

# GARCIA HAMILTON & ASSOCIATES, L.P.

## FIXED INCOME – GOVERNMENT/CREDIT

### FIRM BACKGROUND

Founded in 1988, Garcia Hamilton & Associates (GH&A) offers high quality fixed income strategies for institutional investors. Its diversified client base includes public funds, jointly trusteeed plans, endowments and corporations. GH&A is a limited partnership and presently manages approximately \$10.1 billion in assets. The firm is 100% employee-owned by nine internal partners, with approximately 91% held by minority and women partners and is certified as a MBE firm.

### CLIENT TYPE

\$ Millions

As of 12/31/2017



Client Type	Percentage	Assets (\$ Millions)
Public	64%	\$6,386
Jointly Trusteed	4%	\$410
Endowment/Foundation	6%	\$576
Corporate	15%	\$1,529
Mutual Fund	8%	\$839
Other	3%	\$331

### FIXED INCOME PORTFOLIO PHILOSOPHY

GH&A's fixed income philosophy is based on three core principles; preserving principal, maintaining liquidity and providing high current income. This philosophy is integral to the Fixed Income-Government/Credit product which is a U.S. broad market strategy that is benchmarked to the Bloomberg Barclays Government/Credit Index. The objective for this product is to outperform the benchmark net of fees utilizing a higher credit quality profile than the Index and with low turnover. The primary strategy to achieve this objective is through controlled interest rate anticipation, active sector rotation, and yield curve management.

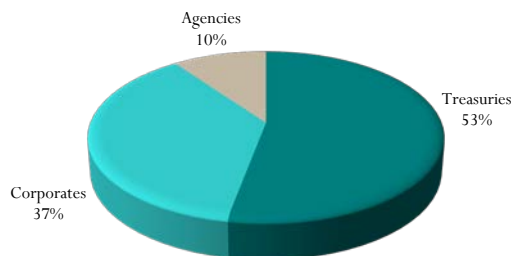


GH&A employs a top-down approach in its fixed income portfolio construction. A broad fundamental analysis of duration, yield curve, and sectors results in a defined set of parameters for the individual issues that fit the portfolio. The portfolios are dominated by treasuries, agencies and seasoned agency-guaranteed mortgage pass-throughs. Generally, the duration of the portfolios will be in a range of +/- 10% of the benchmark with a maximum range of +/- 20% under extreme market conditions. As an internal rule, all corporate bonds must be rated a minimum of single "A" or better by at least one of the major rating agency at purchase. Furthermore, we do not invest in any spread product with a maturity greater than ten years in order to contain the portfolio's volatility. Finally, GH&A does not invest in non-dollar bonds, Yankees, high yield securities, zero coupon bonds or derivatives. Likewise, the strategy does not utilize leverage or soft dollars.

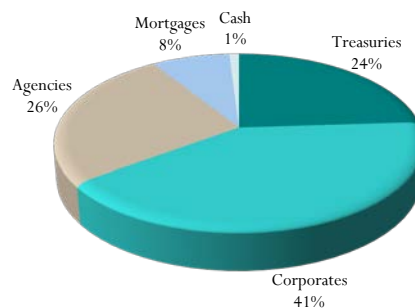
### FIXED INCOME – GOVERNMENT/CREDIT REPRESENTATIVE PORTFOLIO CHARACTERISTICS

As of December 31, 2017

#### Bloomberg Barclays Government/Credit



#### Portfolio



	Average YTM	Average Coupon	Average Duration
Portfolio	1.9	2.5	4.9
Bloomberg Barclays Govt./Credit	2.6	2.9	6.6

The characteristics shown are those of an actual portfolio that is representative of this strategy at a particular point in time. Individual portfolio characteristics may vary depending on the date shown as well as client-imposed restrictions, cash flows, etc. This information is supplemental to performance information. The composite disclosure is available on page 2.

Awards/rankings may not represent client experiences and are not indicative of future performance. Go to [www.garciahiltonassociates.com/awards/](http://www.garciahiltonassociates.com/awards/) for additional information on each award.

# GARCIA HAMILTON & ASSOCIATES, L.P.

## FIXED INCOME – GOVERNMENT/CREDIT COMPOSITE RETURNS

### COMPARATIVE ANNUALIZED RATES OF RETURN

For Periods Through December 31, 2017

	QTD	1 Yr	2 Yrs	3 Yrs	5 Yrs	7 Yrs	10 Yrs	Inception*
GH&A (Gross of Fees)	1.03%	4.23%	3.59%	2.65%	3.20%	4.76%	5.69%	5.55%
GH&A (Net of Fees)	0.98%	4.01%	3.38%	2.46%	2.98%	4.53%	5.44%	5.32%
Bloomberg Barclays Government/Credit	0.49%	4.00%	3.52%	2.38%	2.12%	3.43%	4.07%	4.16%

\*Inception December 31, 2004. Periods longer than 12 months are annualized.

