

# Core Strategy



We believe that the global, macroeconomic environment is the primary driver of returns within the fixed income marketplace, and that understanding the trends within this environment provides us with the best opportunities to add value. Our disciplined approach utilizes a top-down, sector and industry rotation investment style that is integrated with independent, bottom-up fundamental, technical and valuation analysis for issuer and security selection.

## Highlights

### People

The highly experienced senior investment team averages 29 years of investment experience

- Supported by seasoned sector specialists and in-house credit analysts
- Fixed income investing since 1984
- Team members have managed fixed income assets through multiple economic and financial cycles

### Philosophy

Our philosophy has remained consistent since inception

- The same investment philosophy has produced sound results since the company was founded
- Our emphasis on liquidity enables us to position portfolios in anticipation of market cycles
- Our conservative philosophy has shown resiliency in times of market stress

### Process

Our top-down, bottom-up, repeatable investment process has been refined over decades of market and economic cycles

- Top-down, team-based process sets portfolio parameters and targets relative value and market inefficiencies
- Portfolio managers develop industry strategy based on top-down economic and business cycle trends and credit analyst assessments
- Excess return targeted by actively managing the drivers of performance, primarily duration/yield curve, sector/industry rotation and credit selection, against the benchmark

### Performance

Long-term performance goal

- To produce competitive risk-adjusted returns exceeding the benchmark over multiple market cycles, primarily through security selection and sector/industry rotation
- Successfully navigated volatile markets, including 2008 and 2014 - 2016

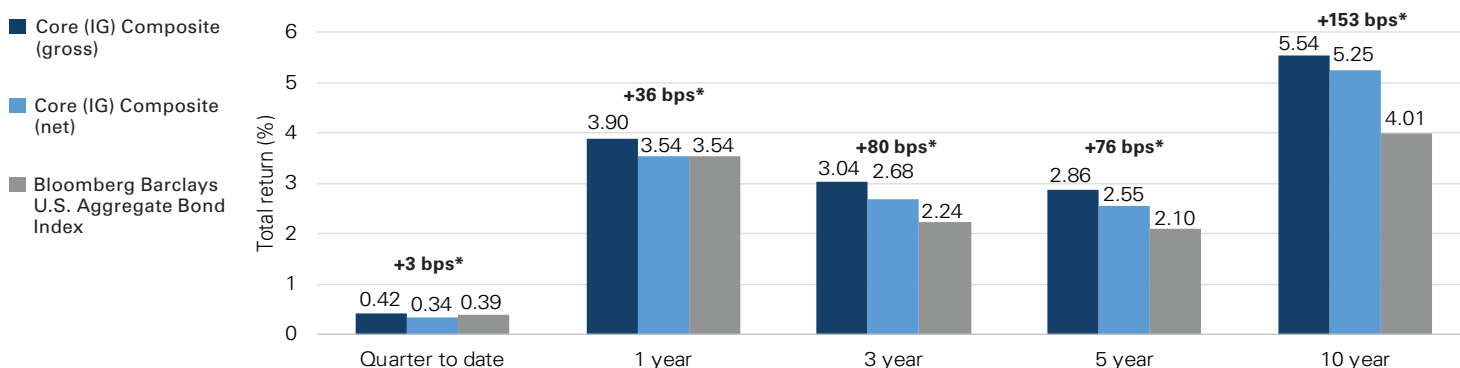
## Investment philosophy

We focus on diversification and risk management over all aspects of the investment process. Portfolios are positioned by taking a 6 to 12 month view of the economic and market cycle. Our size and focus on liquid securities helps us rotate sector weightings in a timely manner with minimal transaction costs.

## About Tortoise

Tortoise invests in assets and services that serve essential needs in society and can also serve essential client needs, such as diversification and income. Through a variety of investment vehicles, Tortoise provides access to a wide range of client solutions, focused on their evolving needs. The Tortoise credit platform builds upon more than 30 years of experience in fixed income investing.

## Performance (%) as of 12/31/2017



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Core (IG) Composite (gross)	6.66	11.12	8.57	7.24	7.85	-1.33	6.68	1.08	4.18	3.90
Core (IG) Composite (net)	6.38	10.85	8.30	6.98	7.62	-1.55	6.42	0.73	3.81	3.54
Bloomberg Barclays U.S. Aggregate Bond Index	5.24	5.93	6.54	7.84	4.21	-2.02	5.97	0.55	2.65	3.54

Inception: 6/1/1984. Returns less than one year are not annualized. Performance numbers labeled as "gross" do not reflect the deduction of advisory fees. Net of fee returns from 1/1/2015 to the present reflect the deduction of a model management fee; the model management fee employed is at least as large as the highest fee actually charged to any account employing the Core strategy. The model management fee currently applied is 0.35%. For all periods prior to 1/1/2015, net of fee returns reflect the deduction of actual management fees. In June 2016, accounts previously managed by Bradford & Marzec transitioned to Tortoise Credit Strategies and are linked to the performance of Tortoise Credit Strategies. The historical composite performance records of these accounts meet the portability requirements set forth by GIPS®. Index returns do not reflect the effect of management fees. Returns are presented in U.S. dollars. It is not possible to invest directly in an index. Please review the disclosure statements located on the back of this fact sheet.

