

# INVESTMENT GRADE CORPORATE BOND SMA

**Growth of Capital Through Disciplined Investing**  
in Separately Managed Accounts (SMA)



Q1/2025





## 1. FIRM OVERVIEW

- 1.1. Introduction
- 1.2. Benefits of Employing a Bond Manager
- 1.3. Investment Philosophy
- 1.4. Investment Process
- 1.5. Risk Management
- 1.6. Strategies Overview

## 2. INVESTMENT GRADE PORTFOLIO

- 2.1. Investment Grade Portfolio Managers
- 2.2. Overview
- 2.3. Portfolio Characteristics (Composite)
- 2.4. Historical Performance (Composite)
- 2.5. Investment Grade Market Perspectives
- 2.6. Contact Information

## 3. APPENDIX

- A. Perspectives on the US Corporate Bond Markets
- B. Managing Directors' Profiles
- C. Historical Returns of Selected Assets
- D. Correlations Between Various Asset Classes
- E. Annual Relative Total Return Ranking—USD Markets
- F. Disclosures



## 1. FIRM OVERVIEW



Cincinnati Asset Management, Inc. has specialized in the management of fixed income strategies for individuals, financial professionals, and institutions for over 30 years.

We concentrate our efforts exclusively in the U.S. taxable corporate bond market, managing a wide range of strategies from short to intermediate duration, investment grade to high yield. In all cases, fundamental credit research is a primary element of our security selection process.

CAM is an independent investment advisor registered with the SEC and structured as a corporation that is employee owned. The strength of our Firm lies with our niche focus, commitment to our investment process and depth of experience of our Managing Directors and employees. Our average portfolio manager tenure with the firm is 24 years and we are responsible for managing \$2.4 Billion as of 12/31/24.



## 1.2. BENEFITS OF EMPLOYING A BOND MANAGER

### **CREDIT ANALYSIS**

We buy bonds of companies whose credit quality is stable to improving. Continuous monitoring of the corporation's credit quality is imperative to determine when a bond's price no longer reflects its actual credit quality.

### **CONSISTENT APPLICATION OF AN INVESTMENT STRATEGY**

Our relative value approach to buying and selling bonds meets defined objectives of intermediate maturity and broad diversification of holdings.

### **BUYING/SELLING IN THE OVER-THE-COUNTER MARKET**

The bond market is an over-the-counter market that requires knowledge of historical pricing and the different bid/ask quotations of the many different market makers. Investment grade and high yield corporate bonds cover over 20,000 separate issues of over 2,000 companies; inventories are exclusive, or vary, among brokers, so having the ability to trade with best execution with many different brokers enhances our ability to maximize relative value.

### **EXECUTING IN SIZE**

It is not unusual to observe significant price disparities between smaller retail executions and larger block trades. We buy/sell for all our clients in sufficient quantity in one trade to satisfy the needs of all our clients' portfolios; the smaller retail investor participates at the same price as the larger institutional client when a transaction is effected.



### **SPECIALIZED MANAGERS OF US CORPORATE DEBT**

**We believe that managing corporate bonds allows us to capitalize on the structural inefficiencies of the corporate bond market and to maximize favorable risk/reward scenarios that exist within domestic fixed income markets.**

- Investors' tendency to overreact to events resulting in mispricing of securities.
- Lack of a centralized pricing source

### **QUALITY FOCUSED**

**Bottom up fundamental research**

- Stable management
- Appropriately structured debt
- Good free cash flow
- Attractive relative valuations
- Structural underweight to lower rated credits

### **INTEREST RATE AGNOSTIC**

**We do not utilize interest rate anticipation tactics. We look to minimize the impact of interest rate risk from the investment process by employing defensive maturity structure within the portfolio.**



## 1.3. INVESTMENT PHILOSOPHY

### INTEREST RATE AGNOSTIC

Historically, interest rates have been hard to predict. Rarely do economists' projections match up with the actual rates a year later and often miss the direction of the rate move entirely.

