



ASSET PRESERVATION
ADVISORS

MUNICIPAL BOND PORTFOLIO MANAGEMENT

Q4 2023

CARING FOR CLIENT PORTFOLIOS, BOND BY BOND

SINCE OUR FOUNDING IN 1989, ASSET PRESERVATION ADVISORS (APA) HAS SPECIALIZED IN DELIVERING THE HIGHEST LEVEL OF CUSTOMIZATION AND ACTIVE MANAGEMENT OF MUNICIPAL BOND PORTFOLIOS FOR REGISTERED INVESTMENT ADVISORS, FAMILY WEALTH OFFICES AND INSTITUTIONAL CLIENTS.

WE ARE SPECIALISTS

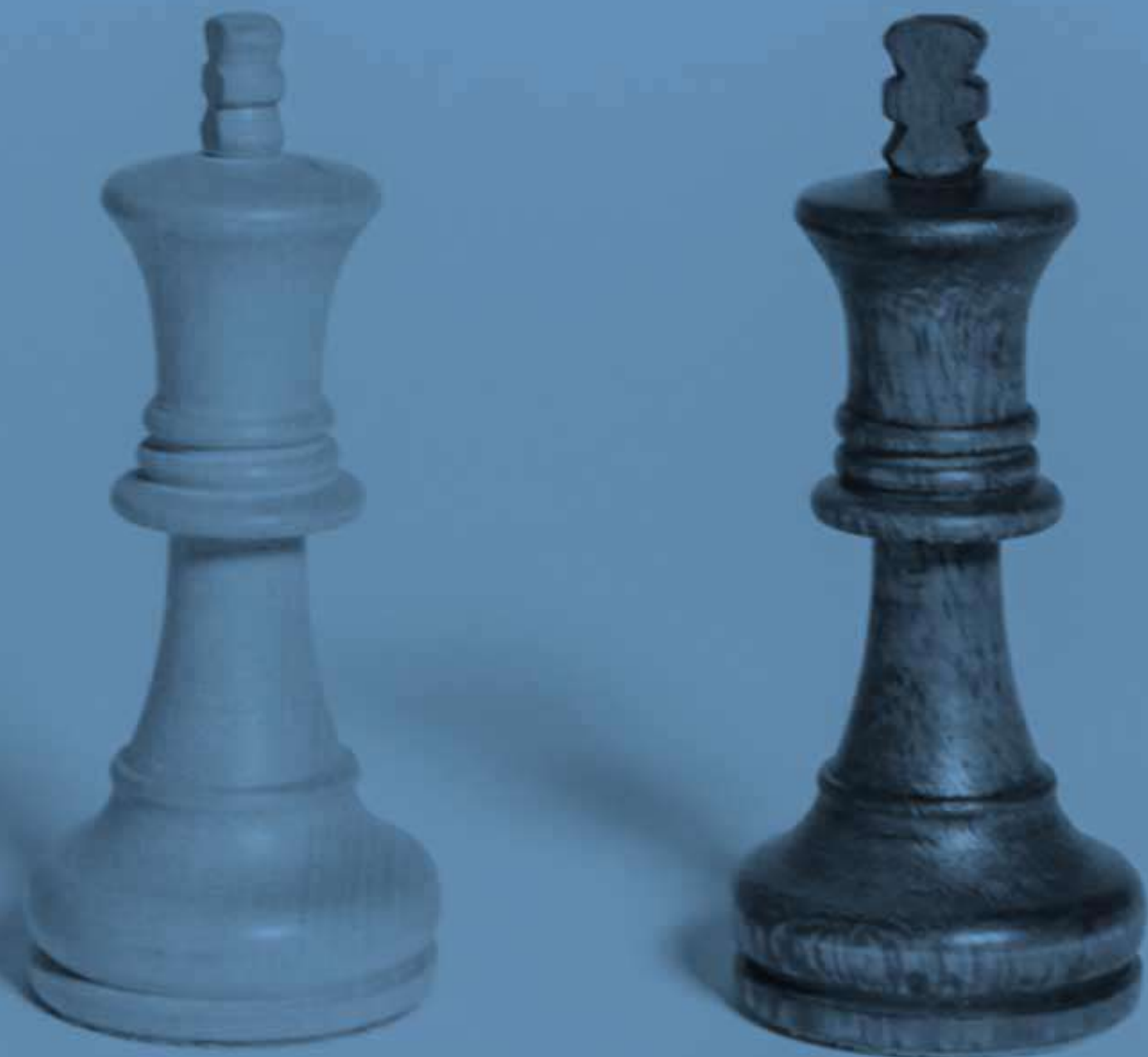


APA ADVANTAGE

6.93B
ASSETS UNDER
MANAGEMENT
AS OF 12/31/23

20
DELICATED
PROFESSIONALS

INVESTMENT
TEAM AVERAGE
EXPERIENCE
+25
YEARS



**CREDIT
RESEARCH
GROUP**

CAREER
ANALYST
EXPERTISE

**TRADING
TEAM**

CAPTURING
MARKET
INEFFICIENCIES

**PORTFOLIO
MANAGERS**

CONTINUOUS
OVERSIGHT

APA ADVANTAGE



DEDICATED TO MUNICIPAL BOND MANAGEMENT

Our dedication to one sector of the market, municipal bonds, allows us to focus our resources and strengthen our capabilities in credit research, trading and overall portfolio management.



BOUTIQUE SIZE = AGILITY

We believe our size is an advantage, allowing us to be more nimble in the secondary market.



PROVEN INVESTMENT DISCIPLINE

The same investment philosophy and process has been utilized since our inception. We believe in maintaining a consistent set of principles to meet our clients' objectives.



