



Investment Portfolio Evaluation For Periods Ending June 30, 2018:



Board of Visitors Endowment

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The Optimal Service Group

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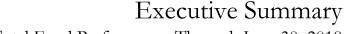
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			Fiscal				
Index Name	June	3 Mo	YTD	1 Year	3 Years	5 Years	10 Years
Dow Jones Industrial Average	(0.5)	1.3	16.3	16.3	14.1	13.0	10.8
NASDAQ Composite	1.0	6.6	23.6	23.6	16.0	18.5	13.9
S&P 500	0.6	3.4	14.4	14.4	11.9	13.4	10.2
Russell 1000	0.6	3.6	14.5	14.5	11.6	13.4	10.2
Russell 1000 Value	0.2	1.2	6.8	6.8	8.3	10.3	8.5
Russell 1000 Growth	1.0	5.8	22.5	22.5	15.0	16.4	11.8
Russell Midcap	0.7	2.8	12.3	12.3	9.6	12.2	10.2
Russell Midcap Value	0.8	2.4	7.6	7.6	8.8	11.3	10.1
Russell Midcap Growth	0.4	3.2	18.5	18.5	10.7	13.4	10.5
Russell 2000	0.7	7.8	17.6	17.6	11.0	12.5	10.6
Russell 2000 Value	0.6	8.3	13.1	13.1	11.2	11.2	9.9
Russell 2000 Growth	0.8	7.2	21.9	21.9	10.6	13.6	11.2
Russell 2500	0.7	5.7	16.2	16.2	10.3	12.3	10.7
Russell 3000	0.7	3.9	14.8	14.8	11.6	13.3	10.2
MSCI EAFE Index	(1.2)	(1.0)	7.4	7.4	5.4	6.9	3.3
MSCI World Index	(0.0)	1.9	11.7	11.7	9.1	10.6	6.9
MSCI World Ex. US Index	(1.1)	(0.5)	7.6	7.6	5.4	6.7	3.1
MSCI EM (EMERGING MARKETS)	(4.1)	(7.9)	8.6	8.6	6.0	5.4	2.6
MSCI FM (FRONTIER MARKETS)	(3.5)	(15.1)	2.0	2.0	2.5	4.9	(2.2)
MSCI ACWI	(0.5)	0.7	11.3	11.3	8.8	10.0	6.4
MSCI ACWI ex USA	(1.8)	(2.4)	7.8	7.8	5.6	6.5	3.0
Barclays U.S. Aggregate	(0.1)	(0.2)	(0.4)	(0.4)	1.7	2.3	3.7
Barclays U.S. Government/Credit	(0.2)	(0.3)	(0.6)	(0.6)	1.8	2.3	3.8
Barclays Intermediate U.S. Government/Credit	(0.1)	0.0	(0.6)	(0.6)	1.2	1.6	3.1
Barclays Municipal Bond	0.1	0.9	1.6	1.6	2.9	3.5	4.4
BofA Merrill Lynch Convertible Securities	0.0	3.9	14.5	14.5	9.6	11.8	9.8
BofA Merrill Lynch High Yield Master	0.3	1.0	2.5	2.5	5.5	5.5	8.0
JPM GBI-EM Global Ex US	(2.9)	(10.4)	(2.3)	(2.3)	2.0	(1.4)	2.6
IPM EMBI Global Diversified	(1.2)	(3.5)	(1.6)	(1.6)	4.6	5.1	6.7
FTSE World Government Bond Index	(0.3)	(3.4)	1.9	1.9	2.8	1.1	2.1
FTSE Nareit All Equity REITs	4.1	8.3	4.8	4.8	9.2	9.0	8.5
Dow UBS Commodity Index	(3.0)		12.3				(7.1)

Data Sources: Morningstar Direct





1 Annualized

Total Fund Performance Through June 30, 2018

					One	Three	Five	Seven	Ten	Changes	Incent	Incept
% of Account	\$ Value		2q18	FYTD	Year	Years1	Years1	Years1	Years1	(1/1/03)	(Mgr)	Bench
100.0%	\$ 84,459,615	Total BOV Account	0.6	6.6	6.6	5.6	6.8	6.3	5.6	7.8	7.1	7.1
		Target Benchmark ²	0.5	6.8	6.8	6.3	7.5	7.4	6.3	7.9		
		Policy Benchmark ³	(0.2)	6.8	6.8	6.2	7.6	7.5	6.3	7.5		
5.2%	\$ 4,360,485	Blackrock: Large Cap Value	1.3	10.6	10.6	10.2	11.9	10.7	8.0	10.1	6.6	6.8
5.2%	\$ 4,360,485	Russell 1000 Value	1.3	6.8	6.8	8.3	10.3	11.3	8.5	9.1	0.0	0.0
				0.0	0.0	0.5	10.5	11.5	0.5	7.1		
5.7%	\$ 4,825,812	Vanguard Russell 1000 Growth ETF	<i>5.7</i>								15.6	<i>15.7</i>
		Russell 1000 Growth	3.4									
5.6%	\$ 4,738,942	iShares Russell Mid-Cap Growth ETF	3.1	18.3	18.3						17.0	17.2
		Russell MidCap Growth	3.2	18.5	18.5							
5.2%	\$ 4,397,809	JP Morgan Mid Cap Value	1.6								4.5	5.3
		Russell MidCap Value	2.4									
6.4%	\$ 5,406,706	Dreyfus Small Cap Index	8.7	19.9	19.9	13.2					16.7	15.5
6.0%	\$ 5,074,663	Mass Mutual Small Cap Fund	8.7								9.9	11.3
	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Russell 2000	7.8	17.6	17.6	11.0						
5.9%	\$ 4,999,924	Dodge & Cox International	(5.1)	0.5	0.5	2.1	5.8			9.7	7.5	7.4
6.8%	\$ 5,702,461		0.4	9.0	9.0	10.0					9.7	4.4
	, -,,	MSCI EAFE	(1.2)	6.8	6.8	4.9	6.4			7.6		
6.0%	\$ 5,089,004	Oppenheimer Developing Markets	(4.0)	12.5	12.5						16.5	14.5
0.070	Ψ 3,007,001	MSCI EM (Emerging Markets)	(8.0)	8.2	8.2						10.5	17.0
2 10/	A 2 500 222	, ,	(2.0)								2.0	2.4
3.1%	\$ 2,599,332	Fidelity Int'l Small Cap Equity MSCI ACWI Ex US Small	(2.8) (2.6)								2.9	3.4
		MSCI ACWI EX OS Siliali	(2.0)									
1.0%	\$ 860,807	Nuveen REIT	8.0								2.9	3.8
1.0%	\$ 869,359	Brookfield Global REIT	4.7								4.1	3.8
		FTSE NAREIT All Equity REITs	8.5									
11.5%	\$ 9,688,632	Pioneer Strategic Income	(0.9)	0.1	0.1	3.1	3.4	4.0			5.1	3.2
11.5%	\$ 9,719,503	Dodge & Cox Income Fund	(0.3)	0.4	0.4	2.6					2.7	2.1
		Barclays U.S. Aggregate	(0.2)	(0.4)	(0.4)	1.7	2.3	2.6				
2.8%	\$ 2,348,485	Templeton Global Bond	(2.6)								(3.0)	0.1
2.9%	\$ 2,459,321	Dreyfus/Standish Global Bond	(1.6)								(0.3)	0.1
	, _,,	FTSE World Govt Bond Index	(3.4)								(3.2)	
			. ,									
4.4%	\$ 3,757,160	GMO: Emerging Mkt Fixed Inc	(4.7)	(2.7)	(2.7)	6.1	6.0	7.2	8.4	11.1	12.7	9.2
		JPM EMBI Global Diversified	(3.5)	(1.6)	(1.6)	4.6	5.1	5.2	6.7	8.1		
8.7%	\$ 7,325,126	Combined Alternatives (1 mo lag)	(0.7)	2.9	2.9	(0.0)	2.0	1.6			2.1	3.1
		HFRI FOFs Index (1 mo lag)	0.5	5.7	5.7	1.9	3.4	2.8				
0.3%	\$ 236,083	Cash										
0.570	÷ 250,005	00011										

