# **Fixed-Income Investment Strategy**

### Michael C. Brilley

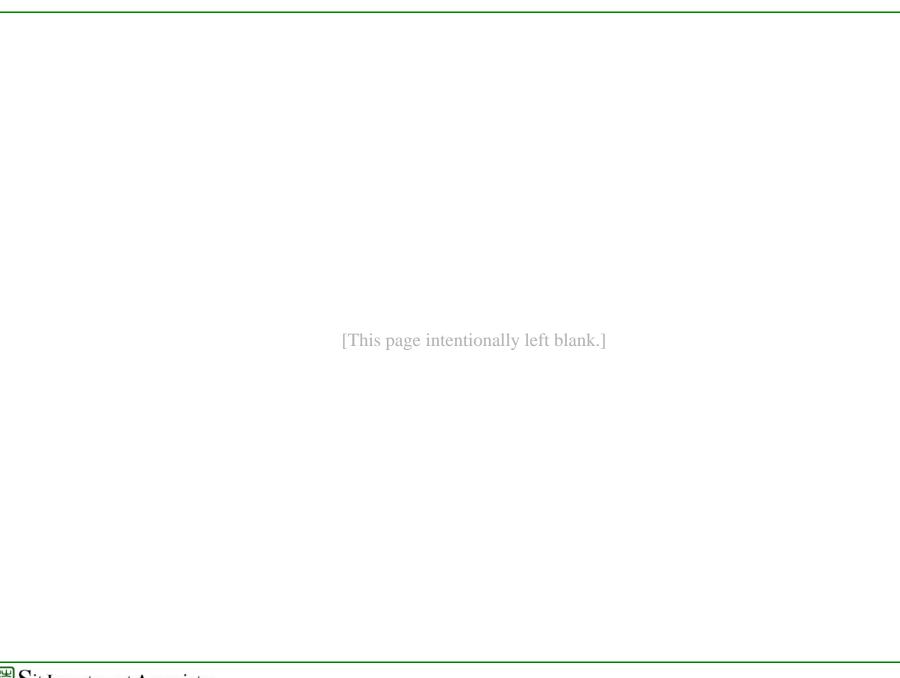
President and Senior Fixed Income Officer
Sit Fixed Income

Presentation For
Sit Mutual Fund Shareholder Luncheon
Edina Country Club
Edina, Minnesota

October 23, 2017



This presentation is intended for use at Sit Mutual Fund shareholder meetings. It must be preceded or accompanied by a prospectus. Carefully consider a Fund's investment objectives, risks, changes, and expenses before investing. The prospectus contains this and other important Fund information and may be obtained by calling 1-800-332-5580 or at www.sitfunds.com.



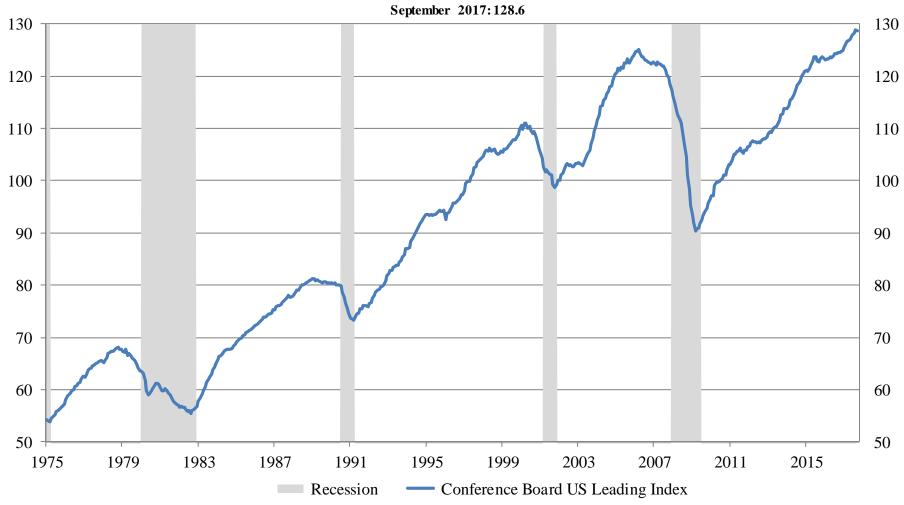
## 10-YEAR U.S. TREASURY RATES VS. FED FUNDS RATE