EMPHASIS ON SEPARATELY MANAGED CUSTOMIZED PORTFOLIOS

APA believes that investors are better served owning individual bonds rather than mutual funds. This allows for customization to meet their specific objectives and risk tolerance parameters.

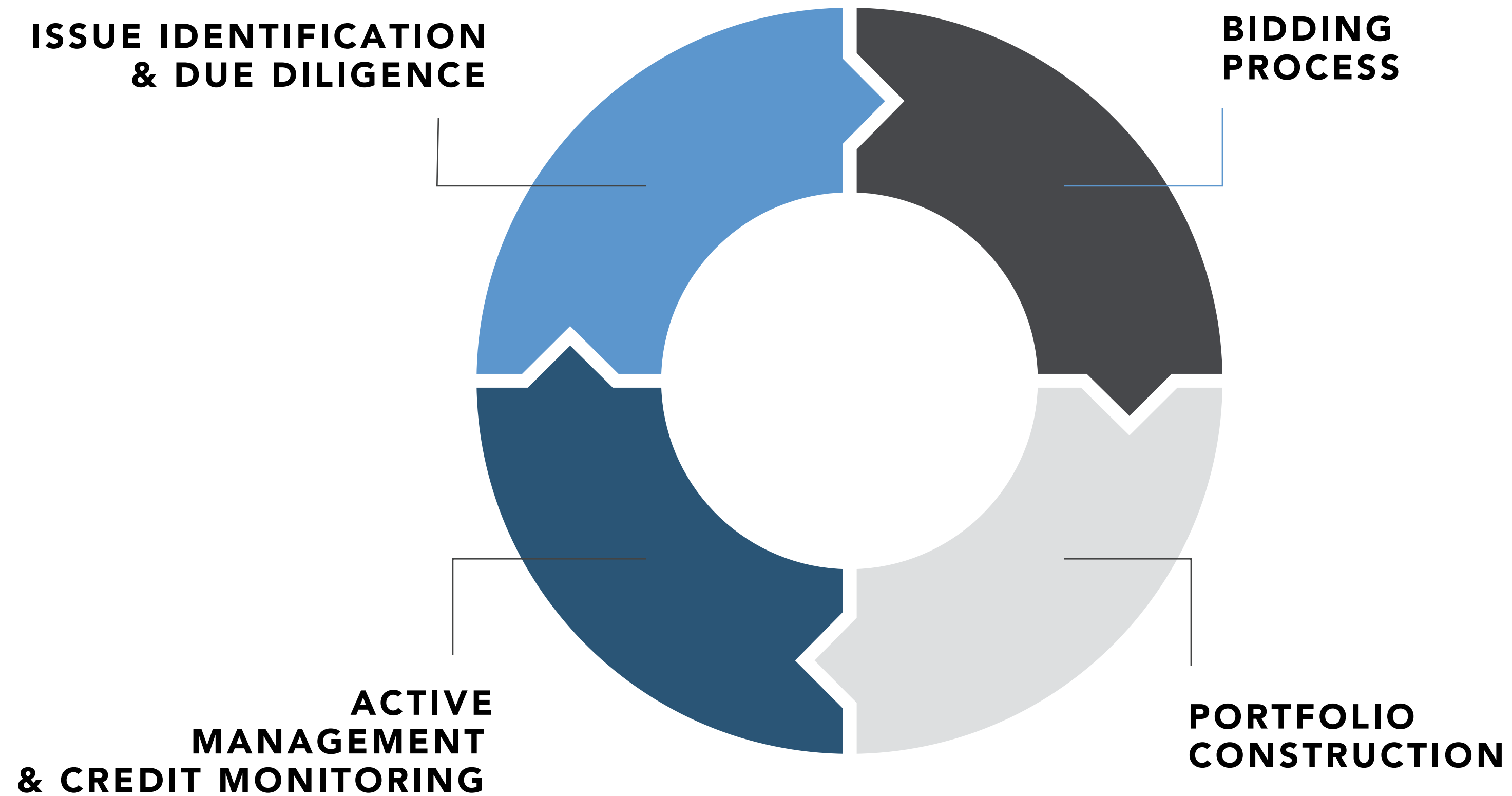


INTEGRITY AND COMMITMENT TO SERVICE

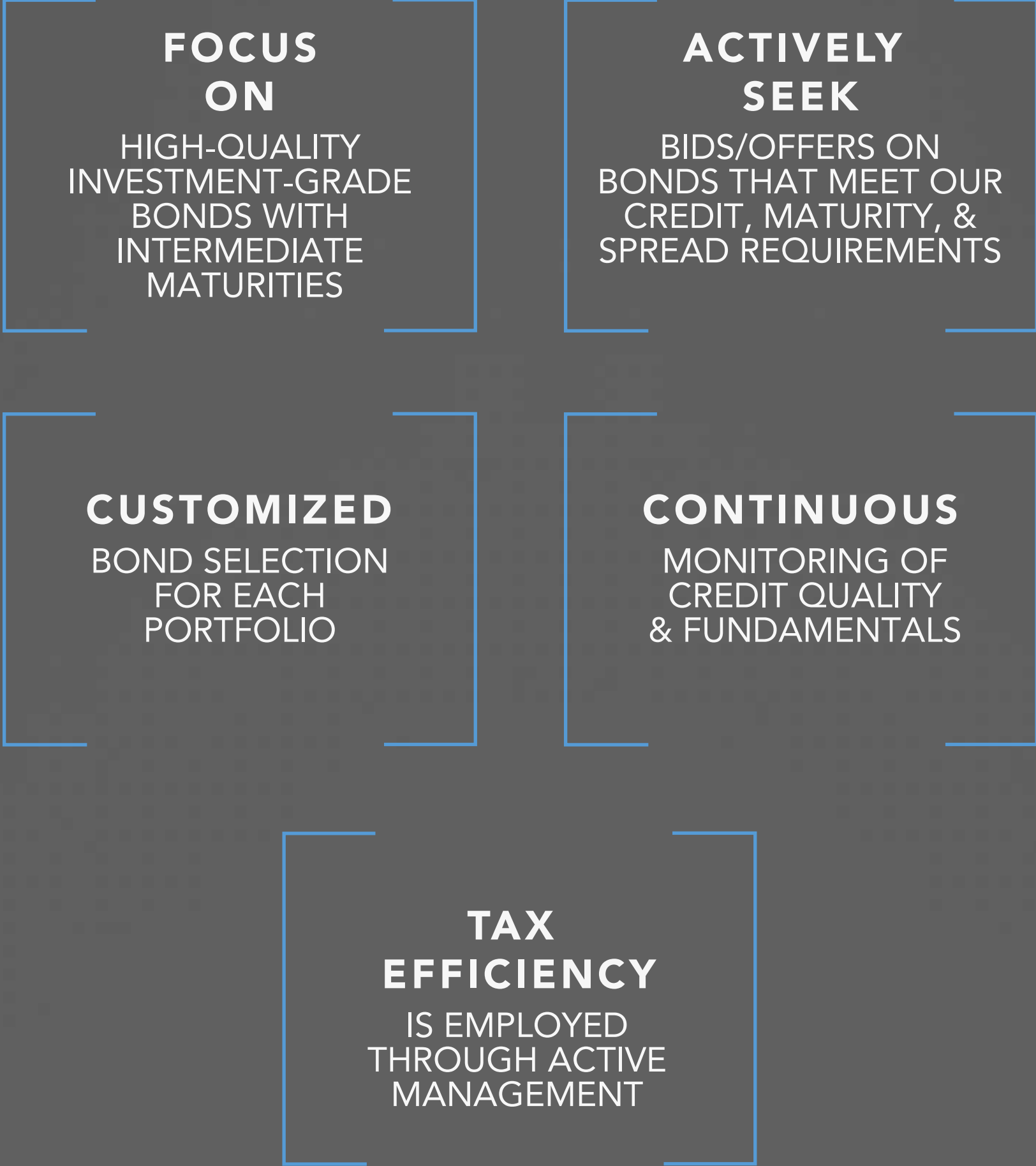
We strive to deliver the highest level of client service. Our investment team is always available to talk or meet with advisors and their clients.

INVESTMENT PROCESS

APA is covered by more than 140 National and Regional Broker-Dealers. We compete with dealers in the bidding process in an effort to capitalize on market inefficiencies. We believe our managed portfolios benefit by our purchasing methods, which eliminate the mark-up of the broker-dealer sales process.



INVESTMENT PROCESS



INVESTMENT PROCESS

APA FOCUSES ON TAILORING PORTFOLIOS TO MEET THE UNIQUE INVESTMENT GOALS AND TAX SENSITIVITIES OF EACH CLIENT.

Within a state-specific portfolio, APA generally targets an in-state allocation of approximately 50-80%. However, this can be adjusted to meet a client's custom mandate.

