

ZCM INTERMEDIATE DURATION CALIFORNIA MUNICIPAL

Strategy Overview

Designed to provide a high level of current income and capital appreciation by investing in a variety of California municipal securities. The strategy's focus is on relative value analysis across sector and individual securities as well as an emphasis on yield curve positioning and duration management.

Investment Philosophy

Our investment philosophy incorporates an active top-down investment management approach, focusing on seeking principal protection while maximizing after-tax total returns. Careful consideration is made to client objectives, including cash flows, return requirements, liquidity constraints, and risk tolerance. Value is added by incorporating credit trends and bond structure diversity in conjunction with the analysis of economic trends and their effect on the overall yield curve. Portfolio management strategy focuses on an appropriate duration target, relative value on the yield curve and credit spreads.

Highlights

■ Customization

Advisors can detail their clients' investment portfolio parameters, including asset class, state, credit/risk appetite, duration preference, and liquidity needs. We will accept existing holdings, conduct a review, and communicate any thoughts or concerns.

■ Direct Access to Portfolio Managers

The portfolio managers are always a phone call away. We strive to deliver direct communications and updates as desired by the Advisor.

■ Portfolio Construction

Our process focuses on constructing a portfolio of high-quality, premium coupon bonds with an appropriate duration that seeks to provide principal protection while generating a high level of interest income.

■ Investment Oversight and Repositioning

We conduct extensive oversight and continuous due diligence on each bond we hold. Portfolios will be repositioned if the interest rate environment changes or a shift in the marketplace warrants a rebalancing.

STRATEGY DETAILS

Platform: Opportunity
Minimum: \$100,000

STRATEGY TARGETS

Duration : 3.5-4.5
Average Maturity: 10-15 years
Average Effective Maturity: 4-6 years
Coupon Percent: 5%+
Average Credit Quality: AA

PORTFOLIO MANAGEMENT

Richard K. Marrone

Director of Fixed Income Strategies

- 36 Years of Experience
- M.B.A. Wayne State University
- B.S. University of Michigan