Source: Bloomberg Barclays, September, 2017

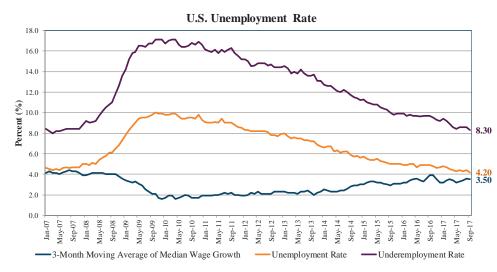
# **CONFERENCE BOARD US LEADING INDEX**

### **U.S. LEADING INDICATOR**



 $Source: The\ Conference\ Board,\ September,\ 2017$ 

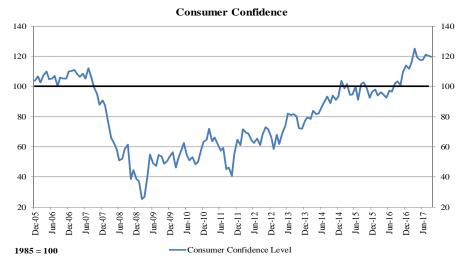
### STATE OF THE CONSUMER



Source: frbatlanta.org, U.S. Bureau of Labor Statistics, September 2017



Source: Bloomberg Barclays, June, 2017



Source: Bloomberg Barclays, September, 2017

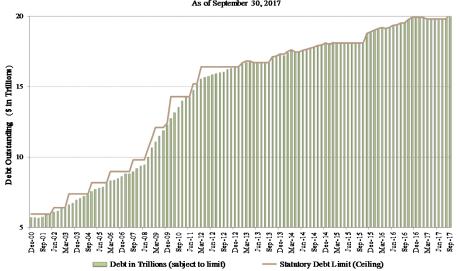


Source: Bloomberg Barclays, September, 2017

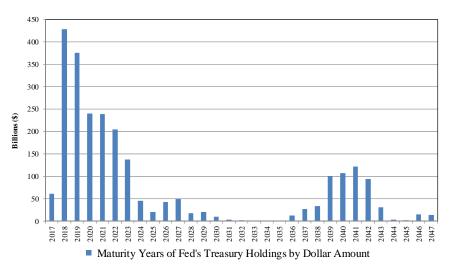


### **Federal Debt Outstanding**



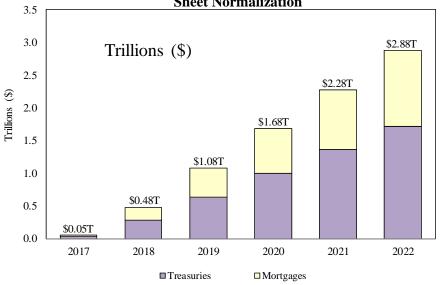


### **Fed Treasury Maturity Schedule**



Source: US. Department of the Treasury Bureau of the Public Debt

### **Cumulative Additional Bond Supply from Fed Balance Sheet Normalization**

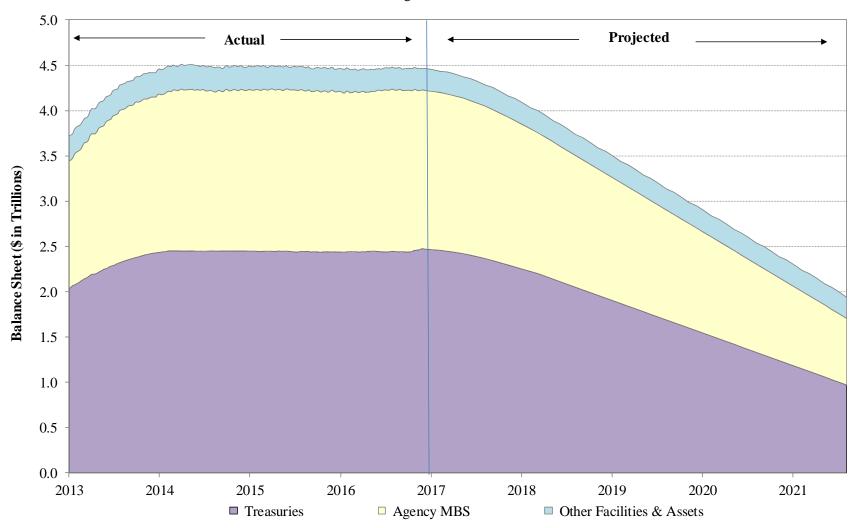


# **Treasury Purchases Over the Past Six Months**

<u>Treasuries</u>	Total (\$Billions)	%Total	
2-Year	23	22%	
3-Year	12	12%	92% of all
5-Year	24	23%	➤ Treasuries purchased
7-Year	20	19%	are 2-10 Year Bonds
10-Year	15	15%	
30-Year	9	8%	
	103	100%	

