### 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
- Entrusted with over \$10.1 billion of investor assets as of 3.31.2019

## STRATEGY OVERVIEW AND OBJECTIVE

- Seeks to provide consistent, tax-exempt income through a high quality, laddered municipal bond portfolio
- Exclusively invests in high investment grade tax-exempt municipal bonds with maturities of 1 to 10 years
- Looks to reduce interest rate volatility by holding bonds to maturity and reinvesting proceeds in a manner that maintains the overall portfolio maturity structure
- Will not invest in callable bonds or bonds subject to AMT

## INVESTMENT PHILOSOPHY & PROCESS

Rigorous fundamental credit analysis can lead to attractive investment opportu<u>nities</u>

In-house risk metrics drive internal credit ratings

Proprietary research seeks to identify potential upgrades and protect against credit deterioration

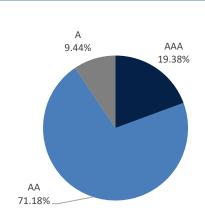
Approved credits are based on historical spread analysis, issuer liquidity and credit metrics, and geographic and sector diversification

Limit trading to reinvestment of cash from maturities, management of client cash needs, and/or sale of securities due to perceived credit weakening

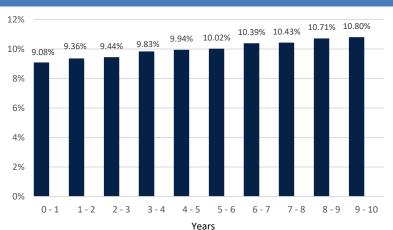
Investment Guidelines		Target Portfolio Characteristics**	
Maturity Range	1 – 10 Years	Average Maturity	6.01 Years
Annual Trading	Passive Strategy – Low Turnover	Average Duration	5.13 Years
Credit Quality Target	High Investment Grade, Minimum A- credit rating at time of purchase	Average Coupon	5.00%
Geographic Diversification*	National or State Preference: CA, NY, MA	Yield to Maturity	1.86%
Average # of Holdings	5 – 15	Current Yield	4.28%
Investment Timeframe	30 – 60 days	Average Price	\$116.79
Minimum Investment	\$250,000	Average Annual Turnover	10%

Source: Appleton Partners, Inc.

# CREDIT PROFILE\*\*\*



### MATURITY PROFILE



Source: Appleton Partners, Inc.

<sup>\*\*\*</sup>Credit Profile: AAA includes cash and pre-refunded bonds.



<sup>\*%</sup> of state exposure dependent on availability of bonds in state of residence. 100% in-state exposure for certain states upon request.

<sup>\*\*</sup>Target Portfolio Characteristics are based on target national portfolio profile data and characteristics as of 4.10.2019 and was selected because it is most similar to the prospective client type and anticipated investment strategies to be employed.