

# Conning LDI Solutions – Credit Maturity Strategies

December 2018

ASSET MANAGEMENT | FACT SHEET

## Conning LDI Solutions

		Individual Investment Strategies			
<b>U.S. Credit Sleeves</b>		1-5 Yr Credit	5-15 Yr Credit	15-25 Yr Credit	25+ Yr Credit
<b>Benchmarks</b>		Bloomberg Barclays U.S. Credit 1-5 Yr Maturity	Bloomberg Barclays U.S. Credit 5-15 Yr Maturity	Bloomberg Barclays U.S. Credit 15-25 Yr Maturity	Bloomberg Barclays U.S. Credit 25+ Yr Maturity

## Portfolio Management Approach

Our investment philosophy and portfolio construction process is applied consistently within each credit strategy.

## Strategy Benefits

- » Conning’s LDI suite of U.S. investment-grade credit strategies can benefit pension plans seeking duration and credit exposures as part of their LDI program.
- » Plans can pick and choose exposures between the four strategies independently to better match their LDI assets to their pension plan liability profile.
- » Our LDI Solutions team can also support clients in developing an LDI strategy that utilizes these strategies in a manner that best meets their investment objectives.

## 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

## Pension & LDI Solutions Team

**Sean Kurian, FSA, CAIA**  
Head of Pension LDI Solutions

**Erin Spalsbury, CFA**  
Head of LDI Portfolio Management

**Hamdan Malik, CFA**  
LDI & Derivatives Strategist

**Frank Shi**  
Quantitative Analyst

## Contact Information

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## Vehicle Type

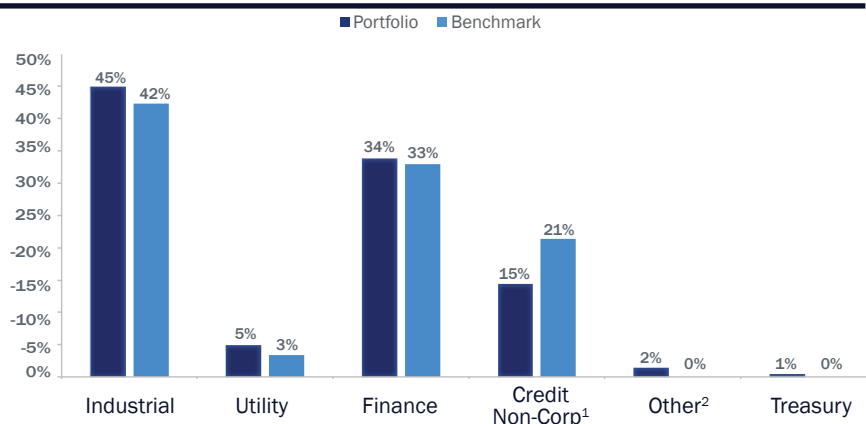
Separate Account and Collective Investment Trust (CIT) Fund

## US Credit 1-5 Year Summary

	Portfolio	Benchmark
Number of Issues	424	2,527
Maturity (yrs)	2.9	2.9
Credit Quality (S&P)	A/A-	A/A-
Yield (%)	3.5	3.4
Option-Adjusted Spread (bps)	99	91
Option-Adjusted Duration (yrs)	2.6	2.6

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## Sector Allocations

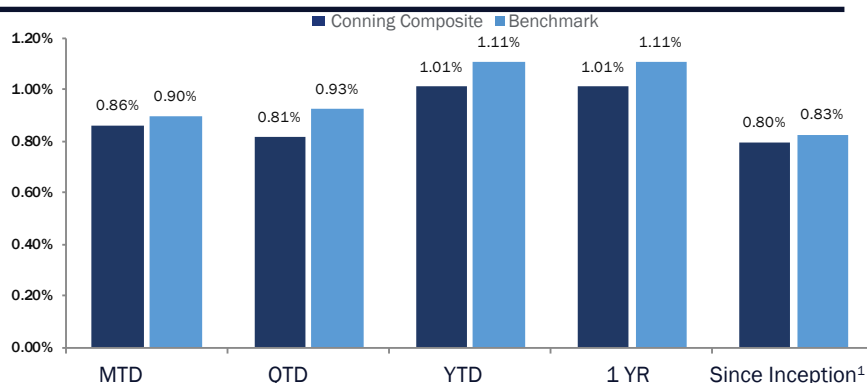


Q4 overweight / (underweight) (%)	2.7	1.6	0.8	(7.0)	1.4	0.5
Q3 overweight / (underweight) (%)	2.0	1.5	(0.3)	(5.9)	1.7	1.1

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<sup>1</sup> Includes bonds issued by supranationals, sovereigns, foreign agencies, and foreign and local govts.; <sup>2</sup> Includes out-of-benchmark securities and cash.