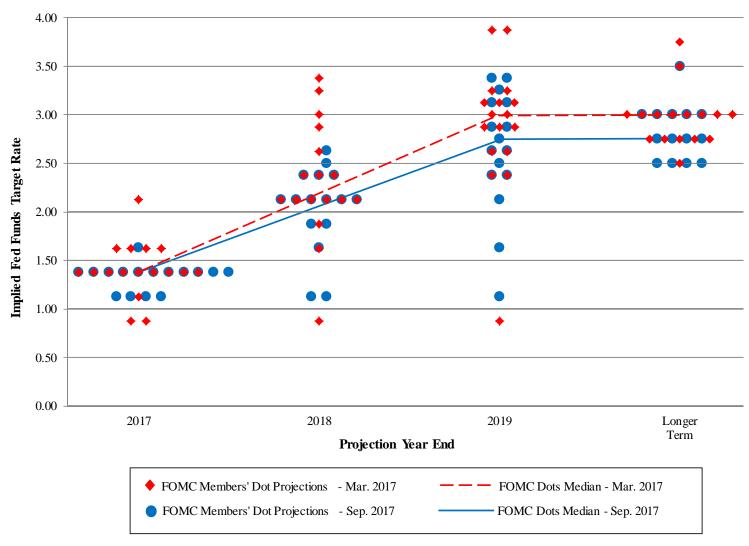
# FEDERAL RESERVE BALANCE SHEET

As of August 23, 2017



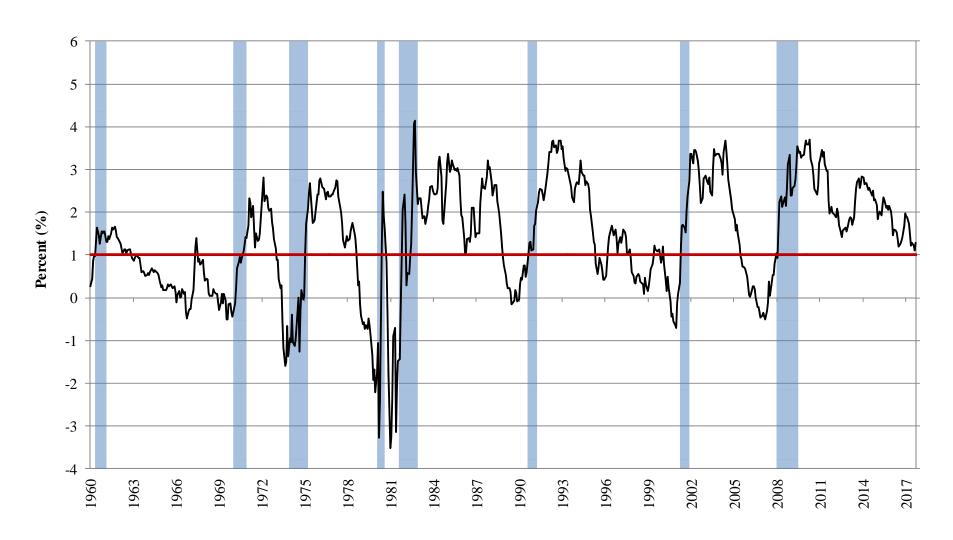
Source: Actual - Congressional Budget Office; Projected - Sit Investment Associates based on CBO guidance from long-term budget projections.

# IMPLIED FED FUNDS TARGET RATE MARCH 2017 VS. SEPTEMBER 2017 FOMC MEETINGS



Source: Bloomberg & Federal Reserve September 2017

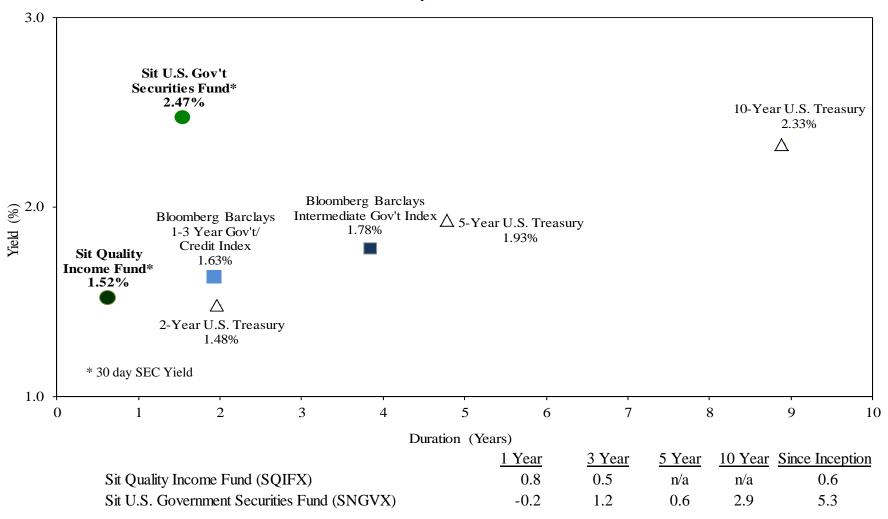
# TREASURY SPREAD: 10-YEAR BOND RATE – 3-MONTH BILL RATE MONTHLY AVERAGE (PERCENT)

