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# Town of Palm Beach OPEB Trust

Investment Performance Review - Flash Report  
Period Ending March 31, 2024

Preliminary Returns

MARINER

### Index Returns (%)

<u>Equities</u>	<u>Month</u>	<u>3 M</u>	<u>YTD</u>	<u>1 Year</u>	<u>3 Yr Ann</u>	<u>5 Yr Ann</u>
S&P 500 Total Return	3.22	10.56	10.56	29.88	11.49	15.05
Russell Midcap Index	4.34	8.60	8.60	22.35	6.07	11.10
Russell 2000 Index	3.58	5.18	5.18	19.71	(0.10)	8.10
Russell 1000 Growth Index	1.76	11.41	11.41	39.00	12.50	18.52
Russell 1000 Value Index	5.00	8.99	8.99	20.27	8.11	10.31
Russell 3000 Index	3.23	10.02	10.02	29.29	9.78	14.34
MSCI EAFE NR	3.29	5.78	5.78	15.32	4.78	7.33
MSCI EM NR	2.48	2.37	2.37	8.15	(5.05)	2.22

### Russell Indices Style Returns

	<u>V</u>	<u>B</u>	<u>G</u>		<u>V</u>	<u>B</u>	<u>G</u>
<b>L</b>	9.0	10.3	11.4	<b>L</b>	11.4	26.5	42.7
<b>M</b>	8.2	8.6	9.5	<b>M</b>	12.7	17.2	25.9
<b>S</b>	2.9	5.2	7.6	<b>S</b>	14.6	16.9	18.6

**YTD** **2023**

### Index Returns (%)

<u>Fixed Income</u>	<u>Month</u>	<u>3 M</u>	<u>YTD</u>	<u>1 Year</u>	<u>Mod. Adj. Duration</u>	<u>Yield to Worst</u>
U.S. Aggregate	0.92	(0.78)	(0.78)	1.70	6.22	4.85
U.S. Corporate Investment Grade	1.29	(0.40)	(0.40)	4.43	7.01	5.30
U.S. Corporate High Yield	1.18	1.47	1.47	11.15	3.15	7.66
Global Aggregate	0.55	(2.08)	(2.08)	0.49	6.66	3.74

### Currencies

	<u>03/31/24</u>	<u>12/31/23</u>	<u>12/31/22</u>
Euro Spot	1.08	1.10	1.07
British Pound Spot	1.26	1.27	1.21
Japanese Yen Spot	151.29	141.04	131.12
Swiss Franc Spot	0.90	0.84	0.92

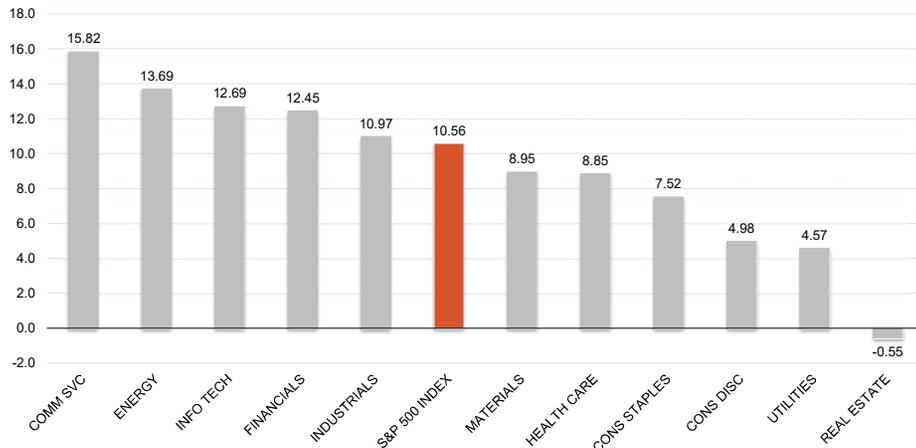
### Levels (%)