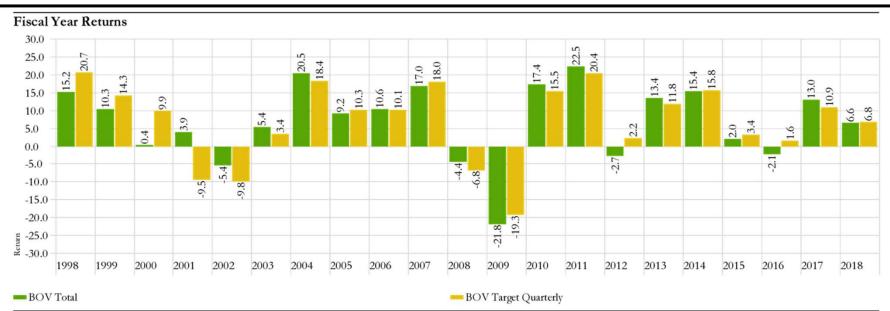
² From 11/17/17: 10% S&P 500, 10% Russ Midcap, 11% Russ 2000, 13% MSCI EAFE, 6% MSCI Emerging Mkts Eq, 3% MSCI ACWI Ex US Small Eq, 2% FTSE NAREIT, 24% Barclays US Aggregate, 6% Citi World Government Bond, 5% JPM EMBI Global Diversified, 10% HFRI Index; From 4/1/12: 25% S&P 500, 12% Russ Midcap, 7% Russ 2000, 9% MSCI EAFE, 2% MSCI Emerging Mkts, 25% Barclays US Aggregate, 5% Citi World Government Bond, 5% JPM EMBI Global Diversified, 10% HFRI Index; From 11/1/09: 25% S&P 500, 12% Russ Midcap, 7% Russ 2000, 9% MSCI EAFE, 2% MSCI Emerging Mkts Free, 30% Barclays US Aggregate, 5% Citi World Government Bond, 5% JPM EMBI Global Diversified, 5% HFRI Index; From 1/1/03, 40% S&P 500, 12.5% Russ Midcap, 7.5% Russ 2000, 10% MSCI EAFE, 4% MSCI Emerging Mkts Free, 20% Barclays US Aggregate, 2.5% Citi World Government Bond, 2.5% JPM EMBI+; Prior to 1/1/03, 60% Russell 3000, 15% MSCI World Ex-US, 25% Barclays Aggregate

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Performance is net of investment management fees

³ From 11/17/17: 33% Russell 3000, 35% Barclays Global Aggregate, 22% MSCI ACWI ex US, 10% HFRI; From 4/1/12, 44% Russell 3000, 35% Barclays US Aggregate, 11% MSCI World ex US, 10% HFRI; From 1/1/10, 44% Russell 3000, 40% Barclays US Aggregate, 11% MSCI World ex US, 5% HFRI; From 1/1/96 60% Russell 3000, 25% Barclays US Aggregate, 15% MSCI World Ex US

⁺ Quarterly performance results prior to the third quarter of 2002, were provided by Delaware Investments Advisors and Lazard Asset Management. There were no calculations by Wells Fargo Advisors to ensure the accuracy of the results. Based on information provided by SunTrust, Wells Fargo Advisors began calculating quarterly results starting in the 4th quarter of 2002. There is no guarantee as to the accuracy of our calculations for the



Fiscal Year Returns

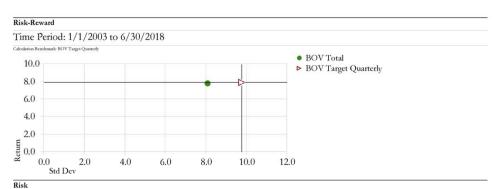
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

BOV Total 15.20 10.35 0.37 3.89 -5.38 5.38 20.46 9.20 10.56 17.01 -4.38 -21.82 17.37 22.53 -2.71 13.44 15.41 2.04 -2.15 12.98 6.60

BOV Target Quarterly 20.72 14.34 9.87 -9.50 -9.82 3.40 18.40 10.31 10.15 18.03 -6.76-19.29 15.50 20.44 2.20 11.77 15.78 3.36 1.57 10.88 6.76



Since Changes

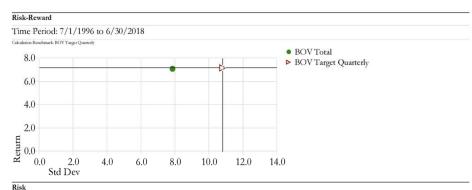


Time Period: 1/1/2003 to 6/30/2018 Calculation Benchmark: BOV Target Quarterly

	Return	Std Dev	Alpha	Beta	R2	Sharpe Ratio (arith) O	Number of bservations
BOV Total	7.76	8.08	2.53	0.59	50.77	0.80	186.00
BOV Target Quarterly	7.89	9.79	0.00	1.00	100.00	0.68	186.00

Source Morningtat Direct

Since Inception



Time Period: 7/1/1996 to 6/30/2018	Calculation Renchmark: BOV Target Quarterly

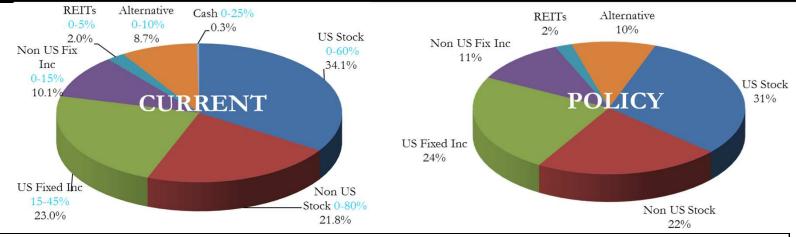
	Return	Std Dev	Alpha	Beta	R2	Sharpe Ratio (arith) O	Number of bservations
BOV Total	7.09	7.87	2.40	0.48	44.14	0.62	264.00
BOV Target Quarterly	7.15	10.82	0.00	1.00	100.00	0.46	264.00

