

# Core Plus Fixed Income

First Quarter 2018

## Investment Philosophy

We believe that active sector rotation combined with disciplined risk management results in consistent, value-added returns.

- Formulate strategic intent of portfolio to meet client needs
- Team-driven strategy and execution
- Opportunistic to help provide competitive returns
- Seek to manage downside risk

## Investment Process

### 1. Formulate market outlook to derive:

- Yield curve positioning
- Duration targets

### 2. Determine sector weightings based on:

- Relative value
- Sector and subsector outlook

### 3. Conduct extensive analysis on each security:

- Fundamental and structural analysis
- Relative valuation
- Risk/reward profile

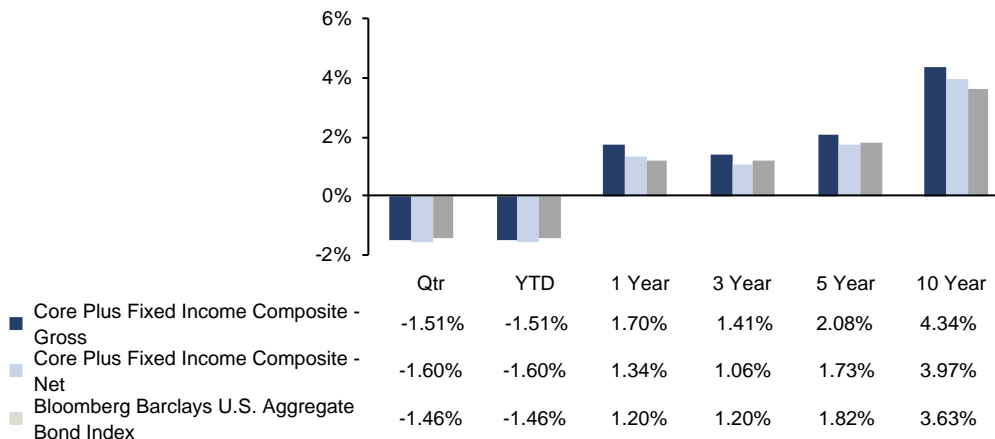
### 4. Construct portfolio within strategic framework:

- Verify strategic intent
- Sector and sub-sector weights
- Security selection in support of portfolio risk/reward profile
- Duration and yield curve management



## Performance Summary<sup>1</sup>

(Annualized as of 3/31/18)



<sup>1</sup> Data as of 3/31/18. Source: Advent Portfolio Exchange® (APX). Performance returns are presented gross and net of fees and include the reinvestment of all income. Gross of fee performance returns do not reflect the payment of investment advisory fees and other expenses. Actual returns will be reduced by advisory fees and other expenses that may be incurred in the management of the account. Net of fee performance reflect the deduction of 0.57% for the period prior to March 1, 2008, 0.40% from March 1, 2008 to September 30, 2009, 0.45% from October 1, 2009 to June 30, 2010, and 0.35% thereafter, representing the maximum advisory fees charged to client accounts invested in the Core Plus Fixed Income Composite during the respective periods. For information regarding the current investment advisory fees of PNC Capital Advisors, LLC, please refer to Form ADV, Part 2A, which is available at: <https://pnccapitaladvisors.com>. Please refer to our GIPS®-compliant presentation, which includes additional important disclosures and is located at the end of this presentation. **Past performance is no guarantee of future results.**

[pnccapitaladvisors.com](https://pnccapitaladvisors.com)

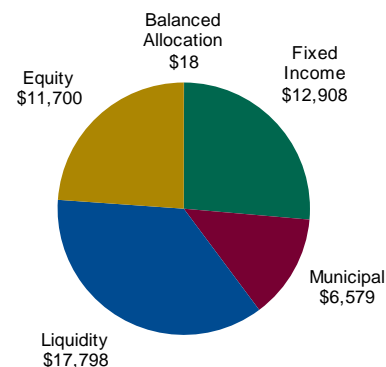
## FIRM OVERVIEW

PNC Capital Advisors, LLC and its predecessors have provided institutional asset management services for over two decades. Our investment team approach allows portfolio managers to do what they do best – manage money. Each team follows a disciplined process with a focus on style purity, consistency, and risk management. The teams are supported by centralized sales, client service, performance measurement, and compliance capabilities. PNC Capital Advisors offers a comprehensive array of investment strategies across both equity and fixed income classes to serve the investment requirements of corporate, public, multi-employer, foundations, endowments, and other tax-exempt clients, as well as select individual clients.