## Performance<sup>+</sup>



Portfolio (%)	0.86	0.81	1.01	1.01	0.80
Benchmark (%)	0.90	0.93	1.11	1.11	0.83
Excess Return (%)	(0.04)	(0.11)	(0.10)	(0.10)	(0.03)
Net of Fees <sup>2</sup> (%)	0.83	0.73	0.66	0.66	0.45

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Benchmark: Bloomberg Barclays U.S. Credit 1-5 Year Index.

<sup>1</sup> Inception date: 8/1/2017

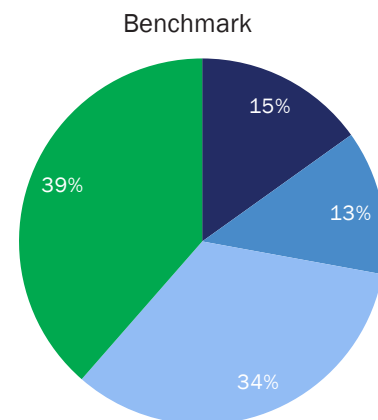
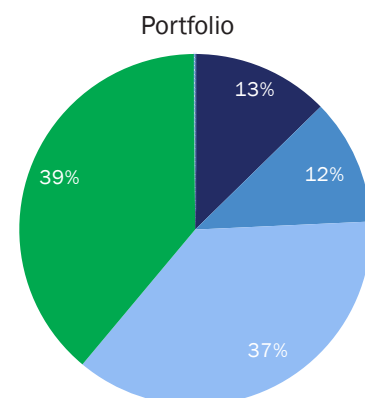
<sup>2</sup> Net-of-fees performance was calculated using a model fee of 35bps, which represents the highest tier of the current fee schedule for this strategy.

<sup>+</sup> Past performance is not a guarantee of future results

## 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

## Quality Distribution



■ AAA ■ AA ■ A ■ BBB

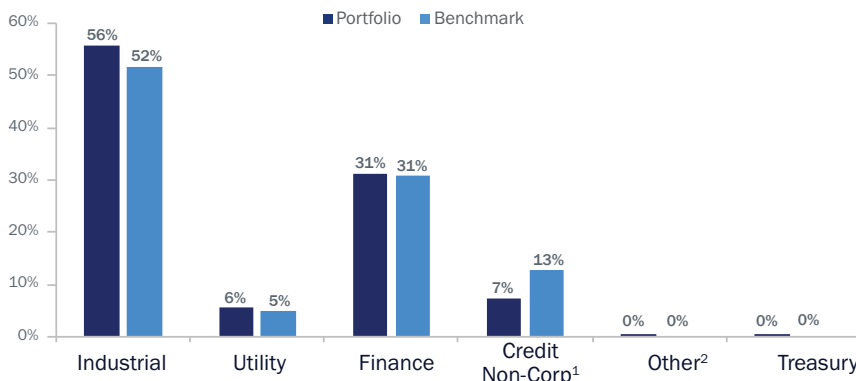
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## US Credit 5-15 Year Summary

	Portfolio	Benchmark
Number of Issues	409	2,070
Maturity (yrs)	7.7	7.8
Credit Quality (S&P)	A-/BBB+	A-/BBB+
Yield (%)	4.4	4.3
Option-Adjusted Spread (bps)	177	163
Option-Adjusted Duration (yrs)	6.4	6.4

