


 Fi360

## Improving Defined Contribution Plan Outcomes with Fi360

Fi360 is a resource which provides:

- » An objective measurement tool
- » A documented due diligence process
- » Transparency and simplicity in analysis

▀ We are committed to supporting retirement plan advisors, plan sponsors and their participants in the pursuit of post-employment financial goals.

Calamos Investments has built a foundation on forward thinking and excellent client service. In the same vein, we are committed to supporting retirement plan advisors, plan sponsors and their participants in the pursuit of post-employment financial goals. While Calamos is widely known as an “investment-first” asset manager, we embrace the significance of fiduciary duty, and in order to aid consultants and advisors in the retirement plan field, we offer focused value-add services. Our associates can help articulate fiduciary scoring and what it means to your clients. Below you will find an overview and highlight of the benefits that Calamos offers as an Fi360 partner:

### Overview of Fi360

What is it? “The Fi360 Fiduciary Score<sup>®</sup> is a peer percentile ranking of an investment against a set of quantitative due diligence criteria selected to reflect prudent fiduciary management”. The scoring tool supports a fiduciary, by employing a documented process by which he or she analyzes and selects investment options.

- » The calculation incorporates nine criteria, and an individual investment (commonly a mutual fund) is assigned points when it fails an assessment. An investment is scored on a percentile basis, between 1-100. A zero is attainable for funds passing on all metrics. Similar to golf, the lower, the better.

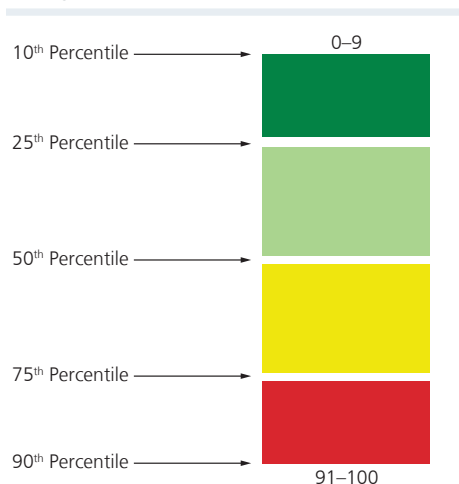
Fi360 aggregates/organizes/analyzes investment data, and in turn produces a score which is easy to understand.

» A color code system is also integrated as a potential decision indicator. The scale begins at 0 (dark green) and ends at 100 (dark red) with gradual shading in between. The third quartile is colored yellow. The colors on scale to the right represent potential action steps, thus generating a lineup monitoring checkpoint. The green shades represent “pass”, while yellow represents “watch”, and red suggests further scrutinization.

**The nine criteria:**

- » Regulatory Oversight
- » Minimum Track Record
- » Stability of the Organization
- » Assets in the Investment
- » Composition Consistency
- » Style Consistency
- » Expense Ratios and Fees
- » Relative Risk-Adjusted Performance
- » Relative Performance

BAR CHART EXAMPLE:

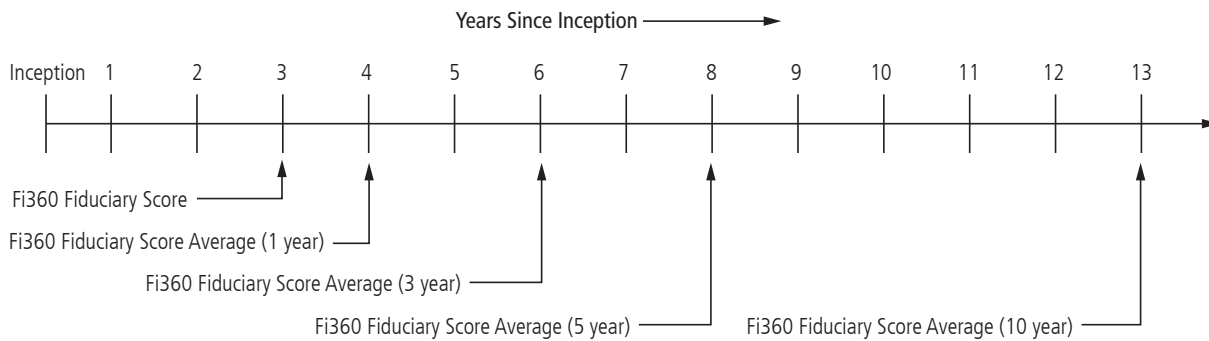


**The value to you and your client:**

- » As your partner in the retirement plan marketplace, Calamos Investments provides access to a value-add program which was exclusively developed to help practitioners provide sound fiduciary advice. Fi360 aggregates/organizes/analyzes investment data, and in turn produces a score which is easy to understand. The scoring process followed is consistent and repeatable. Most important, results can be plainly and effectively delivered to plan sponsors.
- » The US Department of Labor advises plan sponsors to scrutinize service providers and take careful consideration in selection. Characteristics such as experience, quality of service, and transparency in business practices are brought to light.

**How to fully leverage the Fi360 Fiduciary Score®**

- » Reading and interpreting reports: Current Fiduciary Scores are calculated on a monthly basis. Data is supplied by Morningstar. Attention should be paid to the rolling Fiduciary Score averages which are one, three, five, and ten year averages of an investment’s monthly Fiduciary Score. Rolling average scores measure consistency and have a smoothing effect, as month to month scores may deviate. An investment must have a three year track record in order to receive a score. Therefore, it has to exist three years in addition to the historical average score given. Example: A fund is eligible for a 10 year avg. score after existing for 13 years (10+3).



**Adhering to fiduciary standard:**

- » Fi360 supports an advisor in adhering to the Department of Labor’s outline fiduciary responsibilities and standards. It is in the plan participants’ best interest that a plan advisor acts with consistency and prudence in conducting investment due diligence. Additionally, systematic monitoring aids in aligning a plan with an investment policy statement and ensuring appropriate diversity in investment options.
- » The Fi360 Fiduciary Score® follows a methodical approach to investment analysis, selection, monitoring, comparison, and revision.

In conclusion, Fi360 is resource which can be employed to enhance the lineup creation and revision process. The program helps to ensure consistency and oversight and decision making. Please inquire if our team can provide additional insight, clarification, or coaching on Fi360.

## CALAMOS RETIREMENT SERVICES

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The Fi360 Fiduciary Score® is a peer percentile ranking of an investment against a set of quantitative due diligence criteria selected to reflect prudent fiduciary management. The Fi360 Fiduciary Score® Average is a one-, three-, five-, or ten-year rolling average of an investment's Fi360 Fiduciary Score®. All Scores are color coded based on the quartile they fall in (1st - Green; 2nd - Light Green; 3rd - Yellow; 4th - Red). The Fi360 Fiduciary Score represents a suggested course of action and is not intended, nor should it be used, as the sole source of information for reaching an investment decision. Visit [www.Fi360.com/Fi360-Fiduciary-Score](http://www.Fi360.com/Fi360-Fiduciary-Score) for the complete methodology document.

***Before investing carefully consider the fund's investment objectives, risks, charges and expenses. Please see the prospectus and summary prospectus containing this and other information or call 1-800-582-6959. Read it carefully before investing.***

CALAMOS®  
INVESTMENTS

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