STATES WITH NO EARNED INCOME TAX

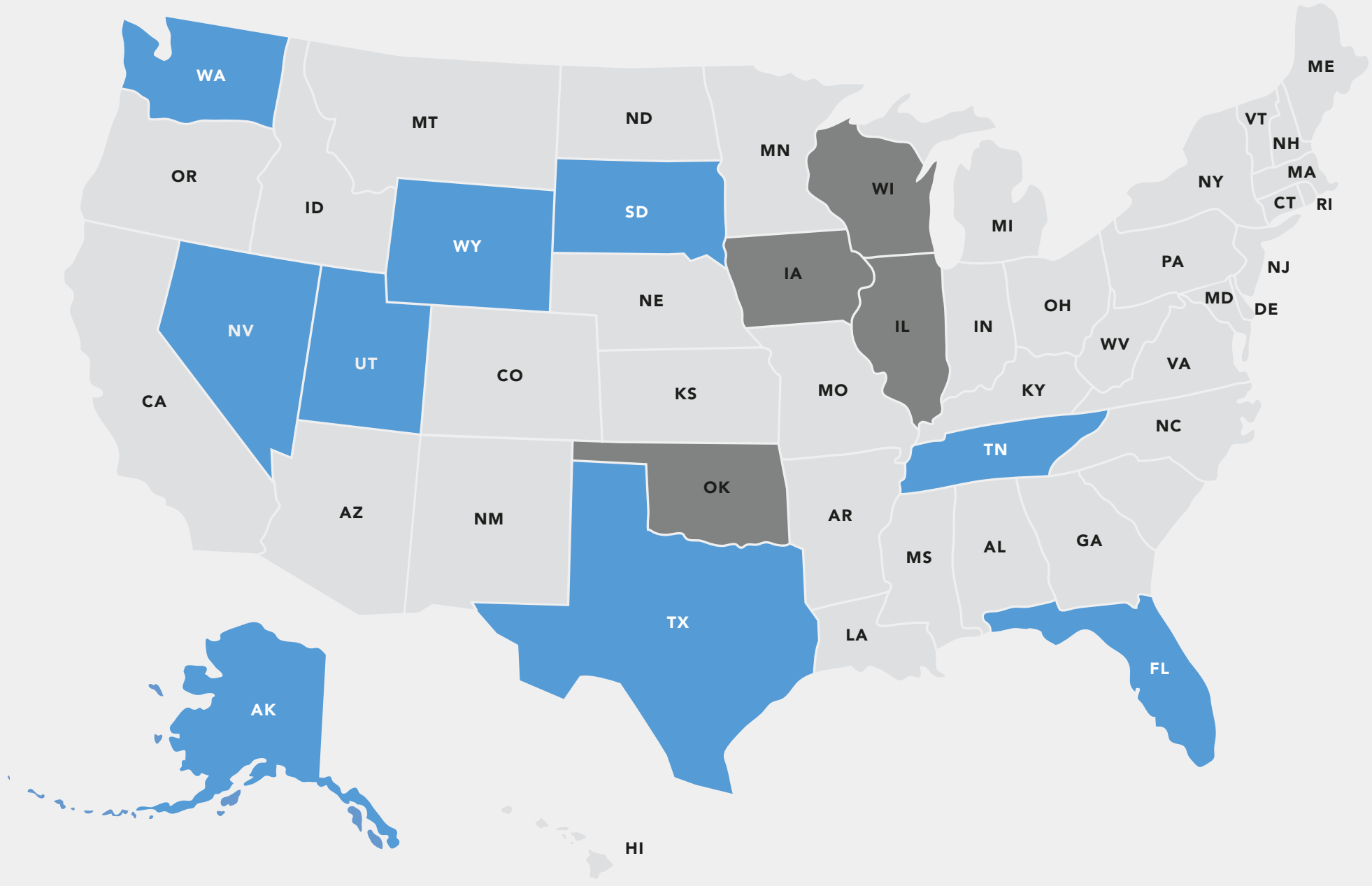
NATIONALLY DIVERSIFIED PORTFOLIO

- WASHINGTON
- TEXAS
- FLORIDA
- ALASKA
- SOUTH DAKOTA
- WYOMING
- NEVADA
- UTAH*
- TENNESSEE

STATES THAT TAX INTEREST ON IN-STATE BONDS

NATIONALLY DIVERSIFIED PORTFOLIO

- IOWA
- WISCONSIN
- ILLINOIS
- OKLAHOMA



Source: APA December 2023

*Utah does not tax bonds issued within the state, and also does not tax bonds issued in states that do not tax Utah bonds (WA, TX, FL, AK, SD, WY, NV, TN). New Hampshire only taxes interest and dividend income.

INVESTMENT PROCESS

APA'S DEDICATED CREDIT RESEARCH GROUP FOCUSES ON MAINTAINING THE INVESTMENT APPROACH OUR FIRM HAS RELIED ON FOR MORE THAN 30 YEARS; AN EMPHASIS ON ASSET PRESERVATION WHILE EVALUATING THE RISK/REWARD IN EXPLOITING MARKET INEFFICIENCIES.

APA reviews each credit on a continuous basis, employing both a top-down and bottom-up approach to determine a proprietary credit opinion and rating. Within the rigorous credit review process, there are several main inputs that help shape APA's propriety research which are used to identify bonds that we believe offer above market value for their rating category. Some examples are outlined in the table below.

CREDIT REVIEW PROCESS KEY INPUTS

GENERAL OBLIGATIONS
Use of Funds
Tax Base (assessed value)
Economy (unemployment, etc.)
Wealth (median household income, poverty, etc.)
Top Ten Taxpayers
General Fund Reserves (as % of expenses)
Liquidity (days' cash on hand)
Debt Levels (as % of full value and per capita)
Fixed Costs (pensions and OPEBs)

SPECIAL TAX REVENUE BONDS (HOSPITALS)
Use of Funds
Net Assets
Margins (operating, profit, cashflow, etc.)
Debt Service Coverage
Total Operating Revenues
Market Share
Liquidity (days' cash on hand)
Debt Ratios (long-term debt to capital)
Payer Mix (% Medicare, % Medicaid, % Self-Paid)

Source: APA December 2023

MUNIS VS. CORPORATES: A SIDE-BY-SIDE COMPARISON

	MUNICIPAL SECURITIES	CORPORATE SECURITIES
MARKET	\$4.0 TRILLION	\$10.0 TRILLION
NO. OF SECURITIES	~1,000,000	~43,000
DAILY TRADING VOLUME	\$9.0 BILLION	\$36.7 BILLION
NEW ISSUANCE VOLUME	\$487 BILLION	\$1,958 BILLION
DEFAULT RATES ¹	0.09%	2.23%



