



Sage Company Overview

October 2023

About Sage

1996

Year
Founded

\$22.8B

AUM/AUA as of
9/30/2023

19

Investment Management
Professionals

100%

Employee
Owned

Investment Strategies

- Taxable Fixed Income
- Liability Driven Investing
- Global Tactical ETF Strategies
- Enhanced Cash Management
- Tax-Exempt Fixed Income
- ESG Integration

The Sage Difference



Structure: independence and size enables nimble approach



Consistency: long-standing investment team and process



Alignment: willingness to tailor portfolios and the client experience



Service: commitment of people and resources to serve clients well

Our Organization

 **PRESIDENT & CO-CIO, PRINCIPAL**
 Robert G. Smith, III, AIF® & CIMC 

 **PORTFOLIO MANAGEMENT**

Thomas H. Urano, CFA 
 Co-CIO & Managing Partner

Jeffery S. Timlin, CFA, CMT 
 Managing Partner

Seth B. Henry, CFA 
 Partner


Andrew K. Demand, CFA 
 Partner


David L. Luria, CFA
 Vice President

Nicholas C. Erickson, CFA
 Vice President


Christina R. Criswell
 Associate

Brett J. Adelglass, CFA
 Associate


 **RESEARCH & STRATEGY**

Robert D. Williams, CFA 
 Managing Partner, Chief Investment Strategist

Robert C. Peck, Jr.
 Managing Partner

Komson Silapachai, CFA 
 Partner

Emma L. Harper
 Vice President, Sr. Research Analyst


Andrew S. Poreda, CFA 
 Vice President, Sr. Research Analyst

Jae Y. Song, ASA
 Vice President, Sr. Research Analyst

Douglas A. Benning
 Vice President, Sr. Research Analyst

Xochitl C. Maldonado
 Research Analyst

Manas Jain
 Research Analyst

 **INSTITUTIONAL TEAM**

Michael D. Walton, AIF®
 Managing Partner

Sean C. Krasan
 Managing Partner

L. Dustin Finley
 Partner

Sean F. McShea
 Executive Vice President


Gregory H. Cobb
 Vice President

Lily Tu
 Vice President

Kari K. Edgar
 Director of Client Administration

Lily A. Atilano
 Associate

Jessica N. Hernandez
 Associate

 **PRIVATE CLIENT TEAM**

Bob W. Moser, CIMA®, CRPC, CFIP
 Managing Partner, National Sales Director

Arthur L. Cherches
 Vice President, National Accounts

Zachary T. Sooter, CFIP
 Regional Director – Midwest

Brian C. Larson, CFIP
 Regional Director – Northeast

Thomas J. Bourg, Jr.
 Regional Director – Mid Atlantic

Jamisen M. Allen, CFA
 Regional Director – South


Courtney L. Walker, AAMS®, AIF®
 Regional Director – Southeast

Amy C. Swearingen
 Senior Regional Consultant

Matthew R. Johnson
 Regional Consultant

Ryan T. Eubank
 Regional Consultant

Melania McCarley, AIF®
 Regional Consultant

 **OPERATIONS**

Allison C. Hartman
 Partner, Director of Operations


Erica G. Mass
 Assistant Vice President

Mark J. Welp
 Assistant Vice President

Matthew L. Cleavenger
 Assistant Vice President

Nicholas A. Barnard
 Associate

Debora Ayala-Chavez
 Associate

 **INFORMATION TECHNOLOGY**

Cameron R. Ladd
 Partner, Chief Technology Officer

Jay B. McKinney, CISSP
 Systems Engineer

Alice M. Quintanilla
 Developer

 **ADMINISTRATION**

John R. Slais
 Managing Partner, Chief Financial Officer

Wade T. Ulloth, IACCP
 Partner, Chief Compliance Officer

Annette S. Kennedy
 Office Administration

Giovanna M. Gutierrez
 Office Coordinator

 **MARKETING SERVICES**

Jessica A. McHugh
 Director of Marketing Communications

Clemence Kelman
 Analyst

Jacqueline M. Olvera
 Salesforce Administrator

About Our Firm

Strategies and Services

Taxable Fixed Income

Enhanced Cash Management
Short Term
Moderate Term
Intermediate Term
Int. Term Corporate
Core Aggregate
Core Gov/Credit
Long Gov/Credit