## ASSETS UNDER MANAGEMENT<sup>2</sup>

|                         |                  |
|-------------------------|------------------|
| Total Firm:             | \$49,003 million |
| Total Fixed Income:     | \$30,706 million |
| Core Plus Fixed Income: | \$570 million    |
| Inception Date:         | 12/31/99         |

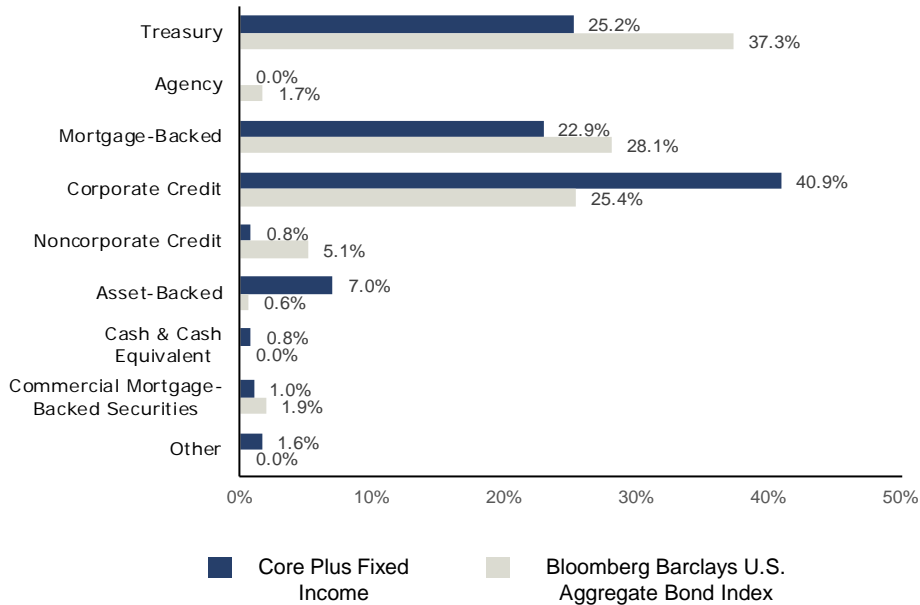
## BY ASSET CLASS<sup>2</sup>



<sup>2</sup> AUM totals in millions for the period ending March 31, 2018.

## Portfolio Characteristics & Allocations<sup>3</sup>

### Sector Allocation



### MANAGEMENT TEAM

Our Fixed Income investment team consists of experienced investment management professionals:

**Sean T. Rhoderick, CFA**  
 Chief Investment Officer  
 Taxable Fixed Income  
 23 years industry experience

**John Graziani, CFA**  
 Core and Core Plus Assistant  
 Portfolio Manager  
 11 years industry experience

**Total Fixed Income  
 Investment Management Staff**  
 Portfolio Managers: 9  
 Risk Analysts: 5  
 Securities Analysts: 5  
 Average Experience: 18

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### Characteristics

### Duration Distribution

### Quality Allocation

|                               | Core Plus Fixed Income | Bloomberg Barclays U.S. Aggregate Bond Index |           | Core Plus Fixed Income | Bloomberg Barclays U.S. Aggregate Bond Index |             | Core Plus Fixed Income | Bloomberg Barclays U.S. Aggregate Bond Index |
|-------------------------------|------------------------|--|-----------|------------------------|--|-------------|------------------------|--|
| Weighted Average Life (Years) | 7.9                    | 8.1  | <1 Year   | 6.2%                   | 0.2%   | AAA         | 60.4%                  | 72.2%  |
| Effective Duration (Years)    | 5.9                    | 6.0  | 1-3 Years | 18.0%                  | 22.6%  | AA          | 1.1%                   | 3.1%   |
| Average Quality               | Aa3                    | Aa2  | 3-4 Years | 10.7%                  | 14.0%  | A           | 10.6%                  | 11.2%  |
| Yield to Maturity             | 3.5%                   | 3.1%   | 4-6 Years | 34.2%                  | 33.6%  | BBB         | 19.8%                  | 13.5%  |
| Turnover (12-month trailing)  | 62.4                   | N/A  | 6-8 Years | 12.0%                  | 12.1%  | BB or Lower | 8.1%                   | 0.0%   |
| Number of Holdings            | 222                    | 9,866  | >8 Years  | 18.9%                  | 17.6%  |             |                        |  |

<sup>3</sup> Supplemental information. Source: Analytics provided by The Yield Book® Software and Services. Sector and quality distributions for both the portfolio and the benchmark are calculated using the Bloomberg Barclays index methodology. Data reflect the characteristics of the representative portfolio managed under the fixed income investment style as of 3/31/18 and is for illustration purposes only. Characteristics are subject to change and should not be considered as investment recommendations. It should not be assumed that investment in the sectors listed and account quality ratings or duration ranges were or will prove profitable, or that investment decisions we make in the future will be profitable. Characteristics, sector weights, account quality ratings or duration ranges with regard to any particular client account may vary based on any investment restrictions applicable to the account. **Past performance is no guarantee of future results.**

