

## Investment Overview

Westwood Real Estate Income Fund seeks high current income and the potential for modest long-term growth of capital by investing in a portfolio of senior securities and high-income equities primarily issued by real estate investment companies. While the fund's focus is on real estate investment trust (REIT) preferred securities, its allocation among preferred stocks, common stocks and bonds may shift in response to market conditions.

The fund offers access to a professionally managed portfolio of REIT preferred shares and senior securities that provide income-oriented investors an opportunity to own the preferred equity and bonds of public real estate companies at attractive yields.

- The fund also invests in high-yielding REIT common stocks and may seek opportunities in small-capitalization REITs, as well as utilize portfolio leverage in pursuit of its objectives. While the focus is on preferred/senior securities, the allocation may shift based on market conditions.
- The portfolio employs a rigorous, repeatable, bottom-up investment approach that incorporates both quantitative and qualitative analyses of companies' cash flow, assets and management to identify securities with the most risk-adjusted appreciation potential.
- The portfolio adjusts to changing market fundamentals through sector and geographic rotation, employs active stock selection and leverages the team's experience in real estate security portfolio management.

## Performance (as of 03/31/24)

Westwood Real Estate Income Fund's Institutional Class shares produced a total return of -0.85% for the first quarter of 2024. The fund underperformed its benchmark, the ICE BofAML Fixed Rate Preferred Securities (ICE BofAML) Index, which returned +4.53% during the first quarter. The fund also underperformed the MSCI REIT Preferred (M1CXIVA) Index, which returned +0.32% during the first quarter.

	Q1 2024	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception (04/28/06)
Fund (KIFYX)	-0.85%	-0.85%	11.11%	2.38%	2.99%	4.11%	4.90%
ICE BofAML Index	4.53%	4.53%	11.53%	0.57%	3.11%	4.69%	3.67%
M1CXIVA Index	0.32%	0.32%	9.10%	-3.66%	-0.60%	2.02%	3.52%

Gross Expenses/Net Expenses: 1.01%/0.91%

Returns for periods greater than one year are annualized.

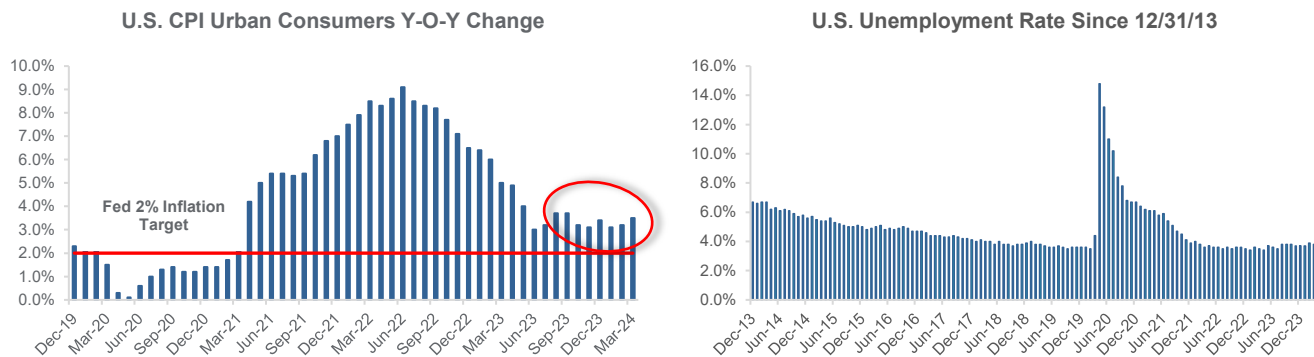
**The performance data quoted represents past performance. Past performance is not indicative of future results. The investment return and principal value will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost and current performance may be lower or higher than the performance quoted. For performance data current to the most recent month-end, please call 877.FUND.WHG. The total expense ratio for the KIFYX Fund is 1.01% (gross), 0.91% (net). The advisor has contractually agreed to reduce fees and reimburse expenses until April 30, 2025. In the absence of current fee waivers, total return and yield would be reduced. During the fiscal year ending October 31, 2024, the Adviser expects to recoup previous fee reductions and expense reimbursements to the extent allowed. Performance Data Source: Ultimus Fund Solutions, LLC. Index returns do not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index.**

## First Quarter Macro Review

Given the Federal Reserve's (Fed's) telegraphed monetary "pivot" toward the end of last year and the resulting stock market rally that closed out 2023, investors entered the new year with ebullient spirits and high expectations. While we never really believed Wall Street analysts' initial consensus forecasting six interest rate cuts in 2024, we still considered ourselves a few of the hopeful majority that foresaw continued strength across the capital markets.

