

# U.S. Long Government/ Credit Strategy

September 2018

ASSET MANAGEMENT | PRODUCT SHEET

Conning's Long Government/Credit strategy is ideal for institutional investors seeking exposure to a diversified portfolio of long duration U.S. investment grade credit and government bonds. The strategy is expected to benefit institutional investors seeking duration and broad market exposures as part of their asset-liability management program.

## Portfolio Management Approach

### Investment Philosophy

We believe that active sector and security selection based on deep fundamental and relative value analysis, combined with disciplined risk management, is the most effective means of achieving excess returns in the fixed income market.

### Investment Process

The investment process is built on three pillars:

1	In-depth fundamental credit research & sector selection
2	Bottom-up relative value-driven security selection
3	Integrated risk management

## Pensions & LDI Solutions Team

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Head of Pension LDI Solutions

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LDI & Derivatives Strategist

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Portfolio Summary	Portfolio	Benchmark
Number of Issues	149	2,195
Maturity (yrs)	23.7	24.1
Credit Quality (S&P)	AA-/A+	AA-/A+
Yield to Worst (%)	4.2	4.1
Option-Adjusted Spread (bps)	102	90
Option Adjusted Duration (yrs)	14.6	14.8

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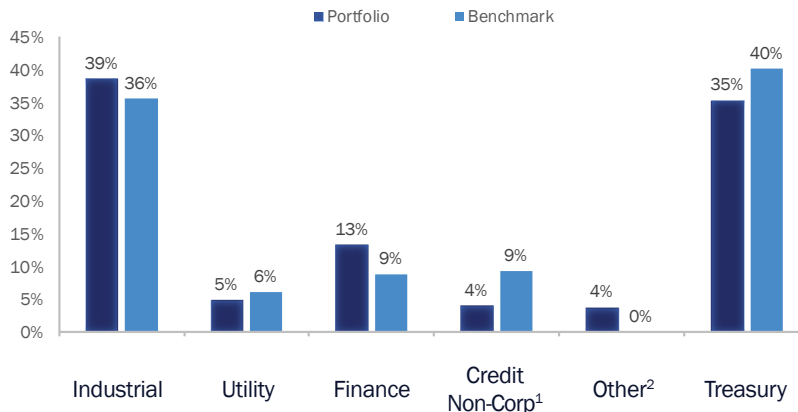
## Strategy Benchmark

Bloomberg Barclays U.S. Long Credit Index

## Vehicle Type

Separate Account and Collective Investment Trust (CIT) Fund

## Sector Allocations



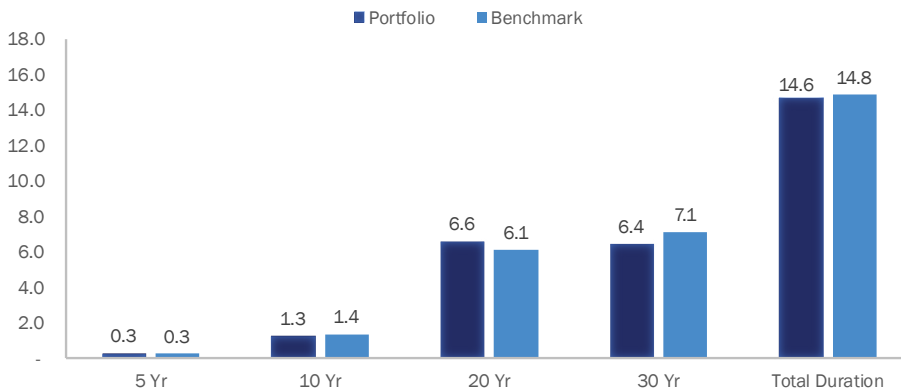
Q3 Overweight/ (Underweight) (%)	3.0	(1.2)	4.5	(5.2)	3.8	(4.8)
Q2 Overweight/ (Underweight) (%)	2.8	(0.7)	4.9	(5.3)	3.8	(5.5)

Prepared by Conning, Inc. As of September 30, 2018 <sup>1</sup>Includes bonds issued by supnationals, sovereigns, foreign agencies, and foreign and local govts.; <sup>2</sup>Includes mortgage backed securities (MBS) and cash.

## Portfolio Characteristics

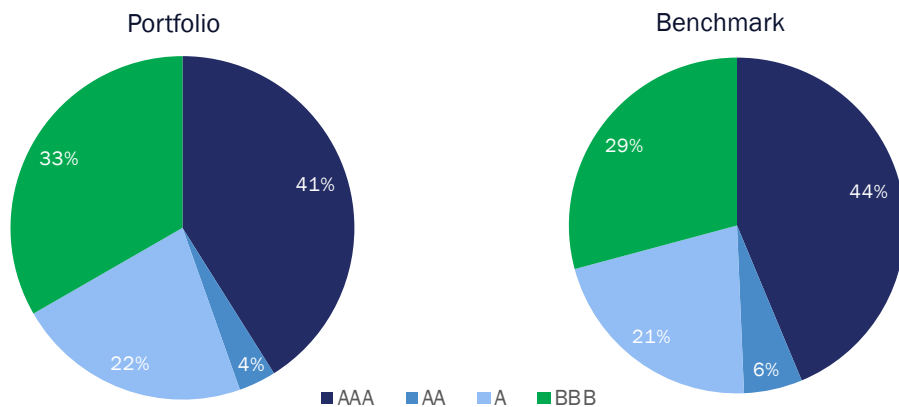
- » All U.S. dollar-denominated securities
- » Low turnover: Expected to be less than 30% per annum
- » Duration range relative to benchmark: +/-10%
- » Maximum 10% non-benchmark securities
- » Maximum 5% sub-investment grade securities