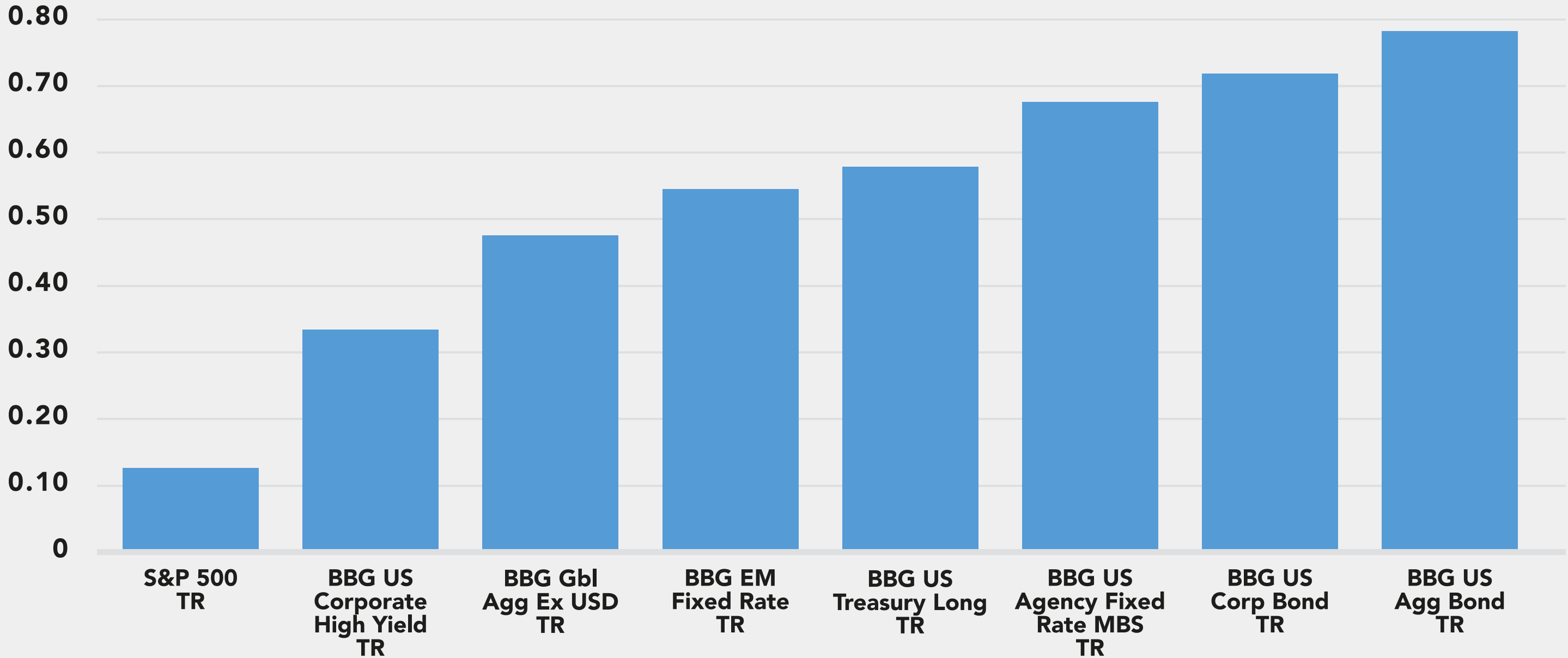
Sources: MSRB, Federal Reserve, FINRA, SIFMA, Moody's and Bloomberg.

Note: Calendar year 2022 data unless otherwise noted
¹According to Moody's Investment-Grade, 10-year cumulative default rates average over the period 1970-2020.

ASSET CLASS CORRELATION

Correlation with municipal bonds, January 2003-December 2022

HISTORICALLY, MUNIS HAVE HAD A LOW CORRELATION WITH TAXABLE BONDS AND A NEGATIVE CORRELATION WITH THE S&P 500 INDEX.



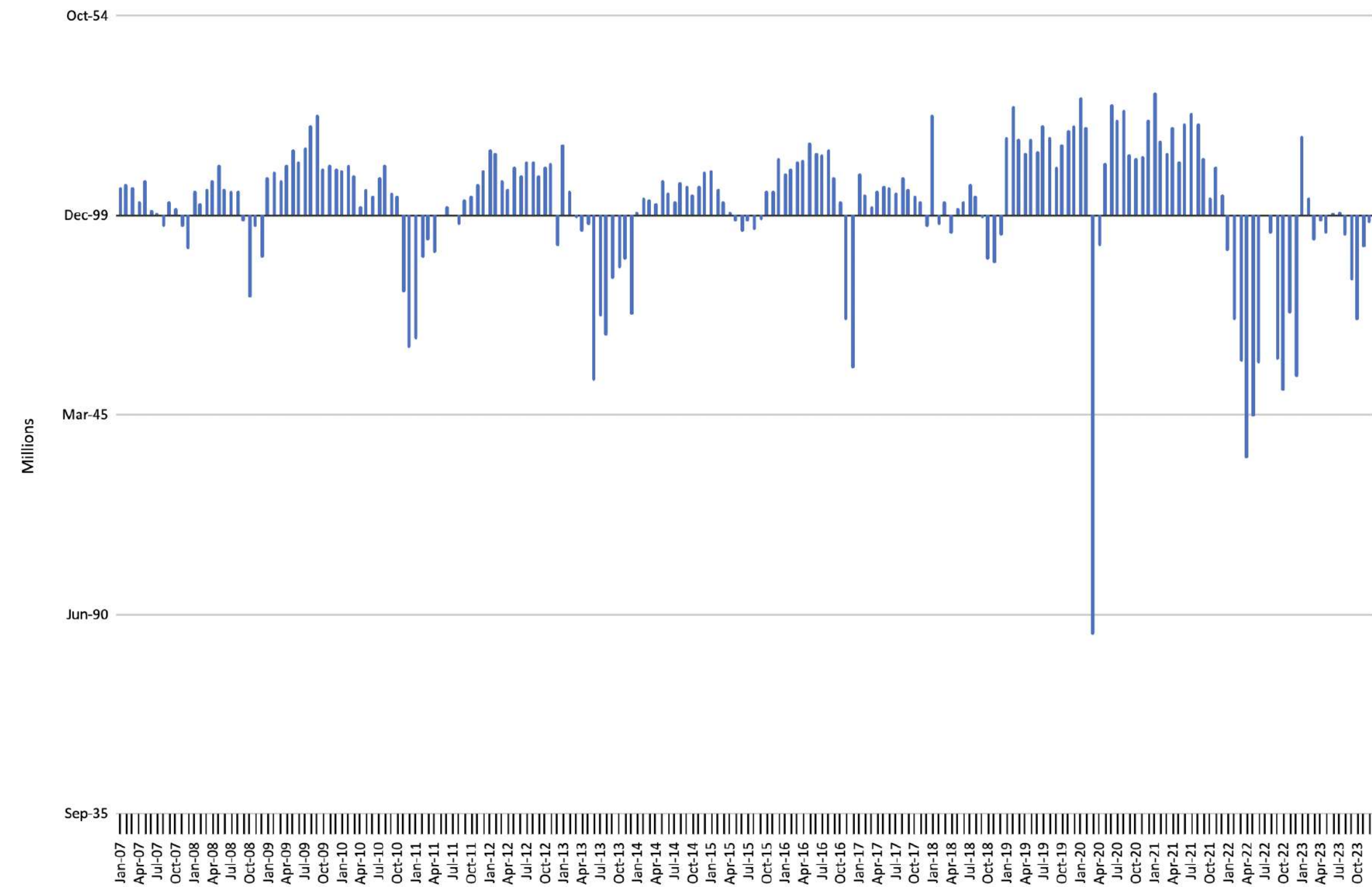
Source: Morningstar Direct



There are approximately 50,000 different state and local governments and other issuing authorities.