Specifically concerning real estate, we undergirded our optimistic view with the compelling valuations and attractive operating fundamentals that publicly traded REITs offered those looking to allocate capital. Alas, three months into the calendar, REITs remain stuck in neutral (at least from a performance standpoint) as the broader market continues its upward trajectory. While it's clear those eagerly awaited interest rate cuts have yet to materialize, the broader economy remains steadily supportive of economic growth, even if the explanatory narrative seems to change by the week. The Fed's ongoing battle with inflation remains top of mind for most allocators of capital, and as the chart below illustrates, the home stretch to get this figure down to the Fed's target of 2% appears a lot more difficult than prognosticators initially underwrote. Hence the delay in rate cuts and the resulting tepid performance during the first quarter for rate-sensitive sectors of the capital markets like REITs. Nevertheless, three months does not make a year, and we remain unswayed in our confidence that patience will be rewarded as the year unfolds.

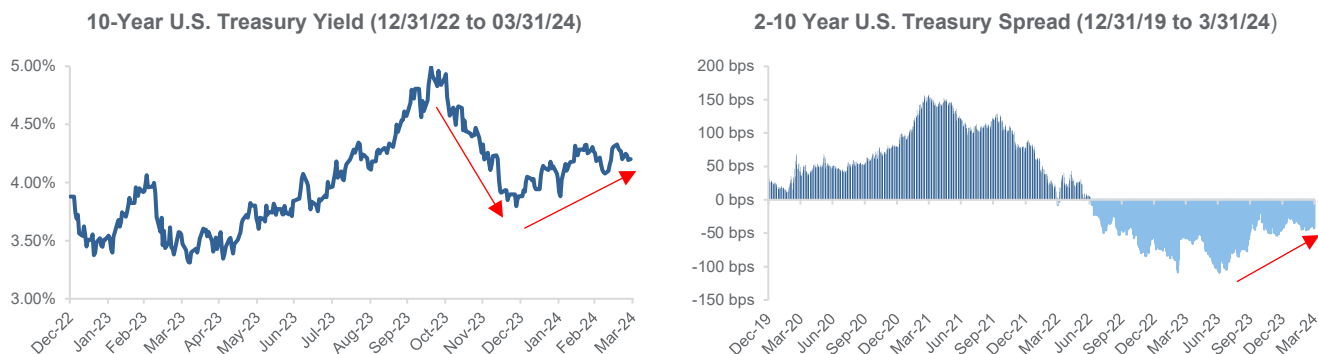
The fund's current positioning recognizes the robust strength of the U.S. macroeconomic landscape. The combination of 1) a strong U.S. labor market, which as of March registered an unemployment rate of 3.8%, and 2) resilient economic growth — the most recent gross domestic product (GDP) print estimated that the U.S. economy grew at an annualized rate of 3.4% in the fourth quarter — has provided a constructive backdrop to lift equity markets. Further, while corporate earnings have slowed recently, we anticipate a reacceleration toward the second half of the year, which could provide a helpful tailwind in the coming quarters.



Source: Bloomberg, as of 03/31/24. For illustrative purposes only.

If the case above for stronger equity markets seems somewhat apparent, the forward path for fixed-income investments is much harder to predict. As we write, the 10-year U.S. Treasury yield stands at 4.42%, 54 basis points (bps) higher than where it stood just 99 days ago. As noted above, the Fed resisted the urge to lower interest rates at its January and March Federal Open Market Committee meetings, and all eyes are now focused on its upcoming assembly in early May. Given the stubborn nature of domestic inflation and strong wage growth (4.2% year-over-year as of December), the table does not yet feel set for dovish actions by the Fed. It may be the case that the Fed decides to maintain the target federal funds rate at 5.25%–5.50% far longer than investors once thought possible despite Chair Jerome Powell's hint last week that three rate cuts in 2024 remained in the cards. Regardless of how the timing ultimately lands, this yield curve dynamic (rate cuts at the short end and higher rates at the longer end) may finally reverse the inverted yield curve investors have faced for the better part of two years, which in some ways would be a welcome normalization. Only time will tell.





