## BlackRock.

# Short Duration Fixed Income SMA

## **Table of Contents**

- 1. Introduction to BlackRock
- 2. Investment Process
- 3. Investment Team
- 4. Target Portfolio Details
- 5. Important notes

Investing involves risk. Certain information contained herein has been obtained from various third party sources believed to be reliable, but we cannot guarantee its accuracy or completeness. Any information expressed herein is historical and subject to change, and is not a guarantee or an indication of future results. The information expressed herein does not constitute an offer to buy or sell any securities or derivative instruments.

## **Introduction to BlackRock**

BlackRock. SMAL0324U-34473

## Who & how we serve

We collectively support millions of people around the world by working alongside institutions and financial advisors as they contribute to the financial well-being of those who depend on them.

## 400+

of the world's top insurance companies utilize our products and services to help enhance the value they deliver to their clients

### 130+

official institutions collaborate with us across asset management, risk and advisory to help countries achieve their broader objectives

## **\$100M**

Is being committed by The BlackRock Foundation to the Breakthrough Energy Catalyst Program\* to accelerate the affordability and availability of clean energy technologies

## 31mn

Investor accounts in the US hold iShares<sup>®</sup> ETFs in their portfolio<sup>1</sup>

## 40mn

**Individuals planning for retirement in US & Canada** have access to our products through their defined contribution plans<sup>2</sup>

## 400+

**family offices in the US** entrust us to manage assets on their behalf

Source: BlackRock, data as of December 31, 2023 unless otherwise noted. \*For more details: <u>https://www.blackrock.com/corporate/about-us/social-impact/breakthrough-energy</u> **1** Number of accounts calculated based on data sourced from Broadridge of accounts holding U.S. listed iShares ETFs (as of November 30, 2022) **2** Represents the estimated number of participants (active and retired) with access to BlackRock investment products through their US DC plan. The 401(k) and 403(b) active plan participant counts is sourced from Brightscope (as of December 31, 2020, or plan's latest filed Form 5500). State Government DC Plan participant counts are based on total current state employees (Census Annual Survey) where the state plan is known to hold a BLK product in their DC plan. Local Government DC Plan participants counts are estimated based on total current local government employees (Census Annual Survey), adjusted to align with BlackRock's current AUM market share of the US DC industry. The Federal Government's TSP participant count is sourced from their public November 2021 meeting notes. Retiree participant count is estimated based on the population 65+ (Census quick facts), with access to a DC plan (CRS 2021 Report) that stays in plan (Cerulli "US Retirement End Investor Report 2022), adjusted to align with BlackRock's current AUM market share of the US DC industry.

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## **Investment Process**

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## Our process incorporates deep resources and expertise to:

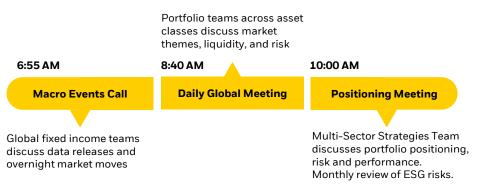
- Integrate macro, sector and security selection insights
- Budget risk to the highest quality alpha sources that seeks to provide diversified risk-adjusted returns



Diversification cannot fully eliminate the risk of investment loss and process is subject to change.

# Global forums promote idea sharing

#### Daily global information flow across regional experts



Recurring meetings help identify the evolution of macroeconomic trends, monetary policy and government policy

CIO Markets Call	Investment Strategy	Portfolio Construction Meeting to	Macro Speaker
External market call identifying the existing investment regime	CIO-led discussion across global fixed income teams	discuss potential scenarios and identify optimal positioning for the investment	External macro speaker addresses market views

paradigm

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6

## Unbiased Approach

#### **Sector Allocation**

Active rotation across benchmark and out of benchmark sectors

#### **Security Selection**

Strong bottom-up research dedicated to identifying well supported credits

#### **Duration, Yield Curve, Macro**

Strategies designed to manage duration, yield curve positioning and risk

A rigorous approach that seeks to employ the best ideas across the Multi-Sector Fixed Income Strategies platform

### **Core Sectors**

- US Treasuries
- US Agencies
- US Mortgages
- IG Corporates

- US Municipals
- ABS
- CMBS

### "Plus" Sectors

- US TIPS
- Global Inflation Linkers
- HY Corporates
- Bank Loans

- Non-US Credit
- Non-Agency RMBS
- CLOs
- Emerging Markets

The strategy can invest up to 20% in below investment grade securities. This material is not intended to be relied upon as a forecast, research or investment advice, and is not a recommendation, offer or solicitation to buy or sell any securities or to adopt any investment strategy.