\*Data above chart is composite (gross of fees) vs. benchmark. **Past performance is no guarantee of future results.**

**Portfolio team****Chief Investment Officer**

Brad Beman, CFA

**Investment Grade Credit**

Gregory Haendel, CFA

Jason Sharpe, CFA

**High Yield and Leveraged Loans**

John Heitkemper, CFA

Beth Digati

**International Credit**

N. Graham Allen, FCMA®, CGMA®

**Securitized**

Jeffrey Brothers, CFA

Michael Sanchez

**Sector allocation** as of 12/31/2017

	<b>Core (IG) Composite</b>	<b>Bloomberg Barclays U.S. Aggregate Bond Index</b>
Treasury	37.1%	37.0%
Agency	0.1%	1.7%
Mortgage-Backed Securities	18.8%	28.1%
Commercial Mortgage-Backed Securities	3.4%	1.9%
Asset-Backed Securities	10.2%	0.5%
Credit	28.0%	30.8%
High Yield	0.1%	0.0%
Cash/equivalent	2.3%	0.0%

**Rating allocation** as of 12/31/2017

	<b>Core (IG) Composite</b>	<b>Bloomberg Barclays U.S. Aggregate Bond Index</b>
AAA	59.7%	71.2%
AA	6.0%	3.8%
A	13.0%	11.5%
BBB	18.8%	13.5%
BB	0.1%	0.0%
Not rated	0.0%	0.0%
Cash/equivalent	2.3%	0.0%

Bond quality ratings reflect the middle rating assigned by S&P, Moody's and Fitch. In instances where a rating is unavailable from all three agencies, the lowest rating assigned by any one of these agencies is used. Should this process result in the selection of a rating issued by an agency other than S&P, the rating is converted to the S&P equivalent.

**Additional disclosures:**

Due to rounding, totals may not equal 100%. The Core (Investment Grade) Composite includes discretionary accounts that do not have a stated corporate sector bias, are invested solely in investment grade fixed income securities assigned ratings within the first four ratings tiers, do not have maturity restrictions or High Yield mandates, and use as a benchmark a broad market index such as the Bloomberg Barclays U.S. Aggregate or Government/Corporate. Some accounts may include non-dollar securities. Private wealth and wrap fee clients are not included in this composite. All other accounts meeting these criteria, regardless of size, are included in the composite. The Core (IG) Composite has an inception and creation date of 6/1/1984. The applicable benchmark for this composite is the Bloomberg Barclays U.S. Aggregate Bond Index that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market. The index includes treasuries, government-related and corporate securities, mortgage-backed securities (agency fixed-rate and hybrid adjustable rate mortgage pass-through securities), commercial mortgage-backed securities (agency and non-agency) and asset-backed securities. Tortoise Credit Strategies, LLC ("Tortoise Credit") is a registered investment adviser focused on fixed income related strategies that manages investments for institutional and individual clients. Tortoise Credit claims compliance with the Global Investment Performance Standards (GIPS®). A complete list of composite descriptions and GIPS compliant presentations is available upon request by emailing [clientservice@tortoisecredit.com](mailto:clientservice@tortoisecredit.com).

**Portfolio construction and investment process**

The strategy's portfolio construction process leverages the top-down approach set by the Investment Policy & Strategy Committee and the bottom-up analysis of sector specialist teams.

**Top-down strategy****Investment Policy & Strategy Committee sets policy for:**

- Sector allocation
- Portfolio quality
- Duration
- Yield curve positioning
- Key themes

**Sector specialist teams perform:**

- Fundamental analysis
- Industry allocation
- Security selection
- Risk monitoring

**Bottom-up strategy****Characteristics** as of 12/31/2017

	<b>Core (IG) Composite</b>	<b>Bloomberg Barclays U.S. Aggregate Bond Index</b>
Average quality	AA	AA+
Average coupon	2.98%	3.06%
Duration	5.40	5.98
Average maturity (yrs)	7.40	8.27
Yield to maturity	2.89%	2.72%
Current yield	2.89%	2.97%

**Up/down market capture** as of 12/31/2017

Up market capture	113.91%
Down market capture	76.72%

Source: Morningstar Direct previous 10 years