

1st

We were the first quantitative investment team to sign the Principles for Responsible Investing. We have incorporated full ESG integration since 2008.



Divesting from fossil fuel companies alone is not enough to address the climate risk in portfolios



Assess the climate risk and opportunities of ALL companies, not just energy



Investing for climate risk/opportunities can create desirable investing outcomes

OBJECTIVE

The Climate Opportunities portfolio seeks to outperform the S&P 500 Index over time via a well-diversified portfolio favoring companies that address climate change while avoiding companies with fossil fuel reserves for power generation.

PHILOSOPHY

The United Nations' Intergovernmental Panel on Climate Change has concluded that we need to keep global temperature increases below 1.5°-2.0°C in order to avert the most dangerous impacts of climate change. Divesting from fossil fuel companies is insufficient for addressing climate change risk in investment portfolios since every company is affected by and contributes to climate change. Assessing the operations, products, and services of all companies is necessary to more fully understand and manage climate change risk - and seek climate change-related opportunities.

The Climate Opportunities portfolio provides a comprehensive solution for clients by delivering a diversified, risk-aware core portfolio free from fossil fuel reserves or fossil fuel power generation, a low carbon footprint, and an emphasis on climate change solutions.

PROCESS



ANALYZE a wide array of characteristics on each company in the investable universe



EVALUATE each company relative to multiple peer groups



ADAPT dynamically to evolving market conditions

RATE each company's emissions footprint and intensity

OPTIMIZE to balance risk, return, and climate opportunity

TARGETS

0% Exposure to companies with fossil fuel reserves

0% Exposure to companies generating power from fossil fuels

80% Reduction in Scope 1 and Scope 1 & 2 Emissions

75% Reduction in Scope 3 Emissions

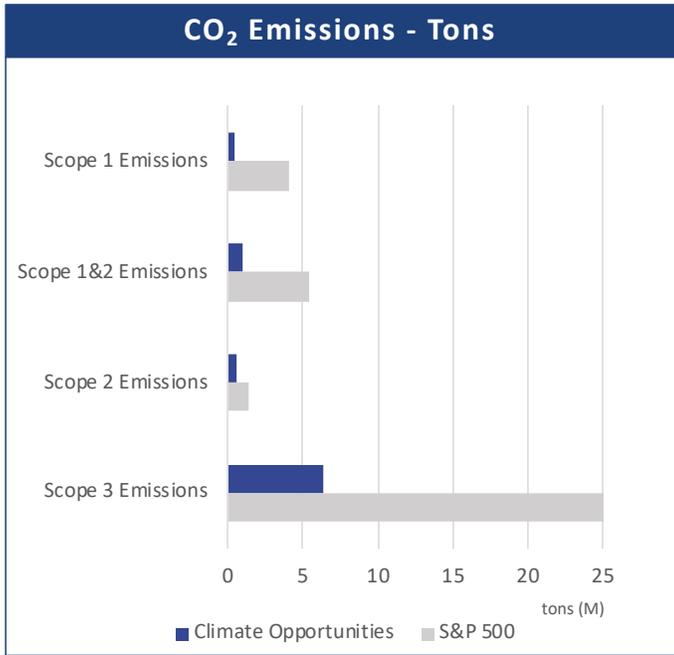
75% Reduction in Scope 1 & 2 Intensity

100% Increase in Revenue from Climate Change Solutions

Definitions: Scope 1 emissions are direct emissions from owned or controlled sources. Scope 2 emissions are indirect emissions from the generation of purchased energy. Scope 3 emissions are all indirect emissions (not included in scope 2) that occur in the value chain of the reporting company, including both upstream and downstream emissions.¹

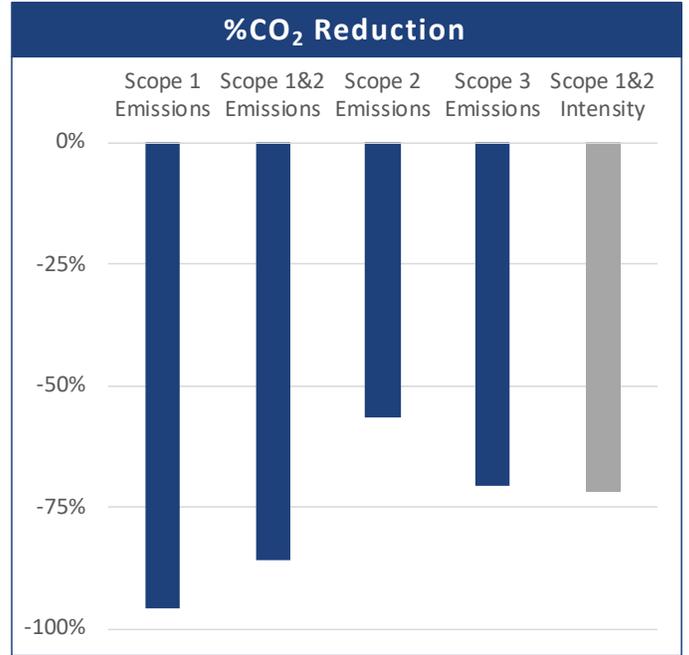


The Climate Opportunities portfolio delivers significant reductions in carbon emissions when compared to the S&P 500 index:



