Pacific Income Advisers

AS OF MARCH 31, 2017

PIA HIGH YIELD

INVESTMENT **OBJECTIVE**

PIA's High Yield Strategy seeks to outperform the Bloomberg Barclays U.S. Corporate High Yield Index by 1% per year over a full economic cycle net of PIA management fees, with equal to lower volatility than the Index. There is, of course, no assurance that these goals will be realized. Portfolio values will fluctuate as market conditions change.

INVESTMENT **PHILOSOPHY**

We know the high yield market typically offers high current income that has historically over-compensated for default risk; as well as offering the potential to produce capital gains when issuers improve their credit quality. We know that defaults are highly correlated by industry, which is why we defensively seek to underweight those industries where we can identify negative secular trends in advance. **We believe** that "value" driven company-specific analysis can capture excess returns from companies that have demonstrated they can generate free cash flow throughout an economic cycle. These companies normally incur lower-than-index default losses, while earning an attractive yield.

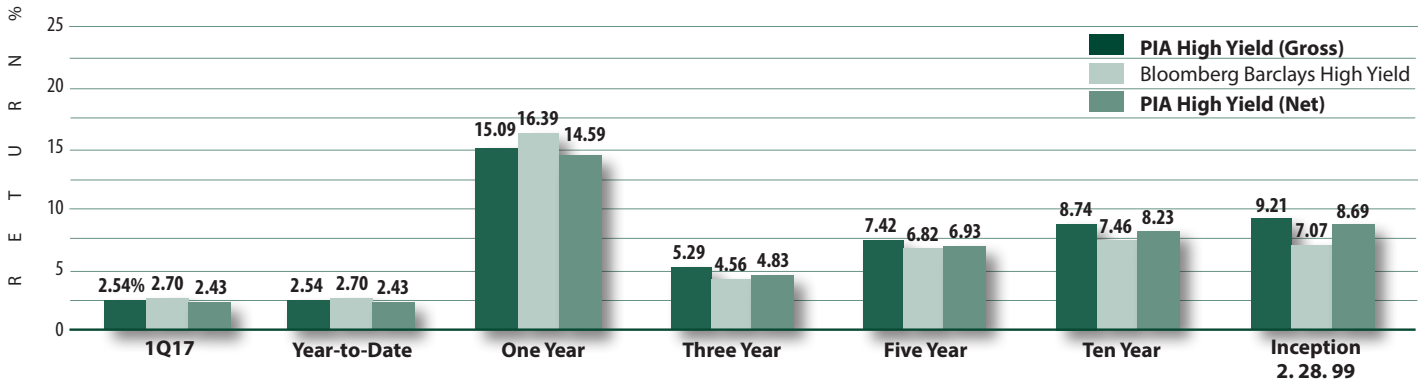
THE **FIRM**

Ownership	**Independent and Employee-owned**
Inception	**1986**
Location	**Santa Monica, California**
Satellite Office	**Manhattan Beach, California**
Employees	**35**
Firm Assets	**$9 billion**
Style Assets	**$655 million**
GIPS Verified	**Yes**
Firm Verifier	**Ashland Partners**

INVESTMENT **PROCESS**

- **Industry Research** We focus on industries we believe have sufficiently low cash flow volatility to service debt regardless of the next macro trend. We typically exclude approximately one third of industries, because they fail this first screen.
- **Credit Research** We seek above average yielding opportunities within an industry that we deem favorably positioned to generate cash flow. These opportunities tend to be relatively small, privately owned issuers, not closely followed by our larger competitors or in brokerage research. This allows us to benefit from credit insights developed by researching the company, its competitors, suppliers and customers. We generally regard the judgments of the rating agencies as lagging indicators and place limited emphasis on them in our analysis.
- **Portfolio Construction** The three senior members of our portfolio management team have discretion to optimize exposure in the industries in which they specialize, following a set of common investment themes; e.g. known demographic trends, the stability of processing as opposed to extractive industries and the critical importance of capacity utilization.
- **Portfolio Management** We seek to capture alpha over the complete credit cycle. We rarely engage in large-scale sector rotation, and our turnover is consistently low. We monitor each credit's sensitivity to a small number of macro variables; e.g. consumer spending, credit availability, commodity prices. We sell when we believe a secular change is occurring that overturns our investment thesis.

