



IR+M's Long Government/Credit Strategy utilizes the firm's deep investment team and experience as bottom-up security selectors to aim to add value over the Index. The Strategy has a similar duration profile as the Index but we strive to enhance returns by focusing on security selection, which we feel is critical in long duration portfolios. Instead of attempting to replicate the Index, we hold high-conviction ideas where we can develop meaningful position sizes yet still achieve adequate diversification. Through diligent risk management, we look to build a no-surprises, sleep-at-night portfolio.

PORTFOLIO CONSTRUCTION

- **Duration neutral to benchmark**
- **Focus on security selection, which we feel is critical in long duration strategies**
- **Capitalize on our strengths: experience and security selection**
- **Take what the market gives you**
 - Introduce incremental risk to portfolios when compensation is attractive; reduce risk when spreads are narrow
 - Emphasize undervalued sectors
 - Seek securities with embedded, often over-looked value
 - Invest in markets that offer structural and price advantages

KEY FACTS

Inception Date 9/30/1987
 Assets \$3.5 billion
 Benchmark
 • Bloomberg Barclays US Long Government / Credit Index
 Available vehicles
 • Separately Managed Account
 • Private Investment Fund

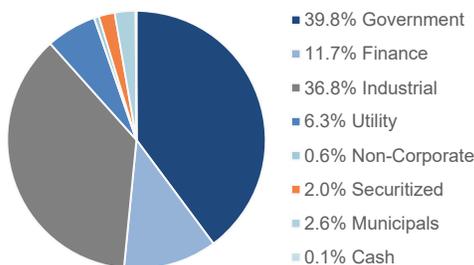
STRATEGY PROFILE

	Conservative	Core	Opportunistic
Cash	Dark Blue	Dark Blue	Dark Blue
Short	Dark Blue	Dark Blue	Dark Blue
Int	Dark Blue	Dark Blue	Dark Blue
Core	Dark Blue	Dark Blue	Dark Blue
Long	Dark Blue	Orange	Dark Blue

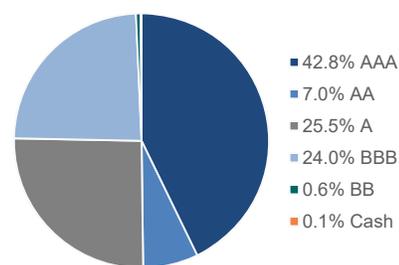
IR+M LONG G/C STRATEGY CHARACTERISTICS

	IR+M Long G/C Portfolio	Bloomberg Barclays Long G/C Index
Yield (%)	2.86	2.71
Spread to Tsy (bp)	170	151
Effective Duration (yrs)	16.24	16.44
Convexity	3.61	3.59
Number of Issues	297	2,566
Average Quality	A+	A+

Sector Distribution



Quality Distribution



5-Year Historical Characteristics Relative to Index



Sources: Bloomberg Barclays, IR+M Analytics, Barclays POINT® and Bloomberg PORT+ All data as of 3/31/20. 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. Yields are represented as of the above date and are subject to change. Totals may not sum to 100 due to rounding. The blue bars show the 5-year historical range and the orange diamond represents the value as of 3/31/20. Ratings (Moody's) shows the number of rating notch differences between the portfolio and index. The relative gov't-backed weighting is the aggregate weighting for Treasuries, Agency, Govt Guaranteed, Agency RMBS and Agency CMBS versus the benchmark weighting for those sectors.

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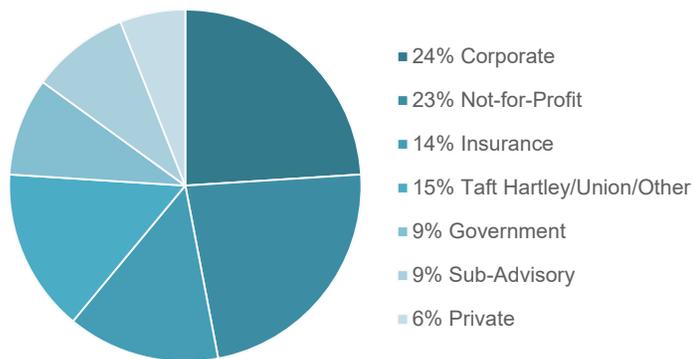
FIRM FACTS

- Founded in 1987, privately owned
- Value-oriented, bottom-up investment philosophy
- Exclusively US fixed income
- \$74.5 billion in AUM
- Consistent management team since inception
- Tailored solutions to meet client investment objectives

IR+M STRATEGIES

- Short • Intermediate • Core • Government / Credit
- Long Corporate • Municipal • Inflation Protection
- Government • Liability Driven Investing • Convertible
- Socially Responsible Core • Tax Sensitive / Crossover
- Extended Cash • Core Plus • Short Diversified Income

ASSETS BY CLIENT TYPE



INVESTMENT PHILOSOPHY

Actively manage portfolio risk

- Target duration neutral to benchmark
- Balance opportunity and discipline
- Take what the market gives you

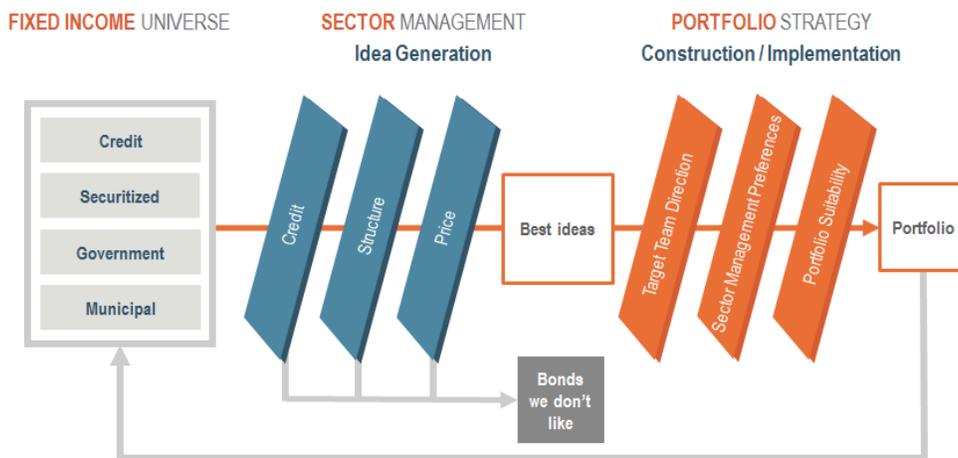
Emphasize undervalued sectors

- Introduce incremental risk when compensation is attractive
- Reduce risk when spread sectors are rich
- Utilize bottom-up philosophy as an influence on sector decisions

Capitalize on our experience and security selection

- Seek securities with embedded, often over-looked, value
- Focus on credit, structure, and price to arrive at our best ideas
- Rely on senior investment team for ultimate decisions

INVESTMENT PROCESS



- + INDEPENDENT FIRM
- + COLLABORATIVE CULTURE
- + VALUE-ORIENTED APPROACH
- + CLIENT FOCUS

IR+M is a privately owned investment management firm specializing in managing US fixed income portfolios for institutional and private clients. We believe that an open, collaborative culture promotes excellence from an investment team of high energy, curious individuals. Our investment philosophy is based on the belief that careful security selection and actively managing portfolio risk provides superior results over the long-term. Our focus is on two primary goals – providing consistent year-over-year investment results and outstanding service to our clients.

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