



# CORPORATE BOND OPPORTUNITIES STRATEGY

## STRATEGY OVERVIEW

The Corporate Bond Opportunities Strategy combines high yield and high grade corporate bonds to maximize current income and longer-term capital appreciation. The approach combines top-down sector allocation with bottom-up issuer selection and a credit barbell methodology.

- ▶ **Style:** Corporate Bond
- ▶ **Approach:** Active; Top Down/Bottom Up
- ▶ **Style Benchmark:**  
60% Bloomberg High Yield Index  
40% Bloomberg U.S. Credit Index
- ▶ **Inception:** 10/1/2007
- ▶ **Strategy Assets:** \$140 MM

## STRATEGY HIGHLIGHTS

- ▶ **Comprehensive Research:** Robust individual security research is central to our investment process and risk management; Combine quantitative screening tools with in-depth security specific fundamental research
- ▶ **Risk Managed Approach:** Diversified across bond sectors and focuses on “highest quality of high yield bonds”
- ▶ **Seasoned Investment Team:** Expertise in corporate credit

## PORTFOLIO MANAGEMENT TEAM

Mary F. Kane, CFA

**14** | Taxable Bond Investment Professionals

**20** | Average Years Experience

PORTFOLIO CHARACTERISTICS		
	Strategy	Index
Option Adjusted Duration	4.6 Years	4.6 Years
Effective Maturity	6.6 Years	7.1 Years
Average Quality	BB+	BB+
Current Yield	5.1%	5.7%
Yield to Worst	5.7%	6.7%
Average Number of Holdings	87	10,762
Trailing 12 Month Turnover	27.0%	-

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 3/31/2024

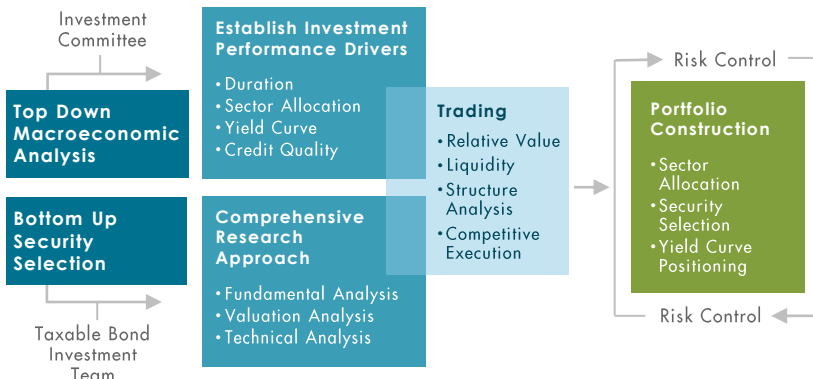
SECTOR DISTRIBUTION			
	Strategy	Index	Overweight/Underweight
High Yield Corporate	54%	60%	-6%
Investment Grade Corporate	39%	35%	5%
Local Authority	2%	1%	1%
US Treasury	3%	0%	3%
Cash	1%	-	-

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

EFFECTIVE MATURITY DISTRIBUTION		
	Strategy	Index
0-3 Years	28%	21%
3-5 Years	28%	29%
5-7 Years	22%	23%
7-10 Years	6%	12%
10+ Years	17%	14%

QUALITY DISTRIBUTION		
	Strategy	Index
AAA	0%	3%
AA	4%	3%
A	7%	16%
BBB	34%	17%
BB	50%	29%
B	5%	23%
CCC& Below/NR	0%	8%

## 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
- ▶ Prefer improved balance sheet strength and liquidity from BB and B issuers

### Portfolio Construction

- ▶ Our assessment of macroeconomic conditions and relative valuations guides allocation between high yield and investment grade bonds



## CORPORATE BOND OPPORTUNITIES STRATEGY

## ANNUALIZED RETURNS

Period Ending 3/31/2024

	QTD	YTD	1 Year	3 Years	5 Years	10 Years
GW&K Corporate Bond Opportunities Composite – Gross	0.47%	0.47%	6.53%	0.31%	3.00%	2.72%
Style Benchmark	0.72%	0.72%	8.33%	0.59%	3.12%	3.70%
Bloomberg BBB Corporate Index	-0.14%	-0.14%	5.59%	-1.44%	2.09%	2.99%
GW&K Corporate Bond Opportunities Composite – Net	0.26%	0.26%	5.64%	-0.54%	2.13%	1.86%

Returns less than one year are not annualized.