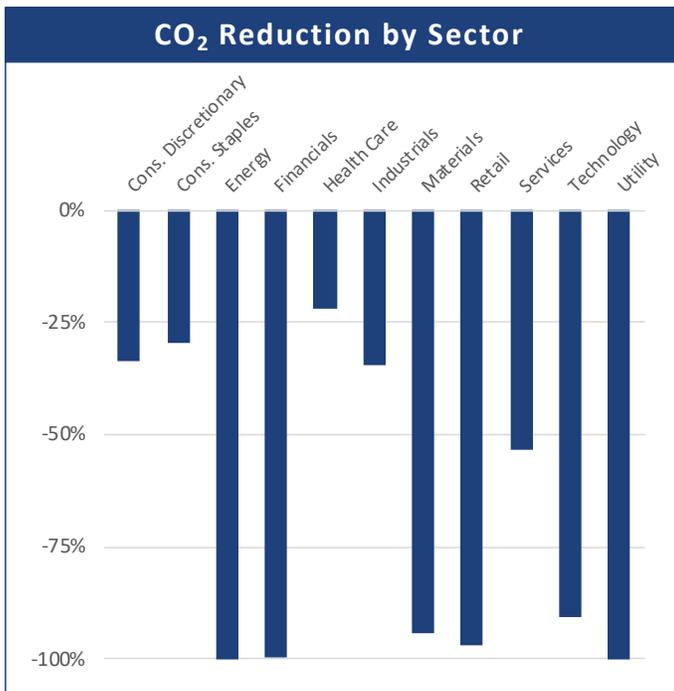
Source: MSCI and GLA Research. As of September 30, 2020.

Pictured differently, the portfolio reduces the CO₂ emissions by up to 90%:



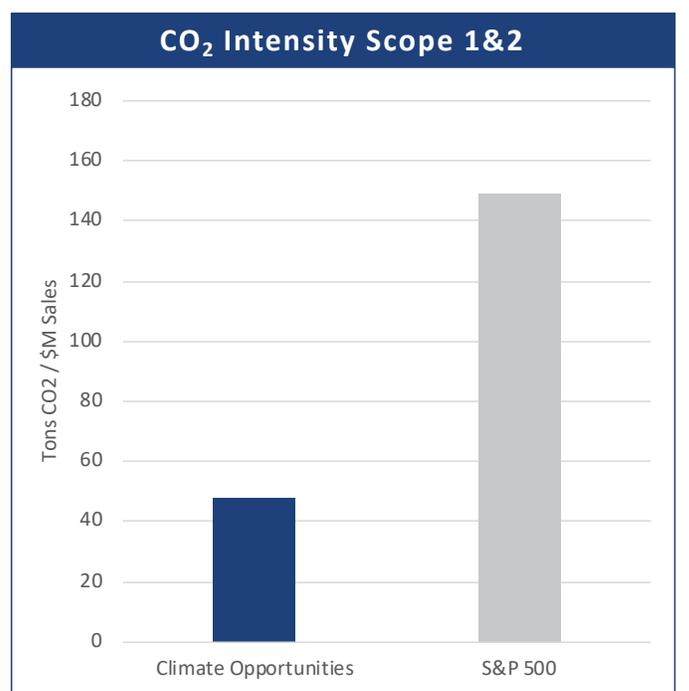
Source: MSCI and GLA Research. As of September 30, 2020

The CO₂ emissions reductions are achieved not only by excluding companies in the energy and utilities sectors, but by identifying better performing companies across all sectors:



Source: MSCI and GLA Research. As of September 30, 2020.