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## Sector Allocations

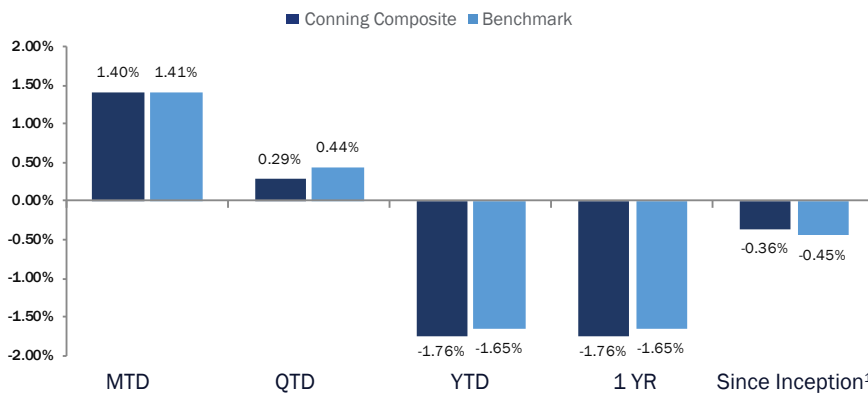


Q4 overweight / (underweight) (%)	4.1	0.5	0.6	(5.5)	0.2	-
Q3 overweight / (underweight) (%)	4.2	(0.1)	(0.2)	(5.9)	2.0	-

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<sup>1</sup> Includes bonds issued by supranationals, sovereigns, foreign agencies, and foreign and local govts.; <sup>2</sup> Includes out-of-benchmark securities and cash.

## Performance<sup>+</sup>



Portfolio (%)	1.40	0.29	(1.76)	(1.76)	(0.36)
Benchmark (%)	1.41	0.44	(1.65)	(1.65)	(0.45)
Excess Return (%)	0.00	(0.15)	(0.12)	(0.12)	0.09
Net of Fees <sup>2</sup> (%)	1.38	0.20	(2.11)	(2.11)	(0.70)

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Benchmark: Bloomberg Barclays U.S. Credit 5-15 Year Index.

<sup>1</sup> Inception date: 8/1/2017

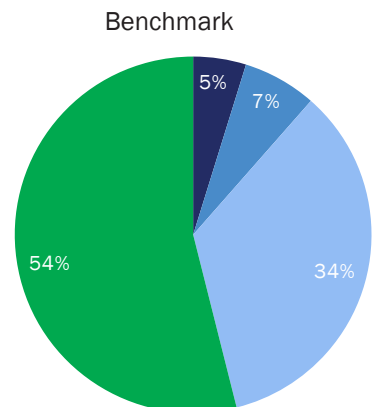
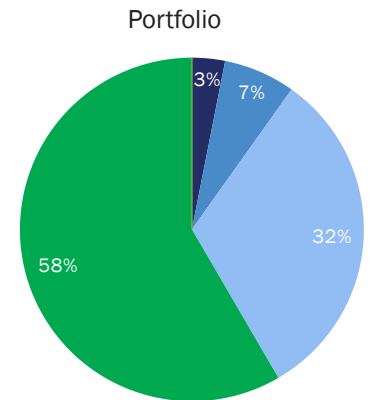
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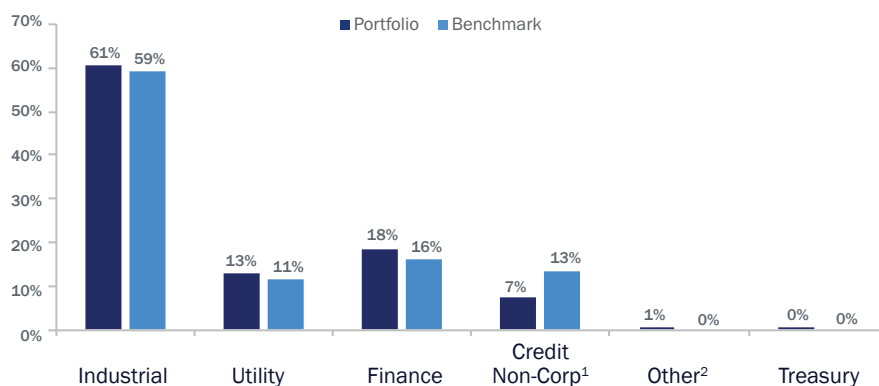
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## US Credit 15-25 Year Summary

	Portfolio	Benchmark
Number of Issues	357	1,010
Maturity (yrs)	19.8	20.3
Credit Quality (S&P)	A-/BBB+	A/A-
Yield (%)	5.0	4.9
Option-Adjusted Spread (bps)	211	204
Option-Adjusted Duration (yrs)	12.2	12.3

