

# EUR Short Duration Credit

Portfolio benchmark: Bloomberg Barclays Euro Credit Corporate 1 5 Year Index | As of September 30, 2018

## Investment objective

Outperform the Bloomberg Barclays Euro Credit Corporate 1-5 Year Index over the cycle.

## Investment benefits

- Credit gives yield pick up to cash & equivalents.
- Short maturity limits exposure to duration.

## How to use the strategy?

The strategy can fit in a broader fixed income portfolio as follows:

- A yield enhancer for investors looking to move away from negative to very low yields.
- A way to reduce interest rate duration for investors concerned about rising interest rates.

## Our philosophy

We believe that superior risk adjusted returns are generated by a fundamental, research driven approach applied to a broad fixed income universe.

## Our process

- WFAM Credit Europe's Investment Strategy Group identifies market themes and translates them into our top-down view.
- Sector and security selection reflects the expertise of our research, trading and portfolio management teams.
- The bottom-up best ideas together with our top-down view form the basis of a model portfolio.
- A comprehensive risk management framework ensures coherence between active client mandates and the model portfolio.

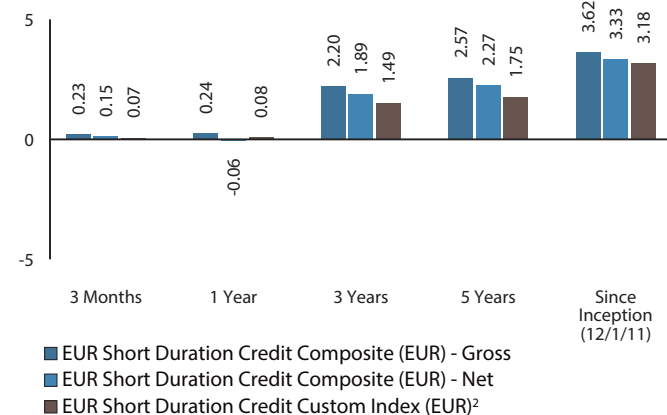
Experience in investing across asset classes, credit instruments, capital structures, maturities and currencies means we can tailor investments to accurately express our views.

## A comprehensive tool kit:

- Asset class allocation
- Sector rotation
- Security selection
- Duration
- Yield curve positioning
- Full range of cash and derivative instruments

## Investment performance<sup>1</sup>

Historical returns (%)



Past performance is not indicative of future results.

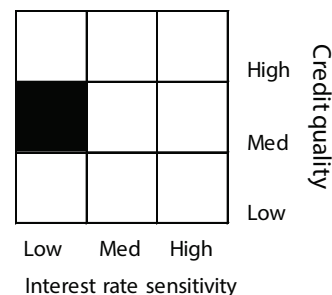
### Typical portfolio characteristics<sup>3</sup>

Issuers	100-200
Maximum weight in one name	3% (IG), 2% (HY)
Concentration in top 10 holdings	15-25%
Average credit quality	A-/BBB+
Average maturity	1-5 years
Interest rate duration	1.5-3.5 years
Currency risk	hedged

### Asset class allocation limits<sup>3</sup>

Asset class	Max. % NAV
Corporates	100
Asset backed securities	10
High yield	10
Emerging markets	10
Sovereigns	15

## Risk profile<sup>4</sup>



All returns for periods greater than one year are annualized. Note: The GIPS® compliant presentation can be found at the end of this presentation, including information on net returns.

1 Source: Wells Fargo Asset Management.

2 Composite index consists of the iBoxx EUR 1-5 Year Corporate Bond Index prior to July 1, 2018 and the Bloomberg Barclays Euro Credit Corporate 1-5 Year Index since July 1, 2018.

3 This information is based on a representative account within the EUR Short Duration Credit Composite. The representative account has been selected by meeting the following criteria: 1) the account is in the EUR Short Duration Credit Composite, 2) Wells Fargo Asset Management represents that the holdings, characteristics and risk profile are representative of the strategy/style of the EUR Short Duration Credit Composite. Any changes to the representative account must be approved by one of the Co-Heads of Portfolio Risk Management and Analytics. Source: WFAM Credit Europe.

4 Source: WFAM Credit Europe.

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## Investment team

	Position
Ross A. Pamphilon	WFAM Credit Europe CIO
Henrietta Pacquement, CFA	Head of Investment Grade, Portfolio Manager
Alex Temple	Portfolio Manager
Christopher Burrows, CFA	Portfolio Manager
Chris Telfer	Trader

## Global credit research platform

U.S. based	Position
James Newton, CFA	Co-Head, Global Credit Research
Ambreesh Bansal, CFA	Research Analyst
Matthew Cox, CFA	Research Analyst
Dominic Delia	Research Analyst
Scott Dreier, CFA	Research Analyst
James Fitzpatrick, CFA	Research Analyst
Ali Gardo, CFA	Research Analyst
Donald Henken, CFA	Research Analyst
Heidi Hermann, CFA	Research Analyst
Jodi McGlynn	Research Analyst
Nashat Moin	Research Analyst