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INVESTMENT PROCESS - TAXABLE FIXED INCOME

## **Security Selection**

## Sector specialist teams leverage the broad resources of BlackRock to make bottom-up decisions

#### Differentiated insight generation

#### Leadership in Sustainability

Our investors leverage their deep market knowledge and our collaborative intelligence to generate meaningful investment ideas across multiple disciplines. Dedicated sustainability research teams partner with investors and researchers to understand **material sustainability risks and opportunities.** 

#### Advanced data analytics & technology

Raw inputs useful for making decisions: prices, ratings, shipping info, transcripts, geolocation, texts transformed into information and informed risk taking.

#### Leveraging our breadth & reach

We increase the capacity of our investment teams with dedicated capital markets and trading platforms, enabling informed risk taking with reduced transaction costs.

**540**+

research analysts sharing insights globally across the firm.

## 3,500+

engagements with 2,100 companies on ESG issues

## 100+

alternative data sets integrated into our research platform **\$180B** 

deployed in primary issuance

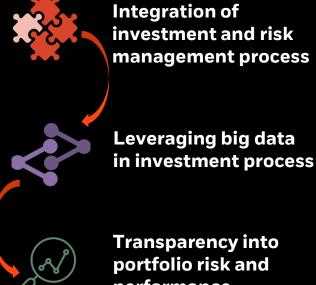
Source: BlackRock, as of December 31<sup>st</sup> 2023. There is no guarantee that research capabilities will contribute to a positive investment outcome.

BlackRock.

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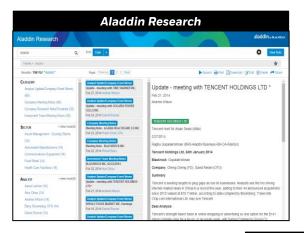
## **Combine platform insights** with latest big data techniques and technology to optimise portfolio construction

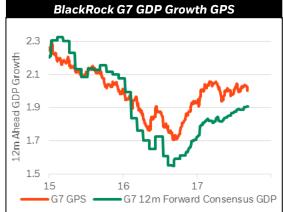
We have a continuous focus on leveraging technology to sharpen investment insights and enhance our Aladdin®\* investment management platform



#### **Transparency into** portfolio risk and performance

BlackRock's Aladdin platform is a financial technology platform designed for institutional client use only and is not intended for end investor use. Aladdin users undertake sole responsibility and liability for investment or other decisions related to the technology's calculations and for compliance with applicable laws and regulations. The technology should not be viewed or construed by any Aladdin users, or their customers or clients, as providing investment advice or investment recommendations to any parties.





**Portfolio Construction Tools** 

Source: BlackRock Investment Institute, Screenshots are for illustrative purposes only.

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## On-going dialogue and close partnership with Risk & Quantitative Analysis (RQA) is an integral part of the investment process

## **Risk Management:**

Partnership between RQA and Customized Multi-Sector Team

### Team approach to risk management

Dedicated RQA professionals partner with Customized Multi-Sector Team seek to manage risk

## Sophisticated analytics and investment systems

BlackRock Solutions<sup>®</sup> produces state-of-the-practice proprietary analytics and tools

### **Open information architecture**

All levels of the organization share the same timely information on portfolio risk

Source: BlackRock. Investment process is shown for illustrative purposes only and is subject to change. Risk management cannot fully eliminate the risk of investment loss.

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## **IG credit research platform**

#### **Dedicated, global IG research**

team organized geographically, by industry, and rating to maximize coverage

## Utilize qualitative and quantitative analysis

to identify what we believe to be the best investment opportunities

#### **Strategic partnerships**

with dedicated sector specialists and Global Capital Markets team to ensure investment themes are actionable

#### Strong access to management teams

via our extensive credit and equity research platforms

#### **Global Investment Grade Credit Research Team**

Thomas Walsh Head of US Credit Research

+12 research analysts in Americas

+15 IG research analysts in EMEA, APAC

#### **Responsible Investing and ESG**

We consider ESG information as it relates to an issuer's creditworthiness and engage proactively with global entities to address ESG and financial concerns

#### Insights

Developing the clearest possible picture of how environmental, social and governance issues affect risk and long term return

#### Integration

Integrating sustainabilityrelated insights and data into our investment processes

Source: BlackRock; December 31, 2023.

