



**Objective**

To build and maintain a portfolio that represents the best relative value available based on the expected economic and market environment. We alter portfolio composition based on the liquidity constraints of the client. We look to add incremental return by taking advantage of market anomalies. Our goal is to outperform the Bloomberg 1-3 Year Govt/Corp Index and to rank in the upper quartile in a universe of our peers.

**Strategy**

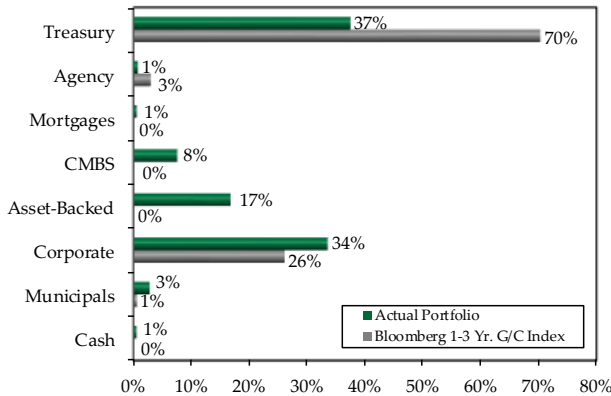
We seek total rate of return through the active management of all structural components of the portfolio; sector/ industry allocation, credit quality, liquidity, yield curve, maturity exposure and call structure. Our primary focus is issue selection and sector rotation. We attempt to buy credits or structure that should perform well in the current economic environment. We typically do not look to benefit from duration management.

**Philosophy**

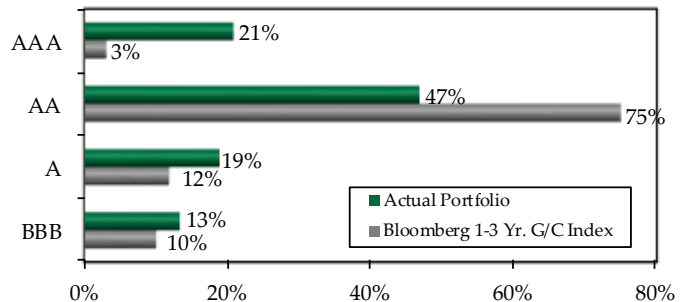
Fixed Income returns correlate to the economic cycle, so our portfolio strategy emanates from a detailed, ongoing assessment of the economy. Our bias is to maximize yield, but with great respect for the risk inherent in such a strategy. We believe over the long term, that maximizing yield and relative value with sensitivity to credit risk leads to higher returns.

Minimum account size \$15 million.

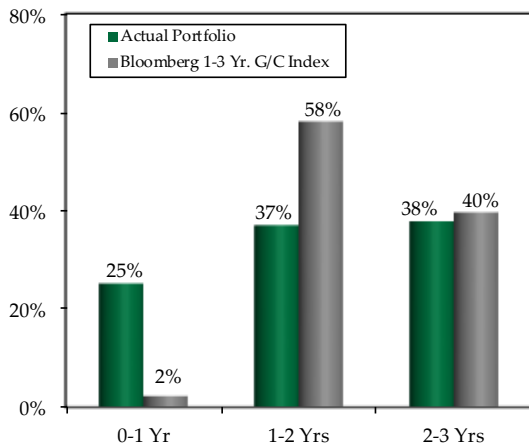
**Sector Distribution**



**Quality Distribution**



**Duration Distribution**



**Portfolio Statistics**

	<b>Actual Portfolio</b>	<b>Bloomberg 1-3 Year G/C Index</b>
Average Yield	4.61	4.41
Average Maturity	1.76	1.85
Average Coupon	3.95	3.03
Effective Duration	1.64	1.74
Average Quality	AA-	AA

Strategy AUM: \$334 Million

Accounts in the Strategy: 9

**Portfolio Management Team**

	<b>Focus</b>	<b>Years at NIS</b>	<b>Years of Experience</b>
Jason Berrie, CFA	CIO, Credit	21	32
Mark Anderson, CFA	Strategist/Preferred	24	31
James Kaplan, CFA	Lead PM - Structured	15	42
Barbara Schalla, CFA	Credit	33	39
Vincent Russo, CFA	Credit	10	26
Lesly Barnes	ABS	17	22
Stefan Martin	CMBS	7	25
Stephen Smitley	Municipal/Structured	4	26
Michael Fohr, CFA, CPA, JD	Co-PM High Yield	8	12
Thomas Price, CFA	Co-PM High Yield	4	35
John Veternick	Credit Analyst	10	10
Richard Tauber, CFA, CPA	Credit Analyst	5	35
Vasilios Gerasopoulos	Municipal Analyst	0	20

Disclosures: Distribution totals may not equal 100% due to rounding. The Actual Portfolio data shown represents a client portfolio that NIS believes to be representative of the NIS Short Duration Fixed Income management strategy. The Bloomberg 1-3 Year Govt/Credit Index is comprised of all outstanding U.S. Treasury and Agency issues and investment grade credit bonds less than three years in maturity. The Bloomberg Intermediate Government/Credit Index is comprised of all outstanding U.S. Treasury and Agency issues and investment grade credit bonds greater than one year, but less than ten years in maturity. Comparative data was provided by or compiled based on information gathered from Bloomberg which is a third party source. Although we believe this source is reliable, we have not independently verified any such information and make no representations or warranties as to the accuracy, timeliness or completeness of such information. All investments are subject to a risk of loss.