

# BBH Intermediate Duration

Strategy Fact Sheet / 1Q 2018

## PRINCIPAL STRATEGY AND OBJECTIVES

We seek to design our separately managed fixed income portfolios to deliver competitive results relative to standard industry benchmarks. BBH employs a collaborative, team-based approach. Our independent research serves as the foundation of our bottom-up investment process. We only invest in credits we believe to be durable, well-managed, appropriately structured, and transparent. We apply a proprietary quantitative framework to help assess each security's valuation and its long-term return potential. When opportunities to purchase securities that meet both our credit and valuation criteria are not available, we own Treasuries or other liquid reserves.

## INVESTMENT CRITERIA

BBH Investment Management (IM) applies a disciplined investment selection process focused on the following attributes:

- The Strategy expects to invest across many sectors, but will typically hold corporate debt, asset-backed securities, commercial mortgage-backed securities, agency mortgage-backed securities, and select municipal obligations.
- The Strategy seeks durable Credits<sup>1</sup> that are attractively priced. When durable and attractively-priced credits are not available, the Strategy will invest in Treasury and cash instruments while seeking new opportunities.
- An attractive price is one that not only offers appropriate compensation for liquidity, credit, prepayment, or extension risks, but also provides additional compensation for the likelihood of additional excess returns over time.
- Durable Credits typically share the following characteristics:
  - Are able to withstand a wide variety of economic scenarios.
  - Enjoy strong market position and/or proprietary products and/or have recourse to independently valuable collateral.
  - Provide transparency to investors.
  - Have a strong management team with a track record, a balanced approach towards creditors and equity investors and an alignment of interests with investors.
  - Maintain leverage and structure that is appropriate through business cycles.

<sup>1</sup> Obligations such as bonds, notes, loans, leases and other forms of indebtedness, except for Cash and Cash Equivalents, issued by obligors other than the U.S. Government and its agencies, totaled at the level of the ultimate obligor or guarantor of the Obligation.

## PORTFOLIO CO-MANAGERS



### Andrew P. Hofer

Mr. Hofer is head of Taxable Fixed Income. He joined Investment Management in 1998 as Head of Insurance Asset Management, and from 2003-2006 was Investment Management's Chief Operating Officer and Head of Risk Management. Mr. Hofer earned a BA in East Asian studies from Yale, and an MIA (Master of International Affairs) from Columbia University.



### Neil Hohmann, PhD

Mr. Hohmann is the Head of Structured Products and a portfolio manager for BBH Investment Management. He is also a member of the Firm's Market Risk Oversight Committee. Prior to joining BBH in 2006, he was Director of Structured Products at Munich Re and Director of Research in Capital Markets at Swiss Re. Neil received a bachelor's degree in Economics with Distinction from Yale University, where he graduated Magna Cum Laude, and a PhD in Economics from the University of Chicago.

## PRINCIPLES OF FIXED INCOME INVESTING

- **Investment Objective<sup>2</sup>:** The Strategy seeks to provide maximum total return, consistent with preservation of capital and prudent investment management.
- **Emphasis on Capital Preservation:** The Strategy will seek to maintain a high quality bias through the purchase of securities where our own independent analysis suggests a very low probability of any interruption in the timely payment of interest or principal.
- **Diversification:** The Strategy will typically hold 75 to 150 Credits, with most positions accounting for 0.5% to 1.5% of the portfolio's market value. Our highest conviction holdings may be up to 3.0% of the portfolio's value at purchase.
- **Liquidity:** The Strategy seeks to only own Credits that are readily marketable.
- **Long-term Perspective:** Many investment strategies are built around short-term expectations, momentum following and frequent trading. We believe that a longer-term view of both companies and investments leads to stronger results and risk control over market cycles.

<sup>2</sup> There can be no assurance that the Strategy will achieve its investment objectives.

**Performance**  
As of March 31, 2018

Composite/Benchmark	Total Returns		Average Annual Total Returns				Since Inception
	3 Mo.*	YTD*	1 Yr.	3 Yr.	5 Yr.	10 Yr.	
<b>BBH Intermediate Duration Composite (Gross of Fees)</b>	-0.67%	-0.67%	0.79%	1.16%	1.43%	3.39%	6.30%
<b>BBH Intermediate Duration Composite (Net of Fees)</b>	-0.73%	-0.73%	0.54%	0.91%	1.18%	3.14%	6.04%

**Bloomberg Barclays Interm. G/C Index** -0.98% -0.98% 0.35% 0.94% 1.25% 2.92% 6.02%

\* Returns are not annualized. Sources: BBH & Co. and Bloomberg Barclays

*Past performance does not guarantee future results, and current performance may be lower or higher than the past performance data quoted. The investment return and principal value will fluctuate, and shares, when sold, may be worth more or less than the original cost.*