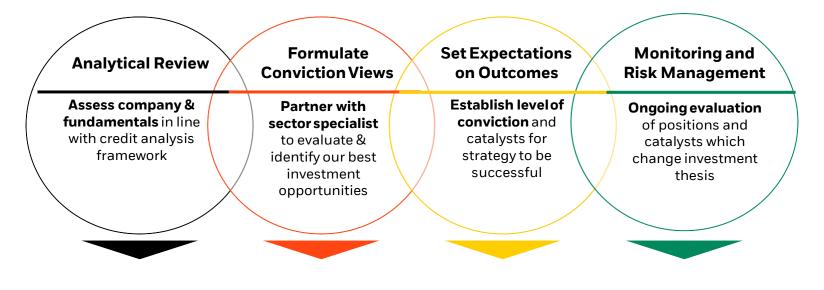
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## **Analytical review process**

Fundamental Analysis Equity Market View ESG	Qualitative factors     Identify whether the issuer is succeeding in their market     1   Industry assessment – Current outlook and dynamics     2   Competitive position – How strongly positioned is issuer?     3   Management quality – How strong is management team?     Critical to understand how all stakeholders view an issuer – leading indicator for potential event risk     Examine holistically an issuer's social and environmental in and risk characteristics – ESG rating, carbon intensity, and sustainable	Leverage Ability to take on additional leverage Liquidity Committed sources of funding for surprise needs Equity markets can serve as a	Fundamental View
Credit Market View	Incorporate portfolio construction view underwriters	<b>pital Markets</b> ssue pricing and covenants with	Credit Market View
Output	Final relative value decision communicated	to the platform	Relative Value Recommendation

Source: BlackRock; December 31, 2023. For Illustrative purposes only. Subject to change.

## **Credit view formulation**



**Global Credit Scorecard** 

Integration with PM Tools

## Analysts and traders provide deep dive information on each issuer that is then used in portfolio construction by the PM. Some common indicators include:

- Overall credit worthiness (strong, mixed, weak)
- Direction of credit worthiness (improving, deteriorating, stable)
- Relative value (rich, cheap)
- Weighted recommendation (overweight, market weight or underweight the issuer)
- Potential ratings downgrades (A to BBB, IG to HY)

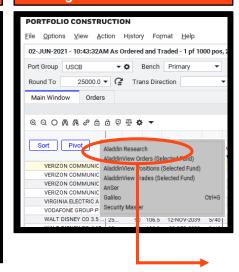
Source: BlackRock. Investment process is for illustrative purposes only. Monitored characteristics and indicators are subject to change.

## **Credit market view distribution to portfolio teams**

#### Research Views are disseminated through Aladdin Research with all stakeholders having immediate access

Aladdin Research Credit Scorecard							
	GFI Research Sector	US Sector Ranking	GFI Fundamental Credit View	GFI Credit Direction	US RV Recommendation	24 Month Junk Risk	24 Month BBB Risk
Issuer Ticker	Value ↓ 1	2 ↑ Value	Value	Value	Value	Value	Value
Hidden	Utilities	1	Strong	Stable	Overweight	Remote	Remote
Hidden	Utilities	2	Strong	Stable	Market	Remote	Possible
Hidden	Utilities	3	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	4	Mixed - positive	Stable	Overweight	Remote	Possible
Hidden	Utilities	5	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	6	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	7	Strong	Deteriorating	Strong Under	Remote	Probable
Hidden	Utilities	8	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	9	Mixed - positive	Stable	Market	Remote	Possible
Hidden	Utilities	10	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	11	Mixed - positive	Stable	Overweight	Remote	Possible
Hidden	Utilities	12	Mixed - positive	Stable	Market	Remote	Possible
Hidden	Utilities	13	Mixed - positive	Stable	Underweight	Remote	Possible
Hidden	Utilities	14	Mixed - positive	Stable	Market	Remote	Remote
Hidden	Utilities	15	Mixed - negative	Stable	Underweight	Remote	Possible
Hidden	Utilities	16	Mixed - negative	Stable	Underweight	Remote	Possible
Hidden	Utilities	17	Strong	Stable	Overweight	Remote	Aiready
Hidden	Utilities	18	Mixed - positive	Stable	Market	Remote	Aiready
Hidden	Utilities	19	Mixed - positive	Stable	Market	Remote	Aiready
Hidden	Utilities	20	Mixed - positive	Stable	Overweight	Remote	Already
Hidden	Utilities	21	Mixed - negative	Deteriorating	Underweight	Remote	Aiready
Hidden	Utilities	22	Mixed - positive	Uncertain	Market	Remote	Remote
Hidden	Utilities	23	Mixed - positive	Uncertain	Market	Remote	Already
Hidden	Utilities	24	Mixed - positive	Uncertain	Strong Over	Remote	Already