# Core Plus Fixed Income Composite

**Firm Description:** As of September 29, 2009, PNC Capital Advisors, Inc. and its affiliate Allegiant Asset Management Company each merged into and with PNC Capital Advisors, LLC ("PNC Capital Advisors" or "the Firm"). PNC Capital Advisors, a registered investment adviser and direct wholly owned subsidiary of The PNC Financial Services Group, Inc. ("PNC"), provides investment advice with respect to equity and fixed income securities for a variety of clients, including institutional accounts and registered investment companies.

For Global Investment Performance Standards (GIPS®) purposes, PNC Capital Advisors, LLC includes:

- 1) Assets under management of PNC Bank, N.A. that were previously attributed to a predecessor firm, Mercantile, which prior to September 14, 2007 was defined to include the assets of Mercantile-Safe Deposit and Trust Company and its subsidiary, Mercantile Capital Advisors, Inc. Effective September 14, 2007, Mercantile-Safe Deposit and Trust Company was merged into PNC Bank, N.A., and in conjunction with such merger, PNC Capital Advisors, Inc. became a subsidiary of PNC Bank, N.A. PNC Capital Advisors, Inc. commenced serving as subadvisor to certain clients of PNC Bank, N.A. effective February 11, 2008.
- 2) Assets under management of PNC Municipal Investment Group, formerly a part of PNC Bank, N.A., now a business unit of PNC Capital Advisors.
- 3) Assets under management of the Advantage Equity Portfolio Management Team, formerly a part of PNC Institutional Investment Group ("PNC IIG"), a part of PNC Bank, N.A., now a business unit of PNC Capital Advisors.
- 4) Wrap program assets managed by Allegiant Advisory Services, formerly a part of Allegiant Asset Management Company.
- 5) Assets under management of Allegiant Asset Management Company (excluding Allegiant Advisory Services), formerly a wholly owned subsidiary of National City Corporation, now an institutional subsidiary of the PNC Financial Services Group, Inc. and part of PNC Capital Advisors.

**Compliance Statement:** PNC Capital Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. PNC Capital Advisors, LLC has been independently verified by Ashland Partners & Company LLP for the period September 29, 2009 through December 31, 2016. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Core Plus Fixed Income Composite has been examined by Ashland Partners & Company LLP for the period February 11, 2008 through December 31, 2016. The verification and performance examination reports are available upon request.

**Verification:** Compliance with the GIPS standards for the predecessor firm (PNC Capital Advisors, Inc.) was verified by Ashland Partners & Company LLC for the period February 11, 2008 through September 29, 2009. Performance that may accompany this report for the period prior to February 11, 2008, occurred while the portfolio management team was with a predecessor firm, PNC Bank, N.A., which prior to September 14, 2007 was defined as the assets of Mercantile Capital Advisors, Inc., a part of Mercantile-Safe Deposit and Trust Company. PNC Bank N.A.'s compliance with the GIPS standards was verified for the period January 1, 1994 through December 31, 2007 by Ashland Partners & Company LLP. In addition, a performance examination was conducted on the Core Plus Fixed Income Composite for the period January 1, 2000 through December 31, 2007. Copies of the verification reports as well as policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. A list of composite descriptions is also available upon request.