ANNUALIZED **PERFORMANCE**[1] as of 3. 31. 17



[1] *Periods less than one year are not annualized.*

The High Yield Composite consists of portfolios whose major concentration is in high yield bonds, both public and private. Equity-linked securities purchased in conjunction with a debt security and equity securities obtained in exchange offers or insolvency proceedings, as well as leveraged corporate loans may also be included. The portfolios are constrained to be substantially fully invested with minor cash holding. On 1/1/09 a substantially large equity position (which included several securities) became non-discretionary and was transferred from the portfolio when the client restricted the portfolio manager from selling the positions due to tax consequences. The Performance presented from March 1, 1999 through April 30, 2010 was generated while the Portfolio Managers were affiliated with a prior firm. The current Portfolio Management Team consists of the original members, less one, and they are the only individuals responsible for selecting the securities to buy and sell. Prior to November 1, 2010, the composite was named the U.S. High Yield Composite. The primary benchmark was formerly the Credit Suisse High Yield Index. The benchmark was changed to the Bloomberg Barclays U.S. High Yield Index on May 01, 2010 since we believe it is more commonly recognized as the industry standard index for the high yield asset class. Returns are presented gross and net of fees and include the reinvestment of all income. Gross and net of fee returns are net of all transaction costs. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. High Yield Composite was created in March 1999. The inception date is March 1, 1999. As of 10/1/13, net of fee performance was calculated using actual management fees. Prior to 10/1/13, net of fee performance was calculated using the highest annual management fee applied to the gross results on a monthly basis. For the period 4/1/11 through 9/30/13, the highest management fee was 0.65%. Prior to 3/31/11, the highest management fee was 0.50%. The management fee schedule is as follows: 0.50% on the first $50 million, 0.45% on the next $50 million, and 0.40% on the balance. Actual investment advisory fees incurred by clients may vary.