#### 10 YEAR TREASURY ACTUAL QUARTERLY AVERAGE WITH 1, 2, 3, 4 QUARTER FORECASTS

Graph 1<sup>1</sup>

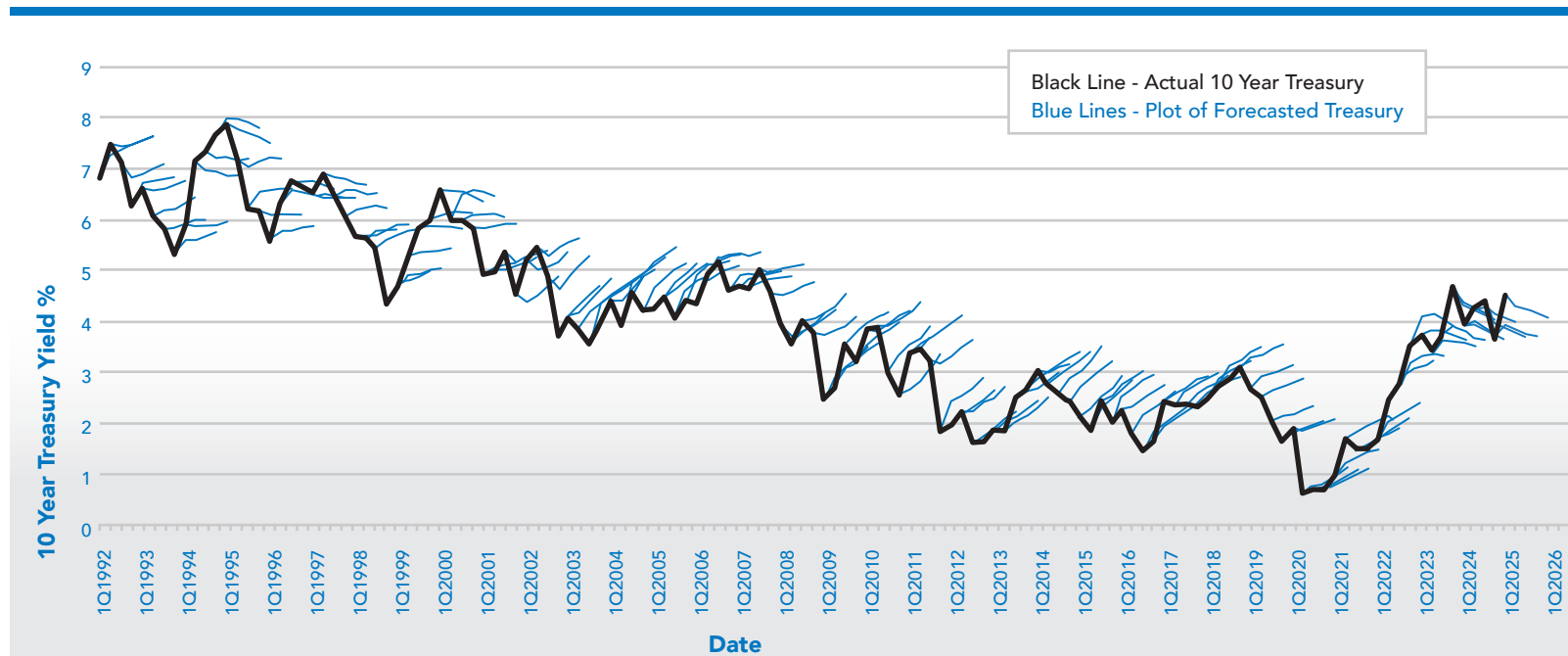


Chart 1<sup>2</sup>

	Rise	Fall	Rise	Rise	Fall	Fall
	Prediction	Prediction	Prediction Correct	Prediction Incorrect	Prediction Correct	Prediction Incorrect
1 Quarter Out	77%	23%	58%	42%	77%	23%
2 Quarters Out	83%	17%	49%	51%	52%	48%
3 Quarters Out	85%	15%	45%	55%	56%	44%
4 Quarters Out	86%	14%	49%	51%	69%	31%
Total	83%	17%	50%	50%	65%	35%

<sup>1</sup> Source: Philadelphia Fed Survey of Professional Forecasters

<sup>2</sup> Prediction Source: Philadelphia Fed Survey of Professional Forecasters. 10 Year US Treasury Yield Source: U.S. Department of the Treasury. The 10 Year US Treasury yields defined as yield as of the first day of each calendar quarter.



## 1.4. INVESTMENT PROCESS



**Step 1:**

Select issuers that possess favorable asset strength relative to their peers, an appropriate capital structure, and are trading cheap relative to the market.



**Step 2:**

Identify portfolio candidates which we believe have potential to increase revenues and cash flow.



**Step 3:**

Build our “focus list” from those candidates that we consider to have a better competitive advantage.



**Step 4:**

Construct portfolio through our proprietary analytical discipline that measures the yield of a security to our assessment of that security’s quality.

After the initial invest-up, our constant objective is to improve the quality, increase yield, and shorten the maturity.





## 1.5. RISK MANAGEMENT

Risk management is an integral part of our investment process given our primary objective of preservation of capital. In addition to security selection, risk management is employed through portfolio diversification, liquidity and constant monitoring of individual credits.

Liquidity and safety are enhanced by investing only in bonds with an initial issue size generally in excess of \$100,000,000.

### **Within our Investment Grade Strategy:**

We mitigate risk by targeting a maximum industry group exposure of approximately 15%. Targeted sector exposure is capped at approximately 20%, with an exception of up to 30% in Financial Institutions due to sector size within the Investment Grade Corporate Universe<sup>3</sup>.

Individual credits are monitored continuously; a deterioration of 10%, relative to the index, from initial purchase triggers a mandatory credit review in which appropriate action is promptly determined.

<sup>3</sup> Sector is defined as Bloomberg Level 3 classification and Industry Group is defined as Bloomberg Level 4 classification.



## 1.6. STRATEGIES OVERVIEW



### INTERMEDIATE

For investors interested in adding corporate bond exposure to the intermediate part of the yield curve, which has historically offered a favorable risk/reward opportunity.

Corporate Bond SMA Strategies	Target Average Credit Rating	Average Maturity	Target Diversification	Inception Date	Account Minimum <sup>ii</sup>
<b>Investment Grade</b>	A3 minimum <sup>i</sup>	5-10 years	20-25 issues	1/1/1993	\$100K
<b>High Yield</b>	BA3 <sup>i</sup>	4-8 years	33-40 issues	5/1/1989	\$100K
<b>Broad Market</b> <i>67% Investment Grade / 33% High Yield Blend</i>	BAA2 <sup>i</sup>	7-9 years	55-60 issues	1/1/2002	\$300K

### SHORT TERM

For investors interested in a shorter maturity profile that historically is less affected by changes in interest rates.

Corporate Bond SMA Strategies	Target Average Credit Rating	Average Maturity	Target Diversification	Inception Date	Account Minimum <sup>ii</sup>
<b>Short Duration</b> <i>50% Investment Grade / 50% High Yield Blend</i>	BAA3 <sup>i</sup>	3-5 years	25-30 issues	6/1/2004	\$250K
<b>Short Duration - Investment Grade Only</b>	A2 <sup>i</sup>	3-5 years	20 issues	12/1/2008	\$100K

<sup>i</sup> Bloomberg Index Rating

<sup>ii</sup> Account minimums may vary by financial institution.



## 2. INVESTMENT GRADE CORPORATE BOND SMA



### **Randall S. Hale**

Randy started his career with Cincinnati Financial Corporation in 1984. Prior to joining CAM, Randy managed the taxable fixed income portfolio at Cincinnati Financial, an S&P 500 insurance holding company. The \$1 billion portfolio included a significant exposure to high yield securities. Responsibilities included investment strategy, research and trading. B.S. Finance, Olivet Nazarene University.

### **Richard J. Gardner**

Rick began his career with Banc One Funds in 1993. His career also includes portfolio management for The Federal Home Loan Bank and Huntington National Bank, where he managed several corporate and government bond mutual funds. Prior to joining CAM, he was a Senior Portfolio Manager for the \$1.2 billion Ohio Police and Fire Pension Fund. B.S. Finance and Accounting, Wright State University.

