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The Role of Fixed Income Investments

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The Role of Fixed Income Investments

August 2, 2023

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The Role of Fixed Income Investments Description



Discussing the role of fixed income in a portfolio, breaking down recent market events, and offering ideas about how attorneys can take a more disciplined approach to their fixed income investments. As well, we will discuss the benefits of Long-Term Investing and How taking a disciplined approach to investing can help your clients in changing markets.

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August 2, 2023

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Nicole McGoff, CDFA® - Financial Advisor

Nicole and her team are passionate about helping their clients live their best financial lives. Her process begins by listening to her clients' goals and needs to providing them with a thorough, educational, and transparent financial strategy.

Nicole began her financial services career in 2010 as a Financial Advisor working with successful families and business owners to build, protect, and transfer their wealth. Most recently, Nicole spent four years at Capital Group|American Funds where she educated Financial Advisors and research teams on investment processes and effective practice management. This experience has allowed her to better service the needs, wants, and wishes of her clients.

Nicole enjoys being an active member of the Assistance League of Indianapolis and other volunteer organizations within her community. She attended Western Michigan University where she played Division I Golf and earned her degree from Indiana University-Purdue University Indianapolis. Her greatest joy is spending time with her husband, Sean, two children, Colin and Maeve, and English Mastiff, Lily.

David Ghormley, CFA, MFS Investment Management, Indianapolis



David Ghormley, CFA, is Director at MFS Investment Management in Indianapolis.

MFS Investment Management is an active, global asset manager with a uniquely collaborative approach to build better insights for clients. Its investment approach has three core elements – integrated research, global collaboration, and active risk management. Through the combined application of these three principles, the firm works to deliver sustainable investment solutions for the individual and institutional investors it serves.

The role of fixed income investments

Presented by

Nicole McGoff, CDFA®

Financial Advisor

Senior Portfolio Advisor



See Important Information on slide 2 of this presentation.

Important disclosures

Investing involves risk, including the possible loss of principal. Past performance is no guarantee of future results.

The investment strategies discussed are not appropriate for every investor and should be considered given a person's investment objectives, financial situation and particular needs. Clients should review with their Financial Advisor the terms, conditions and risks involved with specific products and services.

Investing in fixed-income securities may involve certain risks, including the credit quality of individual issuers, possible prepayments, market or economic developments and yields and share price fluctuations due to changes in interest rates. When interest rates go up, bond prices typically drop, and vice versa.

Investments in high-yield bonds (sometimes referred to as "junk bonds") offer the potential for high current income and attractive total return, but involves certain risks. Changes in economic conditions or other circumstances may adversely affect a junk bond issuer's ability to make principal and interest payments.

Bond ladders are subject to market risk and are not guaranteed. They do not offer downside protection. A prolonged decline in the bond market can result in a decline in price.

Bond portfolio laddering does not reduce market risk, and the principal and yield of investment securities will fluctuate with changes in market conditions.

All asset classes are not in the best interest of all investors. Each investor should select the asset classes for them based on their goals, time horizon and risk tolerance.

You can choose from one or more programs and services based on your individual objectives, investment style, need for ongoing advice and interest in particular investment solutions. One of the options to consider is the Merrill Lynch Investment Advisory Program.

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Risk management and diversification processes seek to mitigate, but cannot eliminate risk, nor do they imply low risk. Diversification does not ensure a profit or protect against loss in declining markets.

The Chief Investment Office (CIO) provides thought leadership on wealth management, investment strategy and global markets; portfolio management solutions; due diligence; and solutions oversight and data analytics. CIO viewpoints are developed for Bank of America Private Bank, a division of Bank of America, N.A., ("Bank of America") and Merrill Lynch, Pierce, Fenner & Smith Incorporated ("MLPF&S" or "Merrill"), a registered broker-dealer, registered investment adviser and a wholly owned subsidiary of Bank of America Corporation ("BofA Corp.").

