

# TOTAL RETURN BOND STRATEGY

## STRATEGY OVERVIEW

The Total Return Bond Strategy seeks to generate income and capital gains by taking advantage of the relative valuation among multiple bond sectors, including high yield bonds. The investment process combines top-down macro analysis with bottom-up quantitative and qualitative research.

- ▶ **Style:** Multi-Sector Bond
- ▶ **Approach:** Active; Top Down/Bottom Up
- ▶ **Style Benchmark:**
  - 60% Bloomberg Gov/Credit Index
  - 40% Bloomberg High Yield Index
- ▶ **Inception:** 1/1/1993
- ▶ **Strategy Assets:** \$624 MM

## STRATEGY HIGHLIGHTS

- ▶ **Active Management:** Rotate among sectors and utilize modest changes in duration to maximize opportunities in changing economic and interest rate environments
- ▶ **High Yield Component:** Diversified across bond sectors and focuses on the highest quality high yield bonds
- ▶ **Comprehensive Research:** Robust individual security research is central to our investment process and risk management

## PORTFOLIO MANAGEMENT TEAM

Mary F. Kane, CFA  
Stephen J. Repoff, CFA

15 | Taxable Bond  
Investment Professionals

19 | Average Years  
Experience

PORTFOLIO CHARACTERISTICS	Strategy		Index	
	Strategy	Index	Strategy	Index
Option Adjusted Duration	5.7 Years	5.8 Years		
Effective Maturity	8.1 Years	7.8 Years		
Average Quality	BBB+	BBB+		
Current Yield	4.5%	4.2%		
Yield to Worst	5.2%	5.8%		
Average Number of Holdings	85	10,841		
Trailing 12-Month Turnover	45.2%	-		

SECTOR DISTRIBUTION	Strategy		Index		Overweight/ Underweight
	Strategy	Index	Strategy	Index	
High Yield Corporate	38%	40%	-2%		
Investment Grade Corporate	26%	21%	5%		
Local Authority	4%	1%	3%		
MBS	13%	0%	13%		
US Treasury	15%	35%	-19%		
Cash	4%	-	-		

Index data reflects only sectors that the Strategy is invested in.

EFFECTIVE MATURITY DISTRIBUTION	Strategy		Index	
	Strategy	Index	Strategy	Index
0-3 Years	9%	23%		
3-5 Years	29%	23%		
5-7 Years	25%	21%		
7-10 Years	13%	17%		
10+ Years	24%	17%		

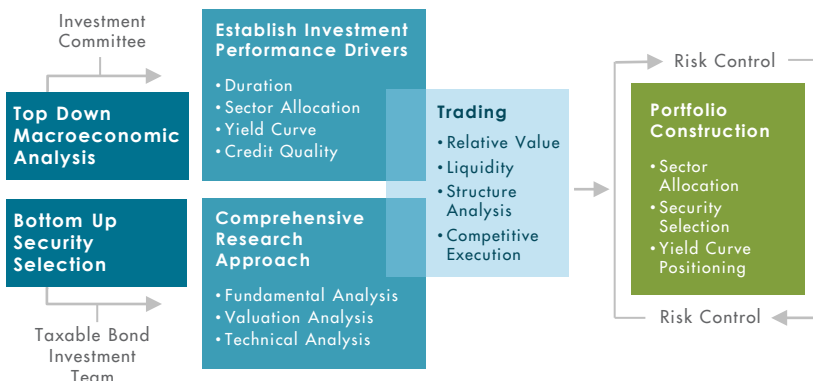
QUALITY DISTRIBUTION	Strategy		Index	
	Strategy	Index	Strategy	Index
AAA	30%	37%		
AA	3%	3%		
A	6%	9%		
BBB	22%	11%		
BB	34%	21%		
B	5%	14%		
CCC& Below/NR	0%	5%		

Source: Factset and Bloomberg

Please refer to page 2 for GW&K's Disclosure Statement, which is an integral part of our presentation, for an explanation of our composite criteria and calculations and Index descriptions. Characteristics data may reflect minor rounding differences.