Representative Account Credit Quality As of March 31, 2018		
	Representative Account	Bloomberg Barclays Interm. G/C Index
Cash and Cash Equivalents	0.0%	0.0%
AAA	51.9%	64.3%
AA	12.5%	5.2%
A	17.8%	14.2%
BBB	14.1%	16.2%
BB or Lower	3.3%	0.0%
Not Rated	0.4%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Representative Account Sector Distribution As of March 31, 2018		
	Representative Account	Bloomberg Barclays Interm. G/C Index
Cash	0.0%	0.0%
U.S. Treasuries	36.1%	58.0%
U.S. Inflation-Indexed Securities	0.0%	0.0%
Government-Related	0.0%	10.0%
Mortgage-Backed Securities	0.0%	0.0%
Corporate Securities	31.4%	32.0%
Commercial Mortgage-Backed Securities	2.4%	0.0%
Asset-Backed Securities	26.0%	0.0%
Municipal Securities	4.1%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Representative Account Duration Distribution As of March 31, 2018		
	Representative Account	Bloomberg Barclays Interm. G/C Index
0 - 2 Yrs.	30.5%	20.9%
2 - 4 Yrs.	27.5%	34.3%
4 - 6 Yrs.	22.8%	24.2%
6 - 8 Yrs.	15.7%	16.6%
8 - 12 Yrs.	3.4%	3.9%
12 - 17 Yrs.	0.0%	0.0%
17+ Yrs.	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Representative Account Top 10 Credits As of March 31, 2018	
OSCAR US Funding Trust	1.7%
TAL Advantage LLC	1.5%
AmeriCredit Automobile Receivables Trust	1.4%
World Financial Network Credit Card Master Trust	1.3%
NJ Tobacco Settlement Financing Corp	1.3%
PFS Financing Corp	1.2%
Lendmark Funding Trust	1.1%
Textainer Marine Containers Ltd	1.0%
Anheuser-Busch InBev NV	1.0%
Enterprise Fleet Financing LLC	1.0%
<b>Total</b>	<b>12.6%</b>

Representative Account Portfolio Characteristics As of March 31, 2018		
	Representative Account	Barclays Capital Interm. G/C Index
Effective Duration (years)	3.75	3.90
Yield to Maturity	3.29%	2.81%

Credit Quality letter ratings are provided by Standard and Poor's, Moody's and Fitch and are presented as the higher of the three ratings. When a security is not rated by Standard & Poor's, Moody's or Fitch, the highest credit ratings from DBRS and Kroll may be used. Credit ratings reflect the credit quality of the underlying issues in the portfolio and not of the portfolio itself. Issues with credit ratings of BBB or better are considered to be investment grade, with adequate capacity to meet financial commitments. Issues with credit ratings below BBB are considered speculative in nature and are vulnerable to the possibility of issuer failure or business interruption.

Yield to Maturity is the rate of return the portfolio would achieve if all purchased bonds and derivatives were held to maturity, assuming all coupon and principal payments are received as scheduled and reinvested at the same yield to maturity. This figure is subject to change and is not meant to represent the yield earned by any particular security.

Holdings are subject to change. Totals may not sum due to rounding.

Effective duration is a measure of the portfolio's return sensitivity to changes in interest rates.

Credits: Obligations such as bonds, notes, loans, leases and other forms of indebtedness, except for Cash and Cash Equivalents, issued by obligors other than the U.S. Government and its agencies, totaled at the level of the ultimate obligor or guarantor of the Obligation.

Data presented is that of a single representative account ("Representative Account") that invests in the strategy. It is the account whose investment guidelines allow the greatest flexibility to express active management positions. It is managed with the same investment objectives and employs substantially the same investment philosophy and processes as the proposed investment strategy.

For purpose of complying with the GIPS® standards, the firm is defined as Brown Brothers Harriman Investment Management ("IM"). IM is a division of Brown Brothers Harriman & Co. ("BBH"). IM claims compliance with the Global Investment Performance Standards (GIPS®). To receive a list of composite descriptions of IM and/or a presentation that complies with the GIPS standards, contact John W. Ackler at (212) 493-8247, or via email at john.ackler@bbh.com.

Gross of fee performance results for this composite do not reflect the deduction of investment advisory fees. Actual returns will be reduced by such fees. "Net" of fees performance results reflect the deduction of the maximum investment advisory fees. Performance calculated in U.S. dollars.

The Composite is comprised of fully discretionary, fee-paying fixed income accounts over \$5 million that are invested in governments and corporates, with a duration of approximately 3 years. Accounts are benchmarked to the Barclays index or equivalent.

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