<u>Key Rates</u>	<u>03/31/24</u>	<u>12/31/23</u>	<u>12/31/22</u>	<u>12/31/21</u>	<u>12/31/20</u>
US Generic Govt 3 Mth	5.36	5.33	4.34	0.03	0.06
US Generic Govt 2 Yr	4.62	4.25	4.43	0.73	0.12
US Generic Govt 10 Yr	4.20	3.88	3.87	1.51	0.91
US Generic Govt 30 Yr	4.34	4.03	3.96	1.90	1.64
ICE LIBOR USD 3M	5.56	5.59	4.77	0.21	0.24
Euribor 3 Month ACT/360	3.89	3.91	2.13	(0.57)	(0.55)
Bankrate 30Y Mortgage Rates Na	7.24	6.99	6.66	3.27	2.87
Prime	8.50	8.50	7.50	3.25	3.25

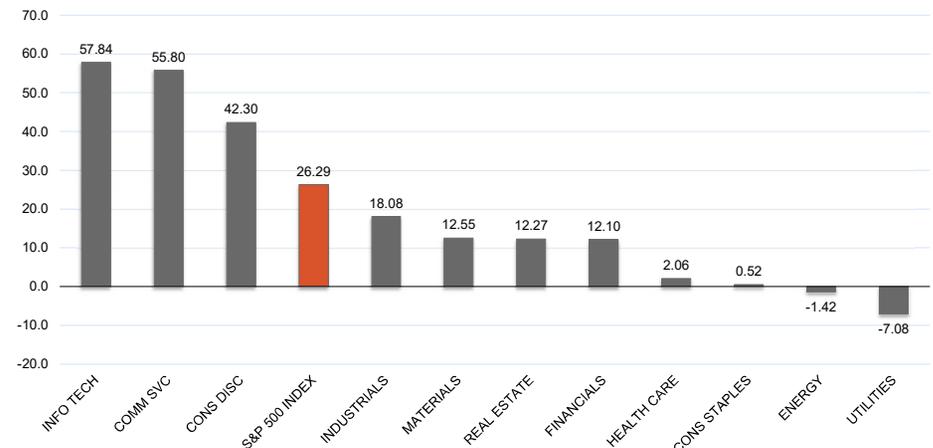
### Commodities

	<u>03/31/24</u>	<u>12/31/23</u>	<u>12/31/22</u>
Oil	83.17	71.65	80.45
Gasoline	3.54	3.11	3.21
Natural Gas	1.76	2.51	3.93
Gold	2,238.40	2,071.80	1,857.70
Silver	24.92	24.09	24.21
Copper	400.70	389.05	381.45
Corn	442.00	471.25	678.00
BBG Commodity TR Idx	231.40	226.43	245.89

### YTD Sector Returns



### 2023 Sector Returns



Source: Bloomberg & Investment Metrics. For informational purposes only and should not be regarded as investment advice. Information is based on sources and data believed to be reliable, but Mariner Institutional cannot guarantee the accuracy, adequacy or completeness of the information. The material provided herein is valid only as of the date of distribution and not as of any future date.

\*Heat maps are displayed utilizing a 9-color scale, with green as the highest return for the time period noted and red as the lowest return for the time period noted. Color scales within each time period are mutually exclusive.

