

ARCHITECTS OF INVESTMENT SOLUTIONS





# **State of North Carolina**

# STATE OF NORTH CAROLINA

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# SECTION I

# **GALLIARD CAPITAL MANAGEMENT**

WHO WE ARE

\$92.1 B

TOTAL AUM

\$77.6 B
TOTAL STABLE VALUE AUM

95+

STABLE VALUE SEPARATE ACCOUNTS

102

EMPLOYEES ON STAFF

SENIOR PROFESSIONALS AVERAGE YEARS OF EXPERIENCE:

Stable value portfolio management team  $-\,2\,6$ 

Fixed income team - 21

Contract management & negotiation team - 28

Offer **separate account** and **collective fund** solutions for clients

230+

INSTITUTIONAL CLIENTS

CLIENT RELATIONSHIP TENURE



~80% of our clients have worked with Galliard for greater than **5 years** 

35 of those relationships exceed 15 years with Galliard

#### CLIENT TYPES

- CorporatePublic Entities
- Taft-HartleyOperating Funds
- Healthcare
   Insurance Reserves
  - Foundations/ Endowments

FORTUNE 100 / 500

24 Fortune 100 clients; 62 Fortune 500 clients

GALLIARD

# HIGHLIGHTS

Galliard is the **largest** stable value separate account manager<sup>1</sup> and advises the **largest** stable value collective fund<sup>2</sup> in the nation

¹eVestment, Stable Value Fixed Income universe, as of December 31, 2018, Galliard ranked highest separate/segregated assets under management

<sup>2</sup>As ranked by the Hueler Analytics, Inc. © stable value universe; January 2018 monthly fund data

Galliard has been a signatory to the United
Nations-supported **Principles for Responsible Investment** since 2017

2019 NEW BUSINESS

BOOKED & VERBAL COMMITMENTS

9 new clients; \$995 M new assets

Data as of 9/30/19



# SECTION II

#### PORTFOLIO CHARACTERISTICS

#### STATE OF NORTH CAROLINA STABLE VALUE FUND

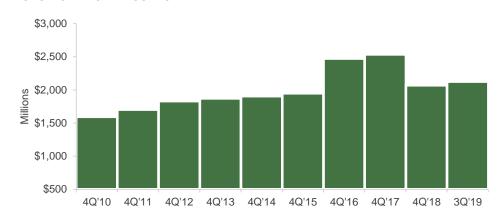
#### ACCOUNT SUMMARY

Benchmark	ICE BofAML US 3-Month Tsy Bill Index+150 bps, 3 Year Constant Maturity Treasury
Galliard Inception Date	December 1, 2010
Net Asset Value	\$2,125,309,266

#### PORTFOLIO CHARACTERISTICS

	<b>Portfolio</b> 6/30/19	<b>Portfolio</b> 9/30/19
Average Quality - Book Value <sup>1</sup>	A+	A+
Average Quality - Market Value <sup>2</sup>	AA	AA
Number of Contract Issuers	5	5
Blended Yield (after all fees) <sup>3</sup>	2.60%	2.63%
Yield to Maturity	2.36%	2.15%
Effective Duration	2.96 years	2.94 years
Market/Book Value Ratio	101.74%	102.23%

#### HISTORICAL FUND ASSETS



#### PORTFOLIO DISTRIBUTION

	<b>% Portfolio</b> 6/30/19	<b>% Portfolio</b> 9/30/19
Liquidity Buffer: Cash & Equivalents <sup>4</sup>	1.9	2.3
Short Portfolio	32.5	32.3
Intermediate Portfolio	65.6	65.4
Total	100.0%5	100.0%5

<sup>5:</sup> Total % of portfolio may not add to 100% due to rounding.



