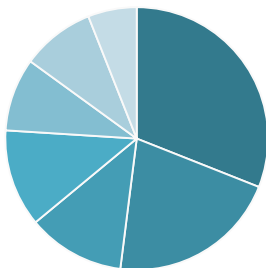


**FIRM OVERVIEW**

- 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 INTERMEDIATE G/C 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 Intermediate G/C Portfolio <sup>1</sup>	Bloomberg Barclays Intermediate G/C Index
Yield (%) <sup>2</sup>	3.05	2.82
Spread to Tsy (bp)	56	32
Effective Duration (yrs)	3.87	3.99
Convexity	0.19	0.23
Number of Issues	142	4,781
Average Quality	Aa3/A+	Aa2/AA-

Sector Distribution (%)	IR+M Intermediate G/C Portfolio <sup>1</sup>	Bloomberg Barclays Intermediate G/C Index
<b>Government</b>	<b>38.7</b>	<b>60.7</b>
Treasury	34.9	57.9
Agency	0.0	2.5
Govt Guaranteed	3.8	0.3
<b>Credit</b>	<b>42.0</b>	<b>39.1</b>
Finance	16.4	12.5
Industrial	19.1	18.1
Utility	5.3	1.5
Non-Corporate	1.2	7.0
<b>Securitized</b>	<b>16.5</b>	<b>0.0</b>
RMBS	1.8	0.0
Agency RMBS	0.1	0.0
ABS	8.4	0.0
CMBS	6.2	0.0
<b>Municipals</b>	<b>2.5</b>	<b>0.2</b>
GO	0.5	0.1
Revenue	2.0	0.1
<b>Cash</b>	<b>0.3</b>	<b>0.0</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

Rating Distribution (%)	IR+M Intermediate G/C Portfolio <sup>1</sup>	Bloomberg Barclays Intermediate G/C Index
Aaa	54.6	64.2
Aa	3.6	5.1
A	14.3	14.1
Baa	26.3	16.6
Less than Baa	0.9	0.0
Cash	0.3	0.0

All data as of 3/31/18. <sup>1</sup>Representative 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. <sup>2</sup>Yields are represented as of the above date and are subject to change.  
 Source: Bloomberg Barclays  
 The views contained in this presentation are those of IR+M and are based on information obtained by IR+M from sources that are believed to be reliable. No part of this material may be reproduced in any form, or referred to in any other publication, without express written permission from Income Research & Management.