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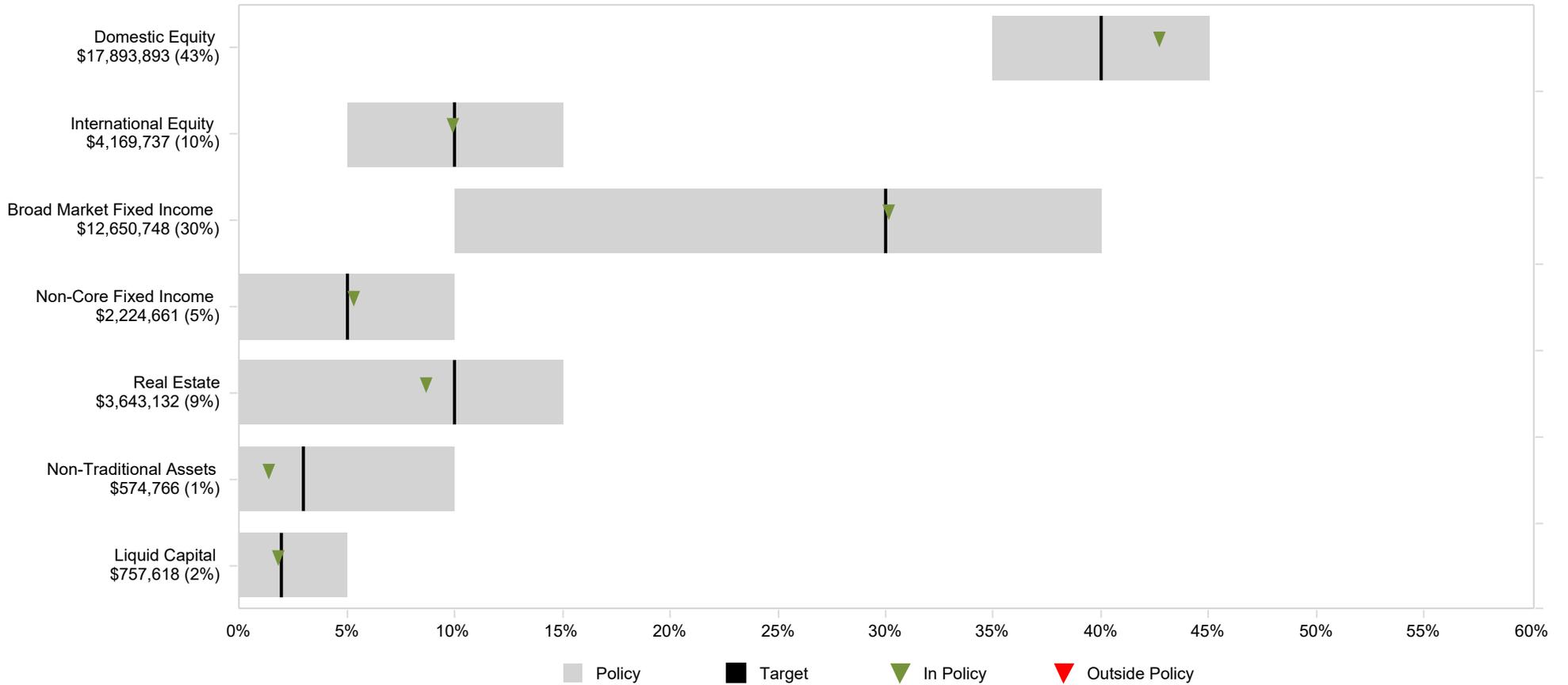
Manager	MV as of	Most Recent Statement Date
<b>Real Estate</b>		
Intercontinental U.S. REIF	3/31/2024	3/31/2024
Principal Enhanced Property Fund	3/31/2024	3/31/2024
<b>Absolute Return</b>		
Crescent Direct Lending Levered Fund II	11/14/2023 - Capital Distribution	9/30/2023

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Performance and valuations presented in this report are preliminary, with 98.6% of assets reporting finalized figures.  
NAVs for non-reporting investments are carried forward from the most recent valuation.

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**Executive Summary**



**Asset Allocation Compliance**

	Asset Allocation \$	Current Allocation (%)	Minimum Allocation (%)	Target Allocation (%)	Maximum Allocation (%)
<b>Total Fund</b>	<b>41,914,556</b>	<b>100.0</b>	<b>N/A</b>	<b>100.0</b>	<b>N/A</b>
Domestic Equity	17,893,893	42.7	35.0	40.0	45.0
International Equity	4,169,737	9.9	5.0	10.0	15.0
Broad Market Fixed Income	12,650,748	30.2	10.0	30.0	40.0
Non-Core Fixed Income	2,224,661	5.3	0.0	5.0	10.0
Real Estate	3,643,132	8.7	0.0	10.0	15.0
Non-Traditional Assets	574,766	1.4	0.0	3.0	10.0
Liquid Capital	757,618	1.8	0.0	2.0	5.0

