



## Firm Overview

Farr, Miller & Washington, established in 1996, is a **GIIPS** (Global Investment Performance Standards) compliant, conservative manager of assets and wealth. Our longstanding investment philosophy and discipline are grounded in fundamental research of **individual stocks, bonds and ETFs**.

We offer a dedicated client service team with an unwavering focus on our clients and their goals. Each portfolio is **customized** and managed individually based on the client's particular risk tolerance, tax status, existing positions, long-term goals and cash flow needs. Clients enjoy a close relationship with Portfolio Managers as well as access to our team of Research Analysts.

## Portfolio Objective

- Seeks income generation and capital preservation through a diversified portfolio of primarily investment grade bonds
- Invests in corporate bonds, municipal bonds (taxable and tax-exempt), agencies, treasuries, inflation-protection bonds, and trust-preferred securities
- Focuses on generating attractive risk-adjusted returns
- The Investment Committee uses best efforts to evaluate interest rates, inflation, and the strength of the economy, shaping the ultimate duration of the portfolio

## Investment Strategy

Portfolios are constructed individually based upon risk-tolerance, time-horizon, income needs and market conditions. For corporate bonds, particular attention will be paid to companies with high coverage ratios, conservative balance sheets, high returns on capital, and sustainable cash flow.

Municipalities will be scrutinized for their financial strength, debt service coverage ratios, monopolistic characteristics, and the political and economic climate in the state of issuance. In the current environment we aim for an average life inside of 5 years with strong credit quality and call protection.

## Investment Process

- 1 Effective screening process:** Our equity research process governs our selection of corporate bonds. For municipal bonds, our proprietary screening process highlights attractive issuances and creates a select list of potential investments.
- 2 Credit Analysis:** Fundamental analysis is performed on actionable ideas, with different considerations for corporate and municipal bonds. Considerations include: Structure of the security, financial strength, debt service coverage ratios, and yields vs. risk-free alternatives.
- 3 Macro-Economic Analysis:** Our analysis on economic growth, interest rates, and inflation shape the duration of the portfolio.
- 4 Trade Execution:** The firm favors smaller issuances and odd lots. Long-term trading experience on several different platforms facilitates our efforts to achieve more favorable pricing.

### Annualized Returns 12/31/08 - 6/30/20<sup>1</sup>

FMW (Gross)

4.06%

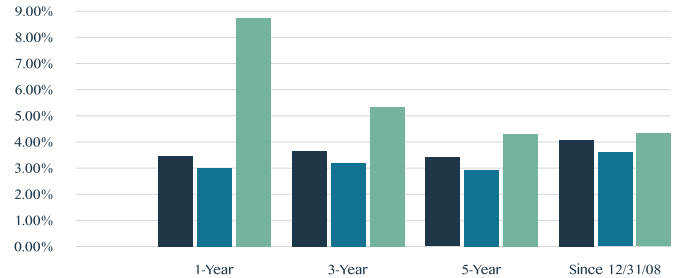
FMW (Net)

3.58%

Barclays US Aggregate

4.31%

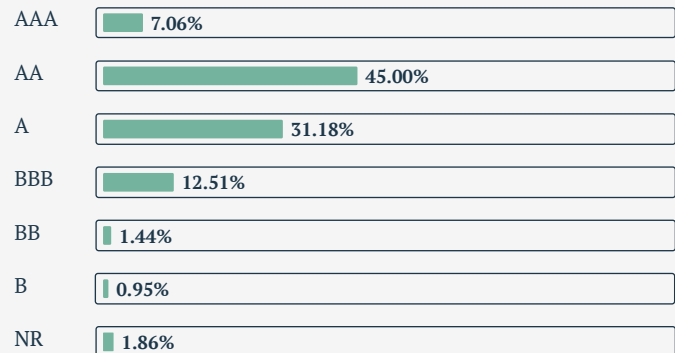
### Annualized Performance 12/31/08 - 6/30/20<sup>1</sup>



FMW (Gross)	3.45%	3.65%	3.39%	4.06%
FMW (Net)	3.00%	3.19%	2.92%	3.58%
Barclays Agg	8.74%	5.32%	4.3%	4.31%

(1) Past performance is not indicative of future results. Please refer to the annual disclosure presentation found on the reverse side.