Source: Bloomberg, as of 03/31/24. For illustrative purposes only.

When facing environments where macro forecasts and forward curves seemingly change by the day, we urge investors to resist the myopic nature of most market commentators and remember that real estate represents a **long-term investment opportunity**. REITs own tangible properties that, by definition, are long-lived assets. Their tenants, in most cases, are high-credit-quality occupants with strong balance sheets. These tenants often sign long-term leases with strong cash-flow coverage and landlord protections. Given the robust macro environment, it is not surprising that attractive operating fundamentals (high occupancy levels and healthy rental spreads) exist for most property sectors and most geographies in which we invest. Further, we acknowledge the salutary full-year 2024 guidance figures that REIT management teams recently provided investors, most notably for the industrial, data center, net lease and grocery-anchored retail property sectors. Crucially, REITs have maintained their access to investor capital, which is one of the key ingredients for generating external growth through acquisition and development. While we may be in a “higher for longer” environment, we continue to believe that REITs will be a substantial outperformer in the quarters ahead.

## First Quarter Performance Review

Most asset class returns were positive in the first quarter. As a case in point, the S&P 500 Index and the Nasdaq Composite Index produced strong positive returns of 10.56% and 9.32%, respectively, while the Bloomberg US Aggregate Bond Index and the ICE US Broad Municipal Index posted mixed returns of -0.78% and 1.49%, respectively, over the same period.<sup>1</sup> For Real Estate Income, the fund’s Institutional Class shares ended the first quarter down -0.85%, underperforming its benchmark, the ICE BofAML Index (POP1), which closed the quarter up 4.53%.<sup>1</sup> Given that the fund invests a portion of its assets in REIT common stocks in addition to REIT preferred stocks, we note that the REIT common market was down -1.30% for the quarter, as represented by the FTSE NAREIT All Equity REITs Total Return Index (FNERTR).<sup>1</sup>

## Capital Raising: Issuance Increases Meaningfully

Following the robust market performance witnessed in the fourth quarter of 2023, REITs were eager to tap the capital markets in the first quarter of 2024. As such, REITs raised nearly \$2.6 billion in six transactions. Importantly, one of the transactions was an initial public offering (IPO), the first IPO the REIT space has seen in many quarters. Regarding fixed income, 22 REITs placed over \$15.5 billion of debt across 30 issuances in the first quarter, a 95% increase compared to the \$8 billion raised in 14 bond offerings in the fourth quarter of 2023.<sup>2</sup> Unfortunately for our fund, for the eighth quarter in a row, there were no new REIT preferred issuances completed during the first quarter of 2024.

As a reminder, there have been several dry spells regarding preferred issuance during the fund’s 23-year track record. We believe that the dearth of recent REIT preferred offerings over the past two years is largely attributable to the present stock market turbulence related to the macroeconomic picture and the dramatic increase in domestic reference rates. Any new REIT preferred issuance will largely depend upon consistent economic conditions and willingness of management teams to fill out their capital stack as they continue to seek out new real estate investment opportunities. We endeavor to participate when favorable primary market opportunities present themselves, as these

<sup>1</sup> Bloomberg, as of March 31, 2024

<sup>2</sup> Capital One, March 31, 2024



transactions represent efficient opportunities to place large amounts of capital. We hope to see a reopening of the REIT preferred market in 2024 as the interest rate landscape becomes more predictable, but time will tell.

## REIT M&A: Deals Stopped in the First Quarter

REIT merger and acquisition (M&A) activity effectively went quiet in the first quarter of 2024, as no U.S.-based REIT acquisitions were announced. Nevertheless, there remains an active private transaction market for real estate. In addition, several REITs routinely participate in meaningful joint ventures (JVs) and Digital Realty's \$7 billion JV transaction with Blackstone to support the construction of 10 new data center sites announced in December is a perfect example of that. It should be noted that Blackstone also announced its take-private transaction of Tricon Residential in January. While this single-family-for-rent REIT is technically headquartered in Canada, which precludes it from inclusion in our formal REIT M&A list, ~84% of the REIT's assets are located in the United States. Despite limited transaction volume, we continue to anticipate further REIT M&A given that many REITs remain trading at valuations meaningfully below consensus net asset value (NAV) levels and well below private market valuations. While we don't necessarily embrace "event-driven" opportunities as an explicit thesis in the fund, we remain "transaction aware" for potential future mergers.

