

LONG-TERM FIXED INCOME

FACT SHEET | December 31, 2017

STRATEGY

- Use relative value strategy for security and sector selection
- Focus on income rather than market timing of interest rates
- Conduct proprietary, equity-like fundamental research
- Emphasize disciplined, risk-managed investment approach

Performance¹

Periods Ended 12/31/17 (%)	QTD	YTD	Annualized Returns			
			1 Year	3 Years	5 Years	10 Years
Long-Term Fixed Income (gross)	3.49	11.63	11.63	5.15	4.75	7.53
Long-Term Fixed Income (net)	3.41	11.29	11.29	4.77	4.34	7.08
BBgBarc U.S. Long G/C Index ⁴	2.84	10.71	10.71	4.52	4.43	7.26
Calendar Year (%)	2017	2016	2015	2014	2013	2012
Long-Term Fixed Income (gross)	11.63	7.52	-3.13	17.99	-8.05	8.03
Long-Term Fixed Income (net)	11.29	7.17	-3.57	17.47	-8.47	7.53
BBgBarc U.S. Long G/C Index ⁴	10.71	6.67	-3.30	19.31	-8.83	8.78

Portfolio Characteristics²

	Long-Term Fixed Income	BBgBarc U.S. Long G/C ⁴
Effective Duration	16.1 years	15.4 years
Effective Maturity	25.0 years	24.2 years
Effective Yield	3.5%	3.5%
Coupon	4.3%	4.6%
Average Credit Quality	AA	A
Turnover (3 year average)	59%	-
Standard Deviation	7.97%	8.09%

Sector Allocation²

	Long-Term Fixed Income	BBgBarc U.S. Long G/C ⁴	Relative Weights
Treasury	21.3	39.0	-17.7
U.S. Agencies	0.0	2.7	-2.7
Other Government-Related	5.4	6.9	-1.5
Corporate Credit	73.4	51.3	22.0
Other	0.0	0.0	0.0
Cash & Equivalents	0.0	0.0	0.0

¹Data is based on firm's Long-Term Fixed Income composite. Past performance does not guarantee future results and future performance may be lower or higher than the performance presented. See Performance Disclosure for additional performance information.

²Information presented is for a representative portfolio which is an account in the composite that we believe most closely reflects current portfolio management style for the strategy. Performance is not a consideration in the selection of the representative portfolio. The information of the representative portfolio shown may differ from that of the composite and of the other accounts in the composite. Information on this page is considered supplemental information to the Performance Disclosure. Weights may not sum to 100% due to rounding.

³The rating information reflects the Standard & Poor's equivalent rating category for the highest credit-quality rating assigned by either Standard & Poor's or Moody's ratings.

⁴Source: CMS BondEdge

⁵Standard Deviation statistic based on monthly data. Three years. Source: eVestment Alliance.

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Corporate Allocation²

	Long-Term Fixed Income	BBgBarc U.S. Long G/C ⁴	Relative Weights
Financial	18.1	8.7	9.4
Industrial	36.6	36.6	0.0
Utility	18.7	6.1	12.6

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Quality Detail^{2,3}

% of portfolio	Long-Term Fixed Income	BBgBarc U.S. Long G/C ⁴
AAA	27.0	42.8
AA	21.4	5.6
A	45.4	22.9
BBB	5.6	28.7
BB & Below	0.6	0.0
Not Rated	0.0	0.0

Duration Distribution^{2,4}

% of securities	Long-Term Fixed Income	BBgBarc U.S. Long G/C ⁴
0 - 1 year	0.0	0.0
1 - 3 years	0.0	0.1
3 - 4 years	0.0	0.0
4 - 6 years	0.0	0.0
6 - 8 years	2.1	0.8
8+ years	97.9	99.0