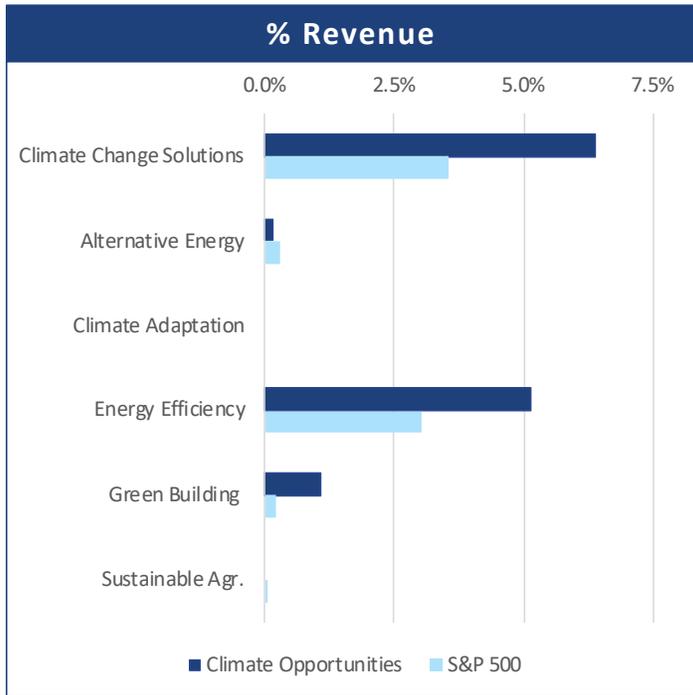
Adjusting for revenue, the Climate Opportunities portfolio also provides a substantial decrease in the carbon intensity of portfolio companies:



Source: MSCI and GLA Research. As of September 30, 2020.



The average Climate Opportunities portfolio company generates 64% more revenue from climate change solutions than the average company in the S&P 500.



Source: MSCI and GLA Research. As of September 30, 2020.

ABOUT GREAT LAKES ADVISORS

Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois with an additional office in Tampa, Florida. The firm has \$10.1 billion in assets under management and advisement and offers a wide range of fixed income, equity, and multi-asset strategies across all market capitalizations. We have deep portfolio management capabilities within ESG, Socially Responsible, Tax Managed, and Customized account solutions. Our clients include public funds, multi-employer plans, corporations, religious communities, endowments/foundations, health care plans, and private wealth management clients.

We are proud to have been the first quantitative investment team to sign the Principles for Responsible Investment, and we continue to be a pioneer and innovator in the ESG investment community. We've been providing investment advisory services for more than 35 years, Socially Responsible Investing strategies since 1989, and full ESG integration since 2008. We work closely with our clients to develop portfolios that align with their values and beliefs through customized screening, positive values-based portfolio tilts, and environmental, social, and governance (ESG) integration.

Financial Advisors please contact us at
sma@greatlakesadvisors.com

Institutional Investors please contact us at
cr@greatlakesadvisors.com

¹ Source: <https://ghgprotocol.org>

The information contained herein has been obtained from sources believed to be reliable. This information should not be relied upon by the reader as research or investment advice. To determine if this strategy is appropriate for you, carefully consider the investment objectives, risk factors, and expenses before investing.

Portfolio holdings subject to change and should not be considered investment advice. To obtain a list of all securities recommended during the past year, contact Great Lakes Advisors (GLA) at 312.553.3700. Actual clients' portfolios may or may not hold the same securities depending on the guidelines, restrictions and other factors of the specific portfolios.

The S&P 500 Index is an unmanaged index that tracks the performance of 500 widely held, large-capitalization U.S. stocks. They are usually the 500 largest companies in terms of market capitalization and are chosen to represent the entire market's value. Index returns are provided to represent the investment environment existing during the time periods shown. All indexes are fully invested, which includes the reinvestment of income. The returns for the index do not include any transaction costs, management fees or other costs. The index is not available for direct investment. Industry sectors are presented to illustrate the diversity of areas in which we may invest, and may not be representative of current or future investments.

Great Lakes Advisors, LLC ("Great Lakes" or "GLA") is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Established in 1981, Great Lakes is a subsidiary of Wintrust Financial Corporation and a part of the Wintrust Wealth Management family of companies. On October 1, 2013, majority owned subsidiary Advanced Investment Partners, LLC ("AIP") became fully-owned and integrated into Great Lakes. Great Lakes is a distinct business unit with distinct investment processes and procedures relating to the management and/or trading of investment portfolios for its clients.

Great Lakes Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS®). A complete list of firm composites and performance results, and the policies for valuing portfolios, calculating performance, and preparing GIPS compliant presentations are available upon request. Great Lakes Advisors, LLC's fees are available upon request and may be found in our Form ADV Part 2A. Performance data quoted herein represents past performance. Past performance does not guarantee or indicate future results. Returns and net asset value will fluctuate. 20-1-0045