Source: Morningstar Direct

BOV Target Benchmark: From 11/17/17- Present: 33% Russell 3000, 35% Barclays US Aggregate, 22% MSCI World ex US, 10% HFRI; From 4/1/12, 44% Russell 3000, 35% Barclays US Aggregate, 11% MSCI World ex US, 10% HFRI; From 1/1/10, 44% Russell 3000, 40% Barclays US Aggregate, 11% MSCI World ex US, 5% HFRI; From 1/1/96 60% Russell 3000, 25% Barclays US Aggregate, 15% MSCI World Ex US







	Domestic	Global	Domestic		Non-US			
<u>Manager</u>	Fixed Income	Fixed Income	<u>Equity</u>	<u>REITs</u>	<u>Equity</u>	<u>Alternative</u>	Cash Equiv.	<u>Total</u>
Vanguard Russell 1000 Growth ETF	0	0	4,825,812	0	0	0	0	4,825,812
Blackrock Large Value	0	0	4,360,485	0	0	0	0	4,360,485
JP Morgan Midcap Value	0	0	4,397,809	0	0	0	0	4,397,809
iShares Russell Mid Growth ETF	0	0	4,738,942	0	0	0	0	4,738,942
Mass Mutual Small Cap	0	0	5,074,663	0	0	0	0	5,074,663
Dreyfus Small Cap	0	0	5,406,706	0	0	0	0	5,406,706
Dodge & Cox International	0	0	0	0	4,999,924	0	0	4,999,924
MFS International Value	0	0	0	0	5,702,461	0	0	5,702,461
Oppenheimer Developing Mkts	0	0	0	0	5,089,004	0	0	5,089,004
Fidelity Int'l Small Cap Eq	0	0	0	0	2,599,332	0	0	2,599,332
Dodge & Cox Income Fund	9,719,503	0	0	0	0	0	0	9,719,503
Templeton & Dreyfus Global Bond	0	4,807,806	0	0	0	0	0	4,807,806
Grantham, Mayo EMD	0	3,757,160	0	0	0	0	0	3,757,160
Nuveen REIT	0	0	0	860,807	0	0	0	860,807
Brookfield Global REIT	0	0	0	869,359	0	0	0	869,359
Pioneer Strategic Income	9,688,632	0	0	0	0	0	0	9,688,632
Cash & Equivalents	0	0	0	0	0	0	236,083	236,083
Combined Alternatives	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	7,325,126	<u>0</u>	7,325,126
Total BOV Account	19,408,134	8,564,967	28,804,417	1,730,166	18,390,722	7,325,126	236,083	84,459,615
% of Total Fund	23.0%	10.1%	34.1%	2.0%	21.8%	8.7%	0.3%	100%

^{*} Values (except "Alternatives") are reflected at market as reported by SunTrust; Alternatives are reported by Wells Fargo Advisors; beginning and

ending market values include accrued income on fixed income assets only.

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July 1, 2017 – June 30, 2018

William & Mary BOV Endowment

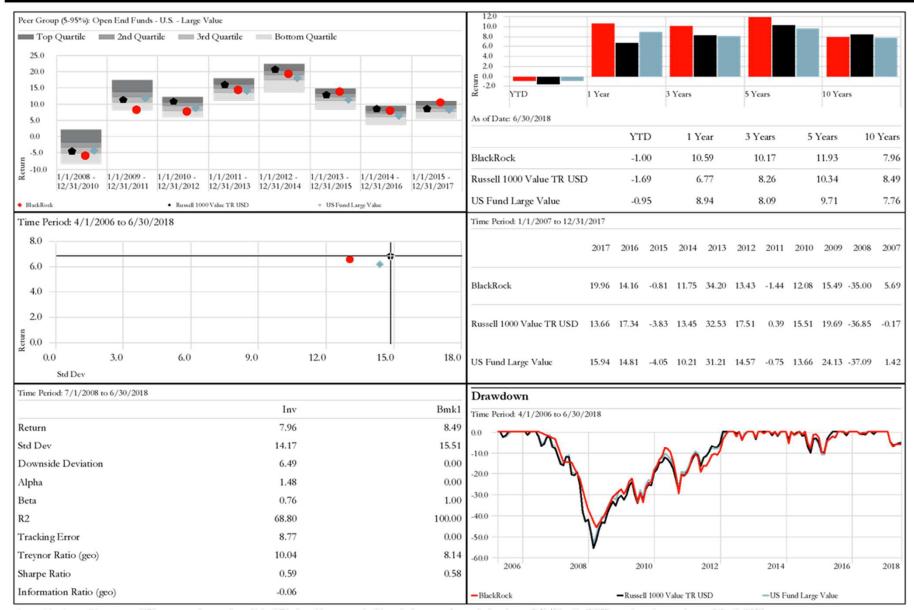
6/30/17 Market Value	81,516,176
Net Additions/Withdrawls	(2,363,186)
Expenses Net Cash Flow	<u>(75,805)</u> (2,438,991)
Net Inome	1,772,583
Net Realized Gain/(Loss)	6,083,500
Change Unrealized Gain/(Loss)	(2,473,652)
Total Investment Gain/ (Loss)	5,382,430
6/30/18 Market Value	84,459,615

[•]All account values (excluding "Alternatives") are reported by SunTrust; "Alternative values are reported by Wells Fargo Advisors; to comply with GIPS Performance reporting standards, beginning and ending market values include fixed income accruals.



II. Equity Sector (Large-Cap Value*)

Periods Ending June 30, 2018 - Performance



Source Morningtar Direct * Please note that we have linked Blackrock's composite historical returns for periods prior to 5/1/06 with BOV actual results starting on May 1, 2006.



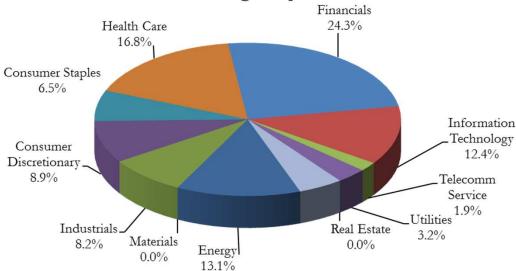
		Russell 1000	Over/(Under)
Characteristic	Blackrock	Value	Weight
Median Cap (\$MM)	47,770	95,700	(47,930)
Avg Cap (\$MM)	140,790	110,690	30,100
Yield (%)	2.31	2.48	(0.17)
P/E Ratio	16.64	20.09	(3.45)
Price / Book	2.93	2.59	0.34
# of Stocks	61	729	(668)

	% of
Top Ten Equity Holdings	Portfolio
JPMorgan Chase	6.1
Cisco Systems	3.9
Chevron	3.9
Citigroup	3.4
Humana	2.9
Pfizer	2.9
Suntrust Banks	2.7
Dow Dupont Inc.	2.7
Walmart Stores	2.4
Comcast 'A'	2.3

Equity Sector (Large-Cap Value Separate Account)