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Fixed income could offer several benefits to your portfolio



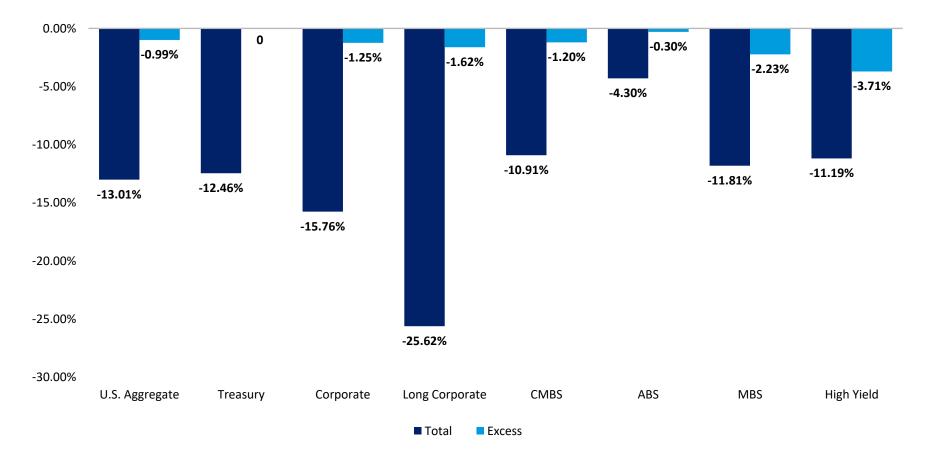
A buffer against market volatility

Steady current income

Portfolio diversification



Investing in fixed income was not without its challenges in 2022



Source: Bloomberg. Data as of December 30, 2022. Please refer to slide 14 for index definitions.

Excess return measures the market value weighted average year-to-date performance of a spread security over that of an equivalent treasury security.

It is not possible to invest directly in an index. Past performance is no guarantee of future returns.



What history shows us about the role of Fixed Income during prior periods of market stress

	U.S. Large- cap Stocks	Global High Dividend Stocks	U.S. Government Bonds	U.S. Aggregate Bonds	U.S. Short Duration High Yield
February – March 2020	-33.5%	-32.1%	2.1%	-1.0%	-19.1%
October 2007 – March 2009	-54.9%	-62.7%	15.0%	7.2%	-19.0%
March 2000 – September 2001	-35.6%	-10.3%	18.8%	17.9%	11.9%
July – October 1990	-18.8%	-12.2%	1.8%	0.2%	-1.3%
November 1980 – August 1982	-7.6%	-11.2%	23.4%	N/A	N/A
January 1973 – October 1974	-42.6%	N/A	4.9%	N/A	N/A

US Large-cap Stocks: S&P 500 Total Return (TR) USD; Global High Dividend Stocks: MSCI World High Dividend Yield Net Return USD; US Government Bonds: IA SBBI US Intermediate Government TR USD; US Aggregate Bonds: Bloomberg US Aggregate Bond TR USD; US Short Duration High Yield: Bloomberg US High Yield 1-5 Year TR USD; Indexes are unmanaged and do not take into account fees or expenses. It is not possible to invest directly in an index. Performance during periods of exceptional market conditions should not be expected to be repeated in a normal market environment. Past performance is no guarantee of future results.



The CIO's views on fixed income remains favorable for 2023

Asset Class	Underweight	Slightly Underweight	Neutral	Slightly Overweight	Overweight
Global Equities	•	٠	•	٠	•
U.S. Large-cap Growth	0	٠	•	٠	•
U.S. Large-cap Value	•	٠	•	•	•
U.S. Small-cap Growth	0	٠	•	٠	•
U.S. Small-cap Value	•	٠	•	٠	•
International Developed	0	•	0	٠	•
Emerging Markets	۰	٠	•	٠	•
Global Fixed Income	•	٠	•	<	•
U.S. Governments	•	٠		•	•
U.S. Mortgages	•	٠	•	٠	•
U.S. Corporate	•	٠	•	•	•
High Yield	•	•	0	٠	•
U.S. Investment-grade Tax Exempt	•	٠	•	٠	•
U.S. High Yield Tax Exempt	•	•	0	٠	•
International Fixed Income	٠	•	•	•	•

Source: GWIM Investment Strategy Committee (GWIM ISC) as of January 10, 2023. Please refer to the January 2023 Viewpoint for more detailed weightings information. The Chief Investment Office (CIO) views and opinions expressed are for informational purposes only, are made as of the date of this material, and are subject to change without notice.