### **Joshua M. Adams, CFA**

Josh began his career in 2004 with Cincinnati Financial Corporation where he was responsible for managing a portion of a multibillion-dollar bond portfolio. He has focused on fixed income for the majority of his career and has extensive experience in both investment grade and high yield corporate credit. Josh has earned the Chartered Financial Analyst designation. B.S.B.A. Finance, The Ohio State University; MBA, Xavier University.



**The portfolio management team employs a “Value” strategy.**

We purchase only corporate bonds and seek those that are undervalued. Investment decisions made by the management team are based on independent fundamental credit analysis, relative value comparisons and yield curve considerations.

**An investment grade (A3 minimum) average credit rating is the constant target.**

BAA/BA bonds are purchased (to a maximum of 30%) to enhance cash flow, reduce interest rate sensitivity and provide greater potential capital appreciation. In the event of a downgrade, the security may be held if we anticipate credit improvement in the future.

**Portfolios are fully invested with an average maturity in the intermediate range.**

We avoid interest rate anticipation or market timing. Our focus is on the potential future value of individual corporate issuers based on potential earnings growth and stability over the long term.

**Illiquid and volatile issues are avoided.**

We purchase only larger issue, U.S. dollar denominated registered public corporate bonds.

**A strict sell discipline is employed.**

Issues and issuers are analyzed regularly to ensure that gains are captured, relative value is optimized, and capital is preserved.

**Portfolios are diversified.**

Portfolios contain at least 20 equally weighted positions.

**A historical low turnover of the portfolio.**

On average, less than 25% per year.

**A Trading Network provides all our clients with best pricing.**

We access over 30 institutional broker/dealers seeking competitive bids and offerings.



## 2.3. INVESTMENT GRADE PORTFOLIO CHARACTERISTICS



CINCINNATI ASSET MANAGEMENT

### PORTFOLIO STATISTICS AS OF 3/31/25

Average Maturity	7.00 yrs.
Duration	5.70
Coupon	3.86%
Yield to Maturity	5.02%
Current Yield	4.10%
Target Diversification	20-25 issues
Average Credit Rating	A3

### CREDIT QUALITY DISTRIBUTION\*

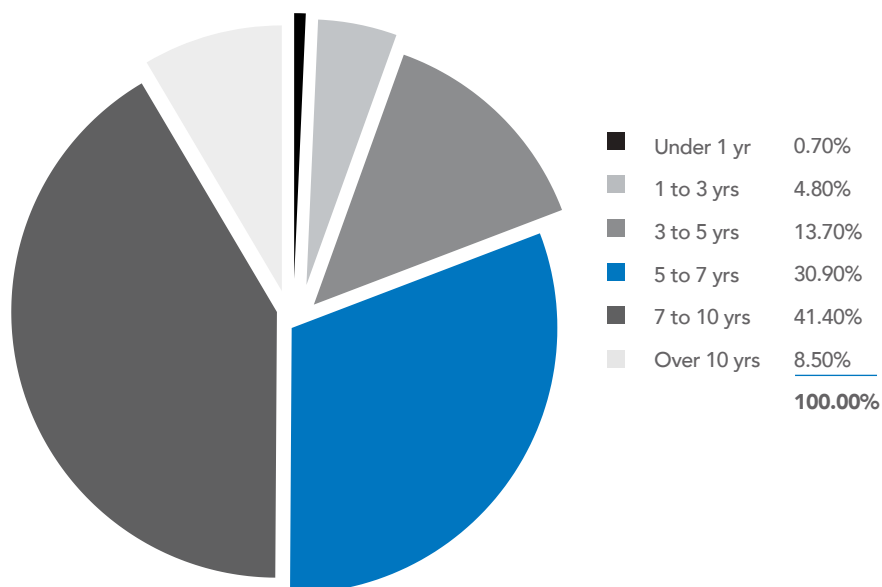
AAA	0.00%
AA	9.10%
A	62.80%
BAA	27.50%
BA	0.60%
B	0.00%
CAA	0.00%
CA	0.00%
<C	0.00%
NR	0.00%
	<u>100.00%</u>

\*Bloomberg Index Rating

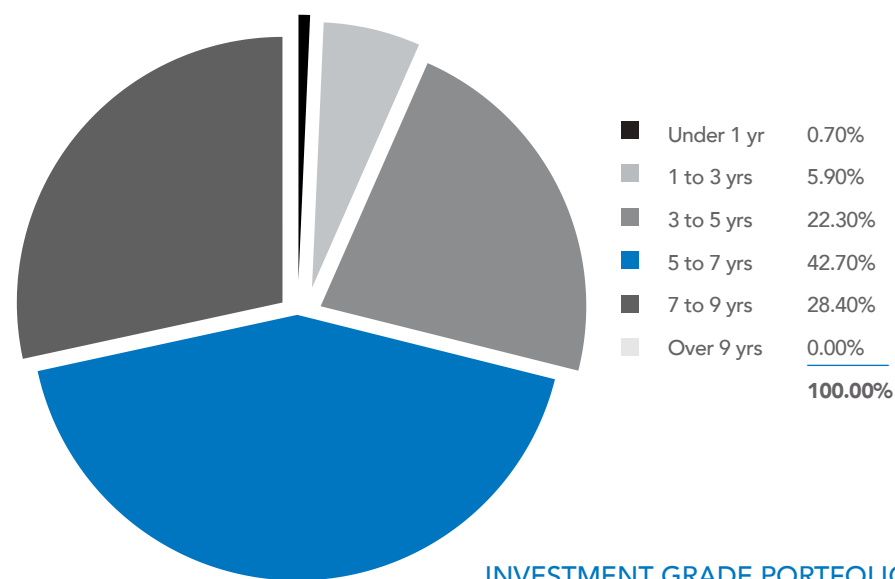
### INDUSTRY DISTRIBUTION

Banking	19.48%
Utility - Electric	9.75%
Technology	9.68%
Media - Cable & Satellite	5.92%
Energy - Independent	5.20%
Telecom	5.15%
P&C Insurance	4.10%
REIT - Retail	3.69%
Food & Beverage	3.67%
Aerospace Defense	3.58%
Other Industries (19)	27.29%
Cash	2.50%
	<u>100.00%</u>

