

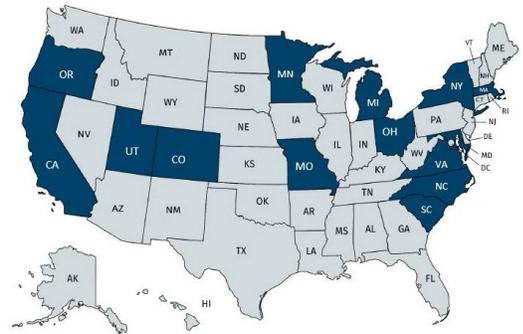
State-Specific Ladders

In addition to offering our Municipal Ladder strategy at the national level, we now provide the option to customize portfolios managed under this strategy by targeting investment in your clients' state of residence. This allows you to help reduce a client's tax burden, which is increasingly important now that there's a cap on state and local tax deductions. As illustrated in the map below, eligible states for focus include: CA, CO, MA, MD, MI, MN, MO, NC, NY, OH, OR, SC, UT, and VA.

Strategy Description

This strategy seeks to provide a consistent level of passive income by:

- Structuring securities evenly across maturities
- Offering low fees starting at 13 bps
- Purchasing investment grade municipal bonds with what we believe to be of the highest credit quality
- Targeting interest-rate neutral investment



Portfolio Structure

We target a portfolio structure with an even distribution of high-quality securities over maturities, to create the “rungs” of a ladder, over a time horizon of your choice:

Municipal Ladder	Maturity Range	Effective Duration
Intermediate	0 – 10 years	4.11
Limited	0 – 5 years	2.11
Short	0 – 3 years	1.28
Ultra Short	0 – 18 months	0.56

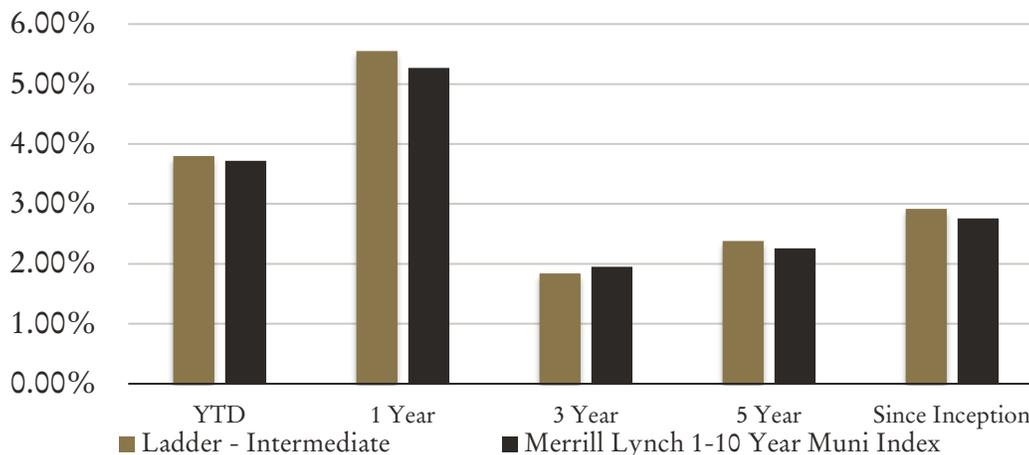
Data shown is as of 6/30/2019. Ladder – Ultra Short is only eligible for California- and New York-specific portfolios.

How It's Designed to Work

- Rather than speculating on the future path of interest rates and overweighting certain maturities, we always strive to adhere to an evenly weighted and equitable distribution of securities.
- We aim to keep our laddered portfolios fully invested by reinvesting all proceeds within 10 days.
- We employ proprietary technology in order to reduce frictional transaction costs.

With this approach, our Intermediate-Term Ladder has outperformed the benchmark since inception, and we are able to pass cost savings on to your clients through *low fees starting at 13 bps*.

Historical Performance: Ladder - Intermediate



Data shown is as of 6/30/2019. Returns shown have been annualized for periods greater than one year. Since inception returns are from the period 2/28/2011 – 6/30/2019. In considering any prior performance information, historical or hypothetical, contained herein, prospective investors should bear in mind that prior performance does not guarantee nor is it indicative of future results. Therefore, no current or prospective client should assume that the future performance of any specific investment or investment strategy or objective (including those recommended by Gurtin) will be profitable or that returns will equal to corresponding indicated performance levels or produce a return of capital. Performance includes the reinvestment of all income and is net of fees and shown in U.S. dollars. Please see website for performance data for Municipal Ladder – Limited, Municipal Ladder – Short, and Municipal Ladder - Ultra-Short.

Fee Schedule and Investment Minimums

AUM ¹	Flat Fee	Municipal Ladder	Investment Minimum
Up to \$50MM	13 bps	Intermediate	\$250K
\$50MM to \$100MM	12 bps	Limited	\$250K
\$100MM to \$500MM	10 bps	Short	\$250K
\$500MM to \$1B	9 bps	Ultra Short	\$1MM
\$1 to \$2B	8 bps		
Over \$2B	7 bps		

To discuss how you can customize our Municipal Ladder portfolios to meet your clients' unique investment objectives, please [contact us](#) by calling 858-436-2200 or by emailing AdvisoryServices@gurtin.com today.