## Exposure by Key Rate Durations (KRDs)



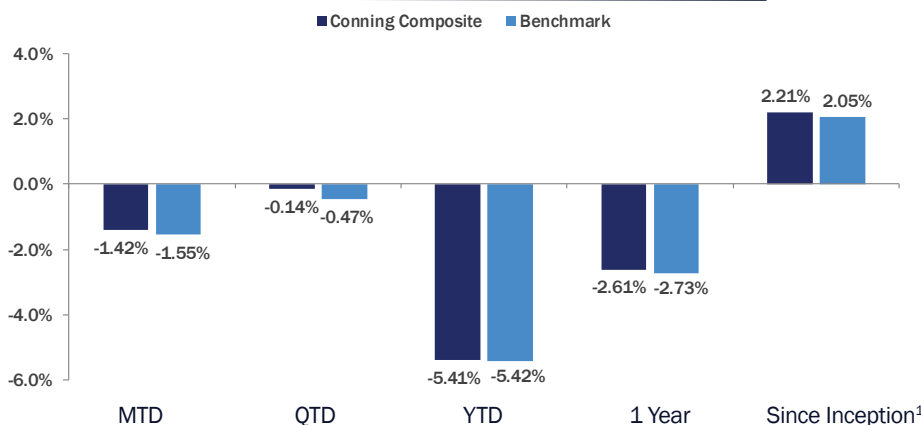
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## Quality Distribution



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Performance<sup>+</sup>



	MTD	QTD	YTD	1 Year	Since Inception <sup>1</sup>
Portfolio (%)	(1.42)	(0.14)	(5.41)	(2.61)	2.21
Benchmark (%)	(1.55)	(0.47)	(5.42)	(2.73)	2.05
Excess Return (%)	0.13	0.33	0.01	0.12	0.16
Net of Fees <sup>2</sup> (%)	(1.44)	(0.21)	(5.63)	(2.91)	1.90

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Benchmark: Bloomberg Barclays U.S. Long Government Credit Index  
<sup>1</sup>Inception date: 4/1/2017.

<sup>2</sup> Net-of-fees performance was calculated using a model fee of 30bps, which represents the highest tier of the current fee schedule for this strategy.  
<sup>3</sup> Past performance is not a guarantee of future results

The Trustee

This is a bank-sponsored collective investment trust and not a mutual fund. Global Trust Company, a Maine Chartered Non-depository Trust Bank, is the Trustee and maintains and manages the Conning LDI Solutions Collective Investment Trust and Conning, Inc. is the underlying investment manager. The Fund is not FDIC insured or registered as a mutual fund with the Securities and Exchange Commission. Interests in the Trust are offered by the Trustee only to certain qualified employee benefit plans and governmental plans pursuant to a confidential offering memorandum. Neither Conning, Inc. nor the Trustee, has any obligation to update this summary. This summary has not been approved by the Securities and Exchange Commission or any other federal or state regulatory agency or foreign securities commission. For further information, qualified plan participants should consult their plan sponsors.

Principal CIT Risks

Among the principal risks of investing in the CIT are:

**Interest Rate Risk:** The value of your investment may also go down when interest rates rise. A rise in rates tends to have a greater impact on the prices of longer term or duration securities.

**Credit Risk:** The risk that an issuer of securities will be unable to pay principal and interest when due, or that the value of the security will suffer because investors believe the issuer is less able to pay.

**Prepayment and/or Extension Risk:** Many fixed income securities, including lower-rated securities and especially those issued at high interest rates and with longer maturities, provide that the issuer may repay them early. Issuers often exercise this right when prevailing interest rates are lower than the interest rate of the security. Accordingly, holders of callable securities may not benefit fully from the increase in value that other fixed income securities experience when rates decline. The CIT may also lose any premium it paid on the security and most likely would have to reinvest the proceeds of the payoff at current yields, which would be lower than those paid by the security that was paid off. If interest rates rise, repayments of fixed income securities may occur more slowly than anticipated by

the market. This may drive the prices of these securities down because their interest rates are lower than the current interest rate and they remain outstanding longer.

The Risk of Loss trading commodities or futures can be substantial. Commodity and futures trading has large potential risks, in addition to any potential rewards. You must be aware of the risks and be willing to accept them in order to invest in the futures or commodities markets. Past performance of any trading system or methodology is not indicative of future results. This brief statement cannot, of course, disclose all the risks and other aspects of the commodity or futures markets. A more complete description of the principal risks of investing in the CIT can be found in the CIT's Investment Policy Statement, which is available upon request by calling Conning, Inc. at 1-860-299-2003. Date of first use: February 2017.

## About Conning

Conning ([www.conning.com](http://www.conning.com)) is a leading investment management firm with approximately \$134 billion in global assets under management as of September 30, 2018.\* With a long history of serving the insurance industry, Conning supports institutional investors, including pension plans, with investment solutions and asset management offerings, award-winning risk modeling software, and industry research. Founded in 1912, Conning has investment centers in Asia, Europe and North America.

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