### MATURITY DISTRIBUTION



### DURATION DISTRIBUTION





## 2.4. INVESTMENT GRADE HISTORICAL PERFORMANCE



CINCINNATI ASSET MANAGEMENT

### ANNUALIZED RETURNS FOR THE PERIODS ENDED 3/31/25

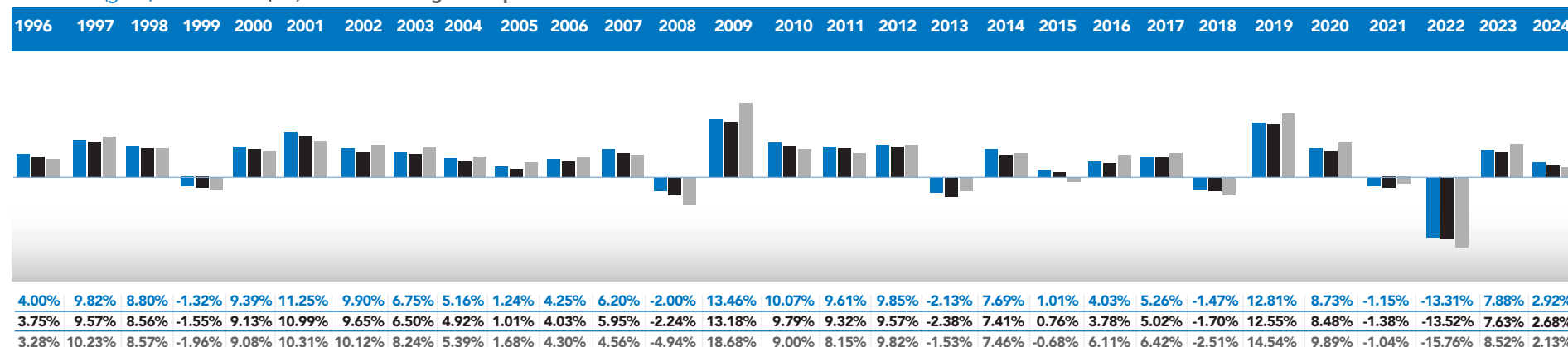
	YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs	Inception*
<b>CAM Gross</b>	<b>2.40%</b>	<b>5.71%</b>	<b>1.84%</b>	<b>1.80%</b>	<b>2.39%</b>	<b>5.43%</b>
CAM Net of Fees	2.34%	5.46%	1.60%	1.56%	2.15%	5.18%
Bloomberg US Corporate Index <sup>1</sup>	2.31%	4.90%	1.14%	1.51%	2.43%	5.36%

\*Inception 01/01/1993

<sup>1</sup>An unmanaged index that measures the Investment Grade, fixed-rate, taxable, corporate bond market.

### CALENDAR YEAR RETURNS (GROSS)

■ CAM IG (gross) ■ CAM IG (net) ■ Bloomberg US Corporate Index



### PORTFOLIO RISK STATISTICS FOR PERIODS ENDED 3/31/25

	3 Yrs	5 Yrs	10 Yrs	Inception*
Standard Deviation CAM IG	<b>7.36%</b>	<b>7.74%</b>	<b>6.36%</b>	<b>5.62%</b>
Standard Deviation Bloomberg Corporate Index	<b>8.81%</b>	<b>9.12%</b>	<b>7.35%</b>	<b>6.08%</b>
Sharpe Ratio CAM IG	<b>-0.36</b>	<b>-0.11</b>	<b>0.08</b>	<b>0.32</b>
Sharpe Ratio Bloomberg Corporate Index	<b>-0.38</b>	<b>-0.12</b>	<b>0.07</b>	<b>0.28</b>