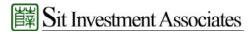


Source: newyorkfed.org

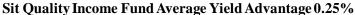
### TAXABLE BOND AND MUTUAL FUND YIELDS AND DURATIONS

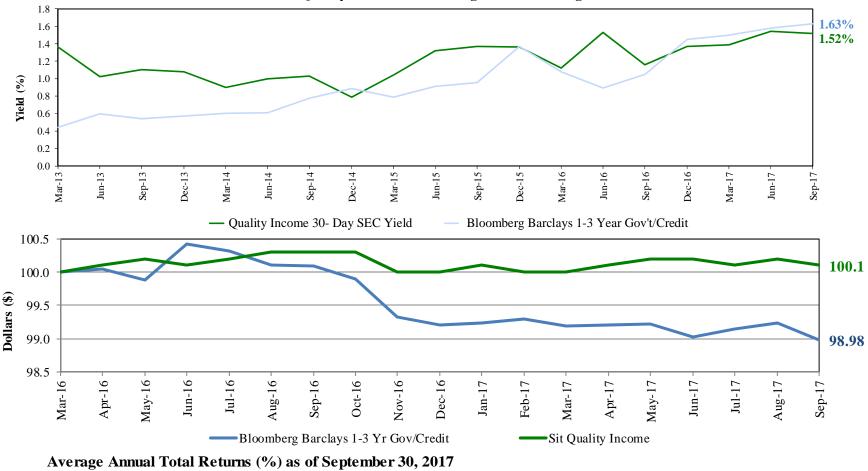
As of September 30, 2017





## SIT QUALITY INCOME FUND VS. BENCHMARK YIELD AND PRICE COMPARISON

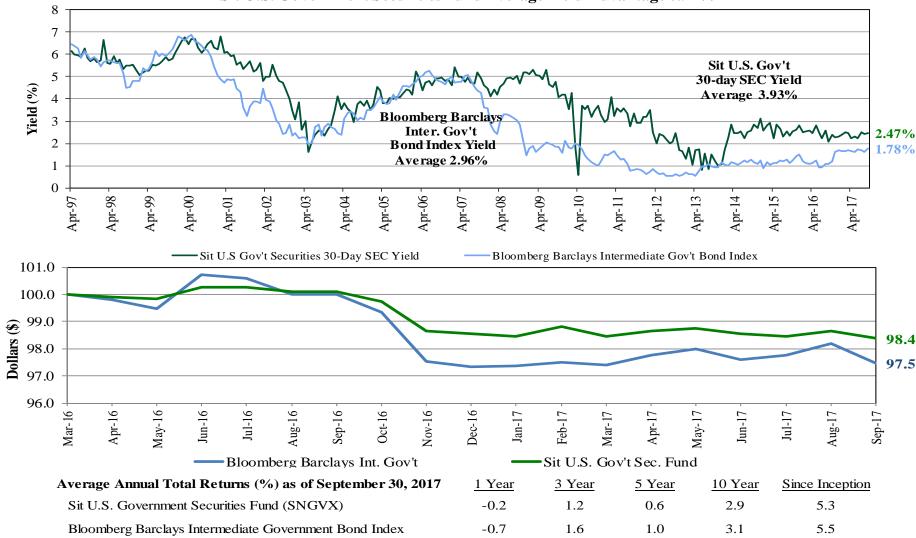




	1 Year	3 Year	<u> 5 Year</u>	Since Incept. (12/31/12)
Sit Quality Income Fund (SQIFX)	0.8	0.5	N/A	0.6
Bloomberg Barclays 1-3 Yr Govt/Credit Index	0.7	1.1	N/A	0.9

