

ABOUT APPLETON

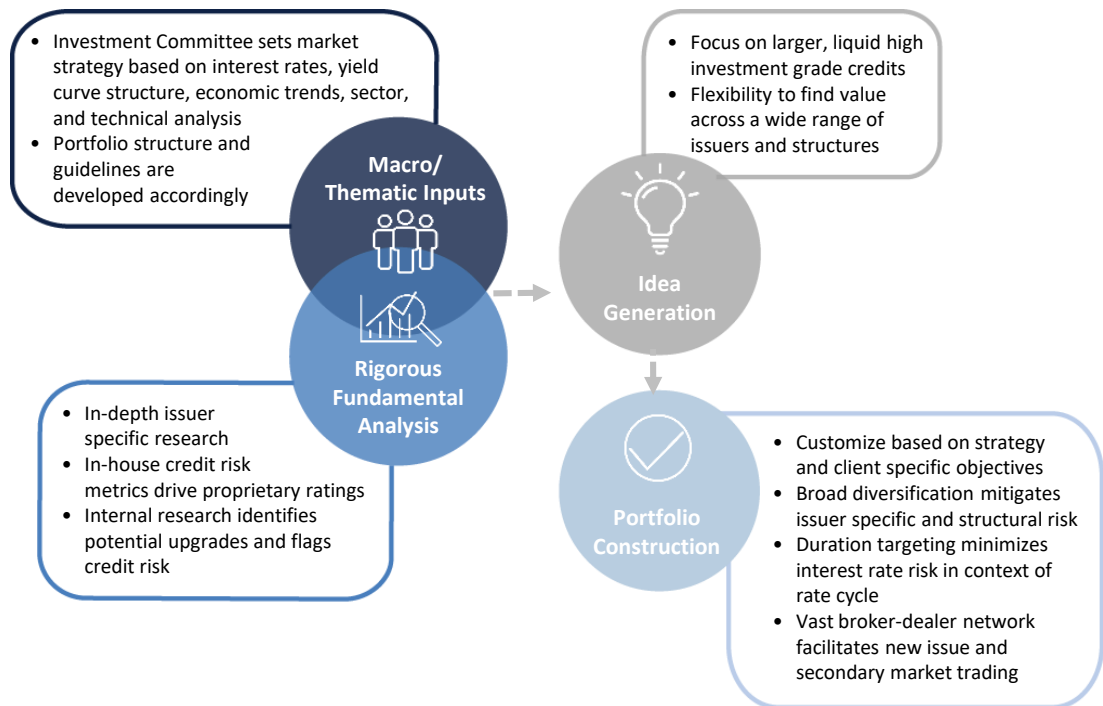
- Founded in 1986 and located in Boston, MA
- 100% employee owned and operated
- Collaborative, team-oriented culture marked by personnel continuity
- Consistent investment philosophy and process emphasizes quality, liquidity and tax efficiency
- Commitment to separate account management
- Assets Under Management of \$10.8 billion as of 09.30.2019

STRATEGY OVERVIEW AND OBJECTIVE

- Investment grade tax-exempt municipal bonds
- Maturity range of 3 – 12 years
- Seeks to tax efficiently preserve and grow capital while focusing on the intermediate end of the muni yield curve with disciplined management of liquidity, interest rate and credit risks
- Research intensive, customized process reflecting clients' state preference, tax needs and risk profile.
- Accounts typically hold 20 – 25 positions with average annual turnover of 15 – 20%
- State preference or state specific portfolios are available for certain states of residence\*

INVESTMENT PHILOSOPHY & PROCESS

Seeks to capture value across the intermediate maturity areas of the yield curve by capitalizing on market inefficiencies and matching the interest rate sensitivity to the given rate cycle.



INVESTMENT GUIDELINES

Maturity Range	3 – 12 Years
Duration Range	4 – 6 Years
Credit Quality	High Investment Grade
Geographic Diversification	30 – 60% in-state exposure for clients in taxable states*
Issuer Diversification	5% single position target; 15% exposure to any one obligor
Benchmark	Bloomberg Barclays Managed Money Short/Intermediate

\*% of state exposure dependent on availability of bonds in state of residence.

