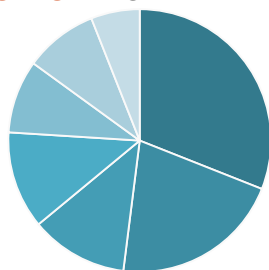


FIRM OVERVIEW

- 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 (\$35.6bn)	
Short	
Intermediate	
Core	
Crossover	
Long	
Focused Market Strategies (\$33.7bn)	
Corporate/Liability Driven Investing	
Municipal	
Inflation Protection	
Government	
Convertible	

ASSETS BY CLIENT TYPE


- 31% Corporate
- 21% Not-for-Profit
- 12% Insurance
- 12% Taft Hartley/Union/Other
- 9% Government
- 9% Sub-Advisory
- 6% Private

IR+M AGGREGATE STRATEGY
Target duration neutral to benchmark
Emphasize undervalued sectors

- Introduce incremental risk to portfolios when compensation is attractive
- Reduce risk when spread sectors are rich

Capitalize on our strengths: experience and security selection

- Seek securities with embedded, often over-looked value
- Take what the market gives you
- Invest in markets that offer structural and price advantages

Best ideas in all portfolios

Characteristics	IR+M Aggregate Portfolio ¹	Bloomberg Barclays Aggregate Index
Yield (%) ²	3.27	3.12
Spread to Tsy (bp)	62	41
Effective Duration (yrs)	5.96	6.08
Convexity	0.52	0.32
Issues	144	9,868
Average Quality	Aa2/AA-	Aa2/AA

Sector Distribution (%)	IR+M Aggregate Portfolio ¹	Bloomberg Barclays Aggregate Index
Government	27.1	38.9
Treasury	23.2	37.2
Agency	0.0	1.5
Govt Guaranteed	3.9	0.2
Credit	33.5	29.7
Finance	12.9	8.1
Industrial	18.1	15.4
Utility	2.5	1.8
Non-Corporate	0.0	4.4
Securitized	37.5	30.6
RMBS	2.0	0.0
Agency RMBS	23.5	28.1
ABS	6.0	0.6
CMBS	6.0	1.2
Agency CMBS	0.0	0.7
Municipals	1.7	0.8
GO	0.5	0.3
Revenue	1.2	0.4
Municipal Other	0.0	0.1
Cash	0.2	0.0
Total	100.0	100.0

Rating Distribution (%)	IR+M Aggregate Portfolio ¹	Bloomberg Barclays Aggregate Index
Aaa	64.8	71.6
Aa	1.7	3.7
A	11.8	11.2
Baa	20.6	13.5
Below Baa	0.9	0.0
Cash	0.2	0.0
Total	100.0	100.0

All data as of 3/31/18.

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. The representative portfolio information is supplemental to the attached IR+M Composite Disclosures.

²Yields are represented as of the above date and are subject to change.

Source: Bloomberg Barclays

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