

ABOUT APPLETON

- Founded in 1986 and located in Boston, MA
- 100% employee owned and operated
- Collaborative, team-oriented culture marked by personnel continuity
- Consistent investment philosophy and process emphasizes quality, liquidity and tax efficiency
- Commitment to separate account management
- Entrusted with over \$9.6 billion of investor assets as of 12/31/18

STRATEGY OVERVIEW AND OBJECTIVE

- Investment Grade Corporates, Taxable Municipals, US Treasuries, TIPs and US Agencies
- Maturity range of 2 – 10 years
- Objective to preserve and grow capital, while producing high income and competitive returns
- Intensive fundamental research draws upon issuer specific credit risk metrics and proprietary ratings
- Accounts typically hold 20 – 25 positions with average annual turnover of 20 – 25%

INVESTMENT PHILOSOPHY & PROCESS

Seek to add value through yield curve positioning, sector rotation and security selection, while capitalizing on market inefficiencies and undervalued sectors and credits

RESEARCH

Work closely with the portfolio management team to identify specific sector and individual security opportunities

- Proprietary and independent credit analysis
- Access to Moody's, S&P and other 3rd party research
- Coverage from major investment bank research
- Active ongoing credit surveillance

PORTFOLIO MANAGEMENT

Seek to protect principal while delivering income and growth opportunities within defined risk parameters

- Formulate broad investment and risk strategies
- Economic inputs help establish overall portfolio structure
- Customize duration targets, scenario analysis, and other risk tools
- Hands-on attention paid to each client account

CUSTOMIZED CLIENT PORTFOLIO

INVESTMENT GUIDELINES

| | |
|------------------------|--|
| Maturity Range | 2 – 10 Years |
| Duration Range | 3.5 – 4.5 Years |
| Credit Quality | Investment Grade |
| Diversification | Position sizes reflect round lot execution and ability to efficiently access market liquidity and meet required income needs |
| Issuer Diversification | 5% position target at time of purchase |
| Benchmark* | Barclays Capital U.S. Intermediate Government/Credit Bond Index |

ACCOUNT REVIEW:

- Integrated portfolio systems help ensure adherence to client and strategy guidelines
- Proprietary technology links trading, settlement, reconciliation and compliance processes
- Sustained engagement with financial advisors and investors

PORTFOLIO OPTIMIZATION:

- Discipline and flexibility in changing markets
- Rebalance based on evolving client objectives, security specific outlooks, investment markets and global economies
- Sell discipline triggered by credit and relative value changes, yield curve shifts and sector rotation opportunities

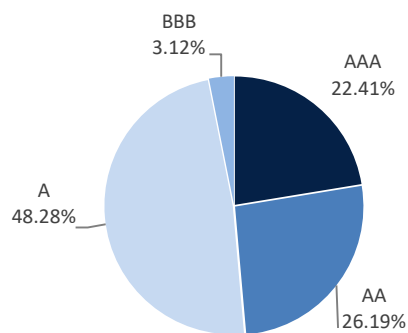
*Effective January 1, 2019, we have retroactively changed the strategy's index to the Barclays Capital U.S. Intermediate Government/Credit Bond Index. This change was made due to market data considerations and to move to a more widely-recognized and commonly utilized index.

+Effective 11/20/2018, Appleton's Taxable Fixed Income separate account strategy was renamed High Grade Intermediate Government/Credit ("the strategy"). While the investment philosophy and process has not changed, renaming the strategy is intended to more clearly define and emphasize attributes important to advisors and investors.