Manager commentary for the quarter ended December 31, 2017²

Market Overview

As was widely expected, the Federal Reserve raised short-term interest rates in December. This was the third increase in 2017 and the fifth in this rate hiking cycle, which began in December 2015. History informs us that during Federal Reserve rate hiking cycles, the yield curve typically flattens, as short-term and long-term interest rates compress. That is exactly what happened this time around. The ten-year U.S. Treasury rate was virtually unchanged in 2017, while the thirty-year U.S. Treasury rate actually declined by 32 basis points (0.32%) during the year. The Federal Reserve continues to express expectations that economic growth will lead to labor market tightening, then to wage increases, and ultimately to rising inflation, as fulfillment of its extraordinary easing measures over the last nine years since the Great Recession. The bond market seems to have a much different view, with expectations of only modest growth and low inflation continuing for several years. The combination of an assertive Federal Reserve raising rates pre-emptively to head off the forecasted rise in inflation, while inflation remains persistently low has, in our view, been the driving force keeping long-term rates lower than many have been forecasting over the last several years.

In this environment of solid corporate profits, modestly positive economic growth, and low inflation, corporate bonds, mortgage backed securities, equities, and other risk assets have all performed extremely well over the entire year, including the fourth quarter.

Outlook and Positioning

The recent passage of tax reduction legislation has us reassessing our forecast. We believe there will likely be a slight increase in growth over the next two to three years as the impact of corporate tax cuts has the potential for expanded business capital investment and wage increases being passed on to workers. The reaction function of the Federal Reserve will be the key to managing the current extended recovery cycle. Growth created by tax reductions may well be offset by an increase in interest rates if the Federal Reserve follows through on its planned rate expectations. We will be watching closely to monitor the balance between expansive fiscal policies and tightening monetary policies, and the resultant impact on growth and inflation. An overly aggressive Federal Reserve, which is not our forecast, could well short circuit the recovery that could otherwise become the longest in U.S. history, eclipsing the 1991-2001 expansion of 120 months. On the other hand, if the Federal Reserve doesn't react quickly enough to any growth spurt that leads to inflation, we could finally see the rise in rates that has been so widely, and wrongly, anticipated.

U.S. fixed income securities continue to look attractive versus those available elsewhere in today's global marketplace, particularly the significantly lower, and even negative rates, offered in European and Japanese bond markets. We have constructed the portfolios with overweighted positions in shorter maturity "spread" sectors offering what we believe are good yield opportunities and durations that are slightly shorter than their benchmarks, reflecting the low interest rate environment. We have maintained exposure to longer maturity Treasuries that will likely perform well as the yield curve flattens further in this rate hiking cycle. This positioning is intended to capture higher income levels while also being slightly more protective if we do see modest interest rate increases. Recognizing that we are late in an already extended credit cycle, we have positioned the portfolios with overweighted positions in carefully selected income-producing securities, including mortgage-backed securities and corporate and municipal bonds. These tactics are designed to enable performance over multiple interest rate and economic scenarios. We have increased our focus on quality and liquidity in an effort to mitigate negative credit events and market dislocations that could adversely impact portfolios. We believe our rigorous credit selection process is particularly valuable at this point in the credit cycle when it is critically important to assess valuations, as well as differentiate creditworthiness and long-term stability of each of our holdings. While we are concerned about increased volatility and the recent rise in short-term rates, we are still not convinced the market is quickly headed to significantly higher long-term interest rates.