## PNC Capital Advisors Core Plus Fixed Income Composite

Composite Inception Date: December 31, 1999

Composite Creation Date: December 31, 2002

| Year | Gross of Fees Return % | Net of Fees Return % | 3 Yr Ex-Post Std Dev Comp % | Benchmark Return % | 3 Yr Ex-Post Std Dev Benchmark % | Number of Portfolios (Year-end) | Composite Dispersion (Std Dev %) | Composite Assets (\$ millions) | Firm Assets (\$ millions) |
|------|------------------------|----------------------|-----------------------------|--------------------|----------------------------------|---------------------------------|----------------------------------|--------------------------------|---------------------------|
| 2016 | 3.92                   | 3.56                 | 2.80                        | 2.65               | 2.98                             | 13                              | 0.25                             | 531.6                          | 48,659                    |
| 2015 | (1.00)                 | (1.35)               | 2.68                        | 0.55               | 2.88                             | 14                              | 0.29                             | 492.0                          | 41,592                    |
| 2014 | 5.80                   | 5.43                 | 2.58                        | 5.97               | 2.63                             | 12                              | 0.06                             | 493.1                          | 41,062                    |
| 2013 | (0.58)                 | (0.93)               | 2.73                        | (2.02)             | 2.71                             | 5                               | N/A                              | 309.8                          | 36,882                    |
| 2012 | 6.54                   | 6.17                 | 2.31                        | 4.22               | 2.38                             | 9                               | 0.21                             | 464.7                          | 34,425                    |
| 2011 | 6.78                   | 6.41                 | 2.82                        | 7.84               | 2.78                             | 7                               | N/A                              | 418.3                          | 35,113                    |
| 2010 | 7.39                   | 7.03                 |                             | 6.54               |                                  | 4                               | N/A                              | 298.0                          | 33,318                    |
| 2009 | 10.71                  | 10.28                |                             | 5.93               |                                  | 8                               | N/A                              | 184.1                          | 32,318                    |
| 2008 | 4.27                   | 3.83                 |                             | 5.24               |                                  | 9                               | 0.20                             | 116.5                          | 13,190                    |
| 2007 | 7.02                   | 6.45                 |                             | 6.96               |                                  | 5                               | N/A                              | 43.8                           |                           |

**Composite Description:** The investment objective of the Core Plus Fixed Income Composite is to seek current income as well as appreciation of capital by investing primarily in a portfolio of investment-grade fixed income securities. Accounts in this composite typically hold high yield debt securities. For comparison purposes this composite is measured against the Bloomberg Barclays U.S. Aggregate Bond Index. Results from all accounts have been continuous from the first full month under management to present or last full month under management. The Core Plus Fixed Income Composite was created December 31, 2002. The current portfolio management team has managed the accounts comprising the composite since September 29, 2009 when PNC Capital Advisors, Inc. merged with Allegiant Asset Management Company ("Allegiant"). Effective February 17, 2015, Sean Rhoderick, CFA, assumed the role of Chief Investment Officer for Taxable Fixed Income from Andrew Harding. Mr. Harding had served as Chief Investment Officer for Taxable Fixed Income of PNC Capital Advisors, LLC, and its predecessor firms since 2000. Prior to the merger, PNC Capital Advisors, Inc. maintained the PNC Core Plus Bond Composite and Allegiant maintained the Allegiant Core Plus Fixed Income Composite. Upon merger of the two firms, the PNC Core Plus Bond Composite was determined to be the survivor composite because it best represented the investment strategy and process to be employed going forward. In addition, the PNC Core Plus Bond Composite was renamed to the PNC Core Plus Fixed Income Composite for consistency in naming convention.

**Benchmark:** The benchmark for the composite is the Bloomberg Barclays U.S. Aggregate Bond Index.

**Minimum Account Size:** All discretionary accounts in excess of \$5 million have been included in the composite. Effective July 1, 2010, the minimum account size is \$10 million.

**Calculation of Results:** Accounts are valued using trade date accounting and are denominated in U.S. dollars. Performance results reflect the reinvestment of interest, dividends, and realized capital gains and include cash, cash equivalents, convertible securities, and preferred securities, if applicable. Dividends and interest are recorded on an accrual basis and are net of all applicable foreign withholding taxes, if any.

Performance results are presented on a gross and net basis and include the reinvestment of all income. The net results reflect the deduction of 0.57% for the period prior to March 1, 2008; 0.40% for the period of March 31, 2008, to September 30, 2009; 0.45% for the period of October 1, 2009, to June 30, 2010; 0.40% for the period of July 1, 2010 to March 29, 2012, and 0.35% thereafter, representing the maximum advisory fees charged to client accounts during the respective periods in the Core Plus Fixed Income Composite. The actual fees paid by a client may vary based on assets under management and other factors. Past performance is no guarantee of future results.

**Significant Cash Flows:** As of January 1, 2012, PNC Capital Advisors, LLC defines a significant cash flow for the portfolios of the Core Plus Fixed Income Composite as one or more external cash flows during the month equaling an absolute value greater than 10% of the portfolio's assets at the beginning of the month.

**Dispersion:** The dispersion of annual return is measured by the standard deviation across asset-weighted portfolio returns represented within the composite for a full year. Prior to October 1, 2009, the dispersion of annual return was calculated across equal-weighted portfolio returns. For periods during which five or fewer accounts were included in the composite for a full year, standard deviation is not disclosed because it is not considered meaningful.

**Fee Schedule:** The management fee schedule is as follows: 0.35% on first \$50 million, 0.25% on next \$50 million, 0.20% on next \$100 million, and 0.15% on anything over \$200 million. The actual fees paid by a client may vary based on assets under management and other factors.

# Core Plus Fixed Income Composite

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