



Fixed Income Strategies Overview

January 2026

*Serving the institutional and
private client communities
with high quality fixed income
since 1996.*

5900 Southwest Parkway
Building 1, Suite 100
Austin, Texas 78735

SAGE | INVEST WITH WISDOM™



Who We Are

- Founded in 1996
- 100% employee operated
- 17-member investment team has an average industry experience of 18 years
- Deliver fixed income SMAs across the yield curve

Why Sage

Agility

Our size and independence as an employee-controlled firm enable us to take a nimble approach.

Alignment

We customize the investment experience to align with each client's unique objectives and needs.

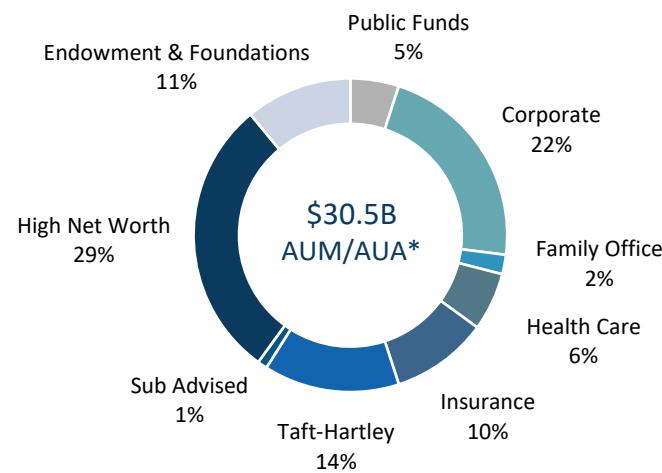
Consistency

We have a tenured investment team and proven process that enable us to deliver expected results.

Culture

We are committed to cultivating a culture of service and trust among our clients, our employees, and our community.

Who We Serve





Fixed Income Strategies

Strategies Across the Yield Curve*

Short Term	Intermediate	Core	Long/LDI	Credit	Municipal
Enhanced Cash	Moderate Term	Core Aggregate	LDI	Intermediate Corp	Muni Total Return
Short Term	Intermediate Term	Core Plus	Long Term	High Yield	Muni Ladder

Customization Options

Client Application	Maturity/Duration	Credit Quality	Cash Flow Targeting	Responsible Investing
Customize to the unique purpose of asset pool Example Pension plan de-risking, insurance co. reserves, hospital operating pools	Target a max maturity, duration or ladder Example Maximum maturity of 5 years or duration of less than 1 year	Restrict, limit, expand ratings categories Example Allow allocation to below-IG bonds to enhance yield	Align portfolio with known liquidity needs Example Manage maturities and cash to fund quarterly distributions	Limit or exclude certain industries or securities Example Apply faith-based screens to a corporate bond allocation

Executive Leadership

Robert G. Smith, III, AIF® & CIMC

President & Co-CIO
56 Years

Thomas H. Urano, CFA

Co-CIO
30 Years

Robert D. Williams, CFA

Chief Investment Strategist
29 Years

Michael D. Walton, AIF®

Managing Partner
29 Years

Robert W. Moser, CIMA®, CRPC, CFIP

Managing Partner
26 Years

Investment Management**Portfolio Management****Research & Strategy****Relationship Management****Institutional****Private Client****Marketing Services****Enterprise Management****Information Technology****Operations****Administration****Organizational Committees**

Executive — Investment — Operating — Vendor Oversight — GIPS Oversight — Brokerage Oversight

Investment Team

Expert Team Specializing in Institutional Fixed Income

Chief Investment Officers

Robert G. Smith, III, AIF® & CIMC 

President & Co-CIO

Thomas H. Urano, CFA 

Co-CIO

- *Average industry experience is 18 years*
- *Average tenure at Sage is 13 years*
- *12 CFA charterholders*