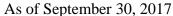


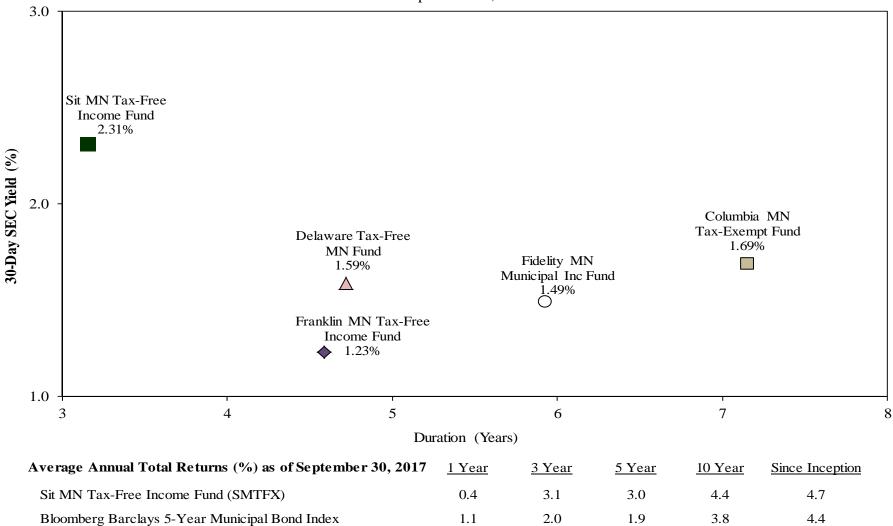
# SIT U.S GOVERNMENT SECURITIES FUND VS. BENCHMARK YIELD AND PRICE COMPARISON Sit U.S. Government Securities Fund Average Yield Advantage 0.97%





### FIVE LARGEST MINNESOTA MUTUAL FUNDS' YIELDS AND DURATION



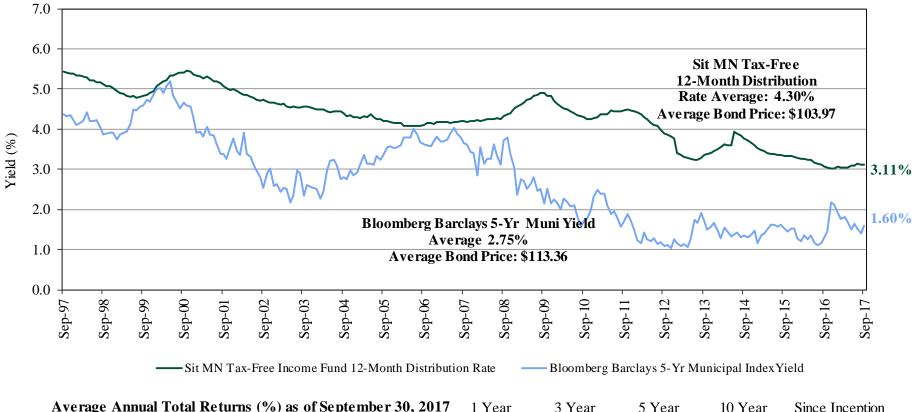




### SIT MN TAX-FREE INCOME FUND VS. BLOOMBERG BARCLAYS 5-YR MUNICIPAL INDEX

September 30, 1997 – September 30, 2017

### Sit MN Tax-Free Income Fund Average Income Advantage 1.55%



Average Annual Total Returns (%) as of September 30, 2017	1 Year	3 Year	<u>5 Year</u>	<u>10 Year</u>	Since Inception
Sit MN Tax-Free Income Fund (SMTFX)	0.4	3.1	3.0	4.4	4.7
Bloomberg Barclays 5-Year Municipal Bond Index	1.1	2.0	1.9	3.8	4.4



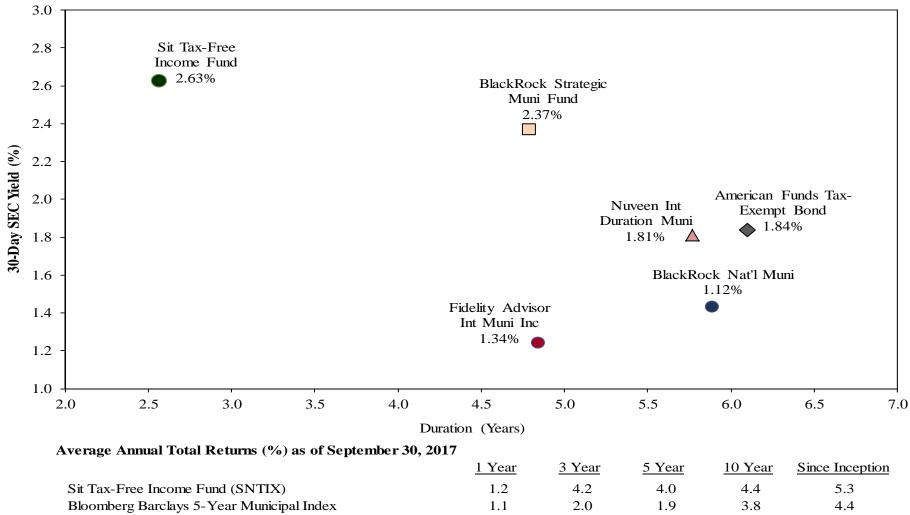
# SIT MINNESOTA TAX-FREE INCOME FUND PORTFOLIO CHARACTERISTICS