**Financial Reconciliation**  
**Total Fund**  
**1 Month Ending March 31, 2024**

<b>Financial Reconciliation - 1 Month</b>									
	<b>Market Value 03/01/2024</b>	<b>Net Transfers</b>	<b>Contributions</b>	<b>Distributions</b>	<b>Management Fees</b>	<b>Other Expenses</b>	<b>Income</b>	<b>Apprec./ Deprec.</b>	<b>Market Value 03/31/2024</b>
<b>Domestic Equity</b>	<b>17,335,259</b>	-	-	-	-	-	<b>51,617</b>	<b>507,017</b>	<b>17,893,893</b>
Vanguard Russell 3000 Idx (VRTTX)	17,335,259	-	-	-	-	-	51,617	507,017	17,893,893
<b>International Equity</b>	<b>4,036,866</b>	-	-	-	-	-	<b>1,162</b>	<b>131,709</b>	<b>4,169,737</b>
Pear Tree Polaris Foreign Value (QFVRX)	2,294,812	-	-	-	-	-	-	69,789	2,364,600
American Funds Europacific Growth R6 (RERGX)	1,542,947	-	-	-	-	-	-	56,048	1,598,995
Vanguard Developed Mkts Index (VTMGX)	199,107	-	-	-	-	-	1,162	5,873	206,142
<b>Total Fixed Income</b>	<b>12,768,491</b>	<b>2,000,000</b>	-	-	-	-	<b>166</b>	<b>106,753</b>	<b>14,875,410</b>
Galliard Intermediate Core	10,569,465	2,000,000	-	-	-	-	-	81,284	12,650,748
PIMCO Div Inc Bond Fund (PDIIX)	2,199,026	-	-	-	-	-	166	25,469	2,224,661
<b>Real Estate</b>	<b>3,757,183</b>	-	-	-	<b>-10,855</b>	-	<b>36,640</b>	<b>-139,836</b>	<b>3,643,132</b>
Intercontinental U.S. REIF	2,468,751	-	-	-	-6,334	-	20,180	-112,064	2,370,533
Principal Enhanced Property Fund	1,288,432	-	-	-	-4,520	-	16,461	-27,773	1,272,599
<b>Non-Traditional Assets</b>	<b>574,766</b>	-	-	-	-	-	-	-	<b>574,766</b>
Crescent Direct Lending Levered Fund II	574,766	-	-	-	-	-	-	-	574,766
<b>Liquid Capital</b>	<b>2,751,362</b>	<b>-2,000,000</b>	-	-	-	-	<b>6,256</b>	-	<b>757,618</b>
Liquid Reserves	2,751,362	-2,000,000	-	-	-	-	6,256	-	757,618
<b>Total Fund</b>	<b>41,223,926</b>	-	-	-	<b>-10,855</b>	-	<b>95,841</b>	<b>605,643</b>	<b>41,914,556</b>