## CALENDAR YEAR RETURNS

Inception Date 10/1/2007

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
GW&K Corporate Bond Opportunities Composite – Gross	10.02%	-12.37%	3.24%	8.11%	13.68%	-1.84%	6.30%	7.37%	-4.98%	3.09%
Style Benchmark	11.35%	-12.78%	2.72%	8.10%	14.15%	-2.08%	6.99%	12.44%	-2.96%	4.48%
Bloomberg BBB Corporate Index	9.51%	-15.90%	-0.22%	9.88%	16.26%	-2.85%	7.09%	8.04%	-2.25%	7.89%
GW&K Corporate Bond Opportunities Composite – Net	9.10%	-13.11%	2.37%	7.20%	12.74%	-2.67%	5.41%	6.47%	-5.79%	2.22%

Source: FactSet. Style Benchmark: 60% Bloomberg High Yield Index / 40% Bloomberg Credit 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, 2022. 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 Corporate Bond Opportunities Strategy combines high yield and high grade corporate bonds to maximize current income and longer-term capital appreciation. The approach combines top-down sector allocation with bottom-up issuer selection and a credit barbell methodology. The Corporate Bond Opportunities Composite (composite) includes all portfolios invested in the Corporate Bond Opportunities Strategy with a minimum market value of \$100,000. Prior to December 1, 2019 the composite minimum market value was \$200,000 and prior to May 1, 2019 it was \$250,000. The composite was created on October 1, 2007. The Corporate Bond Opportunities 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 October 1, 2007. All results reflect the reinvestment of dividends and income, and factor in commission costs. Performance is expressed in US 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. Net of fee returns are based on a maximum fee of 0.85% per year, applied monthly. This fee consists of an investment management fee of 0.35% per year and a wealth advisory fee of 0.50% per year. Client fees may vary.

The performance shown is compared to a Style Benchmark and the Bloomberg BBB Corporate Index. The Style Index consists of 60% of the Bloomberg High Yield Index and 40% of the Bloomberg US Credit Index, rebalanced daily. The Bloomberg High Yield Index is comprised of fixed rate, publicly issued, non-investment grade debt registered with the SEC. The Bloomberg US Credit Index is comprised of fixed rate, publicly issued investment grade debt registered with the SEC. The Bloomberg BBB Corporate Index is comprised of fixed rate, publicly issued corporate debt that is rated BBB. 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, FactSet, ICE, FTSE Russell, MSCI, and Standard & Poor's. 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 the SEC's website under Firm 121942, or is available from GW&K upon request.

## 3-YEAR STANDARD DEVIATION

Year	GW&K Corporate Bond Opportunities Composite (%)	Style Benchmark (%)	Bloomberg BBB Corporate Index (%)
2023	8.21	8.07	9.27
2022	9.91	9.65	10.59
2021	7.66	7.56	8.45
2020	7.75	7.68	8.44
2019	3.09	3.18	3.69
2018	2.92	3.64	3.99
2017	4.11	4.21	4.28
2016	4.70	4.58	4.60
2015	5.08	4.21	4.41
2014	4.45	3.93	4.32

## COMPOSITE STATISTICS

Year	Number of Portfolios	Internal Dispersion (%)	Total Composite Assets (\$000s)	Total Firm Assets (\$000s)
2023	335	0.17	\$131,923	\$50,695,321
2022	369	0.22	\$143,559	\$46,803,858
2021	425	0.09	\$188,507	\$54,720,660
2020	411	0.42	\$180,425	\$51,431,909
2019	438	0.14	\$183,043	\$42,154,892
2018	419	0.09	\$210,118	\$34,395,747
2017	612	0.11	\$293,723	\$36,503,378
2016	497	0.19	\$232,221	\$32,193,721
2015	402	0.47	\$200,274	\$26,646,814
2014	446	0.35	\$205,137	\$22,823,427