#### Integration with PM Tools



#### **Aladdin Research Issuer Library** Aladdin Research 🚓 Home 🔍 Search 📑 Profile 😌 Coverage 📑 Reports 🕔 Resources Search VZ Q Look Back Select. 133 results for VZ ☆ Date . Sort by: CORPORATE ISSUER TREE ations Sector Overview Today at 3pm Jun 28, 2018 Douglas Oare CFA VERIZON COMMUNICATIONS INC (21) Total-30 Investment Commentary Views: 1, Likes: 0 EQUITY RESEARCH Outlook changed from Uncertain to Improving following greater CATEGORY confidence following 1Q18 results. VZ has outperformed since August but we believe it remains attractive relative to industry Unclassified (103) nchmark CMCSA (which is now more cloudy given Investment Commentary (14) SKYLN/DIS/FOXA) in (VZ) Jun 4, 2018 Douglas Oare CFA MSCI ESG Commentary (10) Investment Commentary Analyst Update/Company Event Memo (4) Views: 1. Likes: 0 Company Meeting Notes (2) Challenged Wireless Prospects - Wireless is the primary value friver where VZ is the strongest performer in the US industry that 14 SECTOR has seen much greater competitive pressure from S/TMUS in recent years creating operating uncertainty and reduced Integrated Telecommunication Services (130) growth (VZ) Cable - Satellite (49) May 31, 2018 Douglas Oare CFA Wireless Telecommunication Services (20) Investment Commentary Views: 0, Likes: 0 Broadcasting (19) 1Q18 Domestic Broadband/Video Market - Broadband Slightly Advertising (17) Soft/Pay TVErosion Continues/Cable Taking Share Movies - Entertainment (17) May 22, 2018 Douglas Oare CFA Investment Commentary Show All (25) Views: 3, Likes: 0

lssuer								
F	undamental		ESG Factors (	Red=Deter, G	reen=Improv)		Valuation	
		Risk				Exposure	Expected	Weekly
View	Direction	Flags	Environ.	Social	Govern.	Target	Volatility	Liquidity
Strong	Improving	Event Risk	Significant	Significant	Significant	Strong Over	Lower	\$50mm+
Mixed-Positive	Stable	Cap. Struct.	Material	Material	Material	Overweight	Market	\$25-\$50mm
Mixed-Negative	Uncertain	Shareholder	Non-Material	Non-Material	Non-Material	Market	Higher	<\$25mm
Weak	Deteriorating	Disruption	Positive	Positive	Positive	Underweight		Appointmen
High Risk		Other				Strong Under		

Standard Issuer snapshot incorporated into all detailed notes published in Aladdin Research including relevant ESG factors

Note: Data for illustrative purposes only. Subject to change.