Maintaining a disciplined investment approach can help smooth the ride

2013-2022

2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Annualized Return	Annualized Volatility
U.S. Small Cap Growth 43.30%	U.S. Large Cap Value 13.45%	U.S. Large Cap Growth 5.67%	U.S. Small Cap Value 31.74%	Emerging Markets 37.28%	International Fixed Income 3.17%	U.S. Large Cap Growth 36.39%	U.S. Large Cap Growth 38.49%	U.S. Small Cap Value 28.27%	Inflation 6.84%	U.S. Large Cap Growth 14.10%	Cash 0.48%
U.S. Small Cap Value 34.52%	U.S. Large Cap Growth 13.05%	U.S. Mortgage Backed 1.46%	High Yield Fixed Income 17.34%	U.S. Large Cap Growth 30.21%	Cash 1.87%	U.S. Small Cap Growth 28.48%	U.S. Small Cap Growth 34.63%	U.S. Large Cap Growth 27.60%	Cash 1.46%	U.S. Large Cap Value 10.29%	Inflation 1.87%
U.S. Large Cap Growth 33.48%	International Fixed Income 9.07%	International Fixed Income 1.35%	U.S. Large Cap Value 17.34%	International Equity 24.21%	Inflation 1.68%	U.S. Large Cap Value 26.54%	Emerging Markets 18.31%	U.S. Large Cap Value 25.16%	U.S. Large Cap Value -7.54%	U.S. Small Cap Growth 9.20%	U.S. Mortgage Backed 3.67%
U.S. Large Cap Value 32.53%	U.S. Corporate Master 7.51%	U.S. Government & Quasi 0.84%	U.S. Small Cap Growth 11.32%	U.S. Small Cap Growth 22.17%	U.S. Mortgage Backed 1.00%	International Equity 22.49%	60/40% Allocations 12.76%	International Equity 12.62%	High Yield Fixed Income -11.10%	U.S. Small Cap Value 8.48%	International Fixed Income 3.92%
International Equity 21.02%	U.S. Mortgage Backed 6.07%	Inflation 0.73%	Emerging Markets 11.19%	60/40% Allocations 15.80%	U.S. Government & Quasi 0.83%	U.S. Small Cap Value 22.39%	U.S. Corporate Master 9.81%	60/40% Allocations 10.51%	U.S. Mortgage Backed -11.88%	60/40% Allocations 5.36%	U.S. Government & Quasi 5.11%
60/40% Allocations 12.87%	U.S. Government & Quasi 5.88%	Cash 0.05%	U.S. Large Cap Growth 7.08%	U.S. Large Cap Value 13.66%	U.S. Large Cap Growth -1.51%	60/40% Allocations 19.45%	U.S. Government & Quasi 8.16%	Inflation 7.04%	International Fixed Income -11.89%	International Equity 4.59%	U.S. Corporate Master 6.67%
High Yield Fixed Income 7.38%	U.S. Small Cap Growth 5.60%	U.S. Corporate Master -0.63%	U.S. Corporate Master 5.96%	U.S. Small Cap Value 7.84%	U.S. Corporate Master -2.25%	Emerging Markets 18.42%	International Equity 7.59%	High Yield Fixed Income 5.29%	U.S. Government & Quasi -12.74%	High Yield Fixed Income 3.94%	High Yield Fixed Income 8.48%
Inflation 1.51%	60/40% Allocations 4.88%	60/40% Allocations -1.20%	60/40% Allocations 5.78%	High Yield Fixed Income 7.48%	High Yield Fixed Income -2.26%	High Yield Fixed Income 14.40%	High Yield Fixed Income 6.20%	U.S. Small Cap Growth 2.83%	International Equity -14.29%	Inflation 2.62%	60/40% Allocations 9.82%
International Fixed Income 1.33%	U.S. Small Cap Value 4.22%	U.S. Small Cap Growth -1.38%	International Fixed Income 5.19%	U.S. Corporate Master 6.48%	60/40% Allocations -5.64%	U.S. Corporate Master 14.23%	U.S. Small Cap Value 4.63%	Cash 0.05%	U.S. Small Cap Value -14.48%	U.S. Corporate Master 2.01%	U.S. Large Cap Value 15.74%
Cash 0.07%	High Yield Fixed Income 2.45%	International Equity -3.04%	International Equity 2.75%	International Fixed Income 2.51%	U.S. Large Cap Value -8.27%	International Fixed Income 7.57%	International Fixed Income 4.20%	U.S. Corporate Master -0.95%	U.S. Corporate Master -15.44%	International Fixed Income 1.93%	International Equity 16.12%
U.S. Mortgage Backed -1.39%	Inflation 0.76%	U.S. Large Cap Value -3.83%	Inflation 2.07%	U.S. Mortgage Backed 2.45%	U.S. Small Cap Growth -9.31%	U.S. Government & Quasi 6.95%	U.S. Mortgage Backed 4.09%	U.S. Mortgage Backed -1.21%	60/40% Allocations -16.22%	Emerging Markets 1.43%	U.S. Large Cap Growth 17.39%
U.S. Corporate Master -1.46%	Cash 0.03%	High Yield Fixed Income -4.55%	U.S. Mortgage Backed 1.67%	U.S. Government & Quasi 2.42%	U.S. Small Cap Value -12.86%	U.S. Mortgage Backed 6.51%	U.S. Large Cap Value 2.80%	International Fixed Income -1.67%	Emerging Markets -20.09%	Cash 0.76%	Emerging Markets 17.98%
Emerging Markets -2.60%	Emerging Markets -2.19%	U.S. Small Cap Value -7.47%	U.S. Government & Quasi 1.15%	Inflation 2.24%	International Equity -14.09%	Inflation 2.29%	Inflation 1.30%	U.S. Government & Quasi -2.33%	U.S. Small Cap Growth -26.36%	U.S. Mortgage Backed 0.75%	U.S. Small Cap Value 22.29%
U.S. Government & Quasi -3.21%	International Equity -4.32%	Emerging Markets -14.92%	Cash 0.33%	Cash 0.86%	Emerging Markets -14.58%	Cash 2.28%	Cash 0.67%	Emerging Markets -2.54%	U.S. Large Cap Growth -29.14%	U.S. Government & Quasi 0.62%	U.S. Small Cap Growth 22.34%

