

Strategy Overview – Fourth Quarter 2019

Tax-Exempt Fixed Income

The Tax-Exempt Fixed Income strategy is a portfolio of high-quality, fixed income securities issued by state and local governments throughout the United States. Portfolios can also be customized by geography to optimize tax advantages for individual client circumstances. The strategy focuses on pre-refunded (pre-re), general obligation (GO), and essential-service revenue bonds. Bonds are laddered by maturity with portfolio duration maintained in the short to intermediate range.

Strategy Overview

Performance Objective

- Steady income from short- and intermediate-term bonds
- Low total return volatility

Investment Approach

- Fundamentally driven, relative value strategy
- Bias toward general obligation and essential-service revenue bonds
- Avoid troubled regions with deteriorating demographics and headline risk

Portfolio Profile

- Highly liquid portfolio with national tax-exempt bonds rated AA or higher
- Non-callable bonds or bonds with narrow call windows
- Primarily bonds maturing in 10 years or less with coupons of 4% or greater
- Diversified by issuers, geographical locations, and revenue sources

Investment Philosophy

Our long-term, fundamental fixed income philosophy is centered on capital preservation and income. We seek to achieve this through:

Quality

- In our view, risk is underpriced when things are going well, our analysis adjusts for this bias
- We examine potential event risk, including economic shifts and political changes

Liquidity

- National tax-exempt bonds
- Active secondary market supported by dealers and electronic networks

Concentrated portfolio

- Assures our clients' assets are focused in our best ideas while still being adequately diversified
- Enables us to thoroughly research each holding

Statistics	RMB Tax-Exempt Fixed Income ¹	Barclays Municipal Bond 5 Year Index
Number of Holdings*	1,000	5,888
Average Yield	1.39	1.34
Average Duration	4.06	3.93
Average Coupon	4.44	4.67
Average Credit Rating	AA+	AA
Maturity Distribution*		
0-3 Years	28.56%	14.30%
3-5 Years	21.95%	74.60%
5-7 Years	22.24%	11.10%
7+ Years	27.25%	0.00%
Quality Distribution*		
AAA	32.03%	18.50%
AA	64.61%	56.90%
A	3.34%	21.00%
BBB	0.02%	3.60%
Municipal Bond Type*		
General Obligation	77.98%	32.60%
Revenue Bonds	18.61%	61.77%
Certificate Participation	0.00%	1.10%
Pre-Refunded	3.39%	4.23%
Other	0.00%	0.30%

Source: APX, Bloomberg, Barclays. Data as of December 31, 2019.

*Only evaluated on municipal bond holdings. Does not include mutual funds.

¹ RMB Tax-Exempt Fixed Income Composite.

Performance	Q4 2019	YTD	1 year	3 years	5 years	10 years	Since Inception ¹
RMB Tax-Exempt Fixed Income Composite (net of fees)	+0.60%	+4.73%	+4.73%	+2.76%	+1.77%	+1.52%	+2.12%
Barclays Muni Bond 5 Year	+1.03%	+5.45%	+5.45%	+3.41%	+2.44%	+2.94%	+3.54%

¹Strategy Inception: April 1, 2005.

Performance is net of the RMB Asset Management's management fee charged to client accounts and transaction costs. Performance presented is not net of RMB's Wealth Management advisory fee (if applicable). Performance for periods longer than one year is annualized. Data is as of December 31, 2019. These materials are confidential and may not be reproduced or redistributed to any other party. Past performance is not indicative of future results, and there is a risk of loss of all or part of your investment.

Tax-Exempt Fixed Income Strategy

RMB Asset Management

Tax-Exempt Fixed Income Strategy // Annual Disclosure Presentation

Organization | RMB Capital Management, LLC ("RMB Capital") is an independent investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940 and was established in 2005. The GIPS firm is defined as RMB Asset Management ("RMB AM"), a division of RMB Capital Management, LLC. Previously, the firm was defined as RMB Capital and was redefined on January 1, 2016 to only include the asset management business due to the difference in how its investment strategies and services are offered. RMB AM claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. RMB AM has been independently verified for the period April 1, 2005 through December 31, 2018. Verification assesses whether: (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis; and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composition presentation. The Tax-Exempt Fixed Income composite has been examined for the period of April 1, 2005 through December 31, 2015. The verification report is available upon request. RMB AM maintains a complete list and description of composites, which are also available upon request.

Description | The Tax-Exempt Fixed Income Strategy reflects the performance of fully discretionary bond accounts, which have an investment objective of providing clients with regular income and capital preservation and, for comparison purposes, is measured against the Barclays 5-Year Muni Bond index. The product is primarily invested in high-quality municipal bonds that are pre-refunded, escrowed to maturity, or general obligations. The Tax-Exempt Fixed Income Composite was created on April 1, 2005. An account is included in the Composite on the first day of the first full month the account is under management. An account is removed from the Composite as of the last day of its last full month. Account performance is based on total assets in the account, including cash and cash equivalents. Results are based on fully discretionary accounts under management, including those accounts no longer managed by RMB. Valuations and returns are computed and stated in U.S. Dollars.