\*Inception 01/01/1993

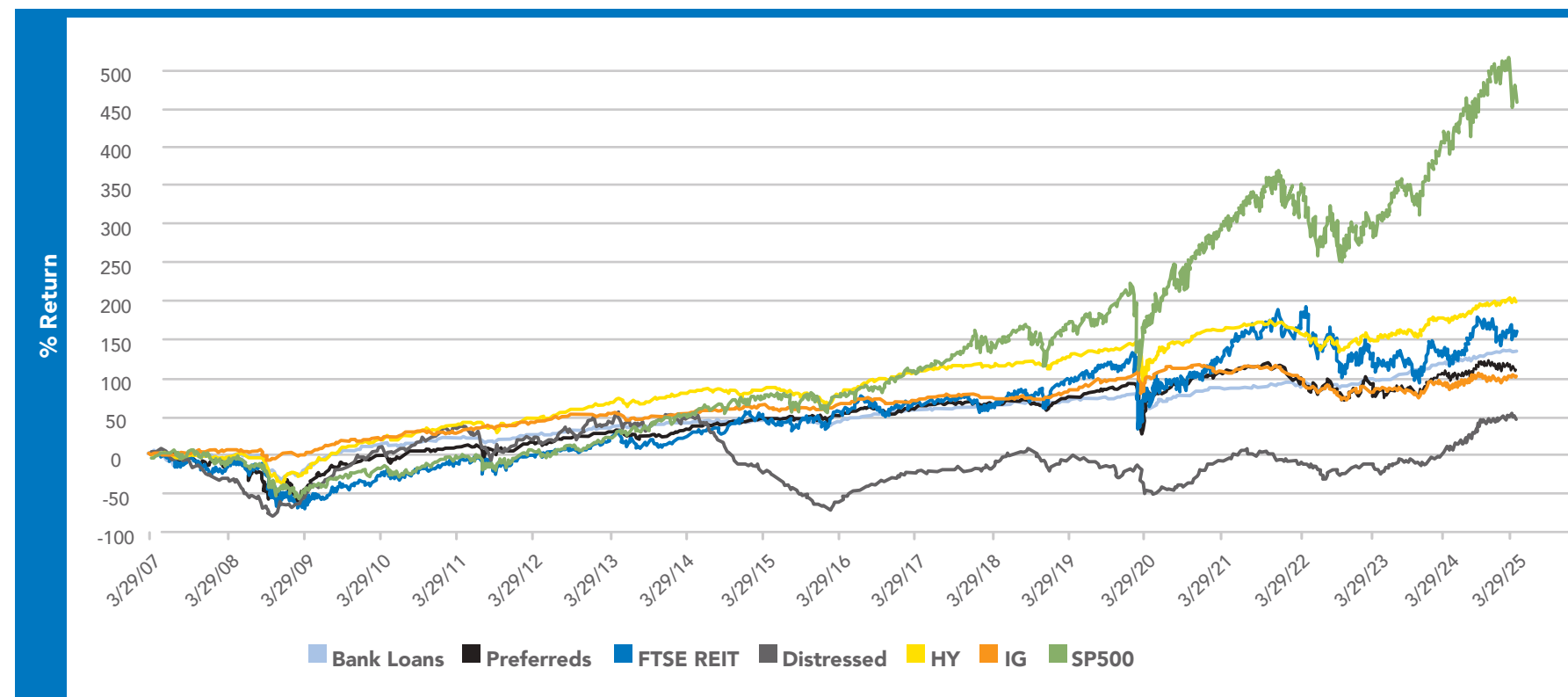


## 2.5. INVESTMENT GRADE MARKET PERSPECTIVE

### Consistency of Investment Grade Corporate Bonds

When we look at total return numbers below<sup>4</sup>, we can see the smoothing effect of corporate debt versus other income producing asset classes<sup>5</sup>.

#### CUMMULATIVE TOTAL RETURN



<sup>4</sup> Total Return calculation includes reinvestment of income. Start date of 3/29/07 chosen because it was the first date that the bank loan index changed to daily reporting.

<sup>5</sup> Asset classes were represented by indices:

- Bank Loans - S&P/LSTA Leveraged Loan Total Return Index
- Preferreds - S&P Preferred Stock Index
- REITs - FTSE NAREIT All Equity REITS Total Return Index
- Distressed - Ca to D US High Yield Total Return Index Unhedged
- HY - Bloomberg US Corporate High Yield Bond Index
- IG - Bloomberg US Credit Index
- SP500 - S&P 500 Index

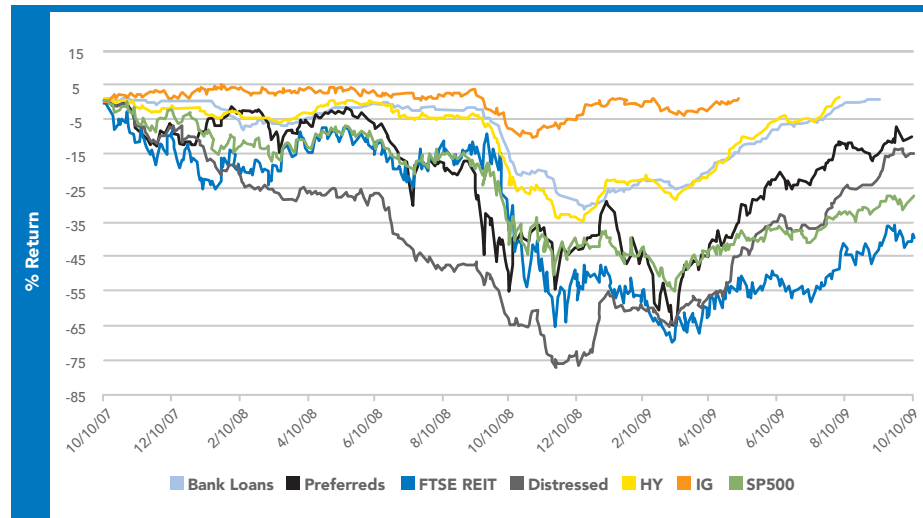




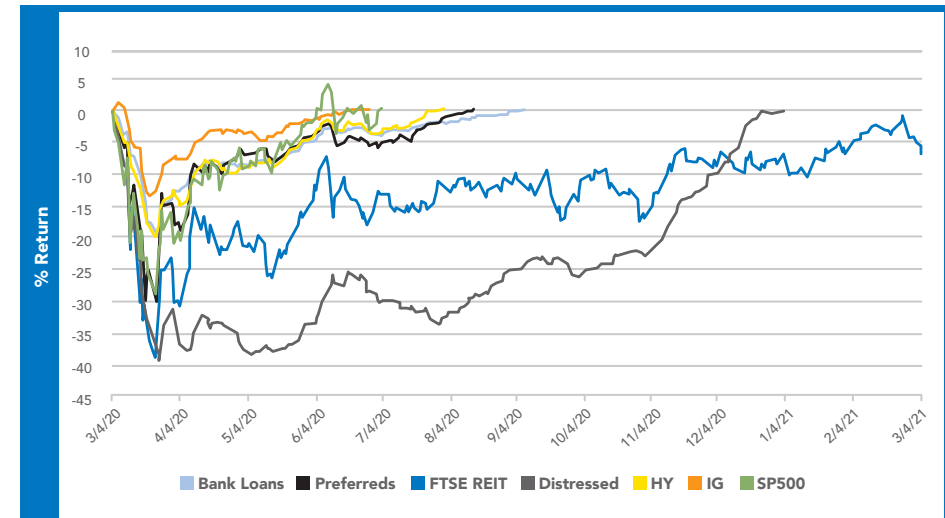
## 2.5. INVESTMENT GRADE MARKET PERSPECTIVE