## U.S. High Yield research team

	Position
Michael Mallardi	Co-Director of HY Research
Henry Naah	Co-Director of HY Research
Alex Basman, CFA	Senior Research Analyst
Marianne Beyer, CFA	Senior Research Analyst
James Brown, CFA	Senior Research Analyst
Kevin Maas, CFA	Senior Research Analyst
Cheryl Ngo	Senior Research Analyst

	Position
Helen Roberts	Senior Portfolio Specialist
Bruno Bamberger	Portfolio Specialist

Europe based	Position
Duncan Warwick-Champion	Co-Head, Global Credit Research
Brian Barry, CFA	Research Analyst
Paul Davey, CFA	Research Analyst
Cristiano Mela	Research Analyst
Robert Montague	Research Analyst
David Moon, CFA	Research Analyst
Michael Murphy	Research Analyst
Manola Perrone	Research Analyst
Michie Yana, CFA	Research Analyst

	Position
Oscar Olivas, CFA	Senior Research Analyst
Steven Pfeiffer, CFA	Senior Research Analyst
Maya Sarda	Senior Research Analyst
Brian Keller, CFA	Research Analyst
Robert McHenry	Research Analyst
Patricia Calzado Real	Research Analyst

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## GIPS® Compliant Presentation

Period	Gross Annual Return (%)	Net Annual Return (%)	Primary Index Return (%)	Composite 3 Yr Std Dev (%)	Primary Index 3 Yr Std Dev (%)	Internal Dispersion (%)	Number of Accounts	Composite Assets (€-mm)	Total Firm Assets (€-mm)
2017	2.23	1.92	1.19	1.56	1.13	N.A.	1	26.48	320,712
2016	3.19	2.88	2.58	1.53	1.04	N.A.	1	197.03	313,551
2015	1.20	0.90	0.55	1.72	1.44	N.A.	2	326.69	321,589
2014	4.82	4.53	3.73	1.63	1.95	N.A.	2	309.31	N.A.
2013	4.13	3.88	2.45	N.A.	N.A.	N.A.	1	199.31	N.A.
2012	8.89	8.63	9.95	N.A.	N.A.	N.A.	1	183.19	N.A.
2011 (IP)	0.54	0.51	1.63	N.A.	N.A.	N.A.	1	130.15	N.A.

Source: Wells Fargo Asset Management

Primary Index = iBoxx EUR 1-5 Year Corporate Bond Index prior to July 1, 2018 and Bloomberg Barclays Euro Credit Corporate 1-5 Year Index since July 1, 2018.

1. Wells Fargo Asset Management (WFAM) (formerly named Wells Capital Management) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. WFAM has been independently verified for the periods from January 1, 1997 through December 31, 2017. 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. The EUR Short Duration Credit Composite has been examined for the periods from January 1, 2015 through December 31, 2017. The verification and performance examination reports are available upon request.

2. For the purpose of complying with GIPS, the GIPS firm is defined as WFAM. Since the GIPS firm's creation in 1996, the firm has acquired a number of investment teams and/or assets through mergers or acquisitions which include assets and/or investment teams from Wells Capital Management, Norwest Investment Management Inc., Sutter Advisors, LLC, Montgomery Asset Management, Benson Associates, Strong Financial Corporation, Evergreen Investments, Wells Fargo Asset Management, LLC (International) (formerly named First International Advisors, LLC), Metropolitan West Capital Management, LLC, EverKey Global Partners, ECM Asset Management Limited, Analytic Investors, LLC and Golden Capital Management, LLC (GCM). Effective July 1, 2018, the GIPS firm also includes assets under management of Wells Fargo Asset Management Luxembourg S.A. and Wells Fargo Funds Management, LLC (WFFM).

3. The EUR Short Duration Credit Composite (Composite) (formerly named the ECM Short Duration Composite) consists of all discretionary accounts managed in this style. The Credit Europe team joined WFAM at close of business December 31, 2014 and as such the "Total Firm Assets" are only applicable since the date of acquisition. Performance shown prior to January 1, 2015 represents results achieved by the Credit Europe team while associated with ECM Asset Management Limited. The Composite contains accounts which seek to invest across the short to medium term cash and derivative credit spectrum: from corporates to financials, from high yield to emerging markets and from asset backed securities to senior secured loans. The portfolios typically provide modest flexibility for interest rate risk management. The strategy is permitted to borrow and to invest in derivatives, predominantly (but not limited to) swap transactions, on behalf of the portfolios comprising the Composite. This is considered to be a factor which alters the risk characteristics of the portfolios, and the returns from these transactions are material to the performance of the Composite. Further information about the use of leverage and derivatives is available upon request. The extent of, and limitations to, the manager's investment powers, and the risks relating thereto, are set out in the Offering Circular. Investment results are measured versus the iBoxx EUR 1-5 Year Corporate Bond Index prior to July 1, 2018 and the Bloomberg Barclays Euro Credit Corporate 1-5 Year Index since July 1, 2018. The benchmark change was made in 2018, for all subsequent periods, to more accurately reflect the strategy's characteristics. The Composite was created in 2013. The Composite inception date is December 1, 2011.