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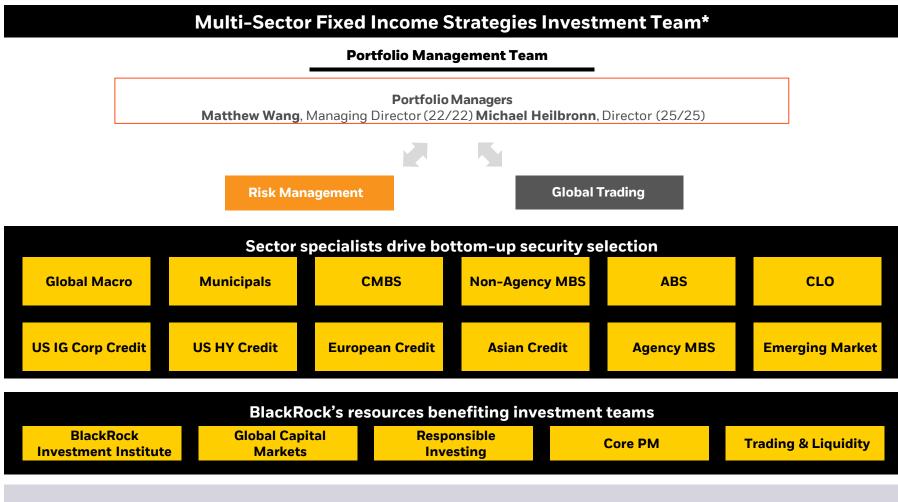
**INVESTMENT PROCESS - TAXABLE FIXED INCOME** 

## **Investment Team**

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# The Customized Multi-Sector investment team leverages the full power of BlackRock's global fixed income platform

Deep resources and specialized market insights enable unbiased focus on investment opportunities



Team leverages the breadth and scale of the BlackRock fixed income platform.

\*Years at BlackRock / Year in Industry as of December 2023.

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## **Taxable Fixed Income – Investment Team**

#### **Michael Heilbronn**

#### Director

Michael Heilbronn, Director, is a member of the Core PM SMA Team in Princeton for BlackRock's Managed Account business within SMA Solutions. In this capacity, he is responsible for managing the SMA taxable fixed income portfolios and mid-sized institutional taxable bond portfolios. Additionally, Mr. Heilbronn is part of a liaison team that coordinates the SMA fixed income portfolio strategy and credit research with the rest of the firm. He works closely with each group to facilitate idea sharing and trade ideas across portfolios.

Mr. Heilbronn's service with the firm dates back to 1998, including his years with Merrill Lynch Investment Managers (MLIM), which merged with BlackRock in 2006. At MLIM, he was a product specialist for the firm's entire range of fixed income portfolios, and also served as an associate asset management advisor. Michael joined MLIM in 2000, after working with the mutual funds marketing team at the Merrill Lynch Private Client Group for two years.

Mr. Heilbronnearned a BS degree from the Pennsylvania State University in 1998.

#### **Matthew Wang**

#### **Managing Director**

Matthew Wang, Managing Director, is the Head of the Core PM Multi-Sector team within Fundamental Fixed Income and helps lead the portfolio construction research effort. In this role, his team manages the day-to-day portfolio management activities for the Customized Core, Short Duration and Global Bond books of business, and also works towards enhancing the portfolio construction technology and analytical infrastructure to better assess and implement risk budgeting with respect to portfolio specific constraints.

Mr. Wang began his career at BlackRock in 2001 as an analyst in the Portfolio Analytics Group and was previously the Lead Risk Manager for US Multi-Sector Fixed Income in the Risk & Quantitative Analysis Group.

Mr. Wang earned a BS degree in mechanical engineering from the University of Michigan in 1999 and an MS degree in Financial Engineering from Columbia University in 2000.

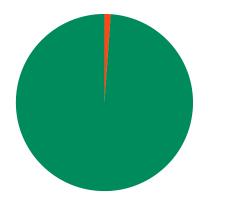
## **Target Portfolio Details**

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## **Short Duration SMA**

\*Supplemental Information - As of 12/31/2023

#### **Credit Quality Breakdown**



Credit Quality Breakdown			
Cash and/or Derivat	ives 1.1%		
AA Rated	98.9%		

#### Allocation (%)

Top Sectors (% Weight)				
US Treasuries	55.6%			
Other Securities	43.3%			
Cash	1.1%			

Strategy Inception	Benchmark	
4/1/1996	BOA Merrill Lynch	
	1-3 Year Treasury Index	

#### Past Performance is not indicative of future results.

\*The above information is supplemental to the composite disclosure slide located in the appendix. **Investing involves risk**. Model portfolio information reflects the current strategy of a fully discretionary, unconstrained account and is not the result of actual trading. Actual portfolios may differ as a result of account size, client-imposed investment restrictions, the timing of client investments and market, economic and individual company considerations. It is not possible to invest directly in an index. Performance data is reflective of the SMA's composite. Please see **Important Notes** at the end of the presentation for additional disclosure and information.