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## Sector Allocations

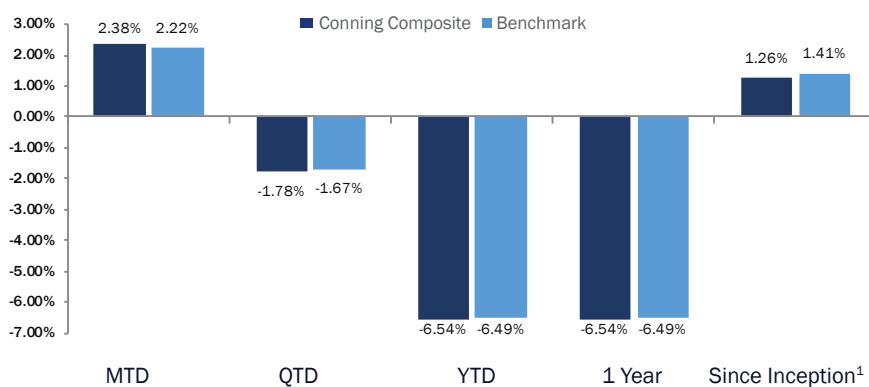


	Industrial	Utility	Finance	Credit Non-Corp <sup>1</sup>	Other <sup>2</sup>	Treasury
Q4 overweight / (underweight) (%)	1.5	1.3	2.1	(5.9)	0.7	0.3
Q3 overweight / (underweight) (%)	2.8	1.2	2.2	(6.7)	0.5	0.0

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<sup>1</sup> Includes bonds issued by supranationals, sovereigns, foreign agencies, and foreign and local govts.; <sup>2</sup> Includes out-of-benchmark securities and cash.

## Performance<sup>+</sup>



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Benchmark: Bloomberg Barclays U.S. Credit 15-25 Year Index.

<sup>1</sup> Inception date: 3/1/2017

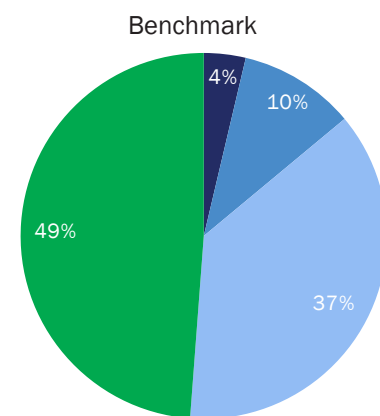
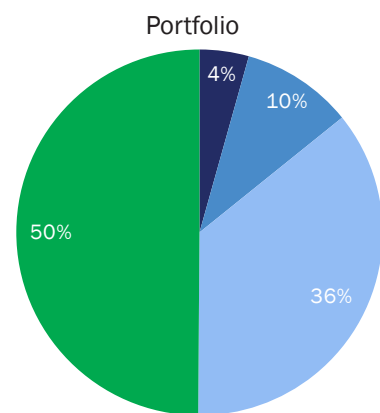
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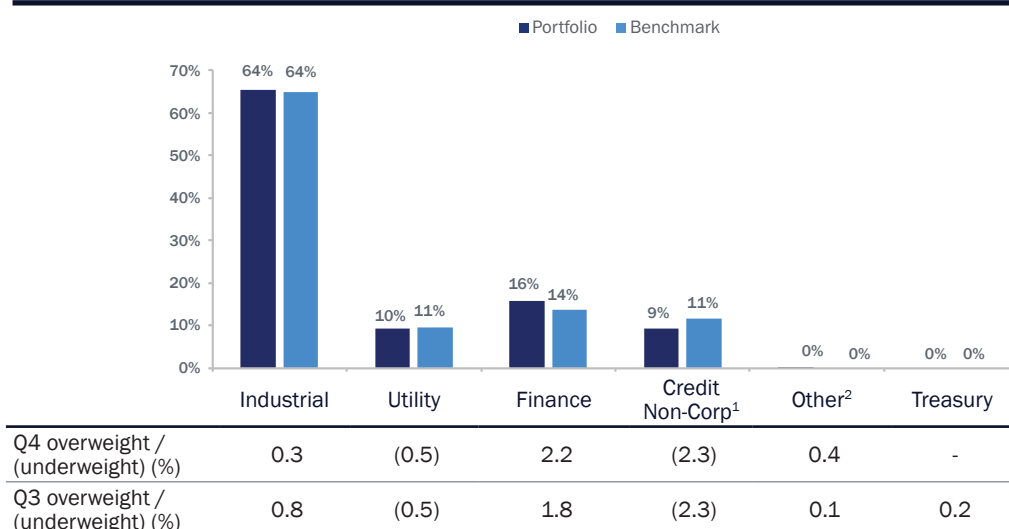
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## US Credit 25+ Year Summary