All data as of 6/30/2022

## INVESTMENT PROCESS



## OUR ACTIVE DYNAMIC APPROACH

### Top-Down Analysis

- ▶ Assessment of the business cycle, valuation trends and market technicals
- ▶ Analysis guides outlook on market, sector allocation

### Bottom-Up Selection

- ▶ Employ comprehensive quantitative and qualitative research techniques
- ▶ Search for companies with solid business models and the ability to generate cash

### Portfolio Construction

- ▶ Managers construct diversified portfolios that reflect their market outlook
- ▶ Security analysis with careful adherence to risk controls



## TOTAL RETURN BOND STRATEGY

## ANNUALIZED RETURNS

Period Ending 6/30/2022

	QTD	YTD	1 Year	3 Years	5 Years	10 Years
GW&K Total Return Bond Composite – Gross	-6.93%	-12.28%	-11.64%	-0.01%	1.78%	2.71%
Style Benchmark	-6.96%	-12.28%	-11.59%	-0.30%	1.53%	2.83%
Bloomberg Aggregate Index	-4.69%	-10.35%	-10.29%	-0.93%	0.88%	1.54%
GW&K Total Return Bond Composite – Net	-7.09%	-12.57%	-12.22%	-0.66%	1.12%	1.88%

Returns less than one year are not annualized.

## CALENDAR YEAR RETURNS

Inception Date 1/1/1993

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
GW&K Total Return Bond Composite – Gross	1.59%	8.72%	12.36%	-1.58%	5.48%	5.68%	-4.58%	4.72%	2.98%	10.66%
Style Benchmark	1.03%	8.36%	11.57%	-1.07%	5.40%	8.52%	-1.68%	4.60%	1.47%	9.11%
Bloomberg Aggregate Index	-1.54%	7.51%	8.72%	0.01%	3.54%	2.65%	0.55%	5.97%	-2.02%	4.21%
GW&K Total Return Bond Composite – Net	0.94%	8.03%	11.64%	-2.21%	4.80%	4.64%	-5.53%	3.69%	1.96%	9.57%

Source: FactSet. Style Benchmark: 60% Bloomberg Gov/Credit Index / 40% Bloomberg High Yield Index, rebalanced daily.

Past performance is no guarantee of future results. There is a risk that invested capital may be lost. Net of fee performance based on highest fee. All data as of date noted and is subject to change.

## PERFORMANCE DISCLOSURE

Past performance is no guarantee of future results. There is a risk that invested capital may be lost.

The composite performance results displayed herein represent the investment performance record of GW&K Investment Management, LLC. GW&K is an SEC-registered investment management firm that offers active equity and fixed income investment solutions. Founded in 1974, GW&K is an independent and autonomous investment management firm that is an affiliate of Affiliated Managers Group, Inc. (NYSE: AMG), a publicly traded global asset management company. On February 1, 2019 the investment team of Trilogy Global Advisors, LP (TGA), an AMG Affiliate located in Winter Park, FL and New York City joined GW&K Investment Management. Effective March 30, 2015, the legal name of the firm was changed from Gannett Welsh & Kotler, LLC to GW&K Investment Management, LLC. GW&K claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS Standards. GW&K has been independently verified for the periods January 1, 1995 through December 31, 2020. The verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

The Total Return Bond Strategy seeks to generate income and capital gains by taking advantage of the relative valuation among multiple bond sectors, including high yield bonds. The investment process combines top-down macro analysis with bottom-up quantitative and qualitative research. The Total Return Bond Composite (composite) includes all portfolios invested in the Total Return Bond Strategy with a minimum market value of \$100,000. Prior to December 1, 2019 the composite minimum market value was \$250,000. The composite was created on September 30, 2000. The Total Return Bond segments of multi-asset portfolios are included in the composite. Each segment of multi-asset portfolios is managed with its own cash account. Accounts are included in the composite after three full months under management. Closed accounts are included through the last full month under management. Effective November 1, 2020, portfolios are removed from the composite in the month a significant cash flow, defined as an inflow of non-standard investments greater than 5% of the portfolio value or greater than or equal to a monthly total of \$50,000, occurs. Additional details on this policy are available upon request. Inception date is January 1, 1993. All results reflect the reinvestment of dividends and income, and factor in commission costs. Performance is expressed in U.S. dollars. Composite portfolio income may be net or gross of withholding tax depending on the accounting methodology of the custodian bank. The performance results presented may not equal the rate of return experienced by any particular GW&K portfolio due to various reasons, including differences in brokerage commissions, fees, client contributions or withdrawals, position size in relation to account size, diversification among securities and market conditions. Additional information regarding the policies for valuing investments, calculating performance, and preparing GIPS reports, as well as a complete list and description of the firm's composites

and pooled funds is available upon request by contacting info@gwkinvest.com.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. Gross returns are used for the composite calculation. The standard deviation measure is presented annually, for periods where 36 monthly returns are available.