<sup>1:</sup> Average holdings quality of the contracts and other book value assets in the portfolio. The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

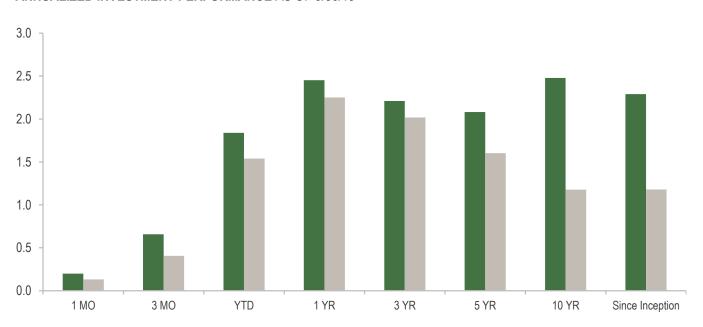
<sup>2:</sup> Average holdings quality of the underlying assets of the portfolio. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

<sup>3:</sup> Blended Yield is net of all fees, including book value contract fees, Galliard investment management fees, and, if applicable, external manager fees, Wells Fargo collective fund administrative fees, and plan administrative reimbursement.

<sup>4:</sup> Includes Receivables and Payables.

# ANNUALIZED INVESTMENT PERFORMANCE

#### ANNUALIZED INVESTMENT PERFORMANCE AS OF 9/30/191



Book Value Performance	1 Mo.	3 Mo.	YTD	1 Yr.	3 Yr.	5 Yr.	10 Yr.	Since Inception
Portfolio (net of all fees - NAV level) <sup>2,3</sup>	0.20	0.66	1.84	2.45	2.21	2.08	2.48	2.29
3 Year Constant Maturity Treasury	0.13	0.41	1.54	2.25	2.02	1.60	1.18	1.18
Benchmark <sup>4</sup>	0.30	0.94	2.96	3.93	3.07	2.51	2.06	2.11
Value Added (net of all fees - NAV level) <sup>5</sup>	0.07	0.25	0.30	0.20	0.19	0.48	1.30	1.11

<sup>5:</sup> May not add due to rounding.



<sup>1:</sup> Returns for periods of less than one year are not annualized.

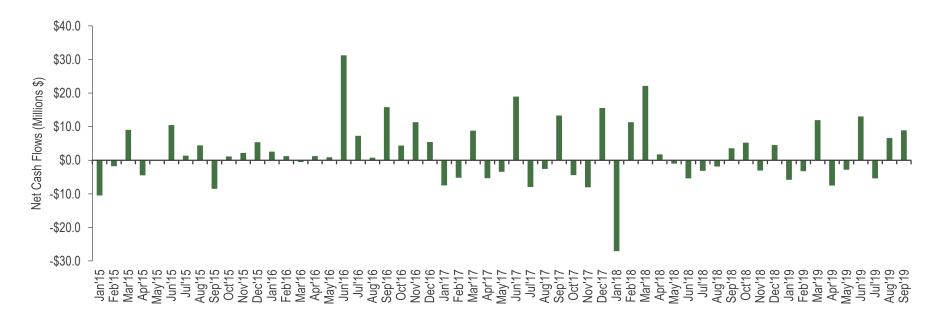
<sup>2:</sup> Returns are net of all fees, including book value contract fees, Galliard investment management fees, and, if applicable, external manager fees, Wells Fargo collective fund administrative fees, and plan administrative reimbursement.

<sup>3:</sup> Galliard assumed management of this portfolio on December 1, 2010. Performance for periods referenced prior to this date include historical performance of another investment advisor.

<sup>4:</sup> ICE BofAML US 3-Month Tsy Bill Index+150 bps

# HISTORICAL CASHFLOWS

#### HISTORICAL CASHFLOWS



	2015	2016	2017	2018	1Q'19	2Q'19	3Q'19	2019 YTD
Beginning Assets	\$1,904.2	\$1,948.6	\$2,472.8	\$2,535.1	\$2,069.8	\$2,085.3	\$2,101.4	\$2,069.8
Net Cash Flow (\$)1	\$8.8	\$81.54	\$12.2	\$6.93	\$2.9	\$2.7	\$10.1	\$15.8
Net Cash Flow (%)	0.46%	4.18%	0.49%	0.27%	0.14%	0.13%	0.49%	0.76%
Estimated Investment Earnings	\$35.7	\$46.9	\$50.1	\$51.6	\$12.6	\$13.3	\$13.8	\$39.8
Ending Assets <sup>2</sup>	\$1,948.6	\$2,472.8	\$2,535.1	\$2,069.8	\$2,085.3	\$2,101.4	\$2,125.3	\$2,125.3

<sup>1:</sup> Contributions, Withdrawals and Investment Transfers

<sup>4:</sup> Approximately \$395.8 M of new inflow and transfer activity related to the 1/4/16 merger of North Carolina 457 plan assets have been removed for illustrative purposes.



