

# S.M.A.R.T. XO<sup>®</sup> MUNICIPAL STRATEGY



## OBJECTIVE

The Structured Maturity And Rating Trend Cross Over Municipal Strategy seeks to generate a predictable stream of federally tax-free income emphasizing principal preservation through a controlled duration bond portfolio. The assets are primarily invested in tax-exempt bonds, but certain portfolios include taxable issues to enhance total return and maximize after-tax yield where appropriate. Excess return opportunities are achieved through security selection based on several key considerations, including individual bond structure, sector selection and rotation, credit and yield curve exposure, and duration management.

**Benchmark:** Bloomberg Barclays Muni 3-15 Year Blend

**Inception Date:** July 31, 2009

## PHILOSOPHY

We believe in an active and controlled approach to fixed income management. We have generated strong relative risk-adjusted returns through fundamental analysis and bottom-up investing.

### Active and Controlled Approach

- Focus on higher income sectors and securities
- Control interest rate risk
- Construct pure bond portfolio
- Constantly evaluate sector, yield curve, quality, and issuers to achieve optimal risk/reward

### Where We Add Value

- We utilize in-house credit analysts for prudent security selection
- We control risk for our clients
  - Minimize market timing
  - Utilize high quality issuers
  - Focus on liquidity
- We can customize our approach

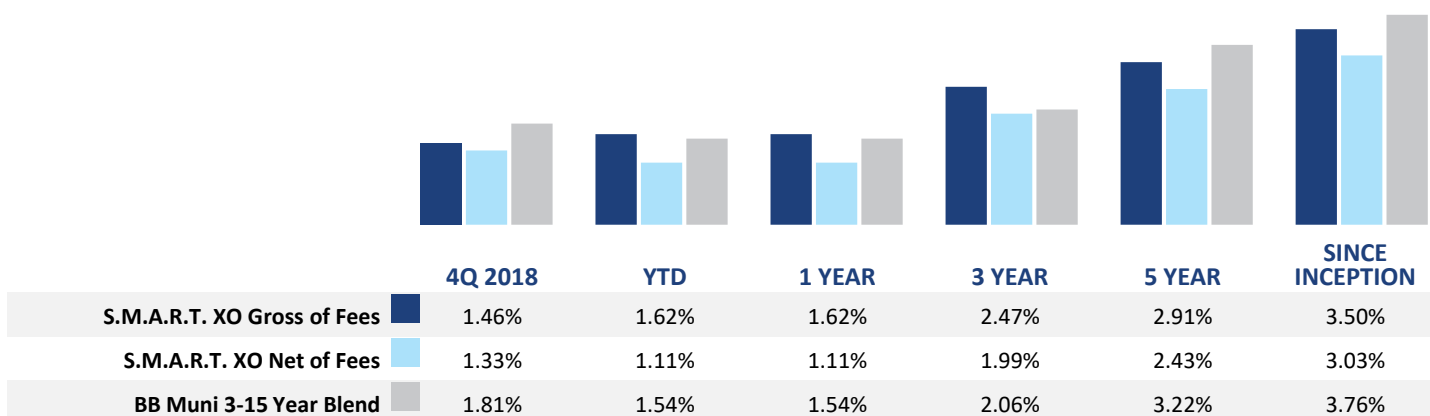
## PORTFOLIO CHARACTERISTICS<sup>1</sup>

	S.M.A.R.T. XO Muni Strategy	BB Muni 3-15 Yr. Blend
Average Quality	AA-/A1	AA-/Aa3
Modified Duration	4.00	4.76
Average Maturity	4.62	5.97
Yield-to-Maturity	2.84	3.02
Current Yield	4.22	4.22
Average Coupon	4.53	4.68

## PROCESS

The S.M.A.R.T. XO<sup>™</sup> Municipal Strategy seeks exposure to all points of the benchmark yield curve, strategically overweighting maturity, structure, rating, and taxability to emphasize relative value in the market. There is an emphasis in lower rated bonds for shorter duration investments, with improving credit quality as duration increases. We seek to further control volatility through duration management and optionality.

## COMPOSITE PERFORMANCE



## ABOUT GREAT LAKES ADVISORS

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Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois with an additional office in Tampa, Florida. The firm has \$8.8 billion in assets under management and advisement and offers a wide range of fixed income and equity 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.

1. Source: Bloomberg. Characteristic data is representative of a SMART XO® Fixed Income account.

Definition of the Firm: 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.

The SMART XO® composite includes all discretionary, fee paying, total return portfolios employing a cross-over strategy which utilizes taxable and tax-exempt bonds with security guidelines that are similar to the composite's benchmark, the Bloomberg Barclays Capital 3-15 Year Blend Municipal Index. Portfolios subject to substantial client imposed restrictions are excluded from this composite. The minimum portfolio size for inclusion in the SMART XO® composite is \$1,000,000. Accounts meeting the above criteria will be added to the SMART XO® composite the first calendar month following their full investment in the strategy. Accounts are removed from the composite prospectively, while retaining their prior historical performance in the composite, at termination of the Firm as investment manager or when investment policy guidelines are instituted substantially restricting implementation of the approach. Terminated portfolios will be removed from the SMART XO® composite after the last full month of active management. The composite was created on July 31, 2009. Accounts within this composite do not employ leverage. All cash reserves and equivalents are included in returns. Returns are time weighted and include reinvestment of dividends, income and gains. The value of assets and returns is expressed in U.S. dollars. Market commentary is available at [www.greatlakesadvisors.com](http://www.greatlakesadvisors.com) or upon request.

The benchmark selected for comparison of returns for the SMART XO® Fixed Income Composite is the Bloomberg Barclays Capital 3-15 Year Municipal Blend Index is an unmanaged index of high quality, domestic fixed income securities with maturities of less than 15 years. It has four main sectors: General Obligation, revenue, insured, and pre-refunded. Index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, each index is 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.

GIPS: 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 by calling 312-553-3700.

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. To determine if this strategy is appropriate for you, carefully consider the investment objectives, risk factors, and expenses before investing.