### Limited Drawdown and Quick Recovery

#### GFC DRAWDOWN AND RECOVERY<sup>6</sup>



#### COVID DRAWDOWN AND RECOVERY<sup>7</sup>

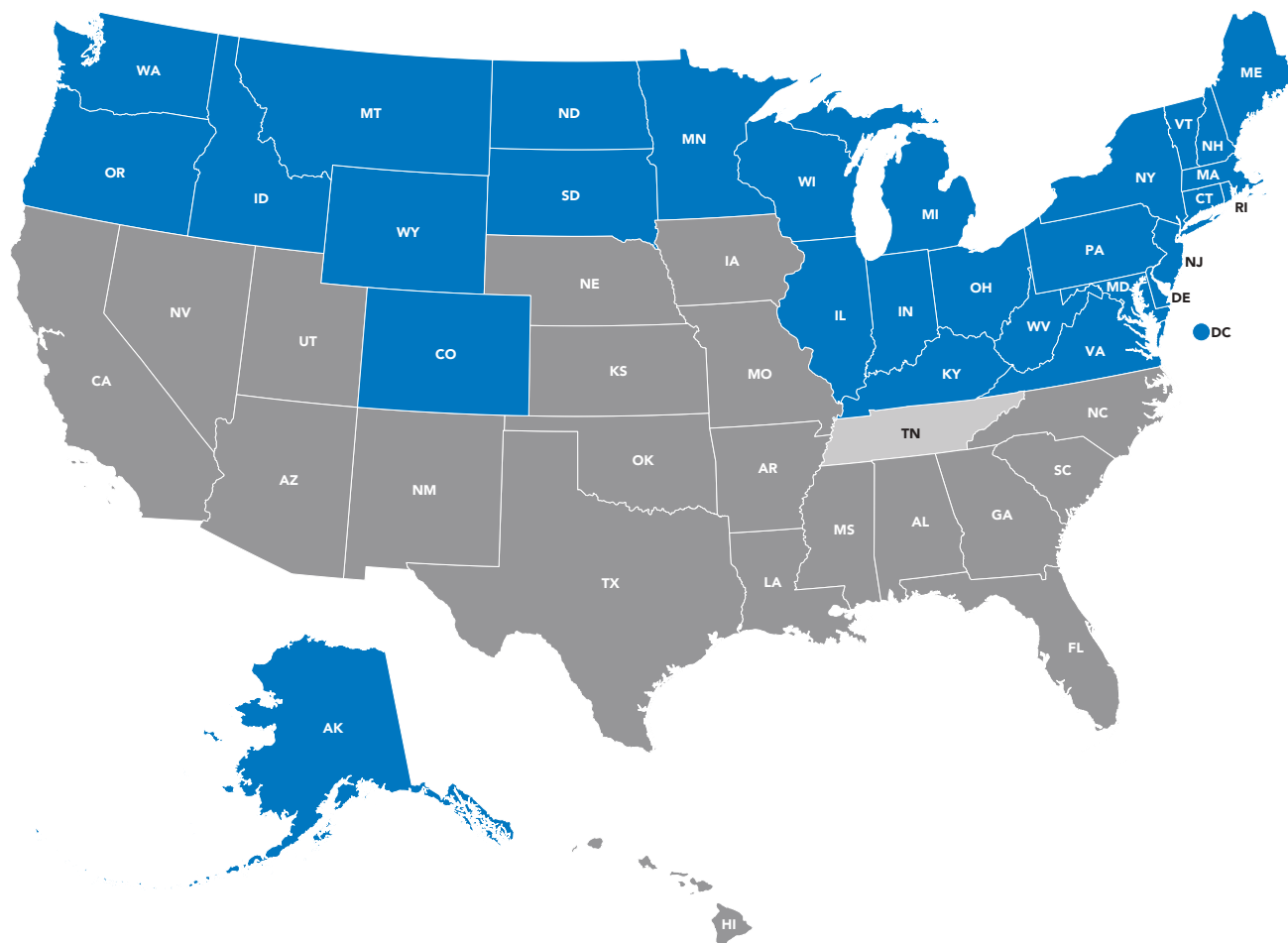


	GFC Max Drawdown (%)	COVID Max Drawdown (%)
<b>IG</b>	<b>-10.5</b>	<b>-13.3</b>
<b>Bank Loans</b>	<b>-31.5</b>	<b>-19.5</b>
<b>HY</b>	<b>-35.0</b>	<b>-19.8</b>
<b>SP500</b>	<b>-55.2</b>	<b>-28.4</b>
<b>Preferreds</b>	<b>-65.1</b>	<b>-31.8</b>
<b>FTSE REIT</b>	<b>-70.2</b>	<b>-38.8</b>
<b>Distressed</b>	<b>-77.3</b>	<b>-39.2</b>

<sup>6</sup> Recovery period for the Global Financial Crisis shown as 2 years past the date of initial drawdown, not all asset classes fully recovered.

<sup>7</sup> Recovery period for COVID shown as 1 year past the date of initial drawdown.

## 2.6. CONTACT INFORMATION



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A copy of the ADV, GIPS Verification Report, and References are available upon request.



## 3. APPENDIX



## Thoughts on Interest Rates

Since 1990 we have seen the Fed increase rates 40 times, which can broadly be grouped into 5 interest rate hike cycles. Investment Grade corporate bonds<sup>8</sup> have outperformed the 3 Month T-Bill<sup>9</sup>, our cash alternative, 1, 3, 5, and 10 years after each hike during the Fed's hiking cycle<sup>10</sup>.

### AVERAGE ANNUALIZED RETURNS POST RATE HIKE

	1 Year	3 Year	5 Year	10 Year
3 Month Treasury	3.82%	3.94%	3.31%	2.34%
IG Corporates	5.77%	5.29%	6.65%	6.33%

*Annualized Returns were first annualized then averaged.*

<sup>8</sup> Investment Grade Corporate Bonds represented by the Bloomberg Investment Grade Corporate Bond Index. The index is unmanaged and does not take into account fees, expenses, and transaction costs.  
Data Source: eVestment

<sup>9</sup> 3 Month Treasury Bill Data Source: eVestment

<sup>10</sup> Start and end of Fed rate hike / cut cycle defined as performance from the start of the month where hike / cut took place and ending the start of the month of Fed policy change, between 1990 and 2020.  
2022-2023 rate hike cycle will be reviewed when Fed policy changes.



## Thoughts on Inflation

Using the Consumer Price Index<sup>11</sup> as the standard for inflation, the CAM Investment Grade Corporate Bond strategy has outperformed inflation 85% of the time since its inception<sup>12</sup>. Even when adding 1% on top of the Consumer Price Index, the strategy clears that hurdle rate 75% of the time.