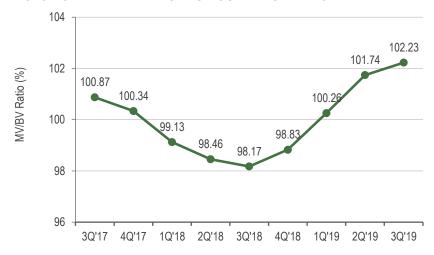
<sup>2:</sup> Cashflows may not net to final assets due to rounding.

<sup>3:</sup> Excludes Prudential GoalMaker withdrawal of approximately \$523.8 M on 6/8/18 for illustrative purposes.

HISTORICAL STATS

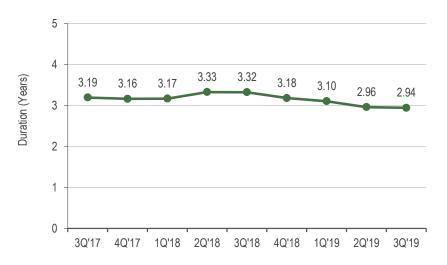
# HISTORICAL BLENDED YIELD<sup>1</sup> 5 4 8 9 9 2.07 2.10 2.16 2.37 2.34 2.41 2.54 2.60

#### HISTORICAL MARKET VALUE TO BOOK VALUE RATIO



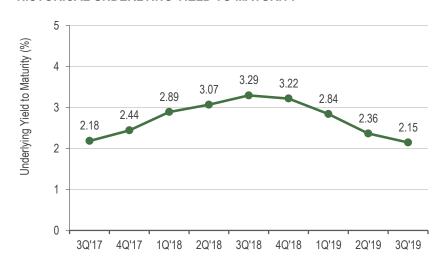


3Q'17 4Q'17 1Q'18 2Q'18



3Q'18 4Q'18 1Q'19 2Q'19 3Q'19

#### HISTORICAL UNDERLYING YIELD TO MATURITY



1: Blended Yield is net of all fees, including book value contract fees, Galliard investment management fees, and, if applicable, external manager fees, Wells Fargo collective fund administrative fees, and plan administrative reimbursement.



**CONTRACT ISSUERS** 

# **CONTRACT ISSUER DISTRIBUTION & RATING SUMMARY<sup>1</sup>**

	<b>% Portfolio</b> 6/30/19	<b>% Portfolio</b> 9/30/19	<b>Rating</b> 6/30/19	<b>Rating</b> 9/30/19
American General Life Ins. Co.	20.1	20.0	A+	A+
Metropolitan Life Ins. Co.	10.6	10.5	AA-	AA-
Nationwide Life Ins. Co.	17.9	17.8	A+	A+
Prudential Ins. Co. of America	25.3	25.2	AA-	AA-
Transamerica Premier Life Ins. Co.	24.3	24.2	A+	A+

<sup>1:</sup> The quality rating shown represents the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch. Ratings shown as NR/NA are not rated or not available security ratings.