## REIT Preferred Income Remains Attractive

We are happy to report that the fund continued to meet its income objective in the current yield environment, delivering attractive income in the context of total return. At quarter-end, the fund's REIT preferred stock investments were yielding approximately 7.30% and the yield available from our REIT common stocks was approximately 4.82%. Furthermore, the fund's Institutional Class shares paid a \$0.3147 dividend (after fees and expenses) for the first quarter, which equates to an annualized 6.95% dividend yield when dividing by the quarter-end NAV per share.<sup>3</sup> The fact that REITs have continued to pay robust dividends on both their common and preferred shares means that the fund's real estate investments continued to fulfill one of their primary purposes: providing consistent, durable, periodic income. Given that current yields average 7.25%<sup>4</sup> across the broad REIT preferred universe and the 10-year U.S. Treasury closed out the first quarter at 4.20%,<sup>5</sup> the REIT preferred marketplace is priced with about 305 bps (3.05%) of spread over the 10-year risk-free rate.

## Return Comparison (as of 03/31/24)

The table below demonstrates how the portfolio's components performed for the first quarter of 2024.

Q1 2024	Fund (KIFYX) <sup>6</sup>	Market <sup>7</sup>
Common Stocks	-0.31%	-1.30%
Senior Securities	-0.43%	4.51%

*Past performance does not guarantee future results.*

## Current Positioning

As the table below shows, 68.8% of the fund's investments were in senior securities (all in preferred stocks) at quarter-end, which is slightly below where the fund's senior security exposure stood at the end of the fourth quarter of 2023. Our senior securities continued to remain healthy from a credit point of view as the portfolio's fixed charge coverage ratio (FCCR) stood above 3.0x as of March 31. These issuers generally have stable leverage levels (45% or less of their total capitalization funded through debt or debt equivalents), limited development exposure and well-staggered debt maturities. We continually monitor the call risk and reinvestment risk of our senior security sleeve while simultaneously looking for new transactions that we think make sense.

Our common stock sleeve increased to 29.7% (all long) at quarter-end, up 1.1% from the end of the fourth quarter. We held 13 common stocks with a weighted average yield of 4.82% and an attractive relative valuation profile. We

<sup>3</sup> As of March 31, 2024, KIFYX's 30-day SEC yield is 5.54% and 30-day unsubsidized SEC yield is 5.54%.

<sup>4</sup> MSCI, Inc., as of March 31, 2024

<sup>5</sup> U.S. Department of the Treasury, March 31, 2024

<sup>6</sup> Viewed as an independent portfolio composed of various long positions and short positions

<sup>7</sup> Common stocks: FTSE NAREIT Equity REITs Total Return Index USD (FNRETR); senior securities: ICE BofAML Index (POP1)



continue to look for common stocks that meet our yield mandate and represent good value for a portion of the fund's assets.

At quarter-end, our net exposure for the overall portfolio was approximately 98.4%. We also ended the quarter with 1.6% net cash and equivalents. Having cash on hand provides us with the ability to source attractive investments.

## Security Exposures (as of 03/31/24)

Preferred	68.8%
Common (Long)	29.7%
Common (Short)	0.0%
Bonds	0.0%
Options	0.0%
Net	98.4%

*These holdings may not reflect the current or future positions in the portfolio. Current or future portfolio holdings are subject to risk. Portfolio holdings are subject to change. Percentages may not add up to 100% due to rounding.*

## Investment Outlook: 2024 Returns Looking More Back-Weighted

As noted earlier, the fund's first quarter return did not quite match the enthusiasm with which investors entered the year. Nonetheless, we believe that the REIT common stocks and REIT preferred securities that the fund currently owns offer investors an attractive value proposition, both on an absolute and relative basis. The underlying strength in real estate fundamentals for most property sectors outside of office provides a measure of confidence in our forward projections and informs our tailored sector approach to REIT portfolio construction. In addition to strong fundamentals, sector valuations continue to reflect wide cap rates, discounted cash flow multiples compared to historical averages and outsized yield opportunities.