**Financial Reconciliation**  
**Total Fund**  
October 1, 2023 To March 31, 2024

<b>Financial Reconciliation - Fiscal Year To Date</b>									
	<b>Market Value 10/01/2023</b>	<b>Net Transfers</b>	<b>Contributions</b>	<b>Distributions</b>	<b>Management Fees</b>	<b>Other Expenses</b>	<b>Income</b>	<b>Apprec./ Deprec.</b>	<b>Market Value 03/31/2024</b>
<b>Domestic Equity</b>	<b>16,193,821</b>	<b>-2,000,000</b>	-	-	-	-	<b>130,142</b>	<b>3,569,931</b>	<b>17,893,893</b>
Vanguard Russell 3000 Idx (VRTTX)	16,193,821	-2,000,000	-	-	-	-	130,142	3,569,931	17,893,893
<b>International Equity</b>	<b>3,572,077</b>	-	-	-	-	-	<b>130,800</b>	<b>466,861</b>	<b>4,169,737</b>
Pear Tree Polaris Foreign Value (QFVRX)	2,047,260	-	-	-	-	-	103,674	213,666	2,364,600
American Funds Europacific Growth R6 (RERGX)	1,348,382	-	-	-	-	-	23,507	227,106	1,598,995
Vanguard Developed Mkts Index (VTMGX)	176,435	-	-	-	-	-	3,618	26,089	206,142
<b>Total Fixed Income</b>	<b>12,126,547</b>	<b>2,000,000</b>	-	-	-	-	<b>26,846</b>	<b>722,016</b>	<b>14,875,410</b>
Galliard Intermediate Core	10,081,687	2,000,000	-	-	-	-	-	569,062	12,650,748
PIMCO Div Inc Bond Fund (PDIIX)	2,044,861	-	-	-	-	-	26,846	152,954	2,224,661
<b>Real Estate</b>	<b>3,941,461</b>	-	-	-	<b>5,518</b>	-	<b>73,320</b>	<b>-377,167</b>	<b>3,643,132</b>
Intercontinental U.S. REIF	2,621,785	-	-	-	14,702	-	39,876	-305,830	2,370,533
Principal Enhanced Property Fund	1,319,676	-	-	-	-9,184	-	33,443	-71,336	1,272,599
<b>Non-Traditional Assets</b>	<b>593,546</b>	<b>-18,780</b>	-	-	-	-	-	-	<b>574,766</b>
Crescent Direct Lending Levered Fund II	593,546	-18,780	-	-	-	-	-	-	574,766
<b>Liquid Capital</b>	<b>717,258</b>	<b>18,780</b>	<b>5,095</b>	-	<b>-2,101</b>	-	<b>15,659</b>	<b>2,928</b>	<b>757,618</b>
Liquid Reserves	717,258	18,780	5,095	-	-2,101	-	15,659	2,928	757,618
<b>Total Fund</b>	<b>37,144,710</b>	<b>-</b>	<b>5,095</b>	<b>-</b>	<b>3,417</b>	<b>-</b>	<b>376,766</b>	<b>4,384,568</b>	<b>41,914,556</b>

**Asset Allocation & Performance**  
**Program Composite and Investment Performance**  
As of March 31, 2024

<b>Asset Allocation &amp; Performance [Net of Fees] - Trailing Returns</b>											
	<b>Allocation</b>		<b>Performance(%)</b>								
	Market Value \$	%	MTH	QTD	FYTD	YTD	1 YR	3 YR	5 YR	Inception	Inception Date
<b>Total Fund (Net)</b>	<b>41,914,556</b>	<b>100.0</b>	<b>1.68</b>	<b>4.69</b>	<b>12.83</b>	<b>4.69</b>	<b>13.50</b>	<b>4.16</b>	<b>7.02</b>	<b>4.59</b>	<b>05/01/2007</b>
Total Fund Policy			1.71	4.19	11.90	4.19	12.77	4.48	7.65	N/A	
<b>Domestic Equity</b>	<b>17,893,893</b>	<b>42.7</b>	<b>3.22</b>	<b>10.00</b>	<b>23.29</b>	<b>10.00</b>	<b>29.26</b>	<b>9.80</b>	<b>12.81</b>	<b>7.87</b>	<b>06/01/2007</b>
Vanguard Russell 3000 Idx (VRTTX)			3.22	10.00	23.29	10.00	29.26	9.72	N/A	N/A	
Russell 3000 Index			3.23	10.02	23.30	10.02	29.29	9.78	14.34	9.55	
<b>International Equity</b>	<b>4,169,737</b>	<b>9.9</b>	<b>3.29</b>	<b>5.01</b>	<b>16.73</b>	<b>5.01</b>	<b>14.50</b>	<b>0.72</b>	<b>6.50</b>	<b>3.27</b>	<b>06/01/2007</b>
Total International Equity Policy			3.22	4.81	15.11	4.81	13.83	2.44	6.48	2.83	
Pear Tree Polaris Foreign Value (QFVRX)	2,364,600	5.6	3.04	3.41	15.50	3.41	15.17	1.28	N/A	9.30	09/01/2020
MSCI EAFE (Net) Index			3.29	5.78	16.81	5.78	15.32	4.78	7.33	8.64	
MSCI EAFE Value Index (Net)			4.36	4.48	13.07	4.48	17.32	6.59	6.39	11.56	
American Funds Europacific Growth R6 (RERGX)	1,598,995	3.8	3.63	7.44	18.59	7.44	13.49	-0.16	7.05	5.75	07/01/2018
MSCI AC World ex USA (Net)			3.13	4.69	14.90	4.69	13.26	1.94	5.97	4.87	
MSCI EAFE Growth Index (Net)			2.33	7.03	20.65	7.03	13.28	2.76	7.82	6.50	
Vanguard Developed Mkts Index (VTMGX)	206,142	0.5	3.53	5.15	16.84	5.15	14.86	3.94	N/A	12.28	05/01/2020
Vanguard Spliced Developed ex U.S. Index (Net)			3.63	5.11	16.49	5.11	15.22	3.92	7.37	12.15	
<b>Non-Traditional Assets</b>	<b>574,766</b>	<b>1.4</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7.12</b>	<b>8.53</b>	<b>8.52</b>	<b>4.78</b>	<b>07/01/2007</b>
Crescent Direct Lending Levered Fund II	574,766	1.4	0.00	0.00	0.00	0.00	7.12	8.53	8.36	8.87	03/01/2018