## **Short Duration SMA**

\*Supplemental Information - As of 12/31/2023

Quarterly Composite Performance (% Returns) Not annualized for less than one year						
	Composite (Net)	Composite (Gross)	Benchmark <sup>1</sup>			
YTD	1.66	4.81	4.61			
12/31/2023	1.93	2.71	2.69			
9/30/2023	0.04	0.80	0.73			
6/30/2023	-1.13	-0.37	-0.37			
3/31/2023	0.84	1.61	1.51			

Average Annual Total Composite Returns (%)					
	Composite (Net)	Composite (Gross)	Benchmark <sup>1</sup>		
1 Year	1.66	4.81	4.61		
3 Year	-2.27	0.28	0.08		
5 Year	-0.57	1.65	1.37		
10 Year	-0.47	1.47	1.09		
Since Inception <sup>2</sup>	1.64	3.44	2.93		

Historical Composite Performance (% Yearly Total Return)					
	Composite (Net)	Composite (Gross)	Benchmark <sup>1</sup>		
2023	1.66	4.81	4.61		
2022	-6.43	-3.54	-3.65		
2021	-1.89	-0.25	-0.55		
2020	1.22	2.91	3.10		
2019	2.87	4.59	3.55		
2018	-0.21	1.46	1.58		
2017	-0.26	1.41	0.42		
2016	0.07	1.74	0.89		
2015	-0.92	0.73	0.54		
2014	-0.52	1.13	0.62		

Model Portfolio Characteristics				
Portfolio Benchmark				
Effective Duration	1.7 years	1.8 years		
Average Maturity	erage Maturity 2.2 years 2 years			
Average Yield to Maturity	4.93%	4.53%		

Strategy Inception <sup>2</sup>	Benchmark <sup>1</sup>	
4/1/1996	BOA Merrill Lynch	
4/1/1996	1-3 Year Treasury Index	

Net composite returns are calculated by deducting the highest applicable model wrap fee (3% on an annual basis, or 0.75% quarterly, and prior to 1/1/20221.64% on an annual basis, or 0.41% quarterly).

#### Past Performance is not indicative of future results.

\*The above information is supplemental to the composite disclosure slide located in the appendix. **Investing involves risk**. Model portfolio information reflects the current strategy of a fully discretionary, unconstrained account and is not the result of actual trading. Actual portfolios may differ as a result of account size, client-imposed investment restrictions, the timing of client investments and market, economic and individual company considerations. It is not possible to invest directly in an index. Performance data is reflective of the SMA's composite. Please see **Important Notes** at the end of the presentation for additional disclosure and information.

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## **Historical Data: BlackRock Short Duration SMA Composite**

Calendar Year	Pure Gross of Fee Composite Return (%)	Net of Fee Composite Return (%)	Benchmark Return (% <sup>)</sup>	Number of Portfolios	Composite Dispersion (% <sup>)</sup>	Composite 3-Year Annualized Standard Deviation (%) <sup>1</sup>	Benchmark 3-Year Annualized Standard Deviation (%) <sup>1</sup>	Total Assets at End of Period (US\$mn)	Total Firm Assets (USD mm <sup>)</sup>
2014	1.13	-0.52	0.62	224	0.54	0.62	0.33	221	<1
2015	0.73	-0.92	0.54	185	0.39	0.64	0.55	193	<1
2016	1.74	0.07	0.89	170	0.02	0.73	0.77	154	<1
2017	1.41	-0.26	0.42	145	0.05	0.70	0.75	137	<1
2018	1.46	-0.21	1.58	501	0.04	0.73	0.86	181	<1
2019	4.58	2.87	3.55	543	0.04	0.89	0.95	168	<1
2020	2.90	1.21	3.10	564	0.01	1.68	1.22	183	8,333,896
2021	-0.25	-1.88	-0.55	587	0.01	1.70	1.21	179	9,663,234
2022	-3.53	-6.43	-3.64	557	0.03	2.14	1.73	171	8,296,032
2023	4.80	1.66	4.61	486	0.02	2.13	2.09	173	9,600,706

Supplemental Data				
Period ending 12/31/2023	Gross of fee composite annualized return (%)	Net of fee composite annualized return (%)	Benchmark annualized return (%)	
1 Year	4.80	1.66	4.61	
5 Year	1.65	-0.56	1.36	
10 Year	1.47	-0.46	1.08	
Since inception (03/31/1996)	3.43	1.63	2.92	

Past Performance is not indicative of future results.

