

## Who We Are

Boyd Watterson Asset Management, LLC is an SEC-registered investment advisory firm with \$19.1 billion of assets under management\*. For 90+ years, we have successfully managed a broad range of fixed income and equity strategies for institutions and individuals alike. With a singular focus on the management of money and a dedication to the satisfaction of our clients' expectations, we offer the benefits of a boutique firm but with the resources usually attributable to much larger asset-management companies.

## Our Philosophy and Process

Our fixed income philosophy is centered on our belief that over time, active management can consistently generate excess returns and enhance risk-reward tradeoffs. We believe this is best achieved by taking a more strategic view of macroeconomic and market factors and coupling them with a value-driven decision-making process and the rigorous application of risk-management controls.

Our process focuses on four key sources of excess return or "alpha-drivers" as follows:

- Duration Management
- Sector Allocation
- Yield Curve Positioning
- Security Selection

For each alpha driver, there are specific fundamental factors, momentum indicators, and valuation measures which are analyzed. These sources of alpha are then combined and weighted depending upon product type and scope of the client mandate.

At all stages of the portfolio construction process, risk is identified, measured, and managed to ensure desired risk levels are maintained. This is a highly disciplined, team-managed approach which remains fully invested in what we determine to be attractively valued sectors and securities.

The results are portfolios with expectations of outperforming targeted benchmarks but with less downside volatility. This is achieved with full transparency and without the use of leverage and/or derivative securities.

## The Boyd Watterson Advantage

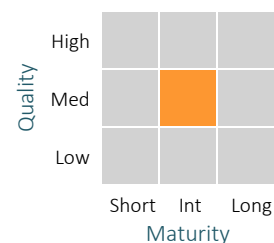
- Time-tested philosophy and proven investment process
- Disciplined, fundamental research-based culture
- Balanced investment approach - top down/bottom up
- Transparent portfolio implementation
- Experienced, tenured team of investment professionals
- Client-oriented benefits of a boutique firm

## Objective

Managed Income Solutions is a well-diversified, broad market strategy that seeks to maximize high levels of current after-tax income while still emphasizing total return. This multi-sector approach utilizes taxable securities and high-quality municipals including commingled funds (mutual, closed-end, ETF, REIT, MLP).

- High levels of current after-tax income
- Highly diversified across sectors and securities
- Moderate to high levels of expected return volatility

## Style Facts



**Eligible Securities:** B3/B- or better at purchase (excluding commingled funds); Up to 25% high yield  
**Maturity:** 1 - 30 Year Securities  
**Duration Range:** +/- 50% of Benchmark  
**Benchmark:** ICE BofA 1-22 Yr Municipal

Portfolio Characteristics	Composite**	Benchmark***
Average Yield to Maturity/Call	3.33%	3.40%
Average Effective Coupon	4.95%	4.54%
Average Duration	5.80 Years	6.03 Years
Average Quality	AA	AA-
High Yield	1.64%	-

Sector Allocation	Composite**	Benchmark***
Treasuries	- %	- %
Agencies	-	-
Mortgage Backed	-	-
Corporate	7	-
Municipal	92	100
CMBS	-	-
ABS	-	-
Preferreds	-	-
Other	1	-

\* Figure includes real estate assets managed in separately managed accounts and advisory-only unified managed accounts (UMA).

\*\* Based on the model portfolio.

\*\*\* Source: Capital Management Sciences.