Returns for periods greater than one year are annualized. Returns are expressed as percentages.

**Asset Allocation & Performance**  
**Program Composite and Investment Performance**  
As of March 31, 2024

	Allocation		Performance(%)								
	Market Value \$	%	MTH	QTD	FYTD	YTD	1 YR	3 YR	5 YR	Inception	Inception Date
<b>Total Fixed Income</b>	<b>14,875,410</b>	<b>35.5</b>	<b>0.82</b>	<b>0.20</b>	<b>6.16</b>	<b>0.20</b>	<b>4.09</b>	<b>-1.32</b>	<b>1.41</b>	<b>2.36</b>	<b>06/01/2007</b>
Fixed Income Composite Index			0.92	-0.73	5.91	-0.73	1.62	-2.34	0.49	N/A	
Galliard Intermediate Core	12,650,748	30.2	0.76	0.06	5.63	0.06	3.20	N/A	N/A	0.33	04/01/2022
Bloomberg Intermed Aggregate Index			0.78	-0.42	5.06	-0.42	2.30	-1.66	0.60	-0.28	
PIMCO Div Inc Bond Fund (PDIIIX)	2,224,661	5.3	1.17	0.93	8.79	0.93	8.61	-0.35	1.87	2.31	12/01/2017
Blmbg. Global Credit (Hedged)			1.26	0.40	7.75	0.40	6.63	-1.05	1.65	1.99	
<b>Real Estate</b>	<b>3,643,132</b>	<b>8.7</b>	<b>-3.04</b>	<b>-2.80</b>	<b>-7.57</b>	<b>-2.80</b>	<b>-13.65</b>	<b>1.82</b>	<b>2.84</b>	<b>3.75</b>	<b>04/01/2018</b>
NCREIF Fund Index-Open End Diversified Core (EW)			-2.20	-2.20	-7.30	-2.20	-11.69	3.64	3.82	4.46	
Intercontinental U.S. REIF	2,370,533	5.7	-3.98	-3.98	-9.58	-3.98	-16.17	0.47	2.10	3.13	04/01/2018
NCREIF Fund Index-Open End Diversified Core (EW)			-2.20	-2.20	-7.30	-2.20	-11.69	3.64	3.82	4.46	
Principal Enhanced Property Fund	1,272,599	3.0	-1.23	-0.52	-3.57	-0.52	-8.52	4.56	4.31	4.48	10/01/2018
NCREIF Fund Index-Open End Diversified Core (EW)			-2.20	-2.20	-7.30	-2.20	-11.69	3.64	3.82	4.09	
<b>Liquid Reserves</b>	<b>757,618</b>	<b>1.8</b>									
<b>Annualized Cash Yield: 4.92% (03/31/2024)</b>											

Returns for periods greater than one year are annualized. Returns are expressed as percentages.

