WASHINGTON CROSSING ADVISORS

Laddered Bond Portfolio
Corporate Fixed Income

www.washingtoncrossingadvisors.com

PORTFOLIO PROFILE SHEET

Kevin R. Caron, CFA
Senior Portfolio Manager
(973) 549-4051
kevin.caron@stifel.com

Chad A. Morganlander
Senior Portfolio Manager
(973) 549-4052
chad.morganlander@stifel.com

Matthew J. Battipaglia
Portfolio Manager
(973) 549-4047
battipagliam@stifel.com

Suzanne E. Ashley
Analyst
(973) 549-4168
ashleys@stifel.com

About Washington Crossing Advisors
Washington Crossing Advisors (WCA) is a wholly owned subsidiary and affiliated SEC Registered Investment Adviser of Stifel Financial Corp. WCA strategies are offered through the Stifel Score Program (Research-Driven Portfolios). The senior management team has worked together for over 20 years as market strategists and portfolio managers.

About Stifel
Founded in 1890, Stifel is one of the leading financial services firms in the U.S., providing full-service wealth management and investment banking services. Stifel is a leading underwriter and advisor for companies and a top provider of trade execution and securities distribution with nationally recognized research and a suite of asset management strategies.

Score
Research-Driven Portfolios
STIFEL

PHILOSOPHY

We believe a portfolio of high quality, carefully selected, corporate bonds with a stable overall duration should provide superior after-tax, risk-adjusted returns versus other approaches that frequently adjust duration in anticipation of changing interest rates.

INVESTMENT PROCESS

The financial advisor establishes a client's time horizon, risk preferences, tax position, and income needs. Next, bonds are selected based on issuer rating, liquidity, and Washington Crossing Advisors views of the industry sector and creditworthiness of the issuer. Washington Crossing Advisors continues to monitor the credit rating of each issue and will make substitutions as bonds mature or are called and as warranted by changes in credit rating. On occasion, Washington Crossing Advisors may also make substitutions in anticipation of expected credit rating changes or to exploit better opportunities. Portfolio performance is reviewed regularly relative to an appropriate investment-grade, intermediate, domestic corporate bond index.

SHORT-TERM LADDER (1-7 YEARS)

Portfolio Characteristics:
Account Minimum: $150,000
Investment Vehicle: 21 Investment-Grade Bonds
Bonds Per Year: 3
Targeted Average Maturity: 4 years
Longest Maturity: 7 years

Investments Include:
Investment-grade corporate bonds

INTERMEDIATE-TERM LADDER (1-10 YEARS)

Portfolio Characteristics:
Account Minimum: $150,000
Investment Vehicle: 30 Investment-Grade Bonds
Bonds Per Year: 3
Targeted Average Maturity: 5.5 years
Longest Maturity: 10 years

Investments Include:
Investment-grade corporate bonds

HYPOTHETICAL EXAMPLE OF AN INTERMEDIATE-TERM BOND LADDER ($150,000 PORTFOLIO)

AT INCEPTION

Bond Matures In	Percent Maturing	Amount Maturing (HYPOTHETICAL)	Current Yield (HYPOTHETICAL)	Annual Income (HYPOTHETICAL)
Year 10 (New)	10%	$15,000	5.0%	$750
Year 9	10%	$15,000	4.9%	$735
Year 8	10%	$15,000	4.8%	$720
Year 7	10%	$15,000	4.6%	$690
Year 6	10%	$15,000	4.5%	$675
Year 5	10%	$15,000	3.7%	$555
Year 4	10%	$15,000	3.3%	$495
Year 3	10%	$15,000	2.7%	$405
Year 2	10%	$15,000	2.2%	$330
Year 1	10%	$15,000	1.7%	$255
Total:	**100%**	**$150,000**	**3.7%**	**$5,610**

At Inception:

10% of the portfolio's value is invested in each year going out 10 years. Each year represents a "rung" of the ladder. Interest rates are typically higher with longer maturities on the higher "rungs" in exchange for greater volatility. Shorter maturities on the lower "rungs" typically carry relatively lower rates along with less volatility in price.

The average maturity of this example portfolio is 5-6 years. No bond has a maturity greater than 10 years.