# PORTFOLIO HOLDINGS

Asset ID	Security Description	Contract <sup>1</sup> Type	Manager	Contract Value (\$)	Market Value (\$)	Market/Book Value Ratio (%)	% of Portfolio	Crediting Rate (%) <sup>2</sup>	UCA Yield (%)	Effective Duration (yrs)	Galliard Composite Rating	Wrap Fees (bps)
LIQUIDITY BU	JFFER											
	Cash Receivable / (Payable)			-1,435,999	-1,435,999	100.0	-0.1	2.06	2.06	0.10	AAA	
9983008\$P	WF/BlackRock Short Term Investment Fund S			50,787,896	50,787,896	100.0	2.4	2.06	2.06	0.10	AAA	
TOTAL LIQUII	DITY BUFFER			49,351,897	49,351,897	100.0	2.3	2.06	2.06	0.10	AAA	
SHORT PORT	FOLIO											
946996EE1	American General Life Ins. Co.	SBIC	Galliard	206,709,718	210,799,739	102.0	9.7	2.82	1.98	1.86	A+	17.0
896994GW4	Nationwide Life Ins. Co.	SBIC	Galliard	176,979,951	180,790,862	102.2	8.3	2.83	1.98	1.86	A+	17.0
744999CV3	Prudential Ins. Co. of America	SBIC	Galliard	104,855,520	108,248,614	103.2	4.9	2.94	1.98	1.86	AA-	17.0
600996QF2	Transamerica Premier Life Ins. Co.	SBIC	Galliard	197,207,037	200,148,533	101.5	9.3	2.42	1.98	1.86	A+	17.0
TOTAL SHOR	T PORTFOLIO			685,752,227	699,987,748	102.1	32.3	2.73	1.98	1.86	A+	
INTERMEDIAT	TE PORTFOLIO											
590994VM8	Metropolitan Life Ins. Co.	SAGIC	Dodge & Cox	223,752,269	229,564,463	102.6	10.5	2.96	2.45	3.11	AA-	18.0
946996EE1	American General Life Ins. Co.	SBIC	Payden & Rygel	217,853,335	222,163,847	102.0	10.3	2.82	2.27	3.46	A+	17.0
896994GW4	Nationwide Life Ins. Co.	SBIC	Galliard	200,997,007	205,325,077	102.2	9.5	2.83	2.27	3.42	A+	17.0
744999CV3	Prudential Ins. Co. of America	SBIC	Jennison Assoc.	214,508,124	221,449,544	103.2	10.1	2.94	1.95	3.96	AA-	17.0
744999CV3	Prudential Ins. Co. of America	SBIC	PGIM	215,509,431	222,483,253	103.2	10.1	2.94	2.36	3.67	AA-	17.0
600996QF2	Transamerica Premier Life Ins. Co.	SBIC	Galliard	100,402,309	101,899,887	101.5	4.7	2.42	2.27	3.42	A+	17.0
600996QF2	Transamerica Premier Life Ins. Co.	SBIC	TCW	217,182,666	220,422,114	101.5	10.2	2.42	2.04	3.89	A+	17.0
TOTAL INTER	RMEDIATE PORTFOLIO			1,390,205,142	1,423,308,185	102.4	65.4	2.79	2.23	3.57	A+	
TOTAL PORT	FOLIO			2,125,309,266	2,172,647,830	102.2	100.0	2.75	2.15	2.94	A+	

SAGIC = Separate Account GIC. SBIC = Security Backed Investment Contract.
 Crediting rates are net of wrap fees and any other fees being netted out of the rates.



**EXPENSES** 

#### TOTAL ANNUAL FUND OPERATING EXPENSES

Total Annual Operating Expenses are deducted directly from the Fund's net asset value and reduce the investment option's rate of return.

Expense	Expense Ratio 9/30/19	Per \$1000	Est. Annual Revenue
Investment Management Fees paid to Galliard	0.073%	\$0.73	\$1,543,825
Investment Management fees paid to Non-Affiliated Investment Advisors	0.058%	\$0.58	\$1,223,803
Investment Contract Fees*1	0.167%	\$1.67	\$3,551,503
Acquired Fund Fees <sup>2</sup>	0.002%	\$0.02	\$40,630
-Investment Contract Fees	None	None	None
-Other Acquired Fund Fees and Non-Affiliated Investment Management Fees paid to Non-Affiliated Investment Advisors <sup>3</sup>	0.002%	\$0.02	\$40,630
12b-1 Distribution Fee	None	None	None
Other Expenses <sup>4</sup>	0.002%	\$0.02	\$42,184
Total Annual Fund Operating Expenses <sup>5</sup>	0.301%	\$3.01	\$6,401,944

<sup>\*</sup>Changes have occurred to the fee schedule structure since the prior period. Please contact your Galliard representative if you have additional questions.

- 1: These are fees paid to create and maintain the investments used by a stable value fund.
- 2: These are fees borne indirectly by the Fund when it acquires an interest in another fund which pays its own separate fees.
- 3: Includes audit fees for the cost of producing a report by a qualified auditor.
- 4: NC's administrative fee of 0.025% which is included in the Other Expenses is waived for 2019.
- 5: Total Annual Fund Operating Expenses are reflected daily in the Fund's net asset value (NAV).