Specialty

Government Only
Insurance

Tax-Exempt Fixed Income

Total Return
Moderate Term
Intermediate Term
Core

Laddered Maturity

Target Yield

Specialty

State Specific
State Preferred

Tactical ETF

Core Plus Fixed Income
All Cap Equity Plus

Target Risk

Conservative
Moderate
Moderate Growth
Growth

Specialty

Multi Asset Income

Retirement Plan Solutions

Liability Driven Investing
Corporate Defined Benefit
Public Defined Benefit
Taft Hartley Defined Benefit
Cash Balance
Target Date Strategies
Fiduciary Services

ESG Solutions

ESG Enhanced Cash Management
ESG Short Term Fixed Income
ESG Intermediate Term Fixed Income
Impact Bond
Municipal Impact Bond
ESG Core Plus Fixed Income ETF
ESG Asset Allocation Conservative ETF
ESG Asset Allocation Moderate ETF
ESG Asset Allocation Growth ETF
ESG Global Equity ETF

Representative Clients

Taft-Hartley Funds

United Steelworkers of America, KY
UAW Retirees of Mack Trucks Health Benefit Fund, MI
Steamfitters Local Union No. 420, PA
Texas Iron Workers, TX
Sheet Metal Workers Local 265, IL

Foundations & Endowments

H. Lee Moffitt Cancer Center & Research Institute Fdn., FL
Kids in Need of Defense (KIND), DC
The Catholic Foundation for the Diocese of Greensburg, PA
Lutheran Foundation of Texas, TX
Scholarship America, MN

Public Funds

Tuscaloosa Police and Firefighters, AL
Georgia Firefighters' Pension Fund, GA
City of Galveston Firefighters, TX
Metropolitan Library Systems, OK
Luzerne County Employees Retirement System, PA

Corporate Retirement Plans

Nintendo of America, Inc, WA
Sweetener Products Co., CA
Brazos Electric Power Cooperative, TX
TrueValue Corporation, IL
Mary Kay, Inc., TX

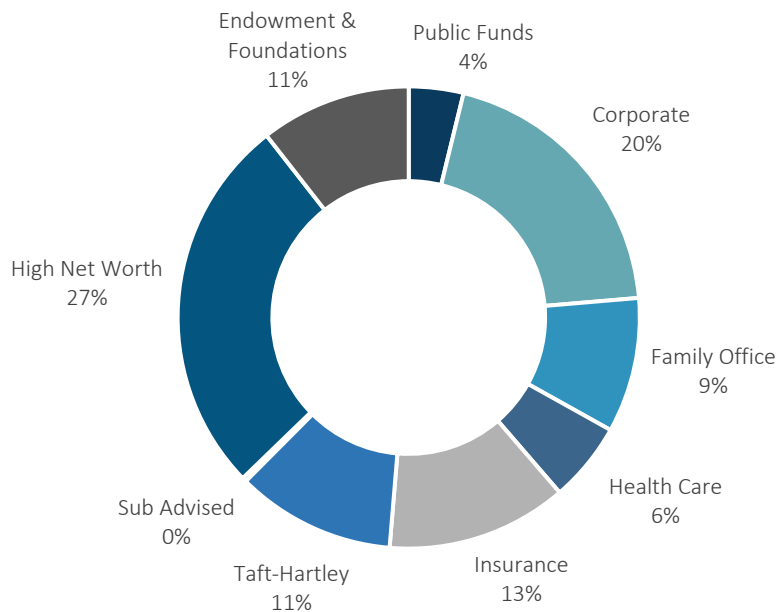
Insurance Institutions

American Longshore Mutual Association, AL
Valley Schools Insurance Group, AZ
CrossFit Risk Retention Group, MT
Multinational Insurance Company, Puerto Rico
Ethos Group Incorporated, TX