**Historical Hybrid Composition**  
**Total Fund Policy**  
As of March 31, 2024

**Total Fund Historical Hybrid Composition**

Allocation Mandate	Weight (%)	Allocation Mandate	Weight (%)
<b>Jul-2007</b>		<b>Oct-2020</b>	
Target Index	100.00	Russell 3000 Index	40.00
<b>Dec-2011</b>		MSCI AC World ex USA (Net)	10.00
Russell 3000 Index	27.50	Blmbg. U.S. Aggregate Index	35.00
MSCI EAFE (Net) Index	17.50	Bloomberg U.S. TIPS Index	5.00
HFRI Fund of Funds Composite Index	20.00	NCREIF Fund Index-Open End Diversified Core (EW)	10.00
Real Assets Composite Index	15.00	<b>Apr-2022</b>	
Fixed Income Composite Index	20.00	Russell 3000 Index	40.00
<b>Sep-2013</b>		MSCI AC World ex USA (Net)	10.00
Russell 3000 Index	27.50	Bloomberg Intermed Aggregate Index	30.00
MSCI AC World ex USA (Net)	17.50	Blmbg. Global Credit (Hedged)	5.00
HFRI Fund of Funds Composite Index	20.00	NCREIF Fund Index-Open End Diversified Core (EW)	10.00
Real Assets Composite Index	15.00	Credit Suisse Leveraged Loan Index	3.00
Fixed Income Composite Index	20.00	90 Day U.S. Treasury Bill	2.00
<b>Jan-2015</b>			
Russell 3000 Index	27.50		
MSCI AC World ex USA (Net)	17.50		
HFRI Fund of Funds Composite Index	20.00		
Real Assets Composite Index Attribution Hybrid	15.00		
Blmbg. U.S. Aggregate Index	10.00		
Blmbg. U.S. Treasury: 1-5 Year	10.00		
<b>Oct-2017</b>			
Russell 3000 Index	45.00		
MSCI AC World ex USA	15.00		
Blmbg. U.S. Aggregate Index	37.50		
Bloomberg U.S. TIPS Index	2.50		
<b>Apr-2018</b>			
Russell 3000 Index	45.00		
MSCI AC World ex USA	15.00		
Blmbg. U.S. Aggregate Index	30.00		
NCREIF Fund Index-Open End Diversified Core (EW)	10.00		

<b>Real Asset Composite Historical Hybrid Composition</b>	
<b>Allocation Mandate</b>	<b>Weight (%)</b>
<b>Sep-2006</b>	
Inflation Hedging Composite Index	100.00
<b>Jan-2011</b>	
70/30 ncreif nareit hybrid	40.00
Bloomberg U.S. TIPS Index	20.00
Spliced Energy Index	20.00
Bloomberg Commodity Index Total Return	20.00
<b>Jul-2011</b>	
70/30 ncreif nareit hybrid	10.00
Bloomberg U.S. TIPS Index	30.00
Spliced Energy Index	30.00
Bloomberg Commodity Index Total Return	30.00
<b>Jan-2012</b>	
Bloomberg U.S. TIPS Index	100.00
<b>Mar-2014</b>	
Vanguard Short-Term Inflation Protected Securities Adm. Fund	100.00

Total Fund Historical Hybrid Composition	
Allocation Mandate	Weight (%)
<b>Jun-2007</b>	
Fixed Income Composite Index	100.00
<b>Jan-2011</b>	
Blmbg. U.S. Aggregate Index	50.00
ICE BofAML Conv. Bonds, U.S. Investment Grade	50.00
<b>Dec-2011</b>	
Blmbg. U.S. Aggregate Index	50.00
Blmbg. U.S. Treasury: 1-5 Year	50.00
<b>Oct-2017</b>	
Blmbg. U.S. Aggregate Index	94.00
Bloomberg U.S. TIPS Index	6.00