ANNUAL PERFORMANCE RELATIVE TO STATED BENCHMARK

Year End	Composite Assets			Annual Performance Results					
	To tal Firm Assets as of 12/31 (\$M)	USD (\$M)**	# of Accounts Managed	Composite Gross-of- Fees (%)	Composite Net-of-Fees (%)	Barclays 5-YR Muni Bond Index (%)	Composite 3-YR ST Dev (%)*	Benchmark 3-YR ST Dev (%)	Composite Dispersion (%)
2018	4,291.7	201.1	124	1.87	1.55	1.69	2.04	2.57	0.19
2017	3,610.6	194.9	117	2.36	2.05	3.14	2.08	2.59	0.24
2016	3,047.5	159.6	106	-0.52	-0.82	-0.39	1.96	2.43	0.31
2015	3,706.0	195.8	224	1.83	1.51	2.43	1.45	2.10	0.37
2014	3,312.9	164.6	216	2.61	2.29	3.19	1.11	2.11	1.16
2013	3,248.5	127.2	199	0.13	-0.18	0.81	0.96	2.35	0.49
2012	2,585.9	153.9	195	1.05	0.77	2.97	0.92	2.38	0.41
2011	2,218.0	148.0	170	2.33	2.04	6.95	1.37	3.28	1.09
2010	1,881.9	181.5	198	1.48	1.18	3.39	N/A	N.A.	0.4
2009	1,613.9	186.3	210	3.79	3.51	7.41	N/A	N.A.	0.9
2008	1,113.6	151.5	212	4.75	4.45	5.79	N.A.	N.A.	0.9
2007	1,420.6	123.9	174	4.53	4.22	5.13	N.A.	N.A.	0.3
2006	1,070.2	62.6	88	3.12	2.82	3.34	N.A.	N.A.	0.1
2005**	811.9	66.4	104	1.13	0.94	2.13	N.A.	N.A.	N/A

*The 3 year ex-post standard deviation is not presented prior to 2011 because it is not required. ** Results shown for the year 2005 represent partial period performance from April 1, 2005 through December 31, 2005.

Fees | Effective January 1, 2011, RMB's asset management fee schedule is as follows: 0.35% on the first \$3.0 million, 0.325% on the next \$2.0 million, 0.300% on the next \$5.0 million, 0.275% on the next \$15.0 million, and 0.250% over \$25.0 million. Actual asset management fees charged by RMB may vary. Composite performance is presented on a gross-of-fees and net-of-fees basis and includes the reinvestment of all income. Gross-of-fees returns means it is net of transaction costs but gross of asset management fees, custodian fees and withholding taxes. The payment of actual fees and expenses would reduce gross returns. The compound effect of such fees and expenses should be considered when reviewing gross returns. The net returns are reduced by all actual fees and transactions costs incurred. The composite includes accounts that pay asset-based pricing for trading expenses. The maximum fee is 15 basis points per year; however, many accounts pay lower amounts due to household break-point relief. Returns for those accounts prior to 3/1/19 do not reflect the deduction of asset-based pricing, and are therefore gross of trading expenses. These accounts represent approximately 66% of composite assets. In addition to an asset management fee, some accounts pay a wealth management fee based on the percentage of assets under management to RMB Capital. The annual composite dispersion is an asset-weighted standard deviation calculated for the accounts in the Composite the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

Minimum Value Threshold | Prior to 2016, the composite had a minimum value threshold of \$100,000 to be included in the composite. After 2016, the composite minimum changed to \$500,000.

Comparison with Market Indices | RMB compares its Composite returns to the market index Barclays 5-Year Muni Bond Index, an index representative of major municipal bonds of all quality ratings with an average maturity of five years. These indices represent unmanaged portfolios whose characteristics differ from the Composite portfolios; however, they tend to represent the investment environment existing during the time period shown. The returns of the index do not include any transaction costs, management fees, or other costs. The investment strategy and types of securities held by the comparison index may be substantially different from the investment strategy and types of securities held by your account in the Composite. Benchmark returns presented are not covered by the report of independent verifiers.

Other | Past performance is not indicative of further results, and there is a risk of loss of all or part of your investment. Historical rates of return may not be indicative of future rates of return. Individual client performance returns may be different than the composite returns listed. Total Firm Assets as of 12/31 for the years 2010, 2011, and 2012 have been revised to exclude assets from personal trading accounts that were included in previously reported figures.