

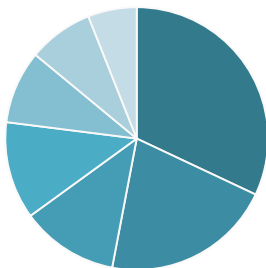
FIRM OVERVIEW

- Founded in 1987, privately owned
- Value oriented, bottom-up investment philosophy
- Exclusively US fixed income
- \$69.3 billion in AUM
- Consistent management team since inception
- Tailored solutions to meet client investment objectives

ASSETS BY MANDATE

Broad Market Strategies (\$31.9bn)	
Short	
Intermediate	
Core	
Crossover	
Long	
Focused Market Strategies (\$37.4bn)	
Corporate/Liability Driven Investing	
Municipal	
Inflation Protection	
Government	
Convertible	

ASSETS BY CLIENT TYPE



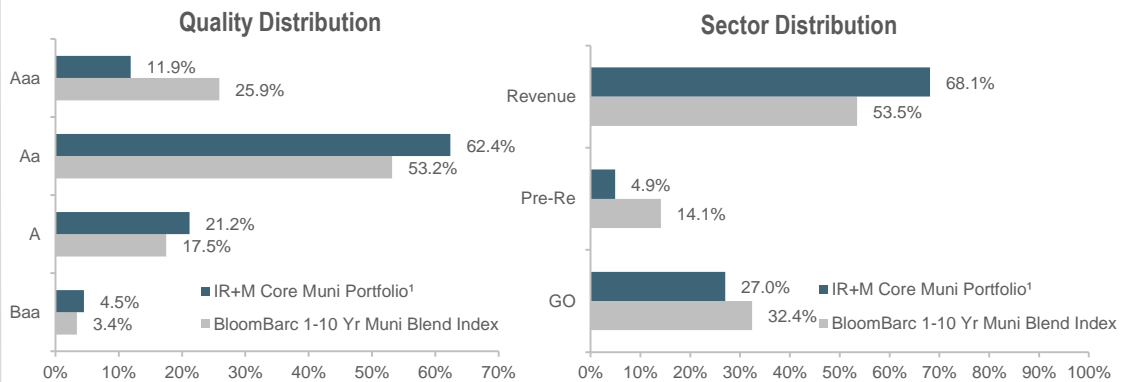
- 32% Corporate
- 21% Not-for-Profit
- 12% Insurance
- 12% Taft Hartley/Union/Other
- 9% Government
- 8% Sub-Advisory
- 6% Private

INVESTMENT STRATEGY

Our investment philosophy for private investors is to protect principal through prudent risk management and opportunistically capitalize on anomalies in the inefficient municipal bond market. Our bottom-up security selection process is designed to take advantage of these market inefficiencies.

STRATEGY CHARACTERISTICS

Characteristics	IR+M Core Municipal Portfolio ¹	Bloomberg Barclays 1-10 Yr Municipal Blend Index
Yield (%) ²	2.06	2.00
Effective Duration (yrs)	4.19	4.11
Average Quality ³	Aa3	Aa2
Average Maturity (yrs)	4.96	5.90
Convexity	0.25	0.16



INVESTMENT PROCESS

+ CREDIT

Our credit focus is on larger, A to AAA-rated monopolistic and essential purpose issuers. We purchase high quality, but not plain vanilla bonds. We seek out issuers that provide reliable, consistent, and timely financial information.

+ STRUCTURE

We focus on non-callable bonds with a convexity advantage. We look to take advantage of inefficiently priced bond structures that may present income advantages; such as, sinking funds, escrowed zeroes, and mandatory puts.

+ PRICE

Our main focus is after tax-returns. We seek to minimize transaction costs and maintain liquid portfolios.

All data as of 12/31/17. ¹Representative portfolio characteristics. Some statistics require assumptions for calculations which can be disclosed upon request. A similar analysis can be provided for any portfolio we manage.
²Yields are represented as of the above date and are subject to change.
³Average quality and quality distribution are calculated using a split to high methodology.
 Source: Bloomberg Barclays
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