<b>Active Return</b>	- Arithmetic difference between the manager's performance and the designated benchmark return over a specified time period.
<b>Alpha</b>	- A measure of the difference between a portfolio's actual performance and its expected return based on its level of risk as determined by beta. It determines the portfolio's non-systemic return, or its historical performance not explained by movements of the market.
<b>Beta</b>	- A measure of the sensitivity of a portfolio to the movements in the market. It is a measure of the portfolio's systematic risk.
<b>Consistency</b>	- The percentage of quarters that a product achieved a rate of return higher than that of its benchmark. Higher consistency indicates the manager has contributed more to the product's performance.
<b>Distributed to Paid In (DPI)</b>	- The ratio of money distributed to Limited Partners by the fund, relative to contributions. It is calculated by dividing cumulative distributions by paid in capital. This multiple shows the investor how much money they got back. It is a good measure for evaluating a fund later in its life because there are more distributions to measure against.
<b>Down Market Capture</b>	- The ratio of average portfolio performance over the designated benchmark during periods of negative returns. A lower value indicates better product performance
<b>Downside Risk</b>	- A measure similar to standard deviation that utilizes only the negative movements of the return series. It is calculated by taking the standard deviation of the negative quarterly set of returns. A higher factor is indicative of a riskier product.
<b>Excess Return</b>	- Arithmetic difference between the manager's performance and the risk-free return over a specified time period.
<b>Excess Risk</b>	- A measure of the standard deviation of a portfolio's performance relative to the risk free return.
<b>Information Ratio</b>	- This calculates the value-added contribution of the manager and is derived by dividing the active rate of return of the portfolio by the tracking error. The higher the Information Ratio, the more the manager has added value to the portfolio.
<b>Public Market Equivalent (PME)</b>	- Designs a set of analyses used in the Private Equity Industry to evaluate the performance of a Private Equity Fund against a public benchmark or index.
<b>R-Squared</b>	- The percentage of a portfolio's performance that can be explained by the behavior of the appropriate benchmark. A high R-Squared means the portfolio's performance has historically moved in the same direction as the appropriate benchmark.
<b>Return</b>	- Compounded rate of return for the period.
<b>Sharpe Ratio</b>	- Represents the excess rate of return over the risk free return divided by the standard deviation of the excess return. The result is an absolute rate of return per unit of risk. A higher value demonstrates better historical risk-adjusted performance.
<b>Standard Deviation</b>	- A statistical measure of the range of a portfolio's performance. It represents the variability of returns around the average return over a specified time period.
<b>Total Value to Paid In (TVPI)</b>	- The ratio of the current value of remaining investments within a fund, plus the total value of all distributions to date, relative to the total amount of capital paid into the fund to date. It is a good measure of performance before the end of a fund's life
<b>Tracking Error</b>	- This is a measure of the standard deviation of a portfolio's returns in relation to the performance of its designated market benchmark.
<b>Treynor Ratio</b>	- Similar to Sharpe ratio but utilizes beta rather than excess risk as determined by standard deviation. It is calculated by taking the excess rate of return above the risk free rate divided by beta to derive the absolute rate of return per unit of risk. A higher value indicates a product has achieved better historical risk-adjusted performance.
<b>Up Market Capture</b>	- The ratio of average portfolio performance over the designated benchmark during periods of positive returns. A higher value indicates better product performance.

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Methodology for this Award: For the 2022 Greenwich Quality Award for Overall U.S. Investment Consulting – Midsize Consultants – Between February and November 2022, Coalition Greenwich conducted interviews with 727 individuals from 590 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors are corporate and union funds, public funds, and endowment and foundation funds, with either pension or investment pool assets greater than \$150 million. Study participants were asked to provide quantitative and qualitative evaluations of their asset management and investment consulting providers, including qualitative assessments of those firms soliciting their business and detailed information on important market trends.

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