Benchmark performance returns do not reflect any management fees, transaction costs or expenses. Benchmarks are unmanaged and one cannot invest directly in a benchmark. Please see the following page(s) for important disclosures related to this composite.

Data shown may be subject to revisions from time to time based on availability of new information. Any such revisions are not material.

The three-year annualized standard deviation measures the variability of the composite gross returns and benchmark returns over the preceding 36-month period

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# Historical Data: BlackRock Short Duration SMA Composite (Cont'd)

Notes:

For purposes of compliance with the Global Investment Performance Standards (GIPS®), the "firm" refers to the investment adviser and national trust bank subsidiaries of BlackRock, Inc., located globally. This definition excludes: 1) BlackRock subsidiaries that do not provide investment advisory or management services, ii) the Absolute Return Strategies (funds-of-hedge-funds) business and Private Markets units under the "Multi Alts Solutions" platform, iii) BlackRock Capital Investment Corporation, LLC, iv) Retail mutual funds and separately managed accounts within BlackRock México Operadora, S.A. de C.V., Sociedad Operadora de Fondos de Inversión. v) Aperio Group, LLC. and vi) BlackRock's illiquid alternatives businesses. BlackRock's illiquid alternatives businesses (including private equity, private debt, infrastructure and physical real estate) have been excluded from the firm definition as of 1 Jan 2023. These exclusions have been made on the basis of an ongoing business realignment at BlackRock that more clearly reflects the differentiated product offerings in private market illiquid active/index product space. Further information regarding this update is available upon request.

BlackRock claims compliance with the GIPS standards and has prepared and presented this report in compliance with the GIPS standards. BlackRock has been independently verified for the periods 1 January 1993 through 31 December 2022. The verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. The firm is verified annually by Deloitte & Touche LLP.

Portfolio returns are calculated monthly, using the Modified Dietz method. Trade date accounting has been used since the inception of the composite. The returns are expressed in US dollars and are asset-weighted since inception.

The benchmark index shown is the Bloomberg Barclays Government Credit 1-3Yr Index. Prior to 12/31/2022 the benchmark was the BofA Merrill Lynch 1-3 Years Treasury® Index.

Composite dispersion measures represent the consistency of a firm's composite performance results with respect to the individual portfolio returns within a composite. Composite dispersion is the square root of the sum of monthly variances of portfolio returns around the composite returns. The monthly variance is the sum of the asset-weighted squared differences between the individual portfolio returns and the composite returns. Only portfolios that have been included in the composite style for a full month are accounted for in the dispersion calculation. For composites containing only one account, a measure of dispersion is not meaningful (NM).

As of 12/31/2021, total firm assets are now presented for all periods presented. Previously, for annual periods through 12/31/2019, composite assets were presented as a percentage of total firm assets.

There have been no alterations of the composite due to changes in personnel or other reasons.

Pure gross of fee performance results are presented as supplemental information and presented before management, custodial fees, broker fees and transaction costs, but net of withholding taxes (if applicable). The wrap fee covers the firm's management services and transaction costs. Net composite returns are calculated by deducting the highest applicable model wrap fee (3% on an annual basis, or 0.75% quarterly, and prior to 1/1/2022 1.64% on an annual basis, or 0.41% quarterly).

Lists of composite descriptions, limited distribution pooled fund descriptions, and broad distribution pooled funds are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request.

BlackRock Short Duration SMA Composite: This investment strategy seeks total return derived primarily from coupon interest and capital appreciation. It invests primarily in government securities, investment grade corporate bonds, asset-backed and mortgage-backed securities, and approximately 40% in shares of a fee-waived mutual fund, which can invest in a wide variety of investment grade Fixed Income Securities. These portfolios are expected to have durations of one to three years. An investor selecting this strategy may risk some loss of principal. The principal risks of the strategy are credit risk, liquidity risk, counterparty risk, interest rate risk More detailed information on this strategy is available upon request.

The performance results from May 1, 2009 to the end of the most recent calendar year represents the composite of all fully discretionary, unconstrained Separately Managed Account (SMA) program accounts managed in this style by the firm for at least two months.