Excluding STIF or money market allocations, non-affiliated investment advisors include Dodge & Cox, Jennison Assoc., Payden & Rygel, PGIM, TCW.



# SECTION III

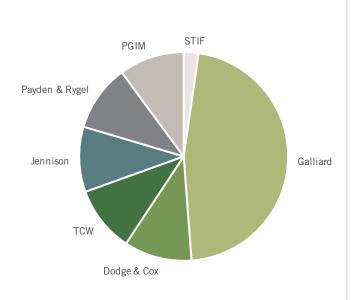
MANAGER STYLES

	Investment Approach	Sector Rotation	Active Duration/ Yield Curve Mgmt.	Issue Selection	S E C T O R E M P H A S I S
G A L L I A R D	Bottom Top Up Down	Low High	Low High	Less More Important	Diversified high quality spread sector emphasis, multi-sector relative value
DODGE & COX	Bottom Top Up Down	Low High	Low High	Less More Important	Corporate credit, Agency MBS
T C W	Bottom Top Up Down	Low High	Low High	Less More Important	Duration, structured credit, multi-sector relative value
JENNISON	Bottom Top Up Down	Low High	Low High	Less More Important	Credit, yield-curve positioning
PAYDEN & RYGEL	Bottom Top Up Down	Low High	Low High	Less More Important	Corporate credit, structured credit, multi-sector relative value
PGIM	Bottom Top Up Down	Low High	Low High	Less More Important	Multi-sector relative value, Agency MBS, global focus



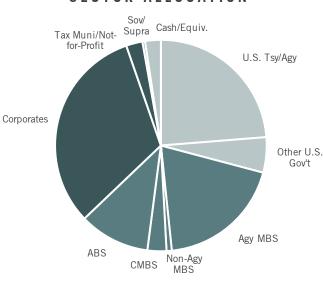
PORTFOLIO AS OF 9/30/19

#### MANAGER ALLOCATION



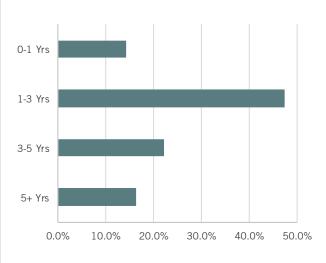
TOTAL PORTFOLIO	100%
TOTAL EXT. MANAGER	51.2%
PGIM	10.1%
Payden & Rygel	10.3%
Jennison	10.1%
TCW	10.2%
Dodge & Cox	10.5%
Galliard	46.5%
STIF	2.3%

# UNDERLYING FIXED INCOME SECTOR ALLOCATION



U.S. Tsy/Agy	23.7%
Other U.S. Gov't	5.4%
Agy MBS	19.2%
Non-Agy MBS	0.8%
CMBS	2.9%
ABS	10.8%
Corporates	31.8%
Tax Muni/Not-for-Profit	2.5%
Sov/ Supra	0.4%
Cash/Equiv.	2.4%