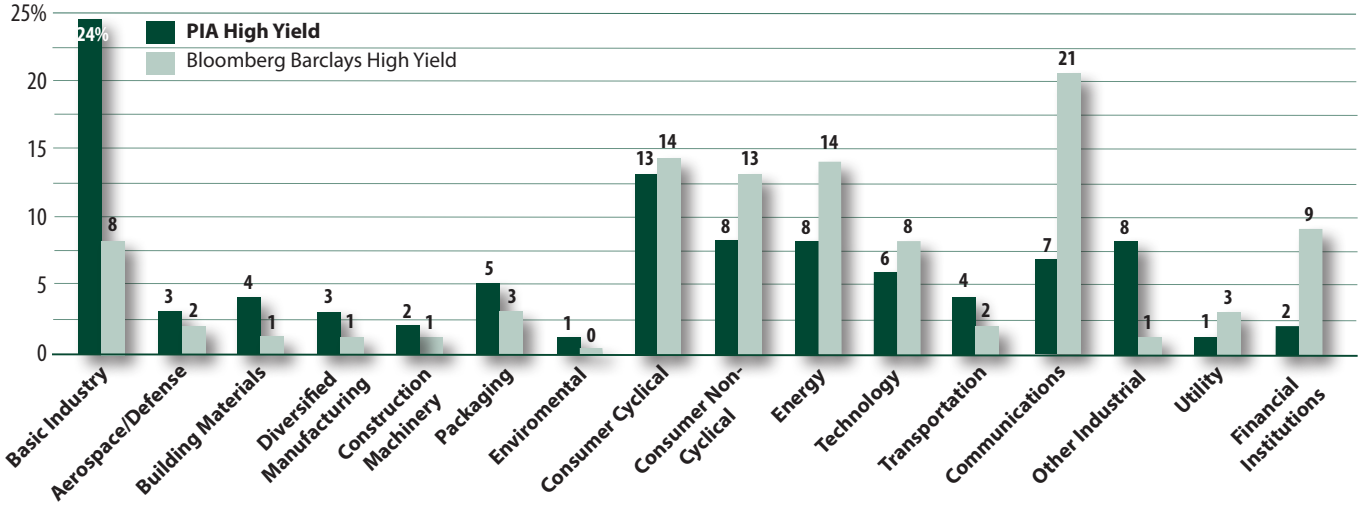
SEE BACK SIDE

Pacific Income Advisers

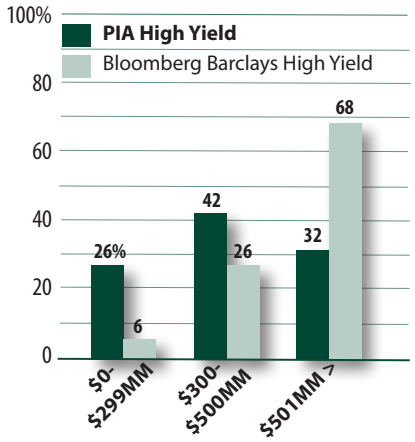
AS OF MARCH 31, 2017

PIA HIGH YIELD

INDUSTRY **WEIGHTING**[1]



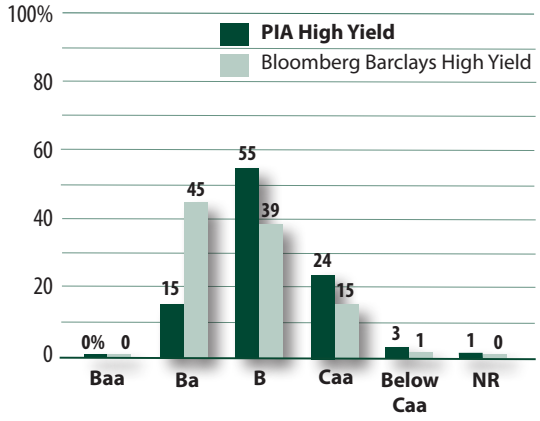
ISSUE **SIZE**



PORTFOLIO **CHARACTERISTICS**[1]

	PIA	Barclays HY
Duration	**3.6**	4.0
Wtd. Avg. Maturity	**5.2 yrs**	6.2 yrs
Current Yield	**6.8%**	6.4%
Yield to Maturity	**7.3%**	6.2%
Yield to Worst	**6.9%**	5.8%
Avg. Credit Quality	**B2**	B1
# of Securities	**138**	2,097

QUALITY **DISTRIBUTION**[1]



[1]The portfolio characteristics shown above relate to a single account as of the date noted above, deemed by Pacific Income Advisers to be generally representative of its standard account. Not every client's account will have these exact characteristics. The actual characteristics with respect to any particular client account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account, if any; and (iii) market exigencies at the time of investment. Percentages shown may not total 100% due to rounding and/or incidental allocation to cash. The supplemental information complements the High Yield Composite's full disclosure presentation.

Pacific Income Advisers, Inc. (PIA) is an autonomous investment management firm registered under the Investment Advisers Act of 1940. PIA manages a variety of fixed income, equity, and balanced assets for primarily United States clients.

PIA claims compliance with the Global Investment Performance Standards (GIPS®)

To receive a complete list and description of PIA's composites and or a presentation that adheres to the GIPS standards, contact Nicholas Parenti, at (310) 255-4427 or by email at nparenti@pacificincome.com.

The Bloomberg Barclays U.S. High Yield Index covers the universe of fixed rate, non-investment grade debt. Eurobonds and debt issues from countries designated as emerging markets (e.g., Argentina, Brazil, Venezuela, etc.) are excluded, but Canadian and global bonds (SEC registered) of issuers in non-EMG countries are included. Original issue zeroes, step-up coupon structures, 144-As and pay-in-kind bonds (PIKs, as of October 1, 2009) are also included. The index includes both corporate and non-corporate sectors. The corporate sectors are Industrial, Utility, and Finance, which include both U.S. and non-U.S. corporations. The Yankee sector has been discontinued as of 7/1/00. The bonds in the former Yankee sector have not been removed from the index, but have been reclassified into other sectors. You cannot invest directly in an index.

P I A

Pacific Income Advisers

1299 Ocean Avenue, Second Floor Santa Monica, California 90401

tel 310. 393. 1424 fax 310. 434. 0100 **www.pacificincome.com**