The performance results from January 1, 2008–April 30, 2009 represent the composite of all fully discretionary, unconstrained SMA program accounts managed in this style by the firm for at least three months. The performance results from July 1, 2006–December 31, 2007 represent the composite of all fully discretionary, unconstrained SMA program accounts with a minimum market value of \$240,000 managed in this style by the firm for at least three months. The performance results from July 1, 2006–December 31, 2007 represent the composite of all fully discretionary, unconstrained SMA program accounts with a minimum market value of \$240,000 managed in this style by the firm for at least three months. Results prior to July 1, 2006 represent BlackRock's unconstrained, discretionary institutional accounts with a minimum of \$25mn managed in this style for at least three months (although none held BlackRock Bond Allocation Target Shares (BATS)). BATS are utilized in an attempt to provide an investment experience that is similar to that achieved by BlackRock's institutional accounts managed in this style. Therefore, the performance of such institutional accounts is included in the composite because BlackRock believes it is relevant to prospective clients.

The creation date of the composite is December 31, 2010. New accounts and accounts that have changed their investment mandate to that of the composite are included in the composite upon the completion of the second full month under management. Closed accounts and accounts that change their investment mandate are included in the composite through the completion of the last full month under management or the last full month under the old strategy. The inception date of the composite is 03/31/1996.

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**Performance and Fees. Past performance is no guarantee of future results**. Certain performance figures do not reflect the deduction of investment advisory fees (please refer to Part 2 of BlackRock's Form ADV) in the case of separate accounts; but they do reflect commissions, other expenses, and reinvestment of earnings. Such fees that a client may incur in the management of their investment advisory account may reduce the client's return. For example, assuming an annual gross return of 8% and an annual management/advisory fee of .40%, the net annualized total return of the portfolio would be 7.58% over a 5-year period. The "net of fees' performance figures reflect the deduction of actual investment advisory fees but do not reflect the deduction of custodial fees. All periods longer than one year are annualized. When BlackRock invests a client's separate account in mutual funds or exchange traded funds, such funds may charge fees and expenses payable to third parties and/or BlackRock that are in addition to the fee payable to BlackRock in connection with its management of the separate account.

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#### Risk

Investment involves risk. Stock and bond values fluctuate in price so the value of your investment can go down depending upon market conditions. The two main risks related to fixed income investing are interest rate risk and credit risk. Typically, when interest rates rise, there is a corresponding decline in the market value of bonds. Credit risk refers to the possibility that the issuer of the bond will not be able to make principal and interest payments. The principal on mortgage- or asset-backed securities may be prepaid at any time, which will reduce the yield and market value of these securities. Obligations of US Government agencies and authorities are supported by varying degrees of credit but generally are not backed by the full faith and credit of the US Government. Investments in non-investment-grade debt securities ("high-yield bonds" or "junk bonds") may be subject to greater market fluctuations and risk of default or loss of income and principal than securities in higher rating categories. Income from municipal bonds may be subject to state and local taxes and at times the alternative minimum tax. International investing involves risks related to foreign currency, limited liquidity, less government regulation, and the possibility of substantial volatility due to adverse political, economic or other developments. These risks are often heightened for investments in emerging / developing markets or smaller capital markets.

#### **Model Portfolio**

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#### **Definitions:**

**Standard deviation** is a statistical measure that depicts how widely the returns of an investment varied over a certain period of time. Investors can use the standard deviation of historical performance to try to predict the range of returns that may occur for a particular investment. A higher standard deviation indicates greater volatility or a wider range of returns.

**Beta** is a historical measure of the degree of change in value in a portfolio given a change in value in a benchmark index. A portfolio with a beta greater than one generally exhibits more volatility than its benchmark index, and a portfolio with a beta of less than one generally exhibits less volatility than its benchmark index.

**Alpha** measures the difference between a portfolio's actual returns and its expected performance, given its beta and the actual returns of the benchmark index. Alpha is often described as a measurement of the value added or subtracted by a portfolio's manager.

**Up-market capture ratio** is a measure of manager's performance in up markets relative to the market itself. The higher the manager's up-market capture ratio, the better the manager capitalized on a rising market. In this presentation, quarterly data is used.

**Down-market capture ratio** is a measure of manager's performance in down markets relative to the market itself. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. In this presentation, quarterly data is used.

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