Characteristics - As of June 30, 2018

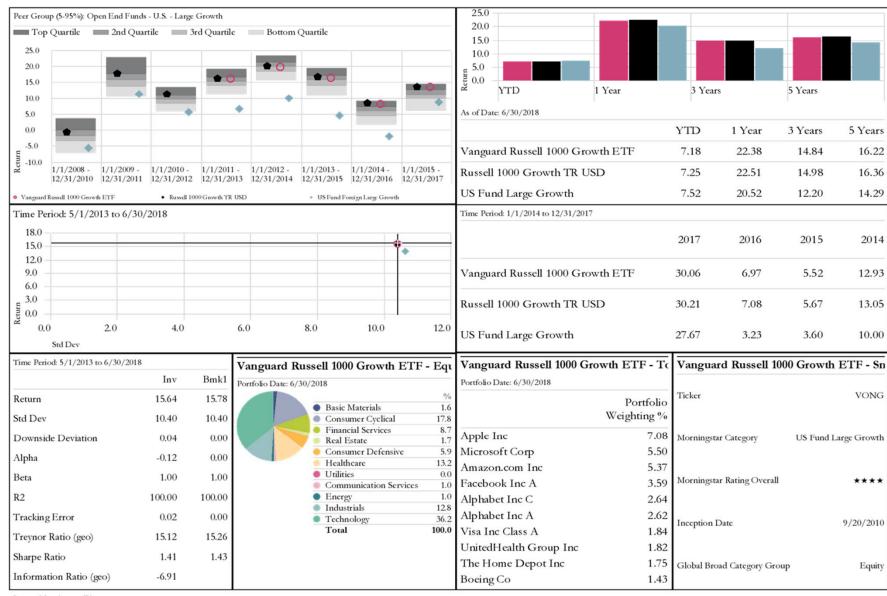
Combined BOV Large-Cap Sector Distribution



	Blackrock	Russell	Over /
	Weight	1000 Value	(Under)
Energy	13.1%	11.1%	2.0%
Materials	0.0%	4.1%	-4.1%
Industrials	8.2%	7.9%	0.3%
Consumer Discretionary	8.9%	8.3%	0.6%
Consumer Staples	6.5%	7.3%	-0.8%
Health Care	16.8%	13.9%	2.9%
Financials	24.3%	23.3%	1.0%
Information Technology	12.4%	9.9%	2.5%
Telecomm Service	1.9%	3.7%	-1.8%
Utilities	3.2%	5.7%	-2.5%
Real Estate	0.0%	4.9%	-4.9%
Cash & Equiv	4.7%	0.0	4.7%

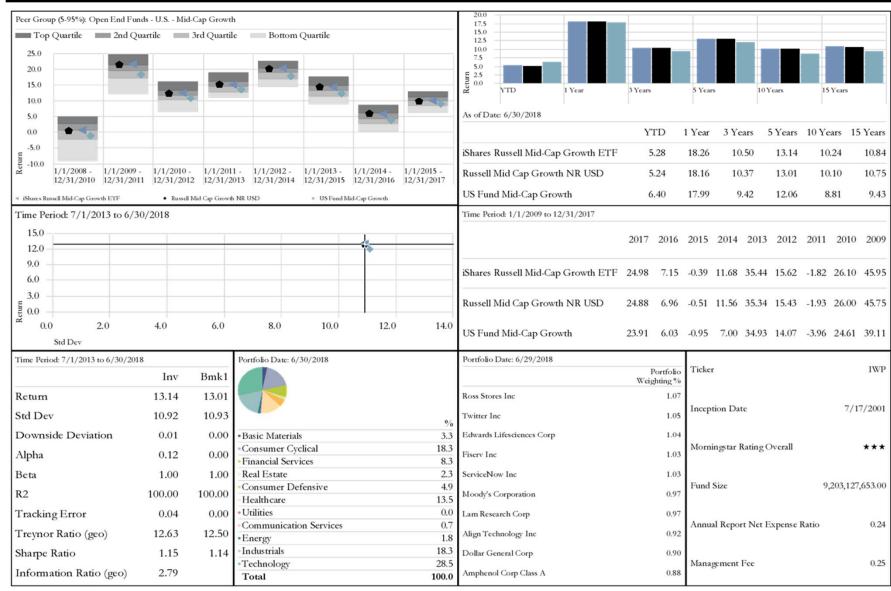








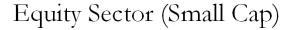
Equity Sector (Mid Cap Growth)





Equity Sector (Mid Cap Value)

