ANNUAL FUND OPERATING EXPENSES**

Total Annual Fund Operating Expenses are deducted directly from the Fund's net asset value and reduce the investment option's rate of return.

Expenses	Expense Ratio (as of 6/30/20)	Per \$1,000	
Investment Management Fees paid to Galliard	0.200%	\$2.00	
Acquired Fund Fees <sup>1</sup>	0.166%	\$1.66	
Investment Contract Fees <sup>2</sup>	0.157%	\$1.57	
Other Acquired Fund Fees and Non-Affiliated Investment Management Fees paid to Non- Affiliated Investment Advisors <sup>3</sup>	0.009%	\$0.09	
Other Expenses	0.238%	\$2.38	
Administrative Expense	0.200%	\$2.00	
Audit, Valuation and 5500 Fees	0.008%	\$0.08	
Trustee Fees	0.030%	\$0.30	
12b-1 Distribution Fee	None	None	
Total Annual Fund Operating Expenses <sup>4</sup>	0.604%	\$6.04	

Please visit http://www.galliard.com/stablevaluecollectivefunds for additional information about this investment option.

NOTICE: Effective 7/1/20 the Investment Management Fees paid to Galliard Capital Management ("Investment Advisor") for assets in the Wells Fargo Stable Value Fund U will be reduced from 0.20% to 0.15%. As a result, the estimated total fund expense ratio for the Fund as of 7/1/20 will be reduced to  $0.554\%^5$ .

5: Estimated total fund expense ratio calculation is based on the actual 6/30/20 expense ratio net of the Galliard Investment Management Fee reductions. Total Expense Ratios vary based on actual fund operating

<sup>1:</sup> These are fees borne indirectly by the Fund when it acquires an interest in another fund which pays its own separate fees.

<sup>2:</sup> These are fees paid to create and maintain the investments used by a stable value fund.

<sup>3:</sup> Includes audit fees for the cost of producing a report by a qualified auditor.

<sup>4:</sup> Total Annual Fund Operating Expenses are reflected daily in the Fund's net asset value (NAV).