4. Composite returns are expressed in euros and are presented as both gross and net total return. Gross total return is the total return after the deduction of trading costs. Net total return is the total return after the deduction of trading costs,

management and, where applicable, performance fees. For periods prior to January 1, 2015, net Composite returns are calculated using actual investment advisory fees. Beginning January 1, 2015, net Composite returns are calculated using a model investment advisory fee, which is the maximum annual institutional advisory fee based upon the fee schedule in effect during each respective performance period. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. WFAM's fee schedules are available upon request and may also be found in Part 2 of Form ADV. The published fee schedule for this strategy is 0.30% for the first €50mm, 0.25% for the next €50mm, 0.20% for the next €200mm, and 0.15% over €300mm. The performance fee will be 10% of yearly benchmark outperformance over the Index, payable annually in arrears with a cap of 20bps with high watermark. Start-up expenses are included. All returns are presented net of taxes payable when they are incurred in accordance with an agreement made with the Luxembourg tax authorities. Additional information regarding WFAM's policies for valuing accounts, calculating performance and preparing compliant presentations are available upon request.

5. Internal dispersion is the equal weighted standard deviation of the annual gross returns of all accounts included in the Composite for the entire year. For years where there are 5 or fewer accounts in the Composite for the entire year, dispersion is not presented as it is not a meaningful statistical calculation. The 3-year annualized standard deviation measures the variability of the gross Composite returns and the index returns over the preceding 36-month time period. The notation "N.A." (not available) will appear for periods, if any, where 36 monthly returns are not available for the Composite and/or the index.

6. Index returns are provided to represent the investment environment existing during the time periods shown and are not covered by the report of independent verifiers. The iBoxx EUR 1-5 Year Corporate Bond Index tracks the performance of short to medium term euro-denominated investment grade corporate debt publicly issued in the eurobond or euro-member domestic markets. The Bloomberg Barclays Euro Credit Corporate 1-5 Year Index tracks the performance of the 1-5 year component of the Bloomberg Barclays Euro Credit Corporate Bond Index, a broad-based benchmark measuring the investment grade, euro-denominated, fixed-rate corporate bond market. Inclusion is based on the currency denomination of a bond and not the country of risk of the issuer. Even though Short Duration portfolios use a reference benchmark for risk-management purposes, the manager is free to express their view through active asset allocation decisions. For comparison purposes, the index is fully invested, which includes the reinvestment of income. The returns for the index do not include any transaction costs, management fees or other costs.

7. Actual performance results may differ from Composite returns, depending on the size of the account, investment guidelines and/or restrictions, inception date and other factors. Performance for some accounts in this Composite may be calculated by third-parties that use different security pricing and performance methodologies. **Past performance is not indicative of future results.** As with any investment vehicle, there is always the potential for gains as well as the possibility of losses. For a complete list of WFAM composite descriptions, please see <https://wellsfargo.com/about-us/business-risk-compliance.jsp>.

As of March 31, 2018, the ECM Asset Management team was renamed WFAM Credit Europe and the ECM Short Duration Credit strategy was renamed the EUR Short Duration Credit strategy. The philosophy and process of the team and strategy remain unchanged.

Bond values fluctuate in response to the financial condition of individual issuers, general market and economic conditions, and changes in interest rates. Changes in market conditions and government policies may lead to periods of heightened volatility in the bond market and reduced liquidity for certain bonds held by the fund. In general, when interest rates rise, bond values fall and investors may lose principal value. Interest-rate changes and their impact on the fund and its price can be sudden and unpredictable. Loans are subject to risks similar to those associated with other below-investment-grade bond investments, such as risk of greater volatility in value, credit risk (for example, risk of issuer default), and risk that the loan may become illiquid or difficult to price. The use of derivatives may reduce returns and/or increase volatility. Certain investment strategies tend to increase the total risk of an investment (relative to the broader market). This strategy is exposed to foreign investment risk, high-yield securities risk, and mortgage- and asset-backed securities risk. High-yield securities have a greater risk of default and tend to be more volatile than higher-rated debt securities. Consult the investments offering document, investment management agreement, and/or the adviser's Form ADV Part 2 for additional information on these and other risks.

Wells Fargo Asset Management (WFAM) is the trade name for certain investment advisory/management firms owned by Wells Fargo & Company. These firms include but are not limited to Wells Capital Management Incorporated and Wells Fargo Funds Management, LLC. Certain products managed by WFAM entities are distributed by Wells Fargo Funds Distributor, LLC (a broker/dealer and Member FINRA). WCM 316784 1018