Portfolio Management & Trading

Jeffery S. Timlin, CFA, CMT 

Managing Partner | Municipal

Seth B. Henry, CFA 

Partner | Securitized

Andrew K. Demand, CFA 

Partner | Credit

David L. Luria, CFA

Vice President | Credit

Nicholas C. Erickson, CFA

Vice President | Securitized

Brett J. Adelglass, CFA

Associate | Municipal

Nicholas A. Barnard, CFA

Associate | Securitized

Alex Bender, CFA

Associate | Credit

Research & Strategy

Robert D. Williams, CFA 

Chief Investment Strategist

Jae Y. Song, ASA

VP, Sr. Research Analyst | LDI

Komson Silapachai, CFA 

Partner | Sr. Strategist

Douglas A. Benning

VP, Sr. Research Analyst | General

Andrew S. Poreda, CFA 

VP, Sr. Research Analyst | LDI,
Responsible Investing

Xochitl C. Maldonado

Research Analyst | Quantitative

Emma L. Harper, CIMA

VP, Institutional Research, Client
Relations | Responsible Investing

 Investment Committee



Our Approach

Investment Philosophy

We believe that over complete market cycles, consistent returns are driven by income generation, value opportunities, and rigorous risk management practices.

Generate Income

Generate a consistent income advantage by harvesting a diversified set of risk premiums: duration, credit, structure and liquidity.

Capture Value

Capture value opportunities by taking advantage of market dislocations due to unexpected volatility or market inefficiencies.

Manage Risk

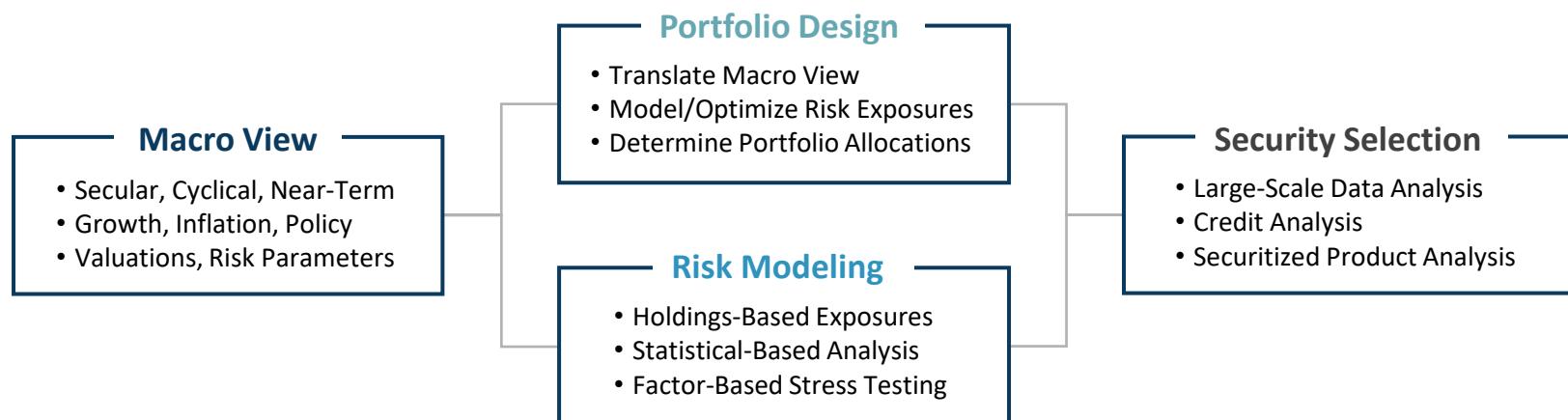
Actively manage portfolio-level risk to ensure alignment with investment outlook and client objectives.



Our Approach

Investment Process

Our teams work together to balance the development of our macro views with thoughtful portfolio design, value-driven security selection, and active risk management.



Our Approach

Risk Management

We believe that successful risk management requires a multi-dimensional approach utilizing holdings, statistical, and factor-based analysis.

Holdings-Based Measures

Traditional risk measures such as key rate durations, sector exposures, quality distributions, and spreads – relative to market-based indices or custom liability-driven benchmarks.

Statistical-Based Analysis

Analysis of exposures to key factors that impact fixed income portfolios (rates, volatility, spreads, etc.) and the determination of factor contributions, the expected volatility of returns, and tracking error.

Factor-Based Stress Testing

Dynamic scenario testing across simple, historical, and more complex hypothetical factor-based events to determine the distributions of expected returns and tail-risk sensitivities.

IMPORTANT DISCLOSURES

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