THE FOLLOWING YEAR

Bond Matures In	Percent Maturing	Amount Maturing (HYPOTHETICAL)	Current Yield (HYPOTHETICAL)	Annual Income (HYPOTHETICAL)
Year 10 (New)	10%	$15,000	MARKET RATE	MARKET RATE
Year 9	10%	$15,000	5.0%	$750
Year 8	10%	$15,000	4.9%	$735
Year 7	10%	$15,000	4.8%	$720
Year 6	10%	$15,000	4.6%	$690
Year 5	10%	$15,000	4.5%	$675
Year 4	10%	$15,000	3.7%	$555
Year 3	10%	$15,000	3.3%	$495
Year 2	10%	$15,000	2.7%	$405
Year 1	10%	$15,000	2.2%	$330
Matured	0%			
Total:	**100%**	**$150,000**		

$15,000 REINVESTED IN NEW 10-YEAR BOND

When Bonds Come Due:

Proceeds are invested at the long-end of the ladder in a NEW 10-year bond. The interest rate on that new bond is based on the market rate of interest at the time of purchase. This means that the portfolio's overall yield and average income will not be locked in. Instead, it will gradually adjust as interest rates change over time.

For example, if rates rose over the past year, bond prices may have declined, but newly purchased bonds may take advantage of this higher yield. The opposite would be the case if rates fell. Importantly, this is largely an "automatic" process which cuts out the guesswork regarding the future direction of interest rates. Instead of engaging in guesswork, this process is an unemotional way to:

1) Generate a stream of income;
2) Allow interest rate flexibility should rates rise;
3) Maintain an average maturity of 5-6 years.

Laddering strategies do not assure or guarantee outperformance versus a benchmark or other, non-laddered strategies. In addition, the strategy does not assure or guarantee against loss of principal. Assumptions shown here are for illustration purposes only. Actual interest rates will vary from hypothetical examples. Yields and market values will fluctuate, and if sold prior to maturity, bonds may be worth more or less than the original investment.

MODEL PORTFOLIO STATISTICS (AS OF MARCH 31, 2017)

SHORT-TERM LADDER (1-7 YEARS)

Maturity:	4 years
Modified Duration:	3 years
Current Yield:	3.6%
Yield to Worst:	2.6%
Expected Turnover:	15-20 %
Number of Holdings:	21

INTERMEDIATE-TERM LADDER (1-10 YEARS)

Maturity:	5.5 Years
Modified Duration:	4.5 Years
Current Yield:	3.5%
Yield to Worst:	2.8%
Expected Turnover:	10%
Number of Holdings:	30

REPRESENTATIVE HOLDINGS

ABBVIE
ALTRIA GROUP INC.
APPLE INC.
BECTON, DICKINSON & CO.
BERKSHIRE HATHAWAY INC.
BLACKROCK, INC.
CISCO SYSTEMS INC.
COMCAST CORPORATION
CVS HEALTH CORP.
DU PONT (EI) AND COMPANY
FEDEX CORP.
GILEAD SCIENCES INC.
HOME DEPOT
INTEL CORP.
KRAFT HEINZ CO.
LOCKHEED MARTIN CORP.
LOWES
MCDONALD'S CORP.
MCKESSON CORP.
NORFOLK SOUTHERN CORP.
NORTHROP GRUMMAN
OCCIDENTAL PETROLEUM CORP.
PEPSICO, INC.
QUALCOMM INC.
QUEST DIAGNOSTICS INC.
REPUBLIC SERVICES, INC.
STRYKER CORPORATION
THERMO FISHER SCIENTIFIC INC.
WAL-MART STORES, INC.
WALT DISNEY CO.

The holdings are subject to change, at any time, without notice. The above is for illustrative purposes only and not intended as personalized recommendations. The securities identified and described do not represent all of the securities purchased, sold, or recommended for client accounts. You should not assume that an investment in the securities identified was or will be profitable.

DISCLOSURES

The Washington Crossing Advisors Laddered Bond Portfolio requires a $150,000 minimum investment. Strategies in the Stifel Score Program are proprietary products developed by Stifel. More information on the Score Program is included in the Stifel Consulting Services Disclosure Brochure and Part II of the Manager's Form ADV, which may be obtained from your Financial Advisor and which further outlines the fees, services, exclusions, and disclosures associated with this program. The information contained herein is believed to be reliable and representative of the portfolios available through Stifel; however, the accuracy of this information cannot be guaranteed. Investors should consider all terms and conditions before deciding whether the Score Program is appropriate for their needs.

When investing in bonds, it is important to note that as interest rates rise, bond prices will fall. Other risks include the risk of principal loss should the issuer default on either principal or interest payments. This portfolio invests in bonds which are obligations of corporations, and not the U.S. government, and therefore, carry a higher degree of risk relating to default. Although the portfolio strategy seeks to maintain an average portfolio rating of investment grade, individual bonds ratings are subject to change from time of purchase. Investment grade means bonds which carry a rating of Baa3 or higher by Moody's or BBB- or higher by Standard & Poor's. Model portfolio average statistics and model holdings are subject to change without notice. You should therefore carefully consider whether interest rate and default risk are suitable for you in light of your financial condition.