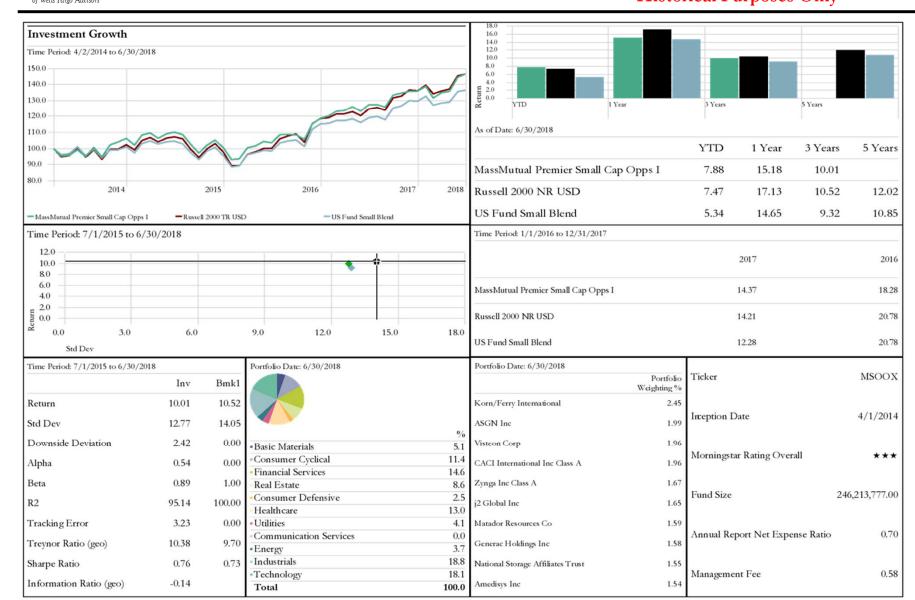






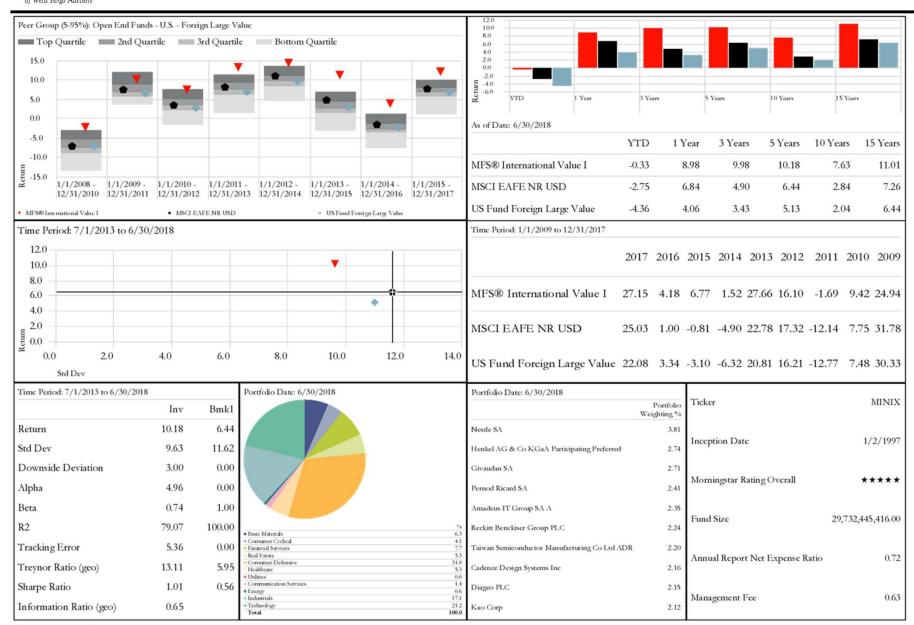


Equity Sector (Small Cap) *Historical Purposes Only*



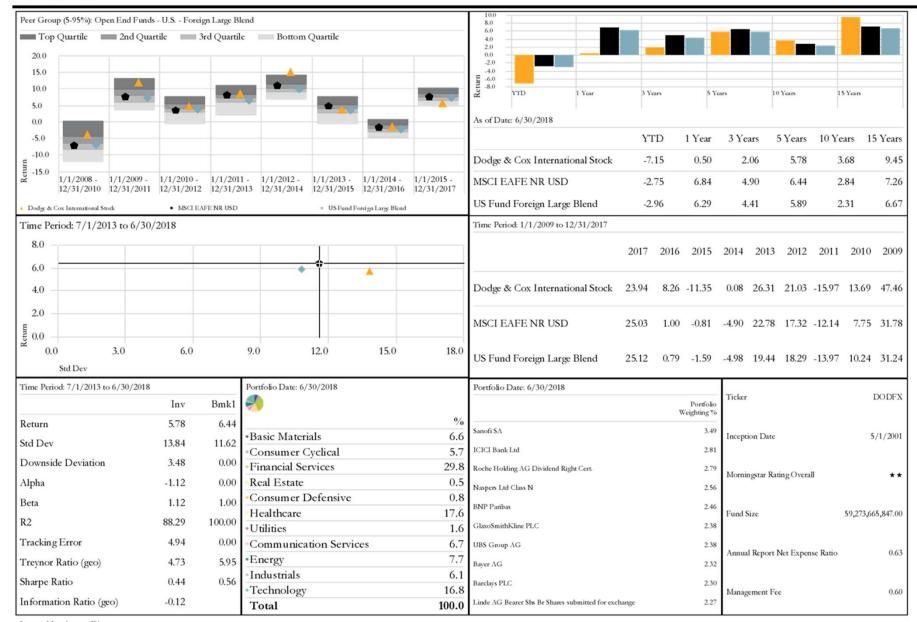


Equity Sector (International Developed)



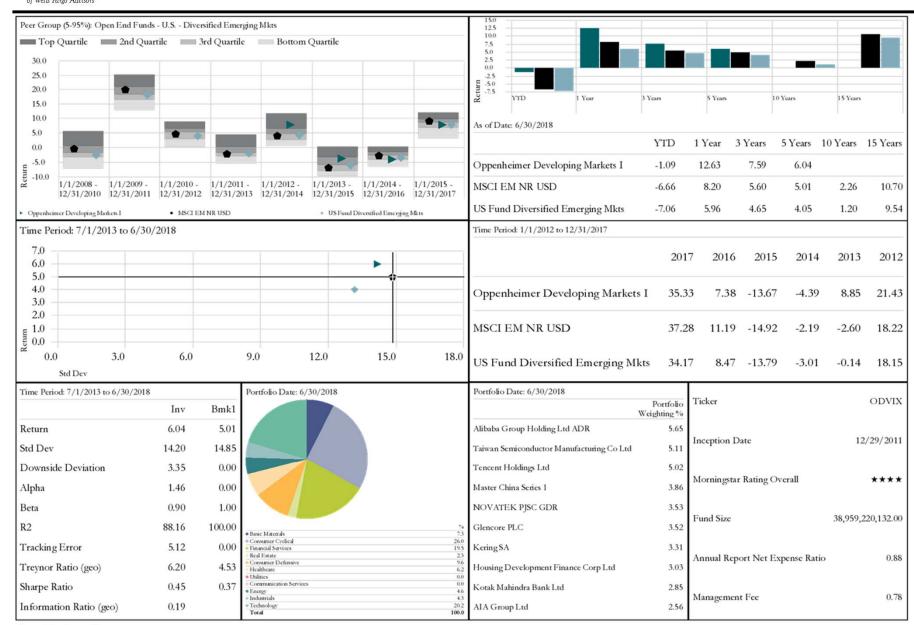


Equity Sector (International Developed)





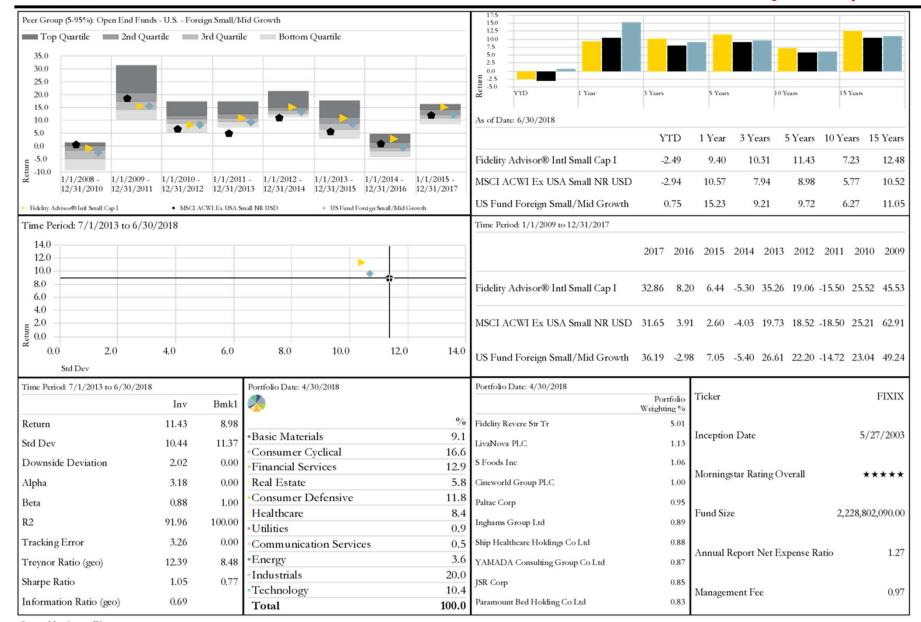
Equity Sector (Emerging Markets)





