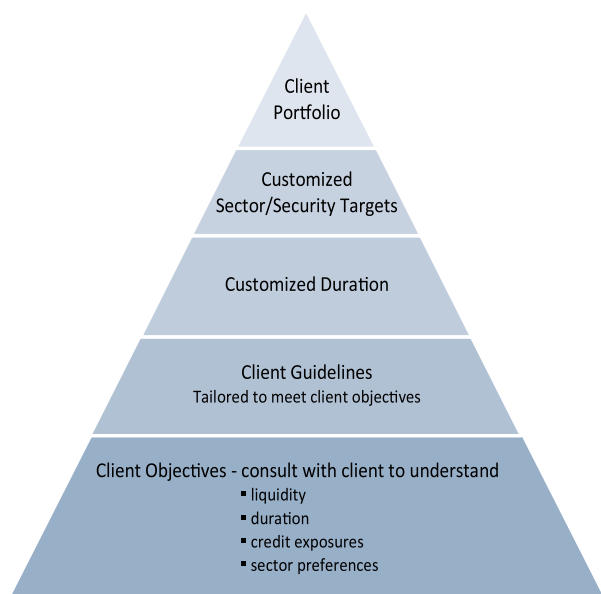


# Customized Duration Strategy

Vaughan Nelson’s Customized Duration is designed to enable financial institutions, corporations and non-profit entities to build a customized fixed income portfolio of governments, agencies and/or investment grade fixed income securities to meet specific liquidity, yield, duration and sector targets as dictated by client guidelines. Each customized portfolio is constructed and actively managed by Vaughan Nelson’s highly experienced team of fixed income portfolio managers.

## Investment process



### Four Tools to Add Value (utilized subject to client guidelines)

#### 1. Security Selection

- Changing credit quality
- Structure
- Inefficient pricing

#### 2. Duration/Yield Curve Positioning

- Inflation expectations
- Monetary policy
- Anticipating yield curve shifts

#### 3. Sector Rotation

- Relative value among sectors
- Historical spread vs. Treasuries
- Economic cycle outlook

#### 4. Opportunistic Trading Efficiencies

- Access to inventory of multiple brokers
- Strong trading relationships
- Electronic trading conducted only for Treasuries

## Vaughan Nelson Investment Management

Bringing 50 years of equity and fixed income experience to foundations, universities, endowments, and corporations; the firm follows a disciplined, fundamental, bottom-up investment process.

### Investment Team

**Steve Henriksen**  
**Director of Fixed Income Investments**  
Senior Portfolio Manager  
Began financial and investment career in 1982; joined Vaughan Nelson in 1994; BA, Louisiana State University

**Charles Ellis**  
**Portfolio Manager**  
Began investment career in 1975; joined Vaughan Nelson in 2003; BBA, Texas Tech University

**Blanca Garza**  
**Portfolio Manager**  
Began investment career in 1993; joined Vaughan Nelson in 1998; MBA, University of St. Thomas; BA, University of Houston-University Park

**Michael Hanna**  
**Senior Portfolio Manager**  
Began investment career in 1998; joined Vaughan Nelson in 2005; MBA, Rice University, 2005; BA, University of Texas, 1997

## Customized characteristics

### Duration

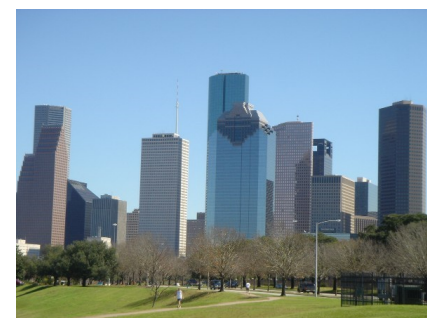
- Targeted
- Minimum/maximum
- Manager discretion

### Sectors (0% to 100%)

- Corporates
- Agencies
- Treasuries
- Mortgages

### Quality (0% to 100%)

- AAA
- AA
- A
- BBB



## Customized Duration

### 4Q19 - Product Overview

#### Overview

##### Organization

- Founded in 1970
- \$13.1 billion under management\*
- Based in Houston
- Equity and Fixed Income strategies

\* Number includes assets where Vaughan Nelson Investment Management does not have full unconditional trading authority. The assets consist of model portfolio relationships with third party platforms and totaled \$1.7 billion as of December 31, 2019.

##### Process

- Active management
- Fundamental research
- New idea generation
- Risk measurement

##### People

- 44 employees
- 17 investment professionals
  - 10 CFA® designations
  - 2 Ph.D.s

#### Representative list of institutional clients

##### Non-Profit

Board of Higher Education, United Methodist Church  
Hamill Foundation  
Houston Grand Opera  
Methodist Hospital  
Roman Catholic Diocese of Orange  
Santa Barbara Museum of Art  
Santa Clara University  
Texas Medical Association  
The Community Foundation of Louisville  
Trull Foundation  
University of Dallas  
Wortham Foundation

##### Public

Austin Fire Fighters Relief and Retirement Fund  
Cobb County Employees' Retirement System  
Florida State Board of Administration  
Gwinnett County Public Employees' Retirement System  
Montana Board of Investments  
Teacher Retirement System of Texas

##### Corporate

Baxter International  
Bristol-Myers Squibb  
Hess Corporation  
Principal Financial Group  
Stewart Title

*It is not known whether the listed clients approve or disapprove of the advisor or the advisory services provided. This is a list of institutional clients whose investment management is a matter of public record, selected because it was believed that their names would be recognized by prospective clients, without regard to performance-based criteria.*