# UNDERLYING DURATION DISTRIBUTION



0-1 Yrs	14.2%
1-3 Yrs	47.4%
3-5 Yrs	22.1%
5+ Yrs	16.3%



# MARKET VALUE PERFORMANCE SUMMARY AS OF 9/30/191

	1 Month	3 Month	YTD	1 Year	3 Year	5 Year	Since Inception	Inception
SHORT DURATION	1 Mondi	o month	115	I icui	o rear	o rear	шоорион	шесрион
Galliard (before fees)	-0.06	0.82	4.00	5.09	-	-	4.26	6/1/2018
Bloomberg Barclays U.S. 1-3 Yr. Government/Credit	-0.05	0.69	3.42	4.64	-	-	3.73	
Value Added <sup>2</sup>	0.00	0.13	0.59	0.46	-	-	0.53	
INTERMEDIATE DURATION								
Dodge & Cox (before fees)	-0.04	1.55	7.04	8.05	2.92	-	2.89	3/1/2015
Bloomberg Barclays U.S. Intermediate Aggregate	-0.23	1.38	6.18	8.08	2.39	-	2.53	
Value Added <sup>2</sup>	0.19	0.17	0.86	-0.03	0.53	-	0.36	
Galliard (before fees)	-0.22	1.50	6.78	8.56	-	-	6.53	6/1/2018
Bloomberg Barclays U.S. Intermediate Aggregate	-0.23	1.38	6.18	8.08	-	-	6.07	
Value Added <sup>2</sup>	0.00	0.12	0.60	0.48	-	-	0.46	
Jennison (before fees) <sup>3</sup>	-0.39	1.38	6.31	8.13	2.63	2.96	6.29	5/1/2018
Bloomberg Barclays U.S. Intermediate Govt/Credit	-0.36	1.37	6.41	8.17	2.40	2.68	6.25	
Value Added <sup>2</sup>	-0.03	0.01	-0.09	-0.04	0.23	0.28	0.03	
Payden & Rygel (before fees)	-0.24	1.42	6.30	7.84	3.12	2.37	2.40	7/1/2009
Bloomberg Barclays U.S. Intermediate Aggregate <sup>4</sup>	-0.23	1.38	6.18	8.08	2.83	2.20	1.92	
Value Added <sup>2</sup>	-0.02	0.04	0.12	-0.24	0.29	0.17	0.48	
PGIM (before fees)	-0.17	1.48	6.80	8.49	2.88	-	3.37	2/1/2016
Bloomberg Barclays U.S. Intermediate Aggregate	-0.23	1.38	6.18	8.08	2.39	-	2.73	
Value Added <sup>2</sup>	0.06	0.10	0.63	0.41	0.49	-	0.65	
TCW (before fees)	-0.33	1.31	6.48	8.44	-	-	6.56	6/1/2018
Bloomberg Barclays U.S. Intermediate Govt/Credit	-0.36	1.37	6.41	8.17	-	-	6.18	
Value Added <sup>2</sup>	0.03	-0.06	0.07	0.28	-	-	0.38	

<sup>1:</sup> Returns for periods of less than one year are not annualized.

<sup>4:</sup> Linked Benchmark: Bloomberg Barclays U.S. Intermediate Aggregate Bond Index. Prior to Jun 1, 2018 benchmark was Bloomberg Barclays U.S. 1-3 Year Government/Credit Bond Index.



<sup>2:</sup> May not add due to rounding.

<sup>3:</sup> Performance inception: May 1, 2018. Prior to May 1, 2018 returns are linked to Wells Fargo Fixed Income Fund N (Jennison)

#### PERFORMANCE COMMENTARY – EXCESS RETURN

#### GALLIARD SHORT +13 Q3 2019

- Overweight allocations to corporate bonds, ABS, and Agency multi-family MBS securities all contributed positively to performance
- Issue selection in corporates was also helpful, as our emphasis on 3-5 year proved beneficial
- Detracting from returns was an allocation to TIPS, as inflationary pressures remained subdued

#### GALLIARD INTERMEDIATE +12 Q3 2019

- An overweight to non-Treasury sectors was the primary driver of outperformance, as spread sectors generally outperformed for the quarter
- In particular, overweight allocations to corporate bonds, CMBS, ABS, and taxable municipals were positive
- Issue selection in corporates was a modest drag on returns, as the shorter maturity, higher quality profile of the accounts holdings underperformed longer, lower quality issues held in the benchmark

#### **DODGE & COX** +17 Q3 2019

- The Fund's yield advantage and security selection in Agency MBS were positive for performance
- Sector allocation, particularly the overweight to Corporates, was positive
- · Shorter duration positioning detracted

#### JENNISON +1 Q3 2019

- Yield curve positioning contributed modestly to performance
- An allocation to longer Corporates detracted modestly

## **PAYDEN & RYGEL** +4 Q3 2019

- The overweight to Corporate Credit and Structured Credit contributed positively to performance
- Security selection detracted from performance

#### PGIM +10 Q3 2019

- · Slightly longer duration position at the beginning of the quarter and yield curve positioning contributed positively to performance
- The overweight to Corporates and CMBS and security selection in Corporates were also modestly positive