¹ Flat fee aggregated across all Gurtin Municipal Separately Managed Accounts and Gurtin Government Ladders, along with all attributable PIMCO assets, as described in the following disclosure. Client assets that are managed by Pacific Investment Management Company LLC ("PIMCO"), including those assets sub-advised by Gurtin, may be eligible for aggregation with Client assets that are directly managed by Gurtin. Eligibility and total amount of assets under management are determined by PIMCO in its sole discretion. Please contact your RIA/financial advisor for additional details.

Important Disclosures

Gurtin Fixed Income Management, LLC dba Gurtin Municipal Bond Management, a PIMCO company (the “Adviser” or “Gurtin”) is a registered investment adviser with the U.S. Securities and Exchange Commission (the “SEC”). Each prospective investor will be required to execute an Investment Management Agreement and related account opening documents before Adviser will undertake any investments or service for prospective investors. This report does not constitute an offer to sell or a solicitation of an offer to buy any securities in any jurisdictions. Neither the SEC nor any other federal or state agency or non-U.S. commission has confirmed the accuracy or determined the adequacy of this document. Any report to the contrary is unlawful.

The contents of the report should not be construed as investment, tax, financial, accounting or legal advice. Each prospective investor should make his or her own investigation and evaluation of the investments and investment strategies described herein, including the merits and risks thereof and seek professional advice for their particular circumstances. Prior to any investment, each prospective investor will have the opportunity to ask questions of and receive answers and additional information from the Adviser regarding the terms and conditions of Gurtin’s advisory services and other relevant matters. Each prospective investor should inform himself or herself as to the tax consequences of the investments and services described herein. Prospective investors should have the financial ability and willingness to accept the risks associated with the investments made by the Adviser. The Adviser reserves the right to modify any of the terms described herein.

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Gurtin claims compliance with the Global Investment Performance Standards (GIPS®). Gurtin has been independently verified for the periods February 1, 2008 through March 31, 2017 by Ashland Partners & Company LLP and from April 1, 2017 through March 31, 2019 by ACA Performance Services. In addition, a performance examination was conducted on the Municipal Intermediate-Term Composite beginning February 28, 2011 through March 31, 2019. GIPS is a registered trademark of CFA Institute. CFA Institute has not been involved in the preparation or review of this report/advertisement. A copy of the verification report is available upon request.

Municipal Ladder - Intermediate Term Composite contains fully discretionary accounts and for comparison purposes is measured against the ICE BAML 1-10 Year US Municipal Securities Index. The Municipal Ladder - Intermediate Term Strategy is designed specifically for interest rate neutral, taxable investors who seek to maximize after-tax returns and generate a consistent level of income in line with an Intermediate-Term fixed income benchmark while maintaining very high credit quality. On 10/1/2013, the minimum account size for this composite was increased from \$250,000 to \$500,000. On 4/1/2018, the Municipal Intermediate Term Composite was renamed the Municipal Ladder – Intermediate Term Composite.

Municipal Ladder - Limited Term Composite contains fully discretionary accounts and for comparison purposes is measured against the ICE BAML 1-5 Year US Municipal Securities Index. The Municipal Ladder - Limited Term Strategy is designed specifically for interest rate neutral, taxable investors who seek to maximize after-tax returns and generate a consistent level of income in line with a limited-term fixed income benchmark while maintaining very high credit quality. The minimum account size for this composite is \$250,000. On 1/1/2017, Gurtin extended the final maturity guidelines for the Municipal Limited Term strategy to no more than 6 years to allow the Municipal Limited Term strategy to be managed as a five year limited term ladder that may purchase securities with final maturities up to 6 years. This adjustment was made to provide Gurtin access to a broader bond market allowing for more timely investment and reinvestment of assets. On 4/1/2018, the Municipal Limited Term Composite was renamed the Municipal Ladder – Limited Term Composite.

Municipal Ladder - Short Term Composite contains fully discretionary accounts and for comparison purposes is measured against the ICE BAML 1-2 Year US Municipal Securities Index. The Municipal Ladder - Short Term strategy is designed specifically for interest rate neutral, taxable investors who seek to maximize after-tax returns and generate a consistent level of income in line with a Short Term fixed income benchmark while maintaining very high credit quality. The minimum account size for this composite is \$250,000. On 7/1/2016, Gurtin retroactively changed the benchmark used for comparison purposes from the Bank of America Merrill Lynch 1-3 Year US Municipal Securities Index to the Bank of America Merrill Lynch 1-2 Year US Municipal Securities Index to more accurately reflect the management of the strategy. On 4/1/2018, the Municipal Short Term Composite was renamed the Municipal Ladder – Short Term Composite.

Municipal Ladder - Ultra Short Term Composite contains fully discretionary accounts and for comparison purposes is measured against the ICE BAML 6-12 Month US Municipal Securities Index. The Municipal Ladder Ultra Short Term strategy is designed specifically for interest rate neutral, taxable investors who seek to maximize after-tax returns and generate a consistent level of income in line with a Ultra Short-Term fixed income benchmark while maintaining very high credit quality. The minimum account size for this composite is \$1,000,000. On 4/1/2018, the Municipal Ultra Short Term Composite was renamed the Municipal Ladder – Ultra Short Term Composite.

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