### Credit Quality (%) as of 6/30/20<sup>2</sup>



(2) This supplemental information complements the annual disclosure presentation.

### Upside/Downside Market Capture Ratio Since Inception vs. Barclays Aggregate 12/31/08-6/30/20<sup>1</sup>



Source: PSN Enterprises

(1) Past performance is not indicative of future results. Please refer to the annual disclosure presentation found on the reverse side.

## Our Offices

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**Fixed Income Portfolio Characteristics as of 6/30/20<sup>2</sup>**
**FMW**
**iShares US Aggregate<sup>3</sup>**

Average Maturity (Years)	11.7	7.95
Avg. Call Adjusted Maturity	4.02	N/A
Duration	3.14	5.8
Average YTM	3.16%	1.38%
Average YTW	1.9%	N/A

(2) This supplemental information complements the annual disclosure presentation.

(3) The characteristics are based on the iShares Core US Aggregate Bond ETF.

**Farr, Miller & Washington, LLC**  
**Fixed Income Composite**  
**Annual Disclosure Presentation**

Year End	Total Firm Assets (millions)	Composite Assets			Annual Performance Results				Ex Post Standard Deviation (Rolling 3 Years)	
		USD (millions)	Number of Accounts	% Non-Fee-Paying	Composite Gross	Composite Net	Barclays US Agg	Composite Dispersion	Composite	Barclays US Agg
2019	1866	51	47	1.0%	6.04%	5.57%	8.72%	1.53%	1.21%	2.87%
2018	1513	38	46	1.3%	2.10%	1.65%	0.01%	0.8%	1.39%	2.84%
2017	1485	38	42	0.0%	3.92%	3.42%	3.54%	1.4%	1.47%	2.78%
2016	1258	33	40	0.0%	2.08%	1.61%	2.65%	1.3%	1.62%	2.98%
2015	1174	29	32	0.0%	1.75%	1.29%	0.55%	0.9%	1.52%	2.88%
2014	1208	53	60	0.0%	5.92%	5.47%	5.97%	3.3%	1.40%	2.63%
2013	1038	41	53	0.0%	1.77%	1.31%	-2.02%	0.8%	1.32%	2.71%
2012	804	35	48	0.6%	4.93%	4.43%	4.22%	1.7%	1.47%	2.38%
2011	782	37	46	6.3%	6.09%	5.60%	7.84%	1.7%	2.54%	2.78%
2010	719	34	41	9.5%	4.18%	3.68%	6.54%	2.0%	4.74%	4.16%
2009	662	15	21	3.5%	6.56%	6.06%	5.93%	1.4%	4.66%	4.11%
2008	459	9	12	2.5%	3.58%	3.03%	5.24%	1.4%	4.29%	3.97%

Farr, Miller & Washington, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Farr, Miller & Washington, LLC has been independently verified for the periods December 31, 2016 through December 31, 2017 by ACA Performance Services, LLC, and for the period January 1, 1997 through December 31, 2016 by Ashland Partners & Company LLP. The verification reports are available upon request. 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 composite presentation.

**Notes:**

- Farr, Miller & Washington, LLC is a registered investment adviser and is defined as an independent investment management firm.
- Fixed Income composite contains fully discretionary taxable and tax-exempt fixed income accounts, consisting of only fixed income securities. Securities are generally investment-grade. The strategy seeks to manage interest rate risk, credit risk, liquidity risk and reinvestment risk by proper diversification and duration management. The minimum account size for this composite is \$200 thousand.
- For comparison purposes, it is measured against the Barclays US Aggregate Bond Index.
- The Fixed Income Composite was created January 1, 1997. A complete list of composite descriptions is available upon request.
- Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results.
- Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees.
- Valuations are computed and performance is reported in U.S. dollars. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- The investment management fee schedule is 0.50% on assets under management. Actual investment advisory fees incurred by clients may vary.
- The annual composite dispersion presented is an equal-weighted standard deviation calculated for the accounts in the composite for the entire year.
- The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36 month period.