	Portfolio	Benchmark
Number of Issues	407	933
Maturity (yrs)	30.0	29.3
Credit Quality (S&P)	A/A-	A-/BBB+
Yield (%)	5.0	4.9
Option-Adjusted Spread (bps)	201	194
Option-Adjusted Duration (yrs)	15.3	15.4

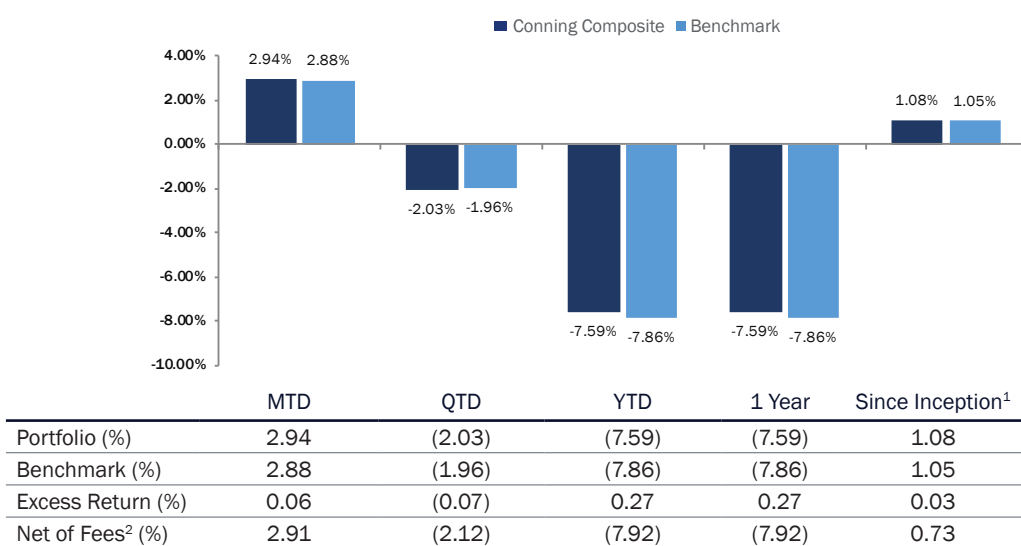
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## Sector Allocations



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## Performance<sup>+</sup>



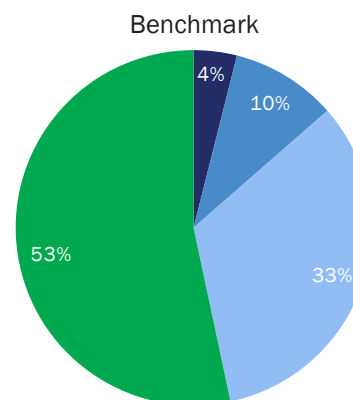
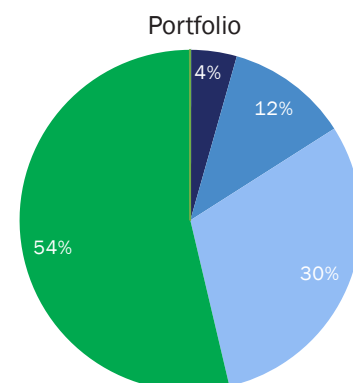
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<sup>2</sup> Net-of-fees performance was calculated using a model fee of 35bps, which represents the highest tier of the current fee schedule for this strategy. <sup>+</sup> Past performance is not a guarantee of future results

## Portfolio Characteristics

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## Quality Distribution



■ AAA ■ AA ■ A ■ BBB

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## 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 \$133 billion in global assets under management as of December 31, 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.

\*As of December 31, 2018, represents the combined global assets under management for the affiliated firms under Conning Holdings Limited, Cathay Securities Investment Trust Co., Ltd. ("SITE") and Global Evolution Fondsmæglerselskab A/S and its group of companies (the "Global Evolution Companies"). The Global Evolution Companies are affiliates of Conning. SITE reports internally into Conning Asia Pacific Limited, but is a separate legal entity under Cathay Financial Holding Co., Ltd. which is the ultimate controlling parent of all Conning controlled entities.

## Organization

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Conning and Global Evolution predominantly invest client portfolios in fixed income strategies in accordance with guidelines supplied by its institutional clients.

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For complete details regarding Conning and its services, you should refer to our Form ADV Part 2 (for all US entities), which may be obtained by calling us.

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