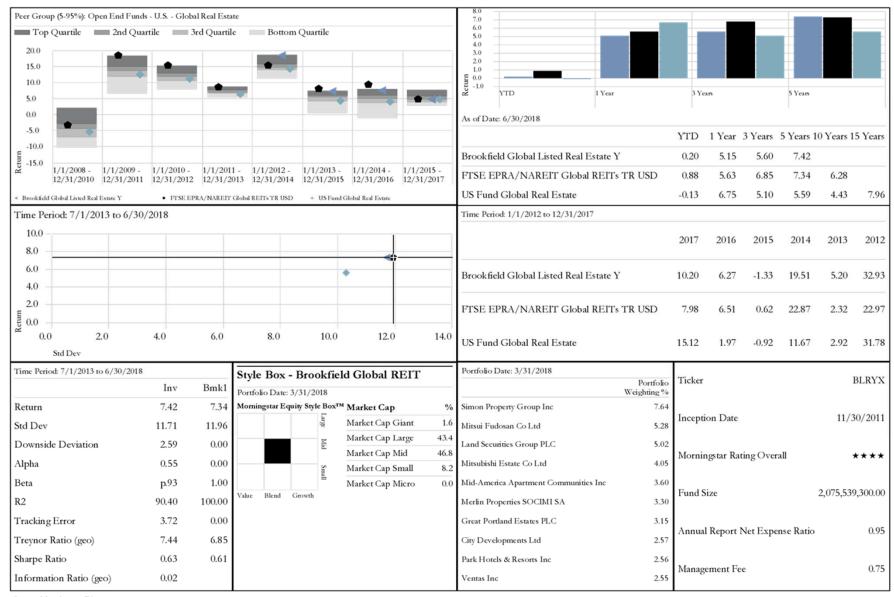
Equity Sector (Int'l Small Cap)

Historical Purposes Only



Equity Sector (REITs)

Historical Purposes Only

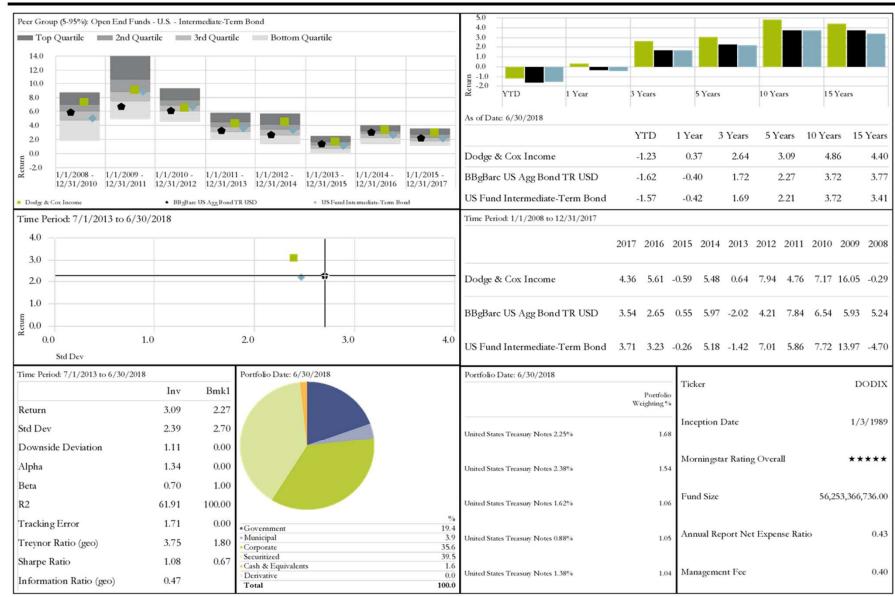


Equity Sector (REITs) *Historical Purposes Only*

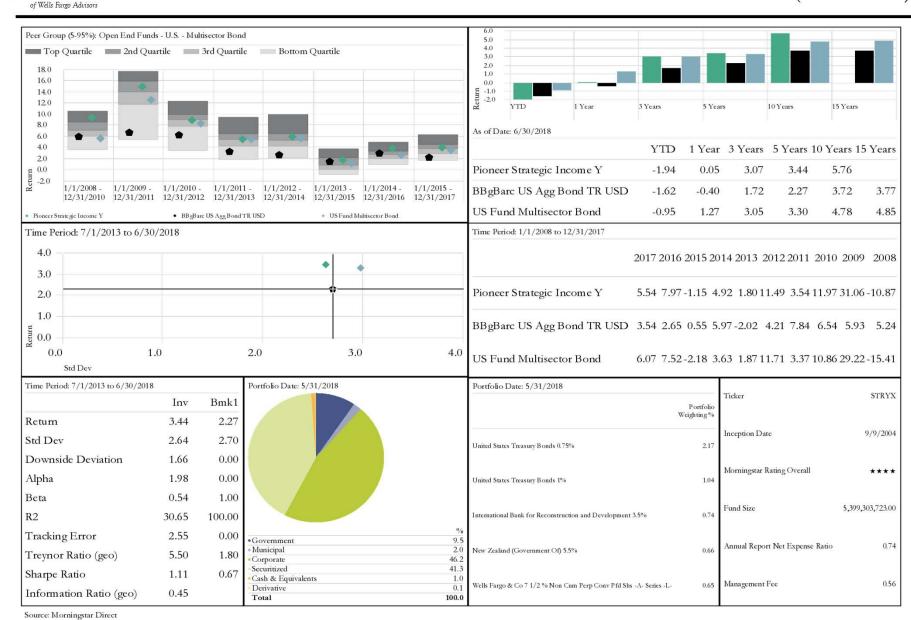




III. Fixed Income Sector (US Bonds)

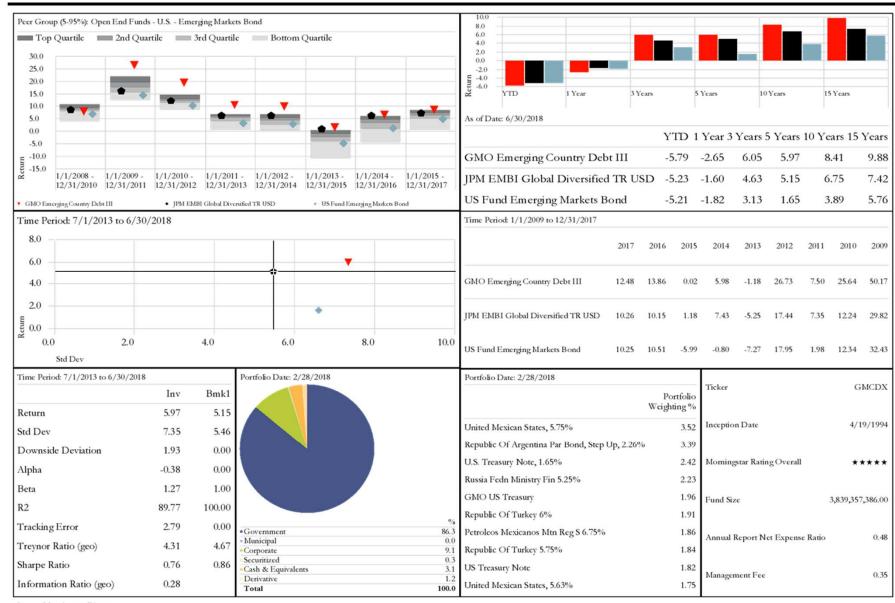


Fixed Income Sector (US Bonds)