As readers of this commentary know, the majority of the fund's assets are invested in preferred securities issued by REITs, a segment of the preferred market that we continue to feel is underappreciated by investors, especially year to date. These investments are well-diversified across property sector and geography, remain heavily insulated from a credit perspective and are generating attractive yields. We rigorously monitor REIT balance sheets and have biased our senior security investments toward companies with lower overall leverage profiles and limited near-term debt maturities. We continue to believe this is the right approach for the fund's holdings: make smart credit bets and source unique transactions as interest rates, spreads and performance opportunities return to a more normalized landscape.

From my view, U.S. credit markets feel as if they have gotten ahead of themselves. As points of distinction, both the high-yield and the broader financial preferred markets have so far produced positive returns year-to-date as credit spreads have tightened meaningfully. We remain generally suspicious of this pricing level as these issuers have not seen an improvement in their balance sheet health or in the liquidity of their underlying securities. In our view, REIT preferreds are simply the better part of that market to pursue at this point.

Shifting to the REIT common sleeve in the fund, we continue to observe a disconnect between private and publicly traded real estate valuations as well as with other sectors of the market. The chart below highlights the first quarter performance of the 10 GICS sectors of the S&P 500. REITs significantly underperformed all other sectors, and this relative underperformance has persisted for the better part of the past three years. We continue to believe our REIT common sleeve will be a positive contributor to the fund's returns when the year's final results are tallied.

No.	S&P 500 GICS Sector	Index Price 12/31/2023	Index Price 03/31/2024	% Change
1.	Communication Services	246.0	284.3	15.6%
2.	Energy	640.1	721.2	12.7%
3.	Information Technology	3,397.2	3,821.1	12.5%
4.	Financials	626.4	701.3	12.0%
5.	Industrials	964.7	1,066.7	10.6%
6.	Health Care	1,590.4	1,724.0	8.4%
7.	Consumer Staples	762.3	814.2	6.8%
8.	Consumer Discretionary	1,418.1	1,485.5	4.8%
9.	Utilities	321.9	333.5	3.6%
10.	<b>Real Estate</b>	<b>251.6</b>	<b>248.2</b>	<b>-1.4%</b>



Overall, we feel the fund remains an attractive investment opportunity for investors. Especially in times of heightened uncertainty and volatility, it's important to remember that we pursue our income mandate in the context of total return from a diversified portfolio of high-quality real estate companies. Importantly, publicly traded REITs generally utilize far less leverage than private peers (and have very limited floating rate debt exposure) and continue to maintain access to equity and debt capital markets. As a result, we believe our companies are positioned to exploit opportunities that may become available. Lastly, using the fund's resources and the fund's footprint in the business, we believe we can deliver attractive income and total returns. We remain confident of the fund's future and welcome any questions or comments. As always, we value your confidence and trust.



## Performance (%) as of 03/31/24

	Q1	YTD	1 YR	3 YR	5 YR	10 YR	Since Inception
Institutional	-0.85%	-0.85%	11.11%	2.38%	2.99%	4.11%	4.90%
Class A @NAV*	-0.92%	-0.92%	10.88%	2.04%	2.62%	3.72%	6.91%
Class A @MOP**	-3.91%	-3.91%	7.57%	0.04%	1.41%	3.11%	6.63%
Class C @NAV†	-1.09%	-1.09%	10.02%	1.39%	2.00%	3.10%	6.18%
Class C @MOP‡	-2.07%	-2.07%	9.02%	1.39%	2.00%	3.10%	6.18%
ICE BofAML Fixed Rate Preferred Securities Index	4.53%	4.53%	11.53%	0.57%	3.11%	4.69%	3.67%

Returns for periods greater than one year are annualized.

\* Excludes sales charge. \*\* Reflects effects of the fund's maximum sales charge of **3.00%**.

† Excludes the effects of the 1% contingent deferred sales charge. ‡ Includes the effects of the 1% contingent deferred sales charge.

*The performance quoted represents past performance, does not guarantee future results and current performance may be lower or higher than the data quoted. The investment return and principal value of an investment will fluctuate so that shares, when redeemed, may be worth more or less than their original cost. Performance data current to the most recent month-end may be obtained at [westwoodfunds.com](http://westwoodfunds.com). Investment performance may reflect fee waivers in effect. In the absence of fee waivers, total return would be lower. Total return is based on NAV, assuming reinvestment of all distributions. Performance does not reflect the deduction of taxes that a shareholder would pay on fund distributions or the redemption of fund shares.*

Total Annual Fund Operating Expenses by Share Class: Institutional Class: 1.01%; Class A: 1.25%; Class C: 1.97%. The Adviser has contractually agreed to reduce fees and reimburse expenses until April 30, 2025. In the absence of current fee waivers, total return and yield would be reduced. During the fiscal year ending October 31, 2024, the Adviser expects to recoup previous fee reductions and expense reimbursements to the extent allowed.