ICI MONTHLY MUNICIPAL FUND FLOWS

HISTORICALLY, MUNICIPAL FUND OUTFLOW CYCLES HAVE BEEN FOLLOWED BY PERIODS OF VIGOROUS INFLOWS AND PRICE REBOUNDS.

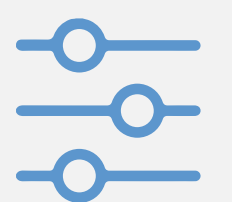


Source: Fund flows shown monthly between January 2007 and December 2023 according to the Investment Company Institute (ICI).
 Past performance not indicative of future results. Please see the attached disclosures.

HOW WE CAN HELP



PORTFOLIO ANALYSIS
 offered for prospective clients, provided with portfolio review and management recommendations.



CUSTOMIZATION
 for specific-state tax-exempt portfolios, duration goals, specific liquidity needs, ESG investing, and many other customizable options.



SAMPLE PORTFOLIOS
 available for any APA Strategy and customizable to meet individual client needs.



TAILORED PORTFOLIOS
 to meet specific liquidity needs and tax objectives for each individual client.

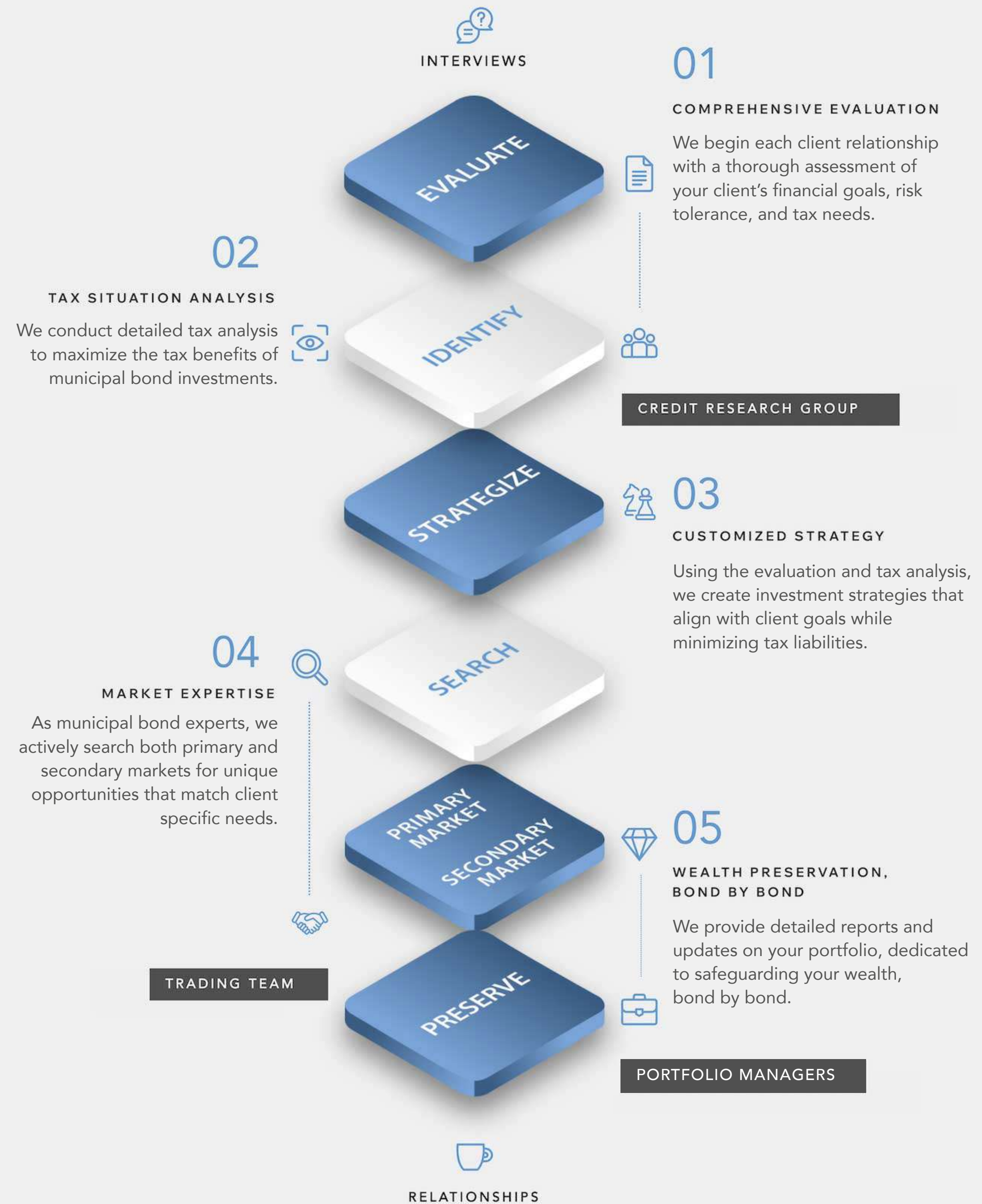


UNLIMITED ACCESS
 to APA's Municipal Bond Portfolio Team including direct access to portfolio managers and traders.