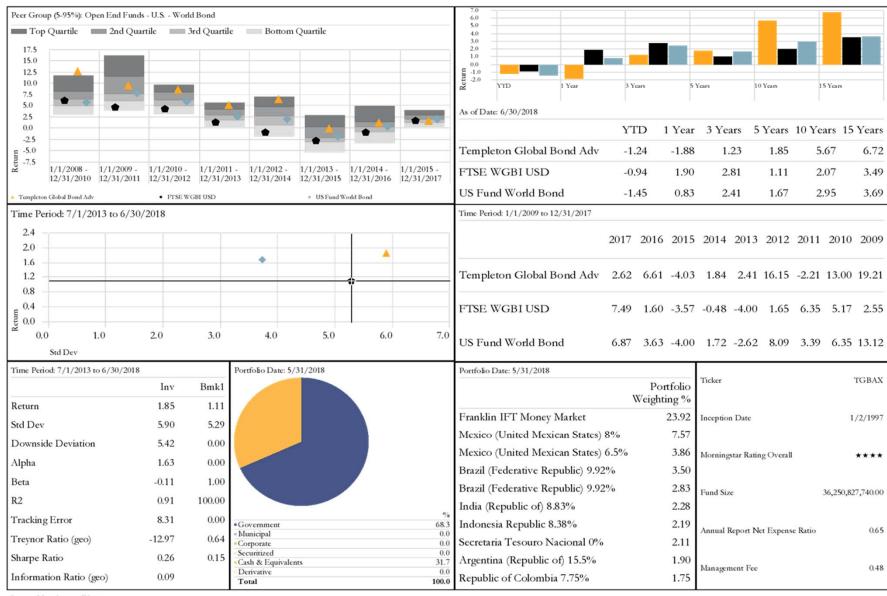
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Fixed Income Sector (EM Debt)



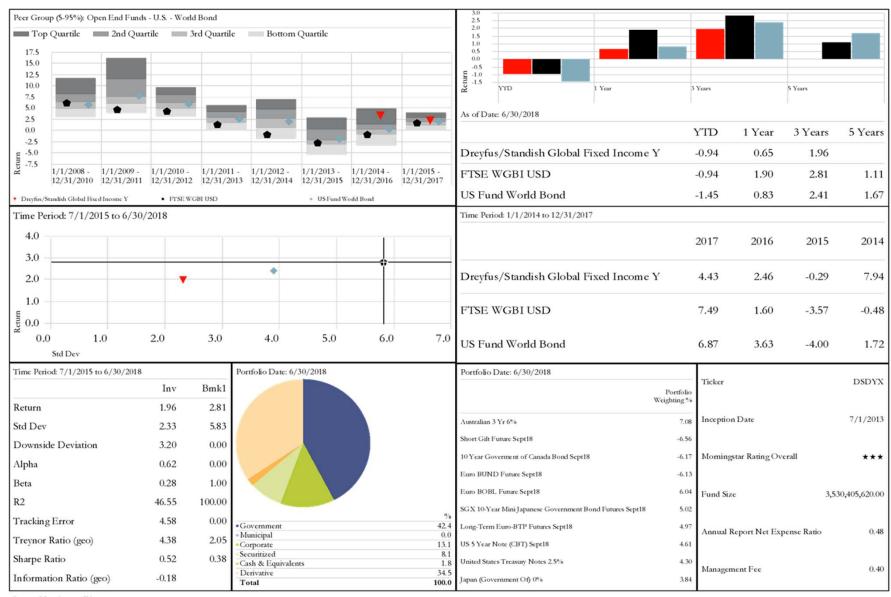
Fixed Income Sector (Global Debt)

Historical Purposes Only



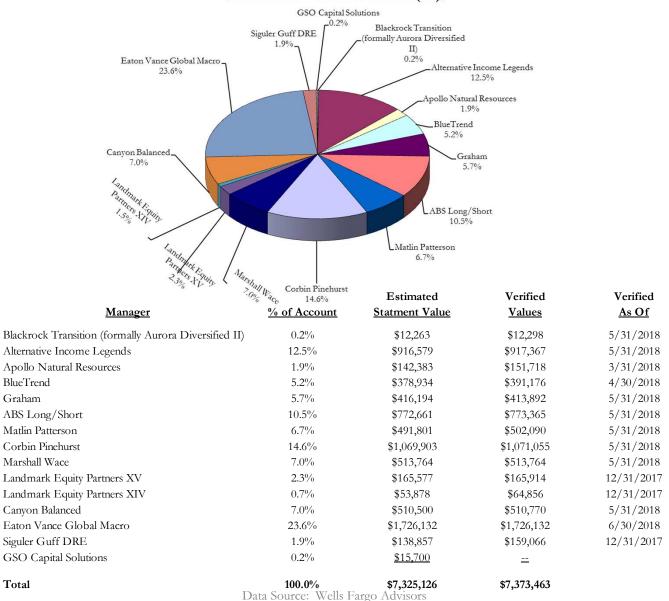
Fixed Income Sector (Global Debt)

Historical Purposes Only





Alternative Breakdown (%)