Paul B. Clark, CFA

Director of Fixed Income Strategies

- 13 Years of Experience
- B.S. University of Colorado

INVESTMENT PROCESS

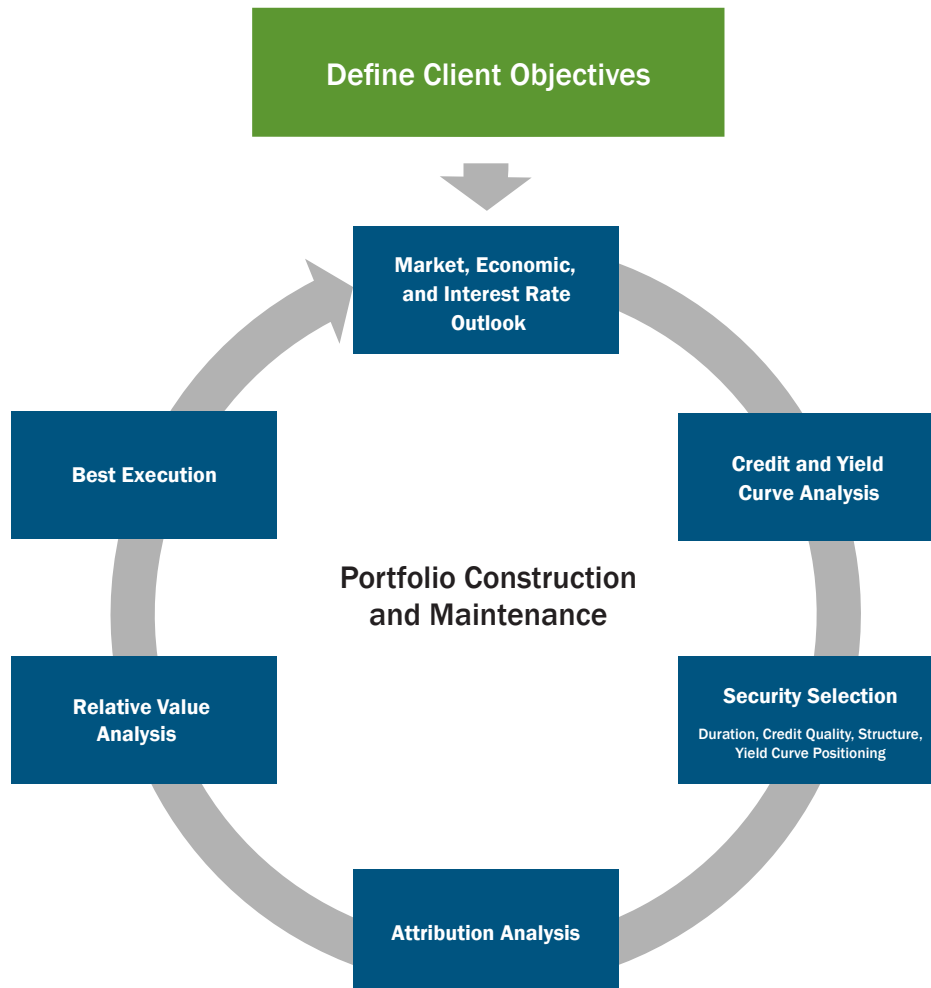
Our Process Focuses on the Client

Step 1: Define Client Objectives

- Our process starts with the client. We first outline their objectives including asset class, state, credit/risk appetite, duration preference, and liquidity needs. Then we structure the portfolios to those defined objectives.
- We accept existing holdings, conduct a review, and communicate any thoughts or concerns.
- We value transparency and deliver direct communications and updates as desired by the Advisor. If there is a concern or question, we welcome your phone call.

Step 2: Portfolio Construction and Maintenance

- Portfolio managers seek to capitalize on the inefficiencies inherent in the municipal market.
- We use a value-oriented approach to evaluate securities, sectors, the yield curve and bond structures, and select bonds that we believe supply the best relative value to position the portfolio within appropriate maturity and duration ranges.
- We purchase higher coupon (5%+), callable bonds, which supply a higher yield and that capture price appreciation in up markets and limit price volatility in down markets to better protect principal.
- The strategy seeks to provide total return primarily derived from coupon income and also from capital appreciation.
- Bonds are primarily purchased through the bid wanted process, thereby avoiding the bid/ask spread and providing the best possible yield to the client.



PORTFOLIO MANAGEMENT TEAM



Richard K. Marrone
Director of Fixed Income Strategies

rmarrone@zieglercap.com
(415) 364-2917

Rick has more than 35 years of experience in fixed income and financial services, including a 15-year tenure as a Director and Senior Vice President managing municipal mutual funds at Evergreen Investments and a 12-year tenure as a Senior Fund Manager at Woodbridge Capital.

He received his B.A. in Managerial Economics and Finance from the University of Michigan and his MBA from Wayne State University.



Paul B. Clark, CFA
Director of Fixed Income Strategies

pclark@zieglercap.com
(415) 364-2635

Paul has more than 12 years of experience in the investment industry. Prior to joining the firm, Paul worked at Sit Investment Associates in Minneapolis, Minnesota.

He received his B.S. in Business Administration and Finance from the University of Colorado and currently serves as Treasurer for the Associates of Saint Francis Memorial Hospital in San Francisco, California. Paul is also a member of the CFA Society of San Francisco and the CFA Institute.

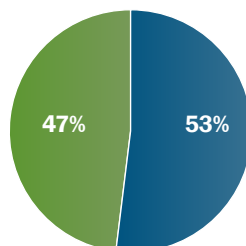
About Ziegler Capital Management

Ziegler Capital Management, LLC is headquartered in Chicago, IL with additional offices in New York, NY; San Francisco, CA; St. Louis, MO; and Milwaukee, WI. The firm manages portfolios across the fixed income and equity spectrum for a wide range of clients including corporations, mutual fund sub-advisory, municipalities, pension plans, foundations, endowments, senior living and healthcare organizations and high net worth individuals. Ziegler Capital Management has grown significantly in recent years through strategic business combinations with experienced investment teams nationwide. Through these combinations, we have expanded our investment strategy offerings and broadened our portfolio management teams to best serve our expanding client base.

Total Assets: \$11.3 Billion*

Breakdown in Billions

■ Fixed Income	\$6.0B
■ Equity	\$5.3B
Total Assets	\$11.3B



81 Employees Firm-wide

33 Investment Professionals

- 27 Portfolio Managers
- 6 Analysts

*as of 3/31/2018 Total assets combines both Assets Under Management and Assets Under Advisement. Assets Under Management represent the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.