Healthcare Institutions

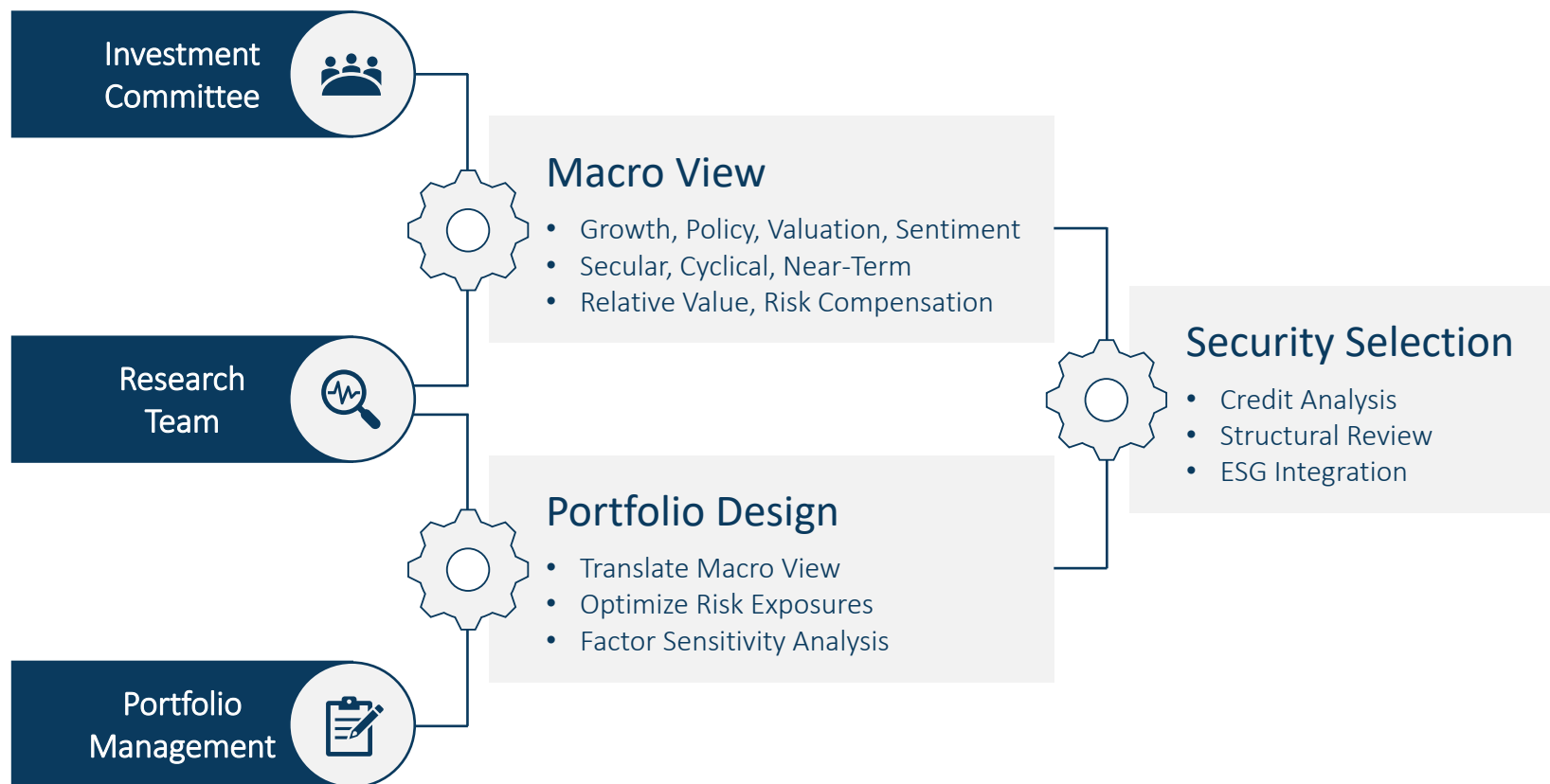
Baptist Health Systems of South Florida, FL
Mercy Medical Center, IA
Bryan Health, NE
Detroit Medical Center, MI
Asante Health System, OR

Total Firm Assets By Client Type (9/30/2023)