The firm uses an asset-weighted standard deviation calculation to measure dispersion, which is reported on a yearly basis. Dispersion is used to measure the volatility of gross portfolio returns within the composite. Only portfolios that have been included in the composite for the full year are included in the dispersion calculation. Where dispersion is listed as N/A, the information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

To account for advisory fees, net performance results reflect the deduction of the maximum fee (0.65% annually, applied monthly) GW&K Investment Management would charge for managing portfolios in this Strategy. Prior to January 1, 2017 the maximum annual fee was 0.75% and prior to January 1, 2013 it was 1.00%. Client fees may vary.

The performance shown is compared to a Style Benchmark and the Bloomberg Aggregate Index. The Style Index consists of 60% of the Bloomberg Government/Credit Index and 40% of the Bloomberg High Yield Index, rebalanced daily. The Bloomberg Government/Credit Index is comprised of investment grade securities from Bloomberg Government Index and the Bloomberg US Credit Index. The Bloomberg High Yield Index is comprised of fixed rate, publicly issued, non-investment grade debt registered with the SEC. The Bloomberg Aggregate Bond Index covers the U.S. investment grade fixed rate bond market. It is comprised of securities from Bloomberg Government/Corporate Bond Index, Mortgage-Backed Securities Index and the Asset-Backed Securities Index. Indexes are not subject to fees and expenses typically associated with managed accounts or investment funds. Investments cannot be made directly in an index. Index data has been obtained from third-party data providers that GW&K believes to be reliable, but GW&K does not guarantee its accuracy, completeness or timeliness. Third-party data providers make no warranties or representations relating to the accuracy, completeness or timeliness of the data they provide and are not liable for any damages relating to this data. The third-party data may not be further redistributed or used without the relevant third-party's consent. Sources for index data include: Bloomberg (www.bloomberg.com), FactSet (www.factset.com), ICE (www.theice.com), FTSE Russell (www.ftserussell.com), MSCI (www.msci.com) and Standard & Poor's (www.standardandpoors.com).

Investing in securities or investment strategies, including GW&K's Investment Strategies presented in this document, involves risk of loss that clients should be prepared to bear. No investment process is free of risk; no strategy or risk management technique can guarantee returns or eliminate risk in any market environment. There is no guarantee that GW&K's investment processes will be profitable, and you therefore may lose money. The value of investments, as well as any investment income, is not guaranteed and can fluctuate based on market conditions. Diversification does not assure a profit or protect against loss. GW&K's active management styles include equity and fixed income strategies that are subject to various risks, including those described in GW&K's Form ADV Part 2A, Item 8. GW&K's Form ADV Part 2A may be found at <https://adviserinfo.sec.gov/Firm/121942> or is available from GW&K upon request.

## 3-YEAR STANDARD DEVIATION

Year	GW&K Total Return Bond Composite (%)	Style Benchmark (%)	Bloomberg Aggregate Index (%)
2021	5.36	5.00	3.35
2020	5.45	5.00	3.36
2019	2.89	2.59	2.87
2018	2.80	2.81	2.84
2017	3.46	3.21	2.78
2016	3.91	3.51	2.98
2015	4.02	3.32	2.88
2014	3.63	3.08	2.63
2013	3.78	3.41	2.71
2012	3.50	3.20	2.38

## COMPOSITE STATISTICS

Year	Number of Portfolios	Internal Dispersion (%)	Total Composite Assets (\$000s)	Total Firm Assets (\$000s)
2021	1,387	0.10	\$712,377	\$54,720,660
2020	1,287	0.32	\$727,479	\$51,431,909
2019	1,214	0.17	\$663,331	\$42,154,892
2018	909	0.07	\$543,365	\$34,395,747
2017	1,180	0.11	\$686,855	\$36,503,378
2016	998	0.19	\$611,585	\$32,193,721
2015	988	0.33	\$600,118	\$26,646,814
2014	1,087	0.41	\$662,281	\$22,823,427
2013	887	0.17	\$583,679	\$18,994,569
2012	830	0.24	\$566,882	\$17,059,751