COMPOSITE CHARACTERISTICS*

CREDIT PROFILE**

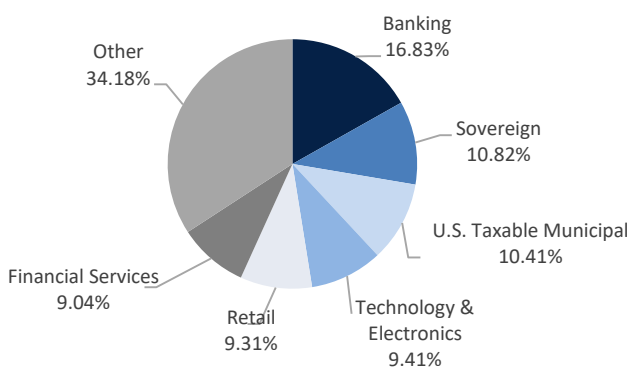
| | API | BENCHMARK |
|-------------------|------------|------------|
| Maturity | 4.33 Years | 4.22 Years |
| Duration | 3.81 Years | 3.82 Years |
| Coupon | 3.93% | 2.65% |
| Price | \$102.50 | \$98.81 |
| Yield to Worst | 3.19% | 3.00% |
| Yield to Maturity | 3.21% | 3.00% |
| Current Yield | 3.81% | 2.69% |



Source: Appleton Partners, Inc.

TOP SECTOR PROFILE

TOP TEN HOLDINGS

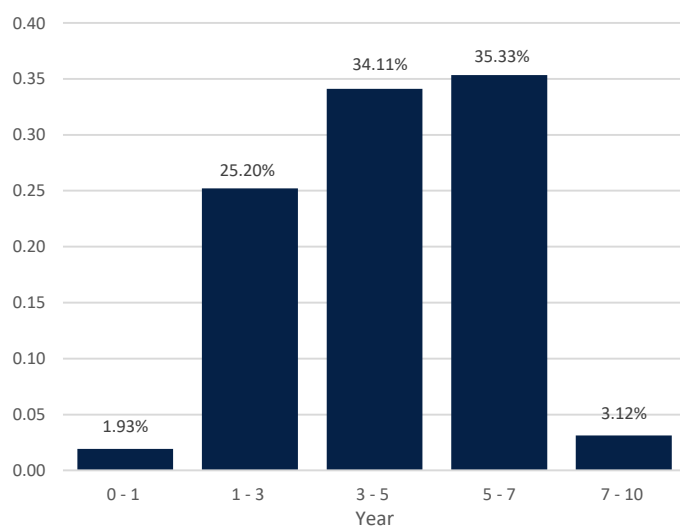
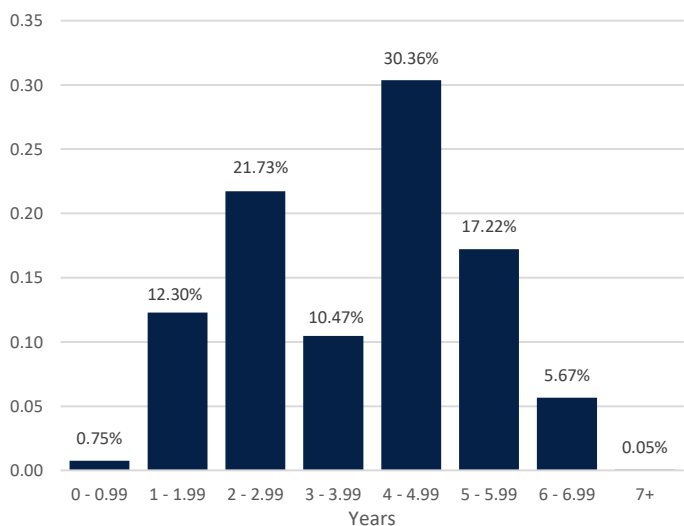


| SECURITY | COUPON |
|--------------------------------------|--------|
| Amazon Com Inc Fxd Rt Sr Nt | 5.200 |
| Goldman Sachs Group Inc Sr Global Nt | 5.250 |
| Intercontinental Exchange Inc | 4.000 |
| Bp Cap Mkts P L C Gts Sr Fxd Rt | 3.994 |
| Midamerican Energy CO 1St Mtg Bd | 3.500 |
| Jpmorgan Chase & CO Fixed Rt Notes | 4.500 |
| Microsoft Corp Fxd Rt Sr Nt | 3.125 |
| Union Pac Corp Nt | 4.163 |
| Pepsico Inc Sr Nt | 3.600 |
| Bank Amer Corp Fxd Rt Ser L | 4.125 |

Source: Appleton Partners, Inc.

DURATION PROFILE

MATURITY PROFILE



Source: Appleton Partners, Inc.

*Composite data and characteristics as of 12.31.18

**Credit Profile: AAA includes cash, pre-refunded bonds, and US Treasuries