	YEAR-TO-DATE	1 YEAR	ANNUALIZED		
			3 YEAR	5 YEAR	SINCE INCEPTION
ZCM INTERMEDIATE DURATION CALIFORNIA MUNICIPAL					
<i>INCEPTION DATE: 12/31/2010</i>					
PURE GROSS	-0.53%	2.02%	1.74%	2.24%	3.15%
NET	-0.64%	1.58%	1.32%	1.80%	2.69%
BENCHMARK*	-1.20%	1.26%	1.62%	2.10%	3.45%

*Bloomberg Barclays 7-Year Muni Bond Index

Information provided is supplemental to the GIPS compliant presentation. See disclosures below for how to obtain a GIPS compliant presentation.

GIPS Performance as of 12/31/2017

Year-End	Gross-of-Fees Return (Pure Gross)	Net-of-Fees Return	Benchmark Return	Composite 3-Year Ex Post Std. Dev.	Benchmark 3-Year Ex Post Std. Dev.	Number of Portfolios	Internal Dispersion (%)	Portfolios With Bundled Fees (%)	Composite Assets (USD millions)	ZCM AUM (USD millions)	ZCM AUA (USD millions)
ZCM Intermediate Duration California Municipal Composite											
2011	7.1%	6.6%	10.1%	N.A.	N.A.	30	1.4	100%	\$120	N.A.	N.A.
2012	4.3%	3.8%	4.2%	N.A.	N.A.	37	0.8	100%	\$133	N.A.	N.A.
2013	0.3%	-0.1%	-1.0%	2.2%	3.4%	39	0.4	100%	\$191	N.A.	N.A.
2014	5.3%	4.8%	6.1%	2.0%	3.0%	39	1.0	100%	\$201	N.A.	N.A.
2015	2.5%	2.1%	3.3%	1.9%	2.9%	48	0.4	100%	\$212	\$9,781	\$605
2016	0.1%	-0.3%	-0.5%	2.2%	3.2%	63	0.4	100%	\$231	\$10,651	\$1,170
2017	3.9%	3.5%	4.5%	2.2%	3.3%	83	0.6	100%	\$274	\$9,883	\$1,561

Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

Ziegler Capital Management, LLC ("ZCM") claims compliance with the Global Investment Performance Standards ("GIPS®") and has prepared and presented this report in compliance with the GIPS standards. ZCM has been independently verified for the periods January 1, 2001 through December 31, 2016. The verification report is available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

ZCM is a registered investment advisor with the Securities and Exchange Commission. From June 10, 2011 until November 30, 2013 ZCM was known as Ziegler Lotsoff Capital Management, LLC. ZCM is a wholly owned subsidiary of Stifel Financial Corp. ("Stifel") and was acquired by Stifel on November 30, 2013. ZCM was formed in 1991 and has grown significantly through strategic business combinations with experienced investment teams nationwide. Through these combinations, we have expanded our investment strategy offerings and broadened our portfolio management teams to best serve our expanding client base. Please refer to the firm's ADV Part 2 for additional disclosures regarding the firm and its practices. Our definition of the firm used to determine the total firm assets and firm-wide compliance includes all fee-paying and non-fee-paying discretionary and non-discretionary assets under management, including accrued income, in all strategies. Assets under advisement ("AUA"), in the form of model portfolios provided to other financial institutions, are excluded from our definition of the firm and are provided as supplemental information. Returns are calculated in U.S. dollars and reflect the reinvestment of dividends and other earnings. Past performance is no guarantee of future results. To obtain a compliant presentation or a list of our composite descriptions and/or policies for valuing portfolios, calculating performance, and preparing compliant presentations, please call (312) 368-1442 or send an e-mail to letters@zieglercap.com.

