

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 \$11.9 billion as of 6.30.2023

STRATEGY OVERVIEW AND OBJECTIVE

- Offers an ability to direct investments to American communities where it is needed while seeking to enhance tax-exempt income and long-term total return.
- Research intensive process emphasizes issuer specific impact potential, identification of development catalysts, fundamental credit quality, and relative value.
- Investment grade at time of purchase
- Maturity range of 7 -20 years
- Accounts typically hold 15 – 25 positions with average annual turnover of <20%

INVESTMENT PHILOSOPHY & PROCESS

APPLETON MUNICIPAL IMPACT:

- Seek out creditworthy tax-exempt issuers that are lagging peers socioeconomically.
- Identify socioeconomic development initiatives that can trigger positive momentum.
- Pursue a measurable outcome objective through issuer specific impact scoring.
- Relative value assessment factors in both impact scoring and fundamental credit analysis.

DISTINCTIONS RELATIVE TO TRADITIONAL ESG PRODUCTS:

- Not an exclusionary or screened approach
- Not constrained to targeted, project specific investments
- Avoids potential “quality bias” that may be driven by ESG methodology.
- Not buying bonds based on “point-in-time” ESG analysis

BOND HOLDINGS MUST POSSESS FOUR ESSENTIAL CHARACTERISTICS:



INVESTMENT GUIDELINES

Maturity Range	7 – 20 Years
Duration Range	6 – 8 Years
Credit Quality	Investment Grade
Geographic Diversification	Portfolios are national and will be geographically diversified
Issuer Diversification	5% single position target; 8% exposure to any one obligor
Benchmark	Bloomberg-Barclays 15-Year Municipal Index

ACTIVE PORTFOLIO REVIEW:

- Impact scores are tracked and compared with other buy candidates.
- Improving impact scores, spread tightening, credit improvement, and price appreciation are likely indicators of thesis validation.
- Relative value of bond holdings vs. comparable alternatives is constantly evaluated.
- Monitor and adjust duration and other portfolio characteristics as needed.

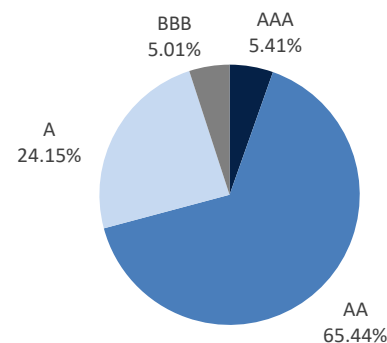
SELL DISCIPLINE:

- Improving impact scores
- Unfavorable relative value characteristics
- Unexpected credit deterioration

COMPOSITE CHARACTERISTICS*

CREDIT PROFILE**

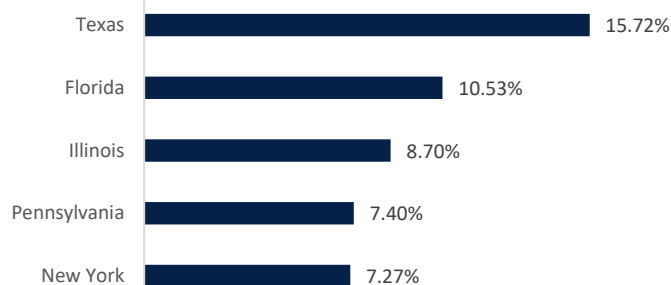
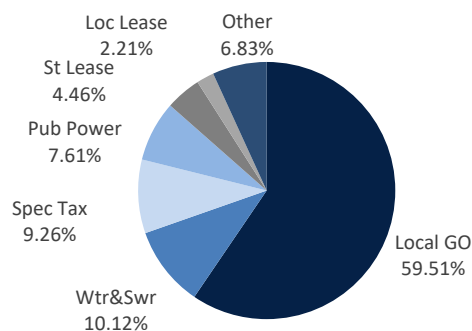
	API	BENCHMARK
Maturity	13.12 Years	14.28 Years
Duration	6.50 Years	6.15 Years
Coupon	4.56%	4.37%
Price	\$108.36	\$101.15
Yield to Worst	3.30%	3.59%
Yield to Maturity	3.75%	N/A
Current Yield	4.17%	4.32%



Source: Appleton Partners, Inc.

TOP SECTOR PROFILE

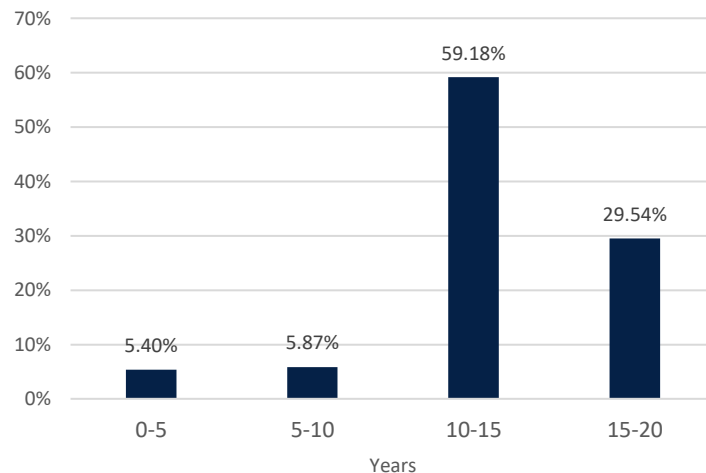
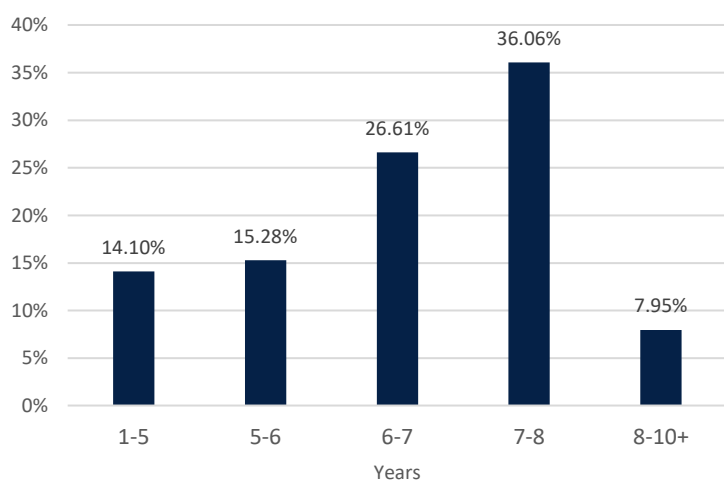
TOP STATE EXPOSURE



Source: Appleton Partners, Inc.

DURATION PROFILE

MATURITY PROFILE



Source: Appleton Partners, Inc.

*Composite data and characteristics as of 6.30.23

**Credit Profile: AAA includes cash and pre-refunded bonds. All ratings are based on the lower of leading rating agency ratings.

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.



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