OUR FRAMEWORK FOR PRESERVING YOUR HERITAGE

EVALUATE. IDENTIFY. STRATEGIZE. SEARCH. PRESERVE.

AT EVERY STAGE OF OUR PERSONALIZED APPROACH, WE SEEK THE PERFECT COMBINATION THAT MINIMIZES TAXES AND MAXIMIZES CLIENT BENEFITS.



TAXABLE-EQUIVALENT YIELD

APA FOCUSES ON TAILORING PORTFOLIOS TO MEET THE UNIQUE INVESTMENT GOALS AND TAX SENSITIVITIES OF EACH CLIENT.

Combined Fed + State Tax Rate	Tax-Free Yield						
	2.75%	3.00%	3.25%	3.50%	3.75%	4.00%	4.25%
	Taxable-Equivalent Yield						
30%	3.93%	4.29%	4.64%	5.00%	5.36%	5.71%	6.07%
32.5%	4.07%	4.44%	4.81%	5.19%	5.56%	5.93%	6.30%
35%	4.23%	4.62%	5.00%	5.38%	5.77%	6.15%	6.54%
37.5%	4.40%	4.80%	5.20%	5.60%	6.00%	6.40%	6.80%
40%	4.58%	5.00%	5.42%	5.83%	6.25%	6.67%	7.08%
42.5%	4.78%	5.22%	5.65%	6.09%	6.52%	6.96%	7.39%
45%	5.00%	5.45%	5.91%	6.36%	6.82%	7.27%	7.73%
47.5%	5.24%	5.71%	6.19%	6.67%	7.14%	7.62%	8.10%
50%	5.50%	6.00%	6.50%	7.00%	7.50%	8.00%	8.50%

For informational purposes only, individual client experience may differ.