BlueTrend

ABS Long/Short

Matlin Patterson

Corbin Pinehurst

Canyon Balanced

Siguler Guff DRE

Total

Marshall Wace

Graham

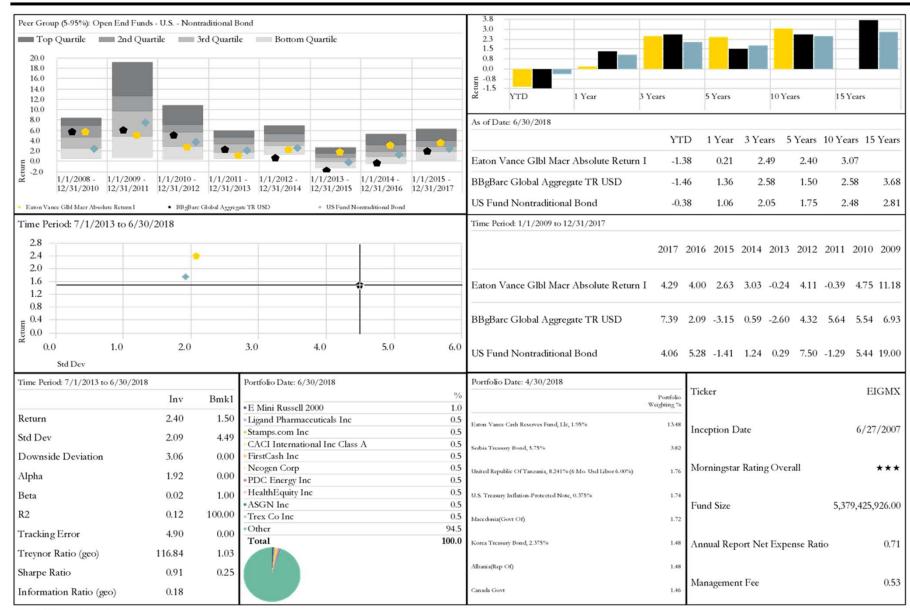


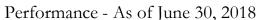
% of Account		\$ Value		2q18	FYTD	One Year	Three Years*	Five Years*	<u> </u>	Incept Bench*
100%	\$	7,325,126	Combined Alternatives (1 mo lag)	(0.7)	2.9	<i>2.9</i>	(0.0)	2.0	<i>2.1</i>	3.1
			HFRI FoF Index (1 mo lag)	0.5	<i>5.7</i>	<i>5.7</i>	<i>1.9</i>	3.4		
			Lower Volatility							
0%	\$	12,263	Blackrock Transition (formerly Aurora)	0.8	6.8	6.8	2.0	2.9	2.3	2.8
7%	\$	510,500	Canyon Balanced	(0.3)					2.1	3.7
24%	\$	1,726,132	Eaton Vance Global Macro	(1.8)					(1.4)	3.7
			HFRI Conservative Index	1.1	5.6	5.6	2.2	3.2		
			<u>Diversified</u>							
15%	\$	1,069,903	Corbin Pinehurst	1.4	5.4	5.4	2.5	4.0	4.9	3.1
13%	\$	916,579	Alternative Income Legends	0.4	7.6	7.6			2.3	2.9
7%	\$	491,801	Matlin Patterson	0.5					2.3	2.2
			HFRI Fund of Funds	0.5	5.7	5.7	1.9	3.4		
			Hedged Equity							
11%	\$	772,661	ABS Global L/S (K2 prior to 12/12)	0.5	6.4	6.4	2.2	5.4	4.5	5.3
7%	\$		Marshall Wace	2.7					6.6	3.4
			HFRI Equity Hedge	1.1	10.1	10.1	4.8	5.7		
			Managed Futures							
5%	\$	378,934	BlueTrend	(4.5)	(5.4)	(5.4)	(7.1)	(3.7)	(2.8)	(0.1)
6%	\$	•	Graham	(2.7)	(0.1)	(0.1)	(3.8)	1.6	(0.4)	(0.1)
	,	,	Credit Suisse Managed Futures Index	(0.3)	4.0	4.0	(1.5)	1.9		(***)
			0	()			()			
			*Private Capital							
2%	\$		Apollo Natural Resources						15.4	
1%	\$		Landmark Equity Partners XIV						6.2	
2%	\$		Landmark Equity Partners XV						11.4	
2%	\$	138,857	Sigular Guff DRE						11.4	
0%	\$	15,700	GSO Capital Solutions							

All returns are on a one-month lag. Performance greater than 1 year is annualized.

^{*} Performance displayed for Private Capital represents IRR of respective strategy per each inception date.

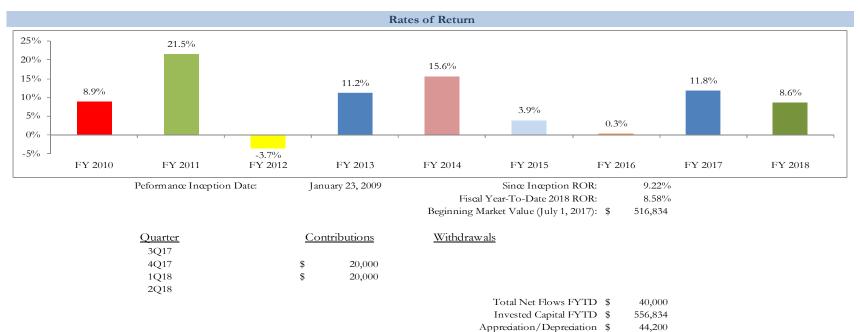












Returns are calculated net of transaction costs and net of management fees.

Returns greater than one year are annualized.

Account data is on a trade date basis and accrued income is included in beginning and ending values. Performance is based on current market prices, as available.

Certain assets are excluded from Beginning and Ending Values and are not included in performance calculations. Selected annuities, certain types of direct investments, mutual funds held outside the firm, precious metals, coins, bullion, or any assets subject to tax- withholding (TEFRA) are among the assets not included in values or performance calculations.

Ending Market Value (June 30, 2018) \$

601,034

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PAST PERFORMANCE: Past performance is not an indication of future results.

DATA SOURCES: Information found in this document was derived from the following sources: Zephyr Associates, Investor Force/MSCI, Barclays Capital, Standard & Poor's, Morningstar, Thomson Reuters, direct material from managers/funds, and other sources we deem reliable.

Dow Jones Industrial Average - This index is comprised of 30 "blue-chip" US stocks selected for their history of successful growth and wide interest among investors. The DJIA represents about 20% of the total market value of all US stocks and about 25% of the NYSE market capitalization. It is a price-weighted arithmetic average, with the divisor adjusted to reflect stock splits and the occasional stock switches in the index.

NASDAQ Composite - A cap-weighted index comprised of all common stocks that are listed on the NASDAQ Stock Market (National Association of Securities Dealers Automated Quotation system).

S&P 500 - A broad-based measurement of changes in stock market conditions based on the average performance of 500 widely held common stocks. This index does not contain the 500 largest companies nor the most expensive stocks traded in the U.S. While many of the stocks are among the largest, this index also includes many relatively small companies. This index consists of approximately 380 industrial, 40 utility, 10 transportation and 70 financial companies listed on U.S. market exchanges. It is a capitalization-weighted index (stock price times number of shares outstanding), calculated on a total return basis with dividends reinvested.

Russell 1000 - The 1000 largest companies in the Russell 3000 index, based on market capitalization.

Russell Mid Cap - The index consisting of the bottom 800 securities in the Russell 1000 as ranked by total market capitalization, and it represents over 35% of the Russell 1000 total market cap.

Russell 2000 - The 2000 smallest companies in the Russell 3000 index.

MSCI EAFE - A market capitalization-weighted index representing all of the MSCI developed markets outside North America. It comprises 20 of the 22 countries in the MSCI World. These 20 countries include the 14 European countries in the MSCI Europe and the 6 Pacific countries in the MSCI Pacific. This index is created by aggregating the 20 different country indexes, all of which are created separately.

MSCI World - This market capitalization-weighted index represents all 22 of the MSCI developed markets in the world. It is created by aggregating the 22 different country indexes, all of which are created separately.

MSCI Emerging Markets Free (EMF) - A market capitalization-weighted index representing 26 of the emerging markets in the world. Several factors are used to designate whether a country is considered to be emerging vs. developed, the most common of which is Gross Domestic Product Per Capita. The "Free" aspect indicates that this index includes only securities that are allowed to be purchased by global investors. This index is created by aggregating the 26 different country indexes, all of which are created separately.

Barclays Government/Credit - This index includes all bonds that are in the Barclays Capital Government Bond and the Barclays Capital Credit Bond indices.

Barclays Aggregate Bond - This index is made up of the Barclays Capital Government/Credit, the Mortgage-Backed Securities, and the Asset-Backed Securities indices. All issues in the index are rated investment grade or higher, have at least one year to maturity, and have an outstanding par value of at least \$100 million.