### 3 YEAR ROLLING RETURN PERIODS

<b>Windows</b>	<b>117</b>
<b>Outperform CPI?</b>	<b>100</b>
<b>Win Rate</b>	<b>85%</b>
<b>Average Diff</b>	<b>2.9%</b>
<b>Outperform CPI + 1?</b>	<b>88</b>
<b>Win Rate</b>	<b>75%</b>

<sup>11</sup> US CPI Urban Consumers (not seasonally adjusted). Source: U.S. Bureau of Labor Statistics.

<sup>12</sup> Using the CAM Investment Grade Corporate Bond composite 3-year rolling gross of fee total return, annualized, as of every calendar quarter-end since inception of the strategy through 12/31/2024



### **William S. Sloneker**

Bill started his career with Ohio Casualty Insurance in 1976. Prior to CAM, he was a Director and Executive Vice President of Ohio Casualty Corp., responsible for actuarial analysis and the investment of over \$2 billion in common stocks and government, corporate and municipal bonds. B.A. English & Art History, Yale University; MBA Finance & Marketing, University of Pennsylvania, The Wharton School.

### **Joshua M. Adams, CFA**

Josh began his career in 2004 with Cincinnati Financial Corporation where he was responsible for managing a portion of a multibillion-dollar bond portfolio. He has focused on fixed income for the majority of his career and has extensive experience in both investment grade and high yield corporate credit. Josh has earned the Chartered Financial Analyst designation. B.S.B.A. Finance, The Ohio State University; MBA, Xavier University.

### **Richard M. Balestra, CFA**

Rich started his career with Cincinnati Financial Corporation in 2000. He has significant experience in corporate credit research and has focused on the high yield sector. Rich has held various analyst and portfolio management roles over his tenure and was most recently responsible for \$3.5 billion in firm assets. B.A. Finance, University of Cincinnati; MBA, Xavier University, Williams College of Business Administration.



### **Richard J. Gardner**

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### **Nicholas M. Collura, CPA**

Nick's career began in 2002 with 9 years of meaningful public accounting experience, primarily with KPMG LLP. At CAM he leads the team responsible for financial management and reporting, the risk and control framework, and the middle and back office operations across the firm. He is a Certified Public Accountant, holds a Certificate in Investment Performance Measurement, is a Certified Internal Auditor, and a non-practicing Certified Information Systems Auditor. B.B.A. Finance and Information Systems, Miami University.



## C. HISTORICAL RETURNS OF SELECTED ASSETS



CINCINNATI ASSET MANAGEMENT

January 2000 - December 2024	Annualized Total Return*	Annualized Standard Deviation <sup>1</sup>	Sharpe Ratio <sup>2</sup>
Bloomberg U.S. Treasury Bills: 1-3 Months	1.85%	0.99%	0.00
Bloomberg U.S. Intermediate Government	3.29%	3.66%	0.39
Bloomberg U.S. Long Government	4.69%	12.91%	0.21
Bloomberg U.S. Corporate	4.88%	6.31%	0.46
S&P 500	7.14%	16.36%	0.31
Russell 2000	7.09%	21.33%	0.24
Bloomberg U.S. High Yield Index	6.55%	10.09%	0.45

January 2015 - December 2024	Annualized Total Return*	Annualized Standard Deviation <sup>1</sup>	Sharpe Ratio <sup>2</sup>
Bloomberg U.S. Treasury Bills: 1-3 Months	1.75%	0.95%	0.00
Bloomberg U.S. Intermediate Government	1.24%	3.61%	-0.16
Bloomberg U.S. Long Government	-0.61%	14.29%	-0.17
Bloomberg U.S. Corporate	2.43%	7.35%	0.09
S&P 500	11.65%	15.38%	0.64
Russell 2000	6.72%	21.24%	0.23
Bloomberg U.S. High Yield Index	5.17%	8.49%	0.40

\*Source: Bloomberg

<sup>1</sup> Standard Deviation - measure of dispersion from the mean.

<sup>2</sup> Sharpe Ratio - measure of excess return per unit of risk assumed. The unit of risk is measured by standard deviation.  
Higher Sharpe Ratio indicates has provided a better risk/reward.





## D. CORRELATIONS BETWEEN VARIOUS ASSET CLASSES



CINCINNATI ASSET MANAGEMENT

January 2000 - December 2024	Bloomberg U.S. Treasury Bills: 1-3 Months	Bloomberg U.S. Intermediate Government	Bloomberg U.S. Long Government	Bloomberg U.S. Corporate	S&P 500	Russell 2000
Bloomberg U.S. Intermediate Government	0.30					
Bloomberg U.S. Long Government	-0.06	0.84				
Bloomberg U.S. Corporate	0.05	0.54	0.53			
S&P 500	-0.11	-0.41	-0.32	0.32		
Russell 2000	-0.11	-0.40	-0.37	0.28	0.91	
Bloomberg U.S. High Yield Index	-0.11	-0.24	-0.24	0.55	0.75	0.73

January 2015 - December 2024	Bloomberg U.S. Treasury Bills: 1-3 Months	Bloomberg U.S. Intermediate Government	Bloomberg U.S. Long Government	Bloomberg U.S. Corporate	S&P 500	Russell 2000
Bloomberg U.S. Intermediate Government	0.27					
Bloomberg U.S. Long Government	0.08	0.89				
Bloomberg U.S. Corporate	0.14	0.65	0.64			
S&P 500	0.08	-0.02	0.00	0.64		
Russell 2000	-0.03	-0.11	-0.15	0.54	0.89	
Bloomberg U.S. High Yield Index	0.11	0.13	0.09	0.76	0.87	0.87