## Top 10 Holdings (as of 03/31/24)

Security	% of Net Assets	Security	% of Net Assets
Kimco Realty (Preferred Stock)	3.94	National Storage Affiliates (Preferred Stock)	3.29
Pebblebrook Hotel Trust (Preferred Stock)	3.57	OUTFRONT Media (Common Stock)	3.26
RLJ Lodging Trust (Preferred Stock)	3.56	American Homes 4 Rent (Preferred Stock)	3.08
LXP Industrial Trust (Preferred Stock)	3.42	Global Medical REIT (Preferred Stock)	3.03
Saul Centers (Preferred Stock)	3.31	EPR Properties (Preferred Stock)	2.94

These holdings may not reflect the current or future positions in the portfolio. Excludes cash.

## Top Contributors & Detractors by Holding (as of 03/31/24)

	Top Contributors	Contribution	Top Detractors	Contribution
Senior Securities	CTO 6.375% Series A Pfd.	0.09	AHH 6.75% Series A Pfd.	-0.14
	DBRG 7.125% Series H Pfd.	0.07	NSA 6.0% Series A Pfd.	-0.11
	O 6.0% Series A Pfd.	0.07	BFS 6.0% Series E Pfd.	-0.09
	DBRG 7.15% Series I Pfd.	0.05	AMH 5.875% Series G Pfd.	-0.07
	PEB 5.7% Series H Pfd.	0.04	PEB 6.3% Series F Pfd.	-0.06
Common Stocks	OUTFRONT Media	0.66	Americold Realty Trust	-0.44
	Digital Realty Trust	0.19	VICI Properties	-0.22
	Monarch Casino & Resort	0.09	Crown Castle	-0.15
	Equity Residential	0.06	Gaming and Leisure Properties	-0.14
	Realty Income	0.06	COPT Defense Properties	-0.11

Past performance does not guarantee future results. These holdings may not reflect the current or future positions in the portfolio.

## Top Contributors & Detractors by Sector (as of 03/31/24)

	Top Contributors	Contribution	Top Detractors	Contribution
Senior Securities	Other	0.13	Self-Storage	-0.11
	Regional Banks	0.04	Specialized	-0.10
	Mortgage REITs	0.04	Hospitality	-0.08
	Retail	0.01	Single-Family Residential	-0.06
	-	-	Industrial	-0.05
Common Stocks	Specialized	0.30	Industrial	-0.44
	Data Centers	0.19	Infrastructure	-0.15
	Multi-Family Residential	0.09	Office	-0.11
	Casinos	0.09	Other	-0.09
	Health Care	0.07	Hospitality	-0.02

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*To determine if this Fund is an appropriate investment for you, carefully consider the Fund's investment objectives, risk factors and charges and expenses before investing. This and other information can be found in the Fund's prospectus, which may be obtained by downloading at [westwoodfunds.com](http://westwoodfunds.com) or calling 877.FUND.WHG (877.386.3944). Please read the prospectus carefully before investing.*

Westwood Funds are distributed by Ultimus Fund Distributors, LLC. (Member FINRA). Ultimus Fund Distributors and Westwood Funds (or Westwood Holdings Group, Inc.) are separate and unaffiliated.

## RISKS

There are risks involved with investing, including loss of principal. Past performance does not guarantee future results, share prices will fluctuate and you may have a gain or loss when you redeem shares.

Borrowing for investment purposes creates leverage, which can increase the risk and volatility of a fund.

Concentration in a particular industry will involve a greater degree of risk than a more diversified portfolio.

Debt securities are subject to interest rate risk. If interest rates increase, the value of debt securities generally declines. Debt securities with longer durations tend to be more sensitive to changes in interest rates and more volatile than securities with shorter durations.

Derivative instruments involve risks different from those associated with investing directly in securities and may cause, among other things, increased volatility and transaction costs or a fund to lose more than the amount invested.

Investing in exchange-traded funds (ETFs) will subject a fund to substantially the same risks as those associated with the direct ownership of the securities or other property held by the ETFs.

