Appleton Partners Variable Rate Demand Notes (VRDNs)

ABOUT APPLETON

- Founded in 1986 and located in Boston, MA
- 100% employee owned and operated
- Collaborative, team-oriented culture marked by personnel continuity
- Commitment to private client wealth management and financial planning
- Personalized, high-touch client service backed by recognized asset management expertise
- Assets under management of nearly \$11.5 billion as of 9.30.2022

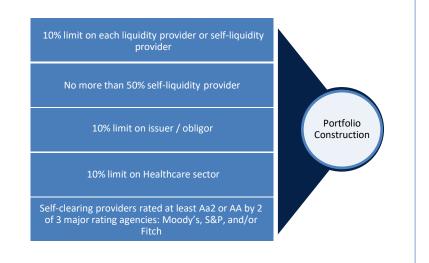
STRATEGY OVERVIEW AND OBJECTIVE

- Active short-term cash management strategy that seeks to preserve capital while maintaining liquidity and tax-exempt income in excess of cash or money market alternatives.
- VRDNs are municipal instruments with a coupon that resets periodically (daily or weekly), and a put option allowing the investor to put the asset back to the remarketing agent at par.
- While VRDNs typically have a long stated maturity, the put feature creates a very short, effective maturity, which enables VRDNs to act as a liquid, tax-exempt cash alternative.
- The coupon rate is set at a market clearing level, which is a function of investor demand and the prevailing Securities Industry and Financial Markets Association (SIFMA) index.

INVESTMENT PROCESS

- VRDNs trade through a broker-dealer or Remarketing Agent responsible for buying and selling of specific issues.
- VRDNs often gain enhanced credit and liquidity via thirdparty agreements (Letters of Credit or Standby Bond Purchase Agreements) approved by Appleton's credit research team.
- VRDNs may also be issued by large obligated entities that provide their own self-liquidity, provided their credit quality and liquidity have been approved by Appleton's credit research team.
- For diversification purposes, VRDN portfolios generally require \$1 mm or more, as individual issues trade in minimum \$100,000 increments.

DIVERSIFICATION GUIDELINES



COMPOSITE CHARACTERISTICS* CREDIT PROFILE** SECTOR PROFILE*** **Current Yield** 2.12% Higher Ed Other 16.31% 33.10% AAA Yield to Worst 2.12% AA Wtr & Swr 48.59% 51.41% 15.14% Daily: 28.86% **Portfolio Reset Periods** Weekly: 71.14% State GO Average Duration 0.01 Years 6.64% Healthcare 15.14% Local GO *Composite data and characteristics as of 9.30.2022; includes cash. 13.67% **Credit Profile: AAA includes cash and pre-refunded bonds Source: Appleton Partners, Inc.

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