



JUNE 30, 2021

COMPOSITE FACTS

Benchmark	Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index
Inception Date	October 1, 1995
Composite Assets	\$2,283.5 million
Number of Accounts	15

FIXED INCOME ANALYTICS

	Composite	Benchmark
Wtd. Avg. Maturity	4.67 Yrs	4.37 Yrs
Yield to Maturity	1.12%	0.93%
Effective Duration	4.10 Yrs	4.12 Yrs
Wtd. Avg. Coupon	2.42%	2.04%

SECTOR DISTRIBUTION

	Composite (%)	Benchmark (%)
U.S. Treasury	25.1	58.7
U.S. Agency	—	2.7
Other U.S. Gov't	10.3	0.1
Taxable Muni/Not for Profit	8.1	0.8
Corporates	31.6	32.3
Asset Backed	6.0	—
Mortgage Backed	12.7	—
Comm. Mtge. Backed	5.2	—
Sovereign/Supranationals	—	5.4
Cash	1.1	—

Quality Distribution**

	Composite (%)	Benchmark (%)
AAA	61.7	64.9
AA	7.9	3.7
A	15.7	14.2
BBB	14.6	17.2
<BBB	0.2	—

INVESTMENT OBJECTIVES

The Intermediate Government/Credit Composite is managed to generate income while providing safety of principal. We seek to consistently outperform the Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index over time.

INVESTMENT STRATEGY

- Fundamental research and relative value analysis are the cornerstones of Galliard's investment decision making process
- Strategy emphasizes non-Treasury sectors including Corporates, Mortgage-Backed, and Asset-Backed securities
- Disciplined value investing process with broad diversification and an emphasis on risk control
- Market risk is managed to the Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index

PERFORMANCE RECAP

Annualized investment performance as of June 30, 2021

Annualized Performance*	2Q'21	YTD	1 Year	3 Year	5 Year	10 Year
Composite (before inv. mgmt. fees)	1.17	(0.66)	0.98	5.16	3.08	3.27
Composite (after maximum fees)	1.09	(0.81)	0.68	4.85	2.77	2.96
Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index	0.98	(0.90)	0.19	4.70	2.63	2.76

Calendar Year Performance	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Composite (before inv. mgmt. fees)	7.16	7.25	1.06	2.67	2.45	1.59	4.09	(1.43)	5.17	6.61
Composite (after maximum fees)	6.84	6.93	0.75	2.37	2.14	1.29	3.78	(1.73)	4.86	6.29
Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index	6.43	6.80	0.88	2.14	2.08	1.07	3.13	(0.86)	3.89	5.80

*Returns for periods less than one year are not annualized. Returns are in U.S. dollars. Returns designated as being "before investment management fees" include all income, realized and unrealized gains and losses, and all transactional costs. Returns designated as "after maximum fees" are the "before investment management fees" returns less the maximum investment management fee of .30% which may be charged by Galliard for management of each client's account. These returns may also be impacted by the effect of compounding and will be rounded to the nearest basis point. Galliard's advisory fees are disclosed in the firm's Form ADV Part 2 which is available upon request. Benchmark returns do not include potential transaction costs or management fees. For comparison purposes the benchmark is fully invested and includes the reinvestment of income. While it is believed that the benchmark used here represents an appropriate point of comparison for the composite referenced above, prospective investors should be aware that the volatility of the above referenced benchmark or index may be substantially different from that of the composite; and holdings in the composite may differ significantly from the benchmark or index if the investment guidelines and criteria are different than the composite.

**The quality distribution shown represents the distribution of the individual holdings' composite ratings, as rated by S&P, Moody's, and Fitch. If S&P, Moody's, and Fitch all provide a credit rating, the composite rating is the median of the three agency ratings. If only two agencies provide ratings, the composite is the more conservative rating. If only one agency provides a rating, the composite rating reflects that agency's rating.

The Intermediate Government/Credit Composite (prior to 7/1/18 Intermediate Core Composite) consists of all fully discretionary separate accounts that do not use derivatives and is managed against the Bloomberg Barclays U.S. Intermediate Government/Credit Bond Index or equivalent indices. The composite strategy focuses on risk control and adding value through security selection. **The accounts in the composite are not insured by the FDIC, Federal Reserve Bank, nor guaranteed by Wells Fargo Bank, N.A. or any affiliate, including Galliard Capital Management. Past performance is no guarantee of future results. FOR INSTITUTIONAL INVESTOR USE ONLY.**

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