QUALITY	12/31/06	12/31/07	12/31/08	12/31/09	12/31/10	12/31/11	12/31/12	12/31/13	12/31/14	12/31/15	12/31/16	9/30/17
AAA	19.6%	17.0%	9.8%	8.2%	6.8%	7.7%	7.1%	5.9%	4.6%	6.5%	4.4%	4.0%
AA	10.7	8.1	16.8	18.7	19.1	22.6	19.7	22.4	22.2	24.5	30.2	28.4
A	10.9	13.5	15.8	16.9	18.8	17.3	16.3	20.8	20.7	20.4	20.0	19.0
BBB	13.4	17.4	15.5	15.8	15.6	15.8	12.0	13.0	10.2	7.9	7.8	9.7
<bbb< td=""><td>2.6</td><td>3.1</td><td>3.1</td><td>1.3</td><td>1.8</td><td>0.6</td><td>1.2</td><td>1.0</td><td>1.4</td><td>3.6</td><td>5.7</td><td>5.6</td></bbb<>	2.6	3.1	3.1	1.3	1.8	0.6	1.2	1.0	1.4	3.6	5.7	5.6
CASH EQUIVALENTS	5.2	3.3	1.2	5.0	3.1	3.5	10.2	2.2	9.1	7.8	2.3	6.1
PERCENT RATED	62.4%	62.4%	62.2%	65.9%	65.2%	67.5%	66.5%	65.3%	68.2%	70.7%	70.4%	72.8%
NO N-RATED (SIT INTERNAL RATINGS)												
(AAA)	1.7	0.5	0.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
(AA)	1.0	1.0	1.0	0.4	2.7	3.0	1.8	2.6	2.0	1.2	0.0	0.7
(A)	9.3	7.6	7.5	7.7	3.7	3.0	1.2	0.9	0.8	0.4	0.3	1.0
(BBB)	17.8	19.1	18.2	15.8	14.4	13.9	11.7	10.0	7.8	8.0	8.7	5.6
(BB)	7.8	9.4	11.1	10.2	13.0	12.6	18.8	21.2	21.2	19.7	20.6	19.9
PERCENT NO N-RATED	37.6%	37.6%	37.8%	34.1%	34.8%	32.5%	33.5%	34.7%	31.8%	29.3%	29.6%	27.2%
TO TAL PORTFOLIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
AVERAGE RATING	A2 / A	A2 / A	A3/A-	A2 / A	A3 / A-	A2 / A	A2 / A	A3 / A-	A2 / A	A3 / A-	A3/A-	A3/A-
PORTFOLIO COMPOSITION												
HOUSING	27.2%	28.9%	32.1%	32.5%	34.1%	34.4%	31.0%	39.1%	36.4%	36.6%	36.7%	34.8%
SINGLE FAMILY	4.6	7.5	12.2	14.6	12.4	17.3	12.5	17.6	16.6	15.8	15.6	14.7
MULTI FAMILY	22.6	21.4	19.9	17.9	21.7	17.1	18.5	21.5	19.8	20.8	21.0	20.1
HOSPITAL	21.5	25.1	25.5	22.1	20.1	19.1	17.2	16.4	16.2	14.9	17.2	17.0
OTHER REVENUE	8.7	9.7	9.9	11.4	13.4	13.1	12.7	13.3	10.9	10.9	9.2	8.3
EDUCATION	9.2	12.4	11.0	10.5	10.5	11.5	11.1	11.6	11.0	11.7	14.3	13.9
UTILITIES	0.8	3.8	6.4	5.3	7.2	5.6	5.0	4.8	5.2	4.2	4.8	4.3
INSURED	8.7	5.2	4.9	3.7	3.6	3.0	2.8	1.1	1.7	1.3	0.5	0.5
LEASES	3.3	2.5	2.4	2.2	2.5	2.9	4.2	4.3	4.5	4.8	7.0	6.8
IDR/PCR	5.7	2.7	3.5	2.7	2.6	2.1	1.3	1.2	0.3	0.2	0.2	0.2
ESC. TO MAT/PRE REF	6.6	4.3	0.3	2.1	0.0	0.0	0.3	1.4	0.9	3.3	1.9	2.3
MUTUAL FUNDS	0.0	1.0	0.8	0.9	0.8	0.8	1.0	1.7	1.4	1.3	1.3	1.3
GENERAL OBLIGATION	2.4	0.6	1.5	0.8	0.5	2.5	2.2	2.0	1.5	2.7	4.0	4.0
INSURED - G.O.	0.2	0.1	0.0	0.4	1.0	1.0	0.7	0.7	0.6	0.1	0.1	0.1
PUBLIC FACILITIES	0.5	0.4	0.5	0.4	0.6	0.5	0.3	0.3	0.3	0.2	0.5	0.5
CASH EQUIVALENTS	5.2	3.3	1.2	5.0	3.1	3.5	10.2	2.1	9.1	7.8	2.3	6.0
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
STATED MATURITY (Yrs)	14.0	15.5	14.6	14.7	15.4	16.1	14.5	16.6	15.3	15.2	16.5	15.5
WEIGHTED AVG CPN	5.4	5.3	5.3	5.1	5.4	5.2	4.6	5.0	4.5	4.5	4.7	4.4
WEIGHTED AVG PRICE	102.9	98.5	84.3	97.1	95.7	100.9	104.2	97.0	103.5	103.9	102.0	104.0
DURATION TO AVERAGE LIFE (Yrs)	4.2	4.9	5.1	4.9	5.5	5.4	4.2	5.4	4.7	4.8	5.8	3.2