DYNAMIC MANAGEMENT & OVERSIGHT

ACCOUNT REVIEW:

- Integrated portfolio systems help ensure adherence to client and strategy guidelines
- Proprietary technology links trading, settlement, reconciliation and compliance processes
- Sustained engagement with financial advisors and investors

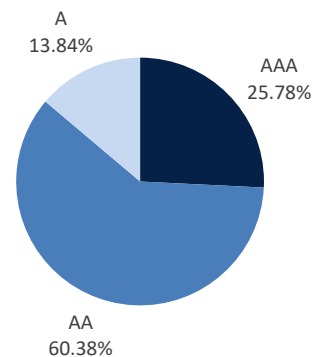
PORTFOLIO OPTIMIZATION:

- Discipline and flexibility in changing markets
- Rebalance based on evolving client objectives, security specific outlooks, investment markets and global economies
- Sell discipline triggered by credit and relative value changes, yield curve shifts and sector rotation opportunities

COMPOSITE CHARACTERISTICS\*

CREDIT PROFILE\*\*

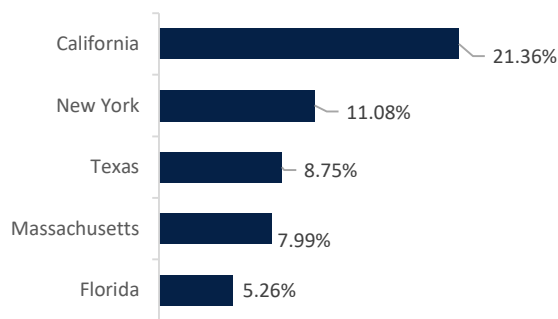
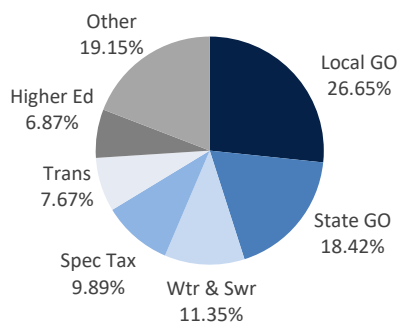
	API	BENCHMARK
Maturity	6.52 Years	5.74 Years
Duration	4.64 Years	4.51 Years
Coupon	4.86%	4.80%
Price	\$117.91	\$116.32
Yield to Worst	1.37%	1.38%
Yield to Maturity	1.81%	N/A
Current Yield	4.12%	4.12%



Source: Appleton Partners, Inc.

TOP SECTOR PROFILE

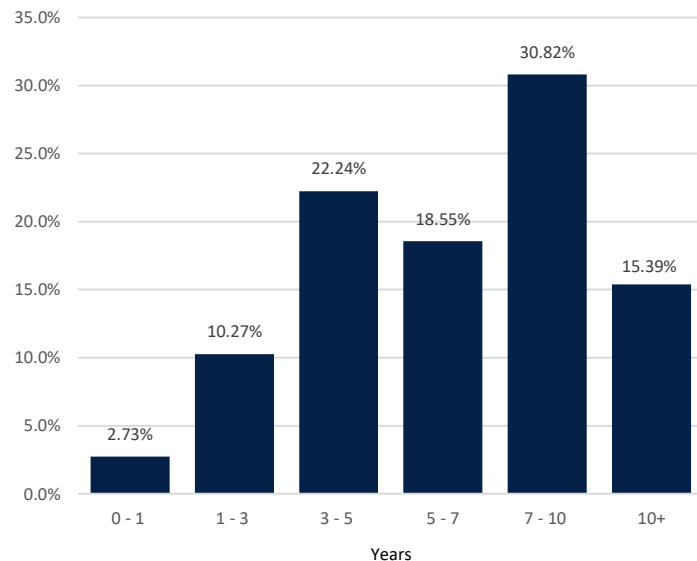
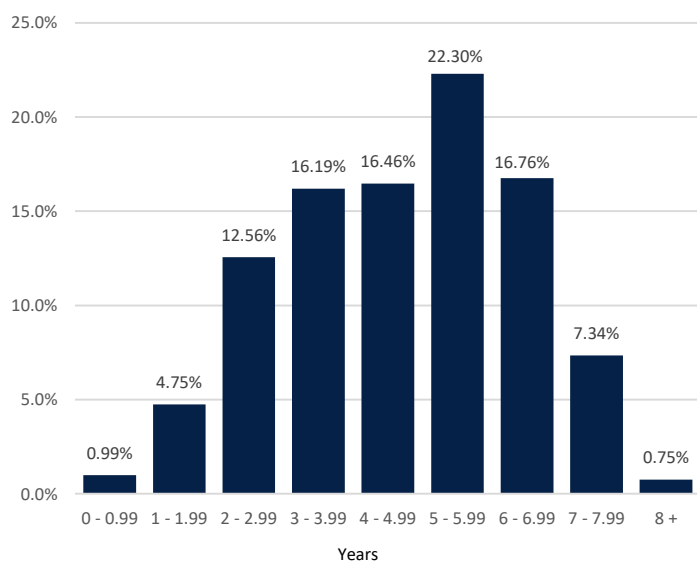
TOP STATE EXPOSURE



Source: Appleton Partners, Inc.

DURATION PROFILE

MATURITY PROFILE



Source: Appleton Partners, Inc.

\*Composite data and characteristics as of 9.30.19;  
 \*\*Credit Profile: AAA includes cash and pre-refunded bonds



One Post Office Square  
 Boston, MA 02109  
[www.appletonpartners.com](http://www.appletonpartners.com)

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