MEET OUR TEAM



KENNETH R. WOODS
CHAIRMAN / PARTNER



CHARLES R. DOTY
CO-CEO / PARTNER



KEVIN B. WOODS
CO-CEO / CIO / PARTNER



PATRICIA H. HODGMAN
PRESIDENT / PARTNER



KYLE GERBERDING
DIRECTOR OF TRADING / PORTFOLIO MANAGER / PARTNER



WESLEY WILLIAMS
COO, PARTNER



PEYTON BOGARD
ASSOCIATE



TRISHA BROUSSARD
SENIOR VICE PRESIDENT / PORTFOLIO MANAGER



KATELIN BUTKUS
DIRECTOR OF FINANCE & OPERATIONS



MEGHAN BYNUM
ASSOCIATE



BRANDON DURNWALD
ANALYST



AMETHYST DVORAK
ADMINISTRATIVE ASSISTANT



BOB FARMER
SENIOR MANAGING DIRECTOR



TARA HART
CCO



PAUL NOLAN
CO-DIRECTOR OF RESEARCH



WESLEY POND, CFA
PORTFOLIO MANAGER



MATTHEW RIGGLE
CO-DIRECTOR OF RESEARCH



COURTNEY TAYLOR
ASSOCIATE COMPLIANCE



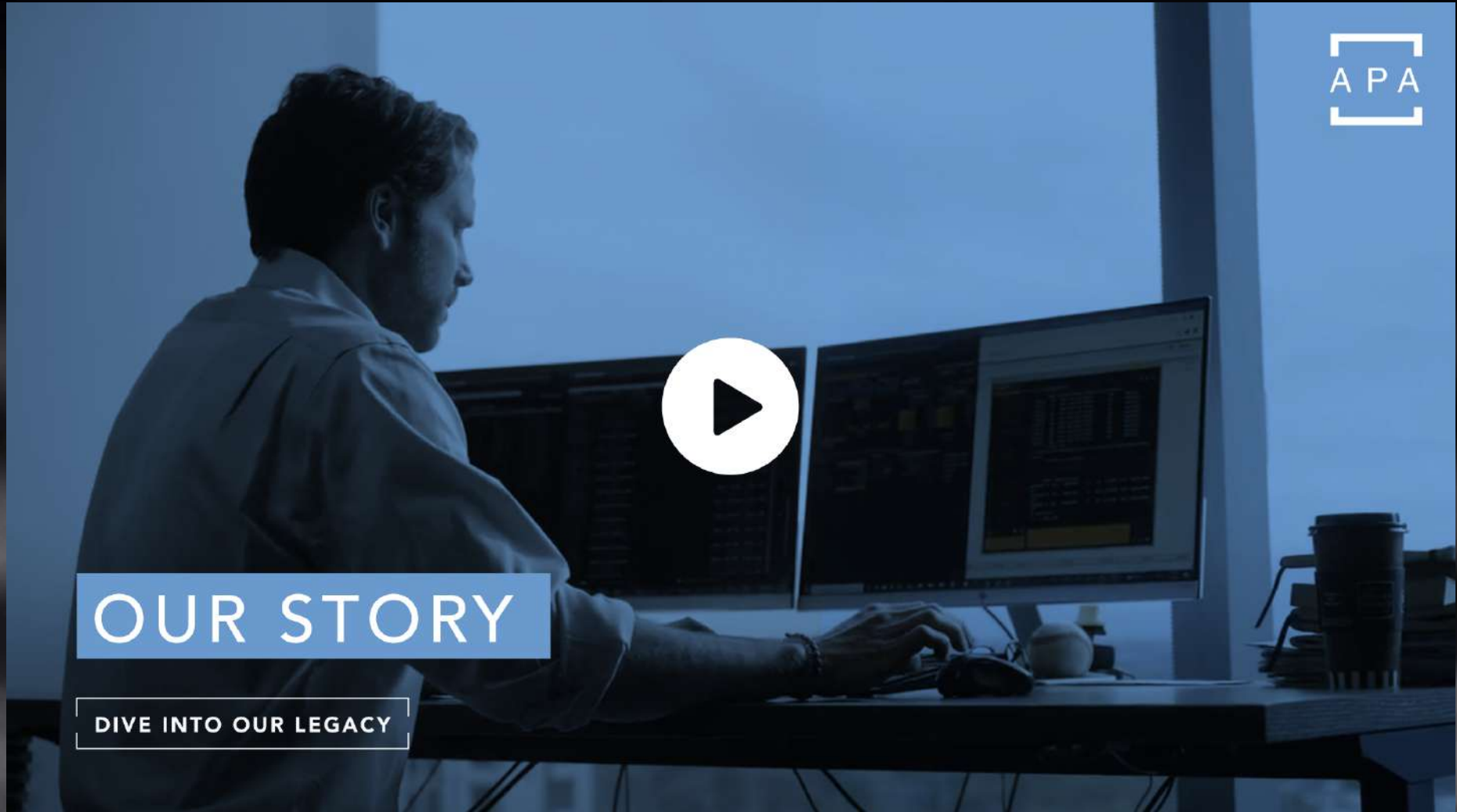
HENRY TRAPNELL
JUNIOR ASSOCIATE



THOMAS WELCH
TRADING ANALYST

ABOUT US

AT APA, WE BELIEVE THAT EVERY INVESTMENT IS A PROMISE OF THE FUTURE, AND IT'S OUR DUTY TO TURN THAT PROMISE INTO REALITY. OUR BOUTIQUE APPROACH MAKES US YOUR TRUSTED PARTNER. WITH OVER 30 YEARS OF EXPERIENCE IN THE MUNICIPAL BOND MARKET, WE ARE CONFIDENT WE WILL FIND THE PERFECT COMBINATION TO MEET YOUR GOALS FOR YOUR CLIENT PORTFOLIOS. WE ARE HERE TO METICULOUSLY CARE FOR EVERY DETAIL. CLIENT BY CLIENT. BOND BY BOND.





THIS MATERIAL IS NOT FINANCIAL ADVICE OR AN OFFER TO SELL ANY PRODUCT. THE ACTUAL CHARACTERISTICS WITH RESPECT TO ANY PARTICULAR CLIENT ACCOUNT WILL VARY BASED ON A NUMBER OF FACTORS INCLUDING BUT NOT LIMITED TO: (I) THE SIZE OF THE ACCOUNT; (II) INVESTMENT RESTRICTIONS APPLICABLE TO THE ACCOUNT, IF ANY; AND (III) MARKET EXIGENCIES AT THE TIME OF INVESTMENT." ASSET PRESERVATION ADVISORS, LLC RESERVES THE RIGHT TO MODIFY ITS CURRENT INVESTMENT STRATEGIES AND TECHNIQUES BASED ON