# FIVE LARGEST NATIONAL FUNDS' YIELD AND DURATION COMPARED TO SIT TAX-FREE INCOME FUND

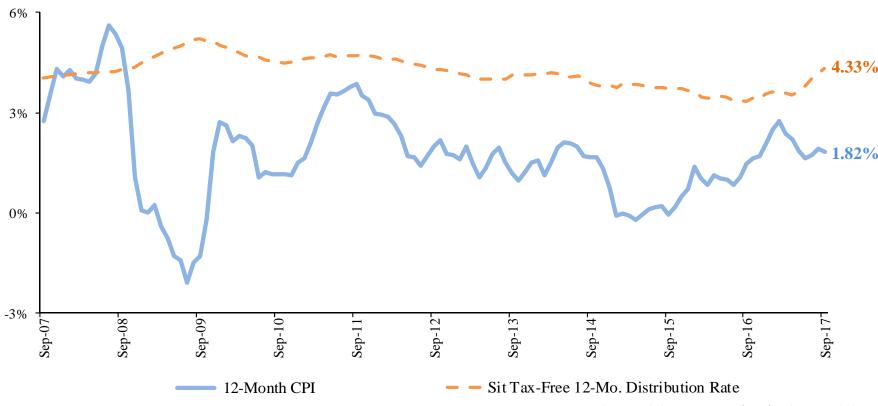
As of September 30, 2017





### SIT TAX-FREE INCOME FUND 12-MONTH DISTRIBUTION RATE

September 30, 2007 – September 30, 2017



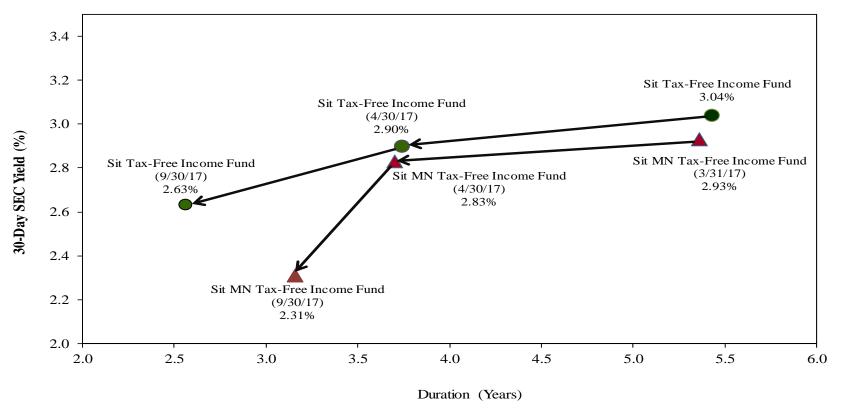
#### Average Annual Total Returns (%) as of September 30, 2017

Source: U.S. Consumer Price Index Urban Consumers NSA

	1 Year	3 Year	5 Year	<u> 10 Year</u>	Since Inception
Sit Tax-Free Income Fund (SNTIX)	1.2	4.2	4.0	4.4	5.3
Bloomberg Barclays 5-Year Municipal Index	1.1	2.0	1.9	3.8	4.4