### FIXED INCOME – GOVERNMENT/CREDIT COMPOSITE (Disclosure Presentation as of December 31, 2017)

Year End	Annual Composite Performance Results				Standard Deviation (3-yr)*		Composite Assets		Firm Assets	
	Gross Composite Total Return (% US\$)	Net Composite Total Return (% US\$)	Bloomberg Barclays Government/Credit Index Return (%)	Composite Dispersion (%)	Composite (%)	Bloomberg Barclays Government/Credit Index (%)	Number of Portfolios	Composite Assets Period End (US\$ mil)	Total Firm Assets Period End (US\$ mil)	% of Firm Assets
2005	3.0	2.9	2.4	NM	-	-	1	101	4,152	2
2006	4.0	3.8	3.8	NM	-	-	2	105	3,025	3
2007	8.4	8.2	7.2	NM	-	-	2	9	2,215	< 1
2008	6.8	6.5	5.7	NM	-	-	3	15	1,538	< 1
2009	8.8	8.5	4.5	NM	-	-	3	15	1,939	< 1
2010	8.1	7.8	6.6	NM	-	-	2	11	2,382	< 1
2011	6.1	5.9	8.7	NM	3.8	3.4	2	13	2,704	< 1
2012	11.5	11.2	4.8	NM	3.4	3.0	2	14	3,227	< 1
2013	-0.2	-0.5	-2.4	NM	3.7	3.2	2	12	3,387	< 1
2014	8.5	8.2	6.0	NM	3.2	3.0	1	6	4,962	< 1
2015	0.8	0.6	0.2	NM	3.6	3.3	3	93	6,340	1
2016	3.0	2.8	3.1	NM	3.8	3.5	4	138	8,016	2
2017	4.2	4.0	4.0	NM	3.6	3.3	5	145	10,071	1

\*Historical information not required prior to 2011. NM = Not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

The GH&A Fixed Income-Government/Credit Composite is comprised only of fully discretionary, fee paying institutional portfolios, including those portfolios no longer with the firm. The Fixed Income- Government/Credit investment philosophy utilizes high-quality U.S. investment grade fixed income securities. To help control risk, the portfolios purchase spread product (non-Treasuries) with less than 10-year maturities, 15-year Agency Guaranteed Mortgage-Backed securities and Corporate Bonds rated a minimum of single "A". The portfolios do not contain derivatives and do not employ leverage. The duration exposure is generally managed within a +/- 10% band around the Bloomberg Barclays Government/Credit Index.

The composite benchmark is the Bloomberg Barclays Government/Credit Index. The benchmark is used for comparative purposes only and generally reflects the risk or investment style of the product. For the period of January 1, 2005 to date, the minimum portfolio size for inclusion in the composite was \$2.0 million. The composite creation date is April 1, 2006.

Garcia Hamilton & Associates, L.P. (GH&A) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. GH&A has been independently verified for the periods January 1, 1993 through December 31, 2015 by Ashland Partners & Company LLP and from January 1, 2016 through December 31, 2016 by ACA Performance Services, LLC. The verification reports are available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

GH&A is defined as an independent investment management firm registered under the Investment Advisers Act of 1940 and prior to June 30, 2010, was known as Davis Hamilton Jackson & Associates, L.P. GH&A has chosen not to claim compliance prior to January 1, 1993. A complete list and description of firm composites is available upon request. Past performance is no guarantee of future results.

The U.S. dollar is the currency used to express performance. Returns presented above are gross and net of management fees and include the reinvestment of all income. The net of fees performance results are calculated based on actual fees. The management fee schedule for this composite is as follows: .30% of the first \$10 million and .25% of the balance. Actual investment advisory fees incurred by clients may vary.

The following disclosures are applicable to gross performance returns presented in one-on-one presentations. Gross performance results are presented before management fees. The deduction of such fees or other expenses will reduce a client's return. The net effect of the deduction of fees on annualized performance, including the compounded effect over time, is determined by the relative size of the fee and the account's investment performance. For example, a \$10,000,000 account with an assumed annualized rate of return of 10% over a 10-year period would grow to \$26,850,638.38 before fees and to \$24,908,751.21 after standard fees of 0.75% paid quarterly, in advance.

Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Composite dispersion is calculated using an asset value-weighted standard deviation of annual gross returns of those portfolios included in the composite the entire year. Standard deviation is presented as a 3-year annualized standard deviation measure of risk using monthly gross returns as of each annual period end.