# E. ANNUAL RELATIVE TOTAL RETURN RANKING—USD MARKETS



CINCINNATI ASSET MANAGEMENT

2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
EM Sov 11.8%	EM Sov 12.0%	S&P 500 15.8%	US Gov't 9.1%	US Gov't 14.0%	High Yield 57.5%	High Yield 15.2%	Munis 11.2%	EM Sov 18.3%	S&P 500 32.4%	S&P 500 13.7%	Munis 3.6%	High Yield 17.5%	S&P 500 22.3%	Munis 1.0%	S&P 500 31.5%	S&P 500 18.4%	S&P 500 28.7%	Loans -0.8%	S&P 500 26.3%	S&P 500 25.0%
S&P 500 10.9%	Loans 5.3%	High Yield 11.8%	Mtges 7.0%	Mtges 8.3%	Loans 52.5%	S&P 500 15.1%	US Gov't 9.8%	S&P 500 16.0%	High Yield 7.4%	Munis 9.8%	Mtges 1.5%	S&P 500 12.0%	EM Sov 10.0%	Mtges 1.0%	High Yield 14.4%	High Grade 9.8%	Loans 5.4%	Munis -9.0%	Loans 13.7%	Loans 9.2%
High Yield 10.9%	S&P 500 4.9%	EM Sov 10.6%	EM Sov 6.4%	Munis -4.0%	EM Sov 27.2%	EM Sov 12.5%	EM Sov 8.2%	High Yield 15.6%	Loans 5.4%	High Grade 7.5%	S&P 500 1.4%	Loans 10.4%	High Yield 7.5%	US Gov't 0.8%	EM Sov 14.3%	US Gov't 8.2%	High Yield 5.4%	High Yield -11.2%	High Yield 13.5%	High Yield 8.2%
Munis 5.5%	Munis 3.9%	Loans 6.9%	S&P 500 5.6%	High Grade -6.8%	S&P 500 26.4%	Loans 10.4%	High Grade 7.5%	High Grade 10.4%	Mtges -1.4%	EM Sov 7.3%	US Gov't 0.8%	EM Sov 9.5%	High Grade 6.5%	Loans 0.6%	High Grade 14.2%	High Yield 6.2%	Munis 1.8%	Mtges -11.9%	EM Sov 12.6%	EM Sov 7.5%
High Grade 5.4%	US Gov't 2.8%	Mtges 5.3%	High Grade 4.6%	EM Sov -10.2%	High Grade 19.8%	High Grade 9.5%	Mtges 6.1%	Loans 9.8%	High Grade -1.5%	Mtges 6.1%	EM Sov 0.6%	High Grade 6.0%	Munis 5.4%	High Grade -2.2%	Loans 8.7%	Munis 5.3%	High Grade -1.0%	US Gov't -12.9%	High Grade 8.4%	High Grade 2.8%
Loans 5.3%	High Yield 2.7%	Munis 5.0%	Munis 3.3%	High Yield -26.4%	Munis 14.5%	US Gov't 5.9%	High Yield 4.4%	Munis 7.3%	Munis -2.9%	US Gov't 6.0%	Loans 0.1%	Mtges 1.7%	Loans 4.6%	High Yield -2.3%	Munis 7.7%	EM Sov 4.8%	Mtges -1.2%	High Grade -15.4%	Minus 6.5%	Minus 1.6%
Mtges 4.7%	Mtges 2.6%	High Grade 4.4%	High Yield 2.2%	Loans -29.3%	Mtges 5.8%	Mtges 5.7%	S&P 500 2.1%	Mtges 2.6%	US Gov't -3.3%	High Yield 2.5%	High Grade -0.6%	US Gov't 1.1%	Mtges 2.4%	S&P 500 -4.4%	US Gov't 7.0%	Mtges 4.1%	US Gov't -2.4%	S&P 500 -18.1%	Mtges 5.0%	Mtges 1.3%
US Gov't 3.5%	High Grade 2.0%	US Gov't 3.1%	Loans 2.0%	S&P 500 -37.0%	US Gov't -3.7%	Munis 2.3%	Loans 1.5%	US Gov't 2.2%	EM Sov -5.8%	Loans 1.8%	High Yield -4.6%	Munis 0.4%	US Gov't 2.4%	EM Sov -4.6%	Mtges 6.5%	Loans 3.5%	EM Sov -2.6%	EM Sov -18.3%	US Gov't 3.9%	US Gov't 0.5%

\*Source: Bloomberg EM Sov is USD EM Sovereign BBB & lower index

The chart provides the annual ranking of various fixed income classes in terms of total return performance.



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The High Yield composite includes investments with credit ratings which average BA3 with average maturity of four to eight years. The Investment Grade composite includes investments in fixed income securities with credit ratings averaging A3 with at least one investment grade credit rating and an average maturity of five to ten years. The Short Duration composite includes investments in fixed income securities with credit ratings averaging BAA3 and a target duration of three years. The Broad Market composite includes investments in fixed income securities with credit ratings averaging BAA2, an average duration between five and six years and an average maturity of seven to nine years. The Short Duration-Investment Grade composite includes investments in fixed income securities with credit ratings averaging A2 with at least one investment grade credit rating and an average maturity of two to four years. The ESG Aware Investment Grade composite includes investments in fixed income securities with credit ratings averaging A3 with at least one investment grade credit rating and an average maturity of five to ten years. The ESG Leaders Investment Grade composite includes investments in fixed income securities with credit ratings averaging BAA with at least one investment grade credit rating and an average maturity of five to ten years.

The Adviser's investment performance data conform to the following standards since inception:

- a) The composites consist of all discretionary portfolios in each respective style under management, including all securities and cash held in the portfolios, appropriately weighted for the size of the portfolios. All portfolios are included after three months under management or upon reaching 65% invested by CAM, whichever occurs first.
- b) Returns are calculated monthly in U.S. dollars and include reinvestment of dividends and interest.
- c) Gross of fees performance results include all transaction costs and exclude management fees. When performance is compared to Lipper mutual fund averages gross performance net of CAM's management fees is used.
- d) For the period from May 1, 1989 through 1992, the High Yield composite includes all assets of all accounts that meet the above criteria, except that not all accounts were added to the composite by the beginning of the third full reporting period for which the account was under management. In addition, prior to 1990 certain diversification requirements were not met.

The indices shown for comparative purposes are based on or derived from information generally available to the public from sources believed to be reliable. No representation is made to their accuracy or completeness.

"Gross Yield Comparisons": CAM yields are for client account purchases over the last thirty days, gross before the impact of fees or expenses.

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