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 \$12.1 billion as of 12.31.2022

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

10% limit on each liquidity provider or self-liquidity provider

No more than 50% self-liquidity provider

10% limit on issuer / obligor

10% limit on Healthcare sector

Self-clearing providers rated at least Aa2 or AA by 2 of 3 major rating agencies: Moody's, S&P, and/or



SECTOR PROFILE

COMPOSITE CHARACTERISTICS*

Current Yield	3.48%
Yield to Worst	3.48%
Portfolio Reset Periods	Daily: 9.17% Weekly: 90.82%
Average Duration	1.23 Years

*Composite data and characteristics as of 12.31.22; includes cash.

**Credit Profile: AAA includes cash and pre-refunded bonds

AAA Other Healthcare 30.67% 27.66% 18.74% Higher Ed 18.13% AA **Pub Power** 69.33% 8.37% Wtr & Swr Local GO 14.89% 12.21%

Source: Appleton Partners, Inc.

CREDIT PROFILE**

The composites used to calculate strategy characteristics ("Characteristic Composites") are subsets of the account groups used to calculate strategy performance ("Performance Composites"). Characteristic Composites excludes any account in the Performance Composite where cash exceeds 10% of the portfolio. Therefore, Characteristic Composites can be a smaller subset of accounts than Performance Composites. Inclusion of the additional accounts in the Characteristic Composites would likely alter the characteristics displayed above by the excess cash. Please contact us if you would like to see characteristics of Appleton's Performance Composites.

Source: Appleton Partners, Investortools: Perform, and/or Bloomberg Finance L.P. Evaluations and market averages subject to change based on market conditions. This piece is intended for informational purposes only, and not to suggest any specific performance or results, nor should it be considered investment, financial, tax or other professional advice. Investors should be aware that the referenced benchmark funds may have a different composition, volatility, risk, investment philosophy, holding times, and/or other investment-related factors that may affect the benchmark funds' ultimate performance results. Investment process, strategies, philosophies, allocations, performance composition, target characteristics and other parameters are current as of the date indicated and are subject to change without prior notice. Investments in securities are not insured, protected or guaranteed and may result in loss of income and/or principal.