Performance Disclosure: Long-Term Fixed Income Composite

Year	— Composite Assets—			Composite Gross of Fees Annual Return (%)	Composite Net of Fees Annual Return (%)	BBgBarc U.S. Long Govt/Credit Bond Index (%)	Composite 3 Year Standard Deviation (%)	Index 3 Year Standard Deviation (%)	Composite Dispersion (%)	Total Firm Assets (Incl. Model Portfolios)* (\$Bil)	Total Firm Assets (\$Bil)
	Dollars (\$ millions)	% of Firm Assets	Composite Accounts								
2016	168	2.4	2	7.52	7.17	6.67	8.49	8.71	0.44	7.476	7.169
2015	300	4.1	3	-3.13	-3.57	-3.30	8.56	8.71	0.66	7.606	7.382
2014	326	3.5	3	17.99	17.47	19.31	8.19	8.18	0.25	9.596	9.373
2013	219	2.2	4	-8.05	-8.47	-8.83	8.77	9.12	0.98	10.009	9.794
2012	165	1.8	3	8.03	7.53	8.78	8.05	8.30	0.77	9.565	9.343
2011	110	1.2	3	20.59	20.08	22.49	8.21	9.11	-	9.389	9.101
2010	19	<1.0	1	12.80	12.30	10.16	-	-	-	8.989	8.711
2009	17	<1.0	1	7.30	6.81	1.92	-	-	-	8.038	7.837
2008	16	<1.0	1	3.92	3.46	8.44	-	-	-	7.008	6.867
2007	15	<1.0	1	5.80	5.33	6.60	-	-	-	9.715	9.502

*Number includes a portion of assets where Denver Investments does not have discretionary trading authority. This information is supplemental to fully compliant presentation.

- 1) Denver Investment Advisors LLC (dba Denver Investments) is an independent investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Denver Investments provides fundamental investment management services to various institutional and private investors and mutual funds.
- 2) This composite was created in January 1983 (style inception was 5/1/1977). All returns are computed using a time-weighted total rate of return. The composite is defined to include all fee-paying, discretionary accounts that are managed according to the Long-Term Fixed Income strategy. The composite includes all actively managed fixed income accounts that are managed to the Bloomberg Barclays U.S. Long Govt/Credit Bond Index and primarily invest in investment-grade securities with maturities more than 10 years. The Bloomberg Barclays U.S. Long Govt/Credit Bond Index benchmark is an unmanaged index that includes fixed rate debt issues rated investment grade or higher by Moody's Investors Services, Standard & Poor's Corporation or Fitch Investor's Service. Long-term indices include bonds with maturities of ten years or longer. Index returns are not covered by the report of the independent verifiers. The name of the composite was changed from Long Term Bond to Long-Term Fixed Income on 1/1/2007.
- 3) Gross of fee returns are calculated gross of management and custodial fees and net of transaction costs. Net of fee returns are calculated net of management fees and transaction costs and gross of custodian fees. As of 1/1/15, net of fee returns were calculated by deducting the maximum applicable advisory fee in effect, pro-rated on a monthly basis. From 1/1/08 to 12/31/14, net of fee returns were calculated by deducting the maximum applicable advisory fee in effect, pro-rated on a quarterly basis. Prior to this date, net of fees returns were calculated using actual annual client fees, pro-rated on a quarterly basis.
- 4) The dispersion of annual returns is measured by the standard deviation across unweighted portfolio gross returns represented within the composite for the full year. Dispersion is not shown for years in which only one account is present for the entire year.
- 5) Valuations and returns are computed and stated in U.S. dollars. Performance is calculated net of withholding taxes on foreign dividends and interest. Dividend income is recorded on the ex-dividend date and interest income is recorded on the accrual basis. Total returns for accounts are presented using the accrual basis of accounting for all fixed income and equity investments and on a cash basis for all cash equivalents.
- 6) Denver Investments claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Denver Investments has been independently verified for the periods 1/1/84 – 12/31/16. Verification assesses whether the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Long-Term Fixed Income composite has been examined for the periods 1/1/84 – 12/31/16. The verification and performance examination reports are available upon request. A complete list and description of all firm composites is available upon request.
- 7) The maximum fee rate is 0.30%. As of 3/31/2016, the maximum fee was decreased from 0.45% to 0.30%. Please reference Denver Investments' ADV for full fee schedule.
- 8) Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- 9) Past performance does not guarantee future results and future performance may be lower or higher than the performance presented.

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