Investing in lower-rated ("high yield") debt securities involves special risks in addition to those associated with investments in higher-rated debt securities, including a high degree of credit risk.

Mortgage and asset-backed securities are debt instruments that are secured by interests in pools of mortgage loans or other financial instruments. Mortgage-backed securities are subject to, among other things, prepayment and extension risks.

Investing in the real estate industry or in real-estate-related securities involves the risks associated with direct ownership of real estate, which include, among other things, changes in economic conditions (e.g., interest rates), the macro real estate development market, government intervention (e.g., property taxes) or environmental disasters. These risks may also affect the value of equities that service the real estate sector.

Short selling involves additional risks and transaction costs, and creates leverage, which can increase the risk and volatility of a fund.

Investing in smaller companies generally will present greater investment risks, including greater price volatility, greater sensitivity to changing economic conditions and less liquidity than investing in larger, more mature companies.

There is no guarantee the companies in our portfolio will continue to pay dividends.

As of March 31, 2024, KIFYX's 30-day SEC yield is 5.54% and 30-day unsubsidized SEC yield is 5.54%.

## Definition of Terms

**2/10 Treasury yield spread** is the difference between the 10-year U.S. Treasury yield and the 2-year U.S. Treasury yield. It is the main indicator of the steepness of the yield curve.

**2-year U.S. Treasury** is a debt obligation issued by the U.S. Treasury that has a term of two years.

**10-year U.S. Treasury** is a debt obligation issued by the U.S. Treasury that has a term of more than one year but not more than 10 years.

**30-day SEC yield** is a standardized calculation adopted by the SEC based on a 30-day period that helps investors compare funds using a consistent method of calculating yield.

**30-day SEC yield (unsubsidized)** is a standardized calculation adopted by the SEC based on a 30-day period that helps investors compare funds using a consistent method of calculating yield. It excludes expense waivers and reimbursements.

**Basis point** is a unit that is equal to 1/100th of 1%, used to denote the change in a financial instrument.

**Bloomberg US Aggregate Bond Index** represents securities that are U.S. domestic, taxable and dollar denominated. The index covers the U.S. investment-grade, fixed-rate bond market, with index components for government and corporate securities, mortgage pass-through securities and asset-backed securities.

**Call risk** is the risk faced by a holder of a callable bond that the bond issuer will take advantage of the callable bond feature and redeem the issue prior to maturity.

**Capital stack** is a description of the total capital invested in a project, including pure debt, hybrid debt and equity. The stack is described as containing the most risk at the top and least risky positions at the bottom.

**Cash flow** is a revenue or expense stream that changes a cash account over a given period.

**Consumer Price Index (CPI)** is an index number measuring the average price of consumer goods and services purchased by households. The percentage change in the CPI is a measure of inflation.

**Discounted cash flow (DCF)** is a valuation method used to estimate the attractiveness of an investment opportunity.

**Dividend** is a distribution of a portion of a company's earnings issued to shareholders in the form of cash payments, shares of stock or other property.

**Dividend yield** is a financial ratio that shows how much a company pays out in dividends each year relative to its share price.

**Federal funds rate** is the interest rate at which a depository institution lends immediately available funds to another depository institution overnight.

**Federal Reserve** is the central bank of the United States that is responsible for regulating the U.S. monetary and financial systems.

**Fixed-charge coverage ratio** is the ratio that indicates a firm's ability to satisfy fixed charges, such as debt payments, insurance premiums and equipment leases.

**Fixed-to-float** refers to securities that pay a defined coupon for a given period of time, and then they "float" or change what they pay based on some other criteria, which is very specifically stated in any agreement.



**Fixed-rate perpetual preferred stock** is a financial instrument that has characteristics of both debt (fixed dividends) and equity (potential appreciation).

**Forward curve** defines the prices at which a contract for future delivery or payment can be concluded today.

**FTSE NAREIT Equity REITs Index** is representative of the tax-qualified REITs listed on the New York Stock Exchange, the American Stock Exchange and the NASDAQ National Market, excluding timber and infrastructure REITs.

**Gross domestic product (GDP)** is the monetary value of all the finished goods and services produced in a country in a given year. GDP is one way of measuring the size of a country's economy.

**ICE BofAML Fixed Rate Preferred Securities Index** consists of investment-grade, fixed and fixed-to-floating rate U.S. dollar-denominated