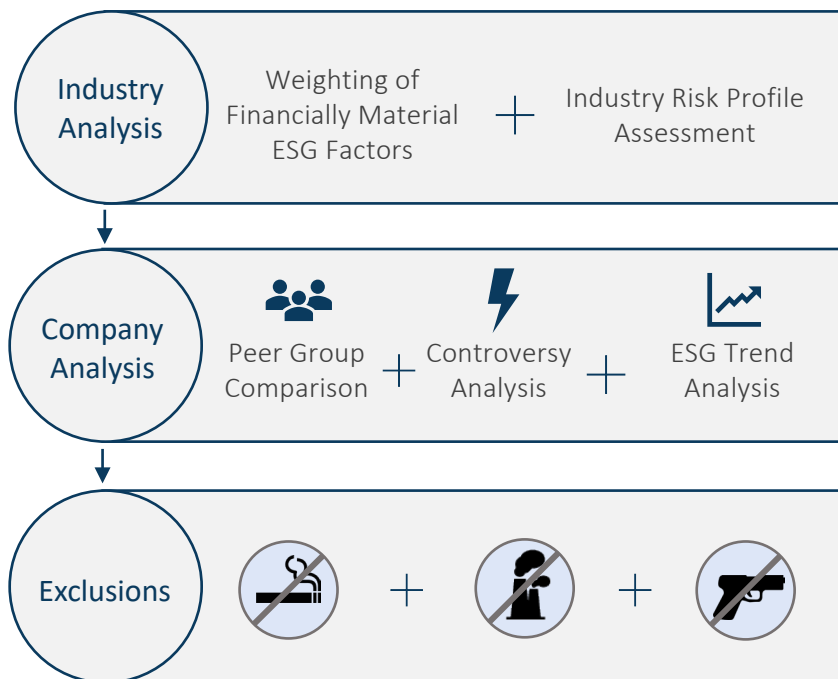
Investment Process

Balance Top-Down Process with Thoughtful Portfolio Design



ESG Integration

Evaluate the Long-Term Implications of ESG Risks and Opportunities



No two companies are alike.

Although a company may be a leader among its peer group, the industry in which it operates may expose it to risks that cannot be mitigated through company management. By combining an ESG macro industry risk analysis with a company-level sustainability evaluation, the Sage Leaf Score bridges this gap, enabling investors to quickly assess companies across industries.

Fixed Income

Strategies

Our fixed income offerings include both taxable and tax-exempt strategies that serve clients' needs across the maturity spectrum. Strategies are implemented in separately managed accounts that can be customized to help clients efficiently accomplish their unique goals and objectives.

Investment Philosophy



Income: deliver a consistent income advantage from diversified sources



Risk Management: risk profile consistent with the assigned mandate



Diversification: fulfill our role in the asset allocation process



Investment Approach

Team integration is fundamental to our success in the portfolio construction process. Our investment committee, portfolio management, and research teams work together to balance the development of our macro view with rigorous portfolio design and active risk management.

Liability Driven Investments

Solutions

We have the expertise, experience, and tools to serve liability-focused institutions. Desired outcomes are met through the execution of the investment process and the application for each client's unique needs. We craft custom solutions for defined benefit and cash balance plans, as well as insurance companies, non-profits, and health care organizations.

Asset/Liability Management



Initial Diagnostic: work collaboratively to develop comprehensive analysis



Custom Portfolio: accounts separately managed with custom liability benchmark



Ongoing Monitoring: regularly measure changes to both assets and liabilities



Investment Approach

We start with the end in mind. The relationship between assets and liabilities is a key consideration of the planning process because ultimately, our liability-driven approach is about managing risk. Each account is customized and measured against a custom liability benchmark.

Tactical ETF Strategies

Strategies

We have the experience of using ETFs since 1998. We actively manage ETFs in risk-based asset allocations which are designed to be core solutions. We also manage multi-asset income strategies which balance the search for income with managing portfolio volatility.

Investment Philosophy



Top-Down Approach: drivers include macro, policy, valuation, and sentiment



Tactical Management: dynamic portfolio allocation based on 3-6-month outlook



Risk Management: risk budgeting and stress testing are core to process



Investment Approach

We translate our macro view into objective-based strategies while balancing portfolio and implementation risk. While there is high level of complexity within our investment process, we choose to express that complexity using straight-forward, market segment-oriented ETFs.

Disclosures

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