Source: Morningstar Direct & CIA System. 60% Stocks=MSCI All Country World Index (ACWI) and 40% Bonds= Bloomberg US Aggregate Bond Index. Income and dividends are included in all returns figures. Excludes alternative investments. Data as of December 31, 2022. Volatility is measured as the annualized standard deviation. FOR INFORMATIONAL PURPOSES ONLY. Results shown are based on an index and are illustrative; they assume reinvestment of income and no transaction costs or taxes. Indexes are unmanaged. Direct investment cannot be made in an index. Past performance is no guarantee of future results. Please refer to asset class proxies, index definitions and important disclosures at the end of this report.



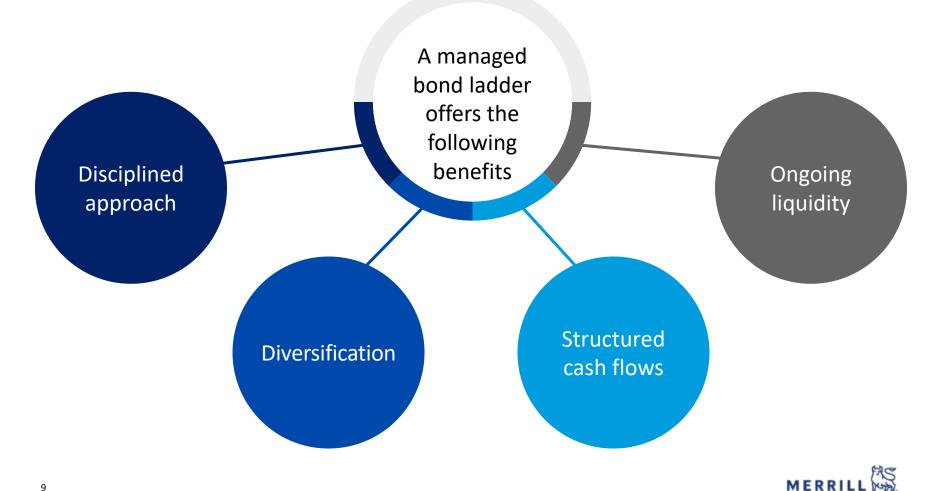
You can access fixed income through a range of solutions



Working with your Merrill advisor, you can explore the full range of fixed income investments and select the one that is right for you.



Managed bond ladder solutions can offer a number of potential benefits



Professional investment management in an investment advisory program can offer a range of benefits

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Professional due diligence and credit analysis to help identify high conviction fixed income investment opportunities.



Institutional pricing that can potentially provide better pricing than on the open markets.

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Proactive reinvestment can help eliminate "cash drag"¹ that can occur in a direct purchase fixed income portfolio.