CHANGING MARKET DYNAMICS OR CLIENT NEEDS. THIS IS NOT A RECOMMENDATION TO BUY OR SELL A PARTICULAR SECURITY. THERE IS NO ASSURANCE THAT ANY SECURITIES DISCUSSED HEREIN WILL REMAIN IN AN ACCOUNT'S PORTFOLIO AT THE TIME YOU RECEIVE THIS REPORT OR THAT SECURITIES SOLD HAVE NOT BEEN REPURCHASED. THE SECURITIES DISCUSSED MAY NOT REPRESENT AN ACCOUNT'S ENTIRE PORTFOLIO AND IN THE AGGREGATE MAY REPRESENT ONLY A SMALL PERCENTAGE OF AN ACCOUNT'S PORTFOLIO HOLDINGS. IT SHOULD NOT BE ASSUMED THAT ANY OF THE INVESTMENT RECOMMENDATIONS OR DECISIONS WE MAKE IN THE FUTURE WILL BE PROFITABLE. PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS. INVESTING INVOLVES RISK INCLUDING THE POTENTIAL LOSS OF PRINCIPAL. INFORMATION WAS OBTAINED FROM THIRD PARTY SOURCES WHICH WE BELIEVE TO BE RELIABLE BUT ARE NOT GUARANTEED AS TO THEIR ACCURACY OR COMPLETENESS. THIS PRESENTATION IS FOR INFORMATIONAL PURPOSES ONLY AND DOES NOT CONSTITUTE INVESTMENT, LEGAL OR TAX ADVICE AND SHOULD NOT BE USED AS A SUBSTITUTE FOR THE ADVICE OF A PROFESSIONAL LEGAL OR TAX ADVISOR.

APA IS AN INVESTMENT ADVISER REGISTERED WITH THE U.S. SECURITIES AND EXCHANGE COMMISSION. REGISTRATION DOES NOT IMPLY A CERTAIN LEVEL OF SKILL OR TRAINING.

MORE INFORMATION ABOUT THE ADVISOR INCLUDING ITS INVESTMENT STRATEGIES AND OBJECTIVES CAN BE OBTAINED BY VISITING WWW.ASSETPRESERVATIONADVISORS.COM. A COPY OF APA'S DISCLOSURE STATEMENT (PART 2 OF FORM ADV) IS AVAILABLE WITHOUT CHARGE UPON REQUEST OR BY VISITING OUR WEBSITE. OUR FORM ADV CONTAINS INFORMATION REGARDING OUR FIRM'S BUSINESS PRACTICES AND THE BACKGROUNDS OF OUR KEY PERSONNEL. PLEASE CONTACT APA AT 404-261-1333 IF YOU WOULD LIKE TO RECEIVE THIS INFORMATION.

LEARN MORE ABOUT US



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