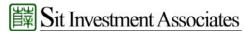


# TAX-FREE INCOME FUNDS' YIELDS AND DURATIONS MARCH VS. SEPTEMBER



### Average Annual Total Returns (%) as of September 30, 2017

	<u>1 Year</u>	3 Year	<u>5 Year</u>	<u>10 Year</u>	Since Inception
Sit Minnesota Tax-Free Income Fund (SMTFX)	0.4	3.1	3.0	4.4	4.7
Sit Tax-Free Income Fund (SNTIX)	1.2	4.2	4.0	4.4	5.3
Bloomberg Barclays 5-Year Municipal Index	1.1	2.0	1.9	3.8	4.4



#### **DISCLOSURES**

Performance figures are historical and do not guarantee future results. Investment returns and principal value will vary, and you may have a gain or loss when you sell shares. Current performance may be lower or higher than the performance data quoted. Contact the Fund for performance data current to the most recent month-end. Returns include changes in share price as well as reinvestment of all dividends and capital gains. Returns do not reflect the deduction of taxes that a shareholder would pay on Fund distributions or the redemption of Fund shares. Management fees and administrative expenses are included in the Fund's performance. Returns for periods greater than one year are compounded average annual rates of return.

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Fund holdings, sector allocations (as % of market value) and portfolio characteristics may change at any time and are not investment recommendations.

The Bloomberg Barclays Intermediate Government Index is a sub-index of the Barclays Government Bond Index covering issues with remaining maturities of between three and five years. The Bloomberg Barclays Government Bond Index is an index that measures the performance of all public U.S. government obligations with remaining maturities of one year or more. The Bloomberg Barclays 1-3 Year U.S. Government/Credit Index includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar-denominated bonds that have maturities of between 1 and 3 years and are publicly issued. The Bloomberg Barclays 5-Year Municipal Bond Index is an unmanaged index of long-term, fixed-rate, investment-grade, tax-exempt bonds representative of the municipal bond market and is the 5-year (4-6) component of the Bloomberg Barclays Municipal Bond Index. The Bloomberg Barclays Municipal Index is an unmanaged index considered representative of the tax-exempt bond market. The index returns include the reinvestment of income and do not include any transaction costs, management fees or other costs. It is not possible to invest directly in an index.

#### **DISCLOSURES - CONTINUED**

**Duration** is a measure of estimated price sensitivity relative to changes in interest rates. Portfolios with longer durations are typically more sensitive to changes in interest rates. For example, if interest rates rise by 1%, the market value of a security with an effective duration of 5 years would decrease by 5%, with all other factors being constant. The correlation between duration and price sensitivity is greater for securities rates investment-grade than it is for securities rated below investment-grade. Duration estimates are based on assumptions by Sit Investment and are subject to a number of limitations. **Effective duration** is calculated based on historical price changes of securities held by the Fund, and therefore is a more accurate estimate of price sensitivity provided interest rates remain within their historical range.

Investment in debt securities typically decrease in value when interest rates rise. The risk is usually greater for longer-term debt securities. Mortgage-backed securities involve risk of loss due to prepayments and defaults.

# Average Annual Total Returns (%) as of September 30, 2017

	<u>1 Year</u>	3 Year	5 Year	<u> 10 Year</u>	Since Inception
<b>Taxable</b>					
Sit U.S. Government Securities Fund (SNGVX)	-0.2	1.2	0.6	2.9	5.3
Bloomberg Barclays Intermediate Government Index	-0.7	1.6	1.0	3.1	5.5
Sit Quality Income Fund (SQIFX)	0.8	0.5	n/a	n/a	0.6
Bloomberg Barclays 1-3 Year Gov't/Credit Index	0.7	1.1	n/a	n/a	0.9
Tax-Free					
Sit Minnesota Tax-Free Income Fund (SMTFX)	0.4	3.1	3.0	4.4	4.7
Sit Tax-Free Income Fund (SNTIX)	1.2	4.2	4.0	4.4	5.3
Bloomberg Barclays 5-Year Municipal Index	1.1	2.0	1.9	3.8	4.4
Bloomberg Barclays Municipal Index	0.9	3.2	3.0	4.5	5.1

#### **DISCLOSURES - CONTINUED**

This summary may contain the collective opinions of our analysts and portfolio managers, and is provided for informational purposes only. While the information is accurate at the time of writing, such information is subject to change at any time without notice. Before you invest, please read the prospectus carefully.

Investment in debt securities typically decrease in value when interest rates rise. The risk is usually greater for longer-term debt securities. Mortgage-backed securities involve risk of loss due to prepayments and defaults. Income from tax-exempt funds may be subject to state & local taxes, and a portion of income may be subject to federal income tax including the alternative minimum tax (AMT). Capital gains distributions, if any, will be subject to tax.