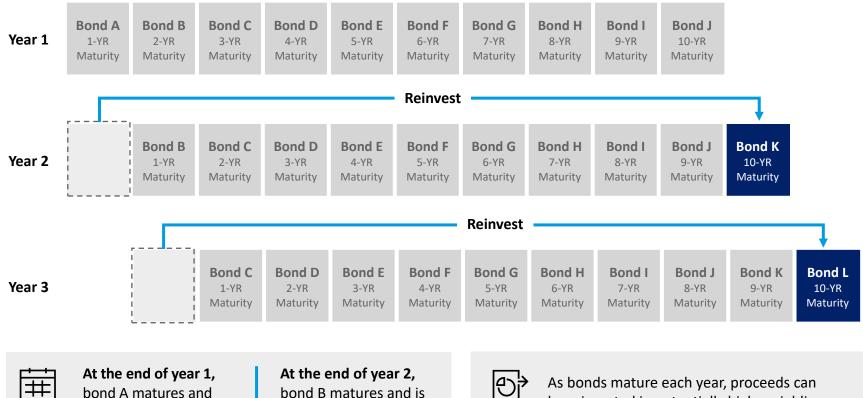
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Access to a wider set of potential fixed income solutions, including thin issues and international bonds.

¹ "Cash drag" is a common source of performance drag in a portfolio. It refers to holding a portion of a portfolio in cash rather than investing this portion in the market. Because cash typically has very low or even negative real returns after considering the effects of inflation, most portfolios would earn a better return by investing all cash in the market. However, some investors decide to hold cash to pay for account fees and commissions, as an emergency fund or as a diversifier of other portfolio investments.



Laddering offers you a more disciplined way to manage your fixed income holdings



At the end of year 1, bond A matures and replaced with a new 10-year bond. Bond J now matures in 9 years At the end of year 2, bond B matures and is replaced with a new 10-year bond. Bond K now matures in 9 years



As bonds mature each year, proceeds can be reinvested in potentially higher yielding longer-term bonds or redirected to fund other needs or investments.



Consider the wide range of professionally managed fixed income solutions from the Chief Investment Office



You also may want to consider the range of third-party bond ladders that may offer ongoing fixed income exposure, management and credit monitoring.

CIO Bond Ladder Model Portfolios are created by Bank of America, N.A. (BANA, the Style Manager), an affiliate of Merrill Lynch and Managed Account Advisors, and as such, is a Related Style Manager. BANA provides services through Bank of America Private Bank and the Chief Investment Office.

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The key to long-term progress is to maintain discipline

Ground all your decisions in your financial plan

Explore the range of investment options

Maintain a long-term view towards your goals

Review and adjust your approach, as needed





Index definitions

Bloomberg U.S. Aggregate Index is a broad based flagship benchmark that measures the investment grade, U.S. dollar denominated, fixed-rate taxable bond market. The index includes Treasurys, government-related and corporate securities, MBS (agency fixed-rate pass-throughs), ABS and CMBS (agency and non-agency).

Bloomberg U.S. Treasury Index measures the U.S. dollar-denominated, fixed-rate, nominal debt issued by the U.S. Treasury. Treasury bills are excluded by the maturity constraint, but are part of a separate Short Treasury Index.

Bloomberg U.S. Corporate Bond Index measures the investment-grade, fixed-rate, taxable corporate bond market. It includes U.S. dollar denominated securities publicly issued by U.S. and non-U.S. industrial, utility and financial issuers.

Bloomberg U.S. Long Corporate Bond Index measures the investment grade, fixed-rate, taxable corporate bond market whose maturity is 10 years or longer. It includes the U.S. dollar denominated securities publicly issued by U.S. and non-U.S. industrial, utility and financial issuers.

Bloomberg U.S. Commercial Mortgage Backed Securities (CMBS) Index measures the investment-grade market of U.S. agency and U.S. non-agency conduit and fusion CMBS deals with a minimum current deal size of \$300 million that are ERISA eligible.

Bloomberg U.S. Aggregate Asset Backed Securities (ABS) Index measures the U.S. dollar denominated U.S. asset backed securities market.

Bloomberg U.S. Mortgage Backed Securities (MBS) Index tracks fixed-rate agency mortgage backed pass-through securities guaranteed by Ginnie Mae, Fannie Mae and Freddie Mac. The Index is constructed by grouping individuals TBA-deliverable MBS pools into aggregates or generics based on program, coupon and vintage.

Bloomberg U.S. Corporate High Yield Bond Index measures the U.S. dollar denominated, high yield, fixed-rate corporate bond market. Securities are classified as high yield if the middle rating of Moody's, Fitch and S&P is Ba1/BB+/BB+ or below.





