

# PROFILE | THIRD QUARTER 2021 MUNICIPAL ENHANCED YIELD STRATEGY

### **MUNICIPAL ENHANCED YIELD**

Style: National, Long-Term

Approach: Active; Top Down/Bottom Up

 Benchmark: ICE BofA 15+ Year Municipal Bond Index

Inception: 4/1/2006

Strategy Assets: \$518 MM

### **INVESTMENT PHILOSOPHY**

We believe that by applying our diversified research intensive management style within a universe of longer-term bonds, we can provide a higher level of current income that is sustainable. Historically, the long end of the curve has delivered the highest absolute municipal bond returns. While there may be short-term volatility, we believe over a reasonable investment horizon, the long end is the best opportunity for an investor to maximize total return and income.

### ABOUT OUR FIRM

GW&K is a dynamic investment management firm that offers active equity and fixed income investment solutions to meet the needs of a diverse client base. At our core is an entrepreneurial spirit of innovation, a desire to help educate our clients and a level of service that is hard to come by. Our founding principles of applying rigorous fundamental research, focusing on quality and maintaining a long-term view still guide our investment process today.

- Founded in 1974
- ■\$55 Billion Under Management
- Individually Managed Accounts
- Serving Individuals and Institutions

All data as of September 30, 2021

### STRATEGY HIGHLIGHTS

HIGH TOTAL RETURN
OBJECTIVE

Appropriate for total return oriented clients with a greater tolerance for principal volatility

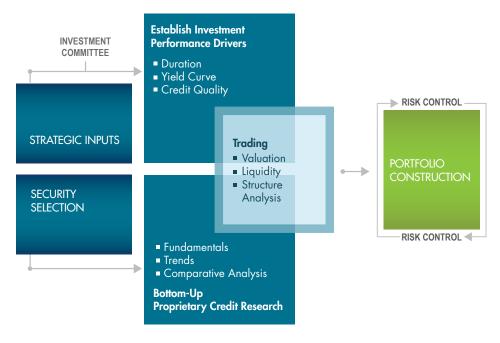
FOCUS ON LONG END OF CURVE

Seek to capitalize on the strong yield and return characteristics of longer-term municipal bonds

**DIVERSIFIED APPROACH** 

Enhance portfolio diversification by utilizing a commingled vehicle for higher yielding market segment

### **INVESTMENT PROCESS**



### **OUR ACTIVE APPROACH**

# Implementation of the Strategy Utilizes Two Components:

High Quality Bonds with Maturities Between 15 - 30 Years

- Individual Bond Holdings
- ■65% 85% of Portfolio

### Lower Rated High Yielding Municipal Bonds

- Shares of GW&K Managed Commingled Vehicle
- 15% 35% of Portfolio

# Yield Curve Positioning Focus primarily on the long-end of the curve. Time to Maturity



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### **INVESTMENT TEAM**

### **NANCY G. ANGELL, CFA**

Partner Co-Director, Fixed Income Joined GW&K 1984 AB, Duke University MBA, Boston University

### JOHN B. FOX, CFA

Partner Co-Director, Fixed Income Joined GW&K 1990 BA, Boston College MBA, Boston University

### **BRIAN T. MORELAND, CFA**

Partner Portfolio Manager Investment Professional Since 1984 Investment Professional Since 1990 Investment Professional Since 1997 Investment Professional Since 1998 Joined GW&K 1998 BS, Boston College

### MARTIN R. TOURIGNY, CFA

Partner Portfolio Manager Joined GW&K 1994 BA, Boston College MS, Suffolk University

14 Municipal Bond Investment Professionals Averaging 23 Years Experience

### A DISCIPLINED APPROACH TO PORTFOLIO CONSTRUCTION & RISK MANAGEMENT

DIVERSIFICATION

We diversify our portfolios by:

- Issuer
- Sector
- Geography
- Bond characteristics

**RISK MANAGEMENT** 

Credit Risk -Generally limit position sizes to 8-12%, limit issuers to 15% of the portfolio

Generally limit duration variance to +/- 25% of the benchmark Interest Rate Risk -

Reinvestment Risk -Manage call risk through bond structure analysis

QUALITY Typical average portfolio quality: A+

AVERAGE # OF HOLDINGS 10-20 Holdings

### COMPREHENSIVE RESEARCH

### **Philosophy**

Fundamental municipal bond research plays an important role in our investment process, particularly during periods of rapidly changing economic signals. We rely on our own proprietary research, not on rating agencies' conclusions or bond insurance.

### **Focus**

Drawing from extensive industry knowledge, our analysts conduct a rigorous evaluation of existing holdings and potential purchases. We focus our research on the underlying credit, while our Strategy targets large, liquid, investment grade issuers that are active primary market participants.

### Opportunity

Our presence in the municipal market provides us access to secondary offerings and new issue opportunities nationwide enabling us to greatly diversify our portfolios and capitalize on market inefficiencies. We subscribe to numerous external research services, which are analyzed in conjunction with the bond indentures and reports provided by the issuers. Over the years, we have developed an extensive database of past and current research that provides us with historical financial analysis.

### **Risk Control**

Our credit analysts rely on multiple defensive measures to protect portfolio principal and to ensure that every buy and sell decision is in the best interest of our clients. We evaluate several factors such as the issuer's liquidity, financial flexibility, and trends at the state and sector levels.