In addition to the information presented herein, we would like to make the following disclosures: (1) Portfolios in the ZCM Intermediate Duration California Municipal composite seek to maximize after-tax income and principal protection by investing in A rated or higher municipal bonds by California issuers. Prior to 07/01/17, the composite was named TWCM California Municipal. (2) The benchmark is the Bloomberg Barclays Capital 7-Year Municipal Bond Index. (3) The composite creation date is December 1, 2015. Returns from 11/19/13 to 11/30/15 represent the performance of Thomas Weisel Capital Management, LLC ("TWCM"). Returns prior to 11/19/13 represent the portfolio managers' track record at Stifel, Nicolaus & Company, Incorporated. (4) The internal dispersion is measured by the asset-weighted standard deviation across asset-weighted portfolio returns represented within the composite for the period. If there are less than 5 portfolios in the composite for the entire year, the internal dispersion is not statistically meaningful and is presented as N.A. (5) Gross-of-fees returns are presented as supplemental information and may not be reduced by any fees, expenses, or transaction costs (i.e. Pure Gross). Net-of-Fees returns are presented after the actual model wrap program fees applied on a quarterly basis. Wrap fee schedules are available from individual wrap sponsors and range up to 2%. Wrap program fees include brokerage commissions, investment management, portfolio monitoring, consulting services, and in some cases, custodial services. The fee schedule is: 0.25% on all assets. A client's actual return will be reduced by management fees. Fees are calculated separately for each portfolio, and therefore, performance may differ from one portfolio to another. The effect of fees and expenses on performance will vary with the relative size of the fee and account performance. For example, if \$10 million were invested and experienced a 10% compounded annual return for ten years, its ending dollar value, without giving effect to the deduction of the advisory fee, would be \$25,937,425. If an advisory fee of 0.25% of average net assets per year for the ten-year period were deducted, the annual total return would be 9.74% and the ending dollar value would be \$25,325,068.

Separately Managed Accounts have an annual fee of 25 bps for ZCM National Municipal Income Opportunity and ZCM Intermediate Duration California Municipal. Additional information about ZCM fee structures is provided in the Ziegler Capital Management, LLC Form ADV Part 2A, which is available upon request. The Stifel Opportunity Program is a fee-based program that requires a \$100,000 minimum investment. There may be other costs associated with the Stifel Opportunity Program, including but not limited to: exchange fees, transfer taxes, interest expense, trade surcharges, and closing costs. Ask your Financial Advisor for a Disclosure Brochure which further outlines the fees, services, exclusions, and disclosures associated with this program. You should consider all terms and conditions before deciding whether the Stifel Opportunity Program is appropriate for you.

All investments involve risk, including the possible loss of principal, and there is no guarantee that investment objectives will be met. Bonds are subject to market, interest rate and credit risk; and are subject to availability and market conditions. Generally, the higher the interest rate the greater the risk. Bond values will decline as interest rates rise. Government bonds are subject to federal taxes. Municipal bond interest may be subject to the alternative minimum tax; other state and local taxes may apply. High yield bonds, also known as "junk bonds" are subject to additional risk such as increased risk of default.

There are special considerations associated with international investing, including the risk of currency fluctuations and political and economic events. Investing in emerging markets may involve greater risk and volatility than investing in more developed countries. When investing in bonds, it is important to note that as interest rates rise, bond prices will fall. High yield bonds have greater credit risk than higher quality bonds. Small company stocks are typically more volatile and carry additional risks, since smaller companies generally are not as well established as larger companies.

A minimum investment applies within the various investment advisory programs. There are other costs associated with these programs, including but not limited to: execution costs for trades effected with other broker-dealers, exchange fees, transfer or other taxes, interest expense, any third-party account or administrative fees, wire transfer fees, any internal expenses charged by mutual funds or other investment companies, and the costs associated with products and services not described in the applicable Advisory Agreement. Ask a Stifel Financial Advisor for the Advisory Disclosure Brochure, which further outlines the fees, services, exclusions, and disclosures associated with these programs. Investors should consider all terms and conditions before deciding whether the Stifel Opportunity Program is appropriate for their needs.

Ziegler Capital Management, LLC is a wholly owned subsidiary and affiliated SEC Registered Investment Adviser of Stifel Financial Corp.

All benchmark returns presented are provided to represent the investment environment existing during the time periods shown. Actual investment performance will vary due to fees and expenses. For comparison purposes, the benchmarks include the reinvestment of income. The benchmarks are unmanaged and unavailable for direct investment.

When investing in bonds, it is important to note that as interest rates rise, bond prices will fall. Rebalancing may have tax consequences, which should be discussed with your tax adviser.

Bloomberg Barclays Capital 7-Year Municipal Bond Index is a subset of the Bloomberg Barclays Capital Municipal Bond Index that consists of a broad selection of investment grade general obligation and revenue bonds of maturities ranging from six to eight years.