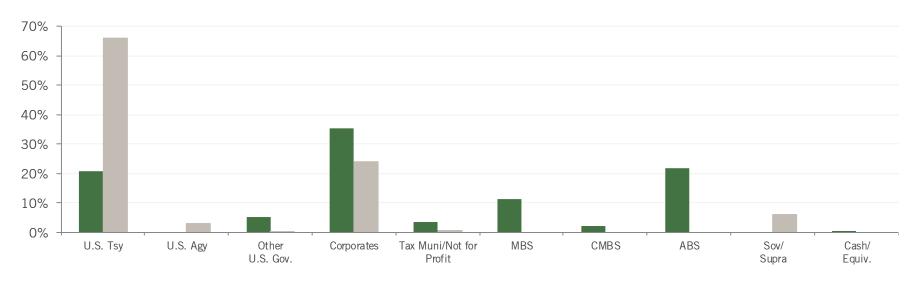
## TCW -6 Q3 2019

- An underweight to Corporate Credit detracted from performance as spread sectors outperformed
- · An allocation to ABS and CMBS was positive
- · Duration and yield curve positioning detracted



SHORT DURATION PORTFOLIO AS OF 9/30/19

#### BLOOMBERG BARCLAYS U.S. 1-3 YEAR GOVERNMENT/CREDIT BOND INDEX



■ Galliard Short

■ Bloomberg Barclays U.S. 1-3 Yr Gov't/Credit Bond Index

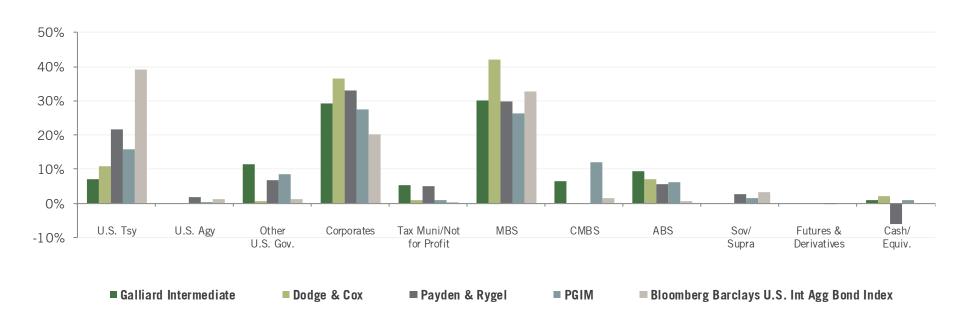
Characteristic	Galliard Short	Bloomberg Barclays U.S. 1-3 Yr Gov't/ Credit Bond Index
Weighted Average Quality <sup>1</sup>	AA	AA+
Effective Duration	1.86 Yrs	1.81 Yrs
Yield to Maturity	1.98%	1.83%

<sup>1:</sup> The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.



INTERMEDIATE DURATION PORTFOLIOS AS OF 9/30/19

#### BLOOMBERG BARCLAYS U.S. INTERMEDIATE AGGREGATE BOND INDEX



Characteristic	Galliard Intermediate	Dodge & Cox	Payden & Rygel	PGIM	Bloomberg Barclays U.S. Int Agg Bond Index	
Weighted Average Quality <sup>1</sup>	AA	AA-	AA-	AA-	AA+	
Effective Duration	3.42 Yrs	3.11 Yrs	3.46 Yrs	3.67 Yrs	3.51 Yrs	
Yield to Maturity	2.27%	2.45%	2.27%	2.36%	2.12%	

<sup>1:</sup> The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.



INTERMEDIATE DURATION PORTFOLIOS AS OF 9/30/19

#### BLOOMBERG BARCLAYS U.S. INTERMEDIATE GOVERNMENT/CREDIT BOND INDEX



Characteristic	Jennison	TCW	U.S. Int Gov't/Credit Bond Index
Weighted Average Quality <sup>1</sup>	AA+	AA+	AA
Effective Duration	3.96 Yrs	3.89 Yrs	3.86 Yrs
Yield to Maturity	1.95%	2.04%	1.94%

<sup>1:</sup> The Weighted Average Quality of the portfolio has NOT been assessed by a nationally recognized statistical rating organization. The Weighted Average Quality shown represents an average quality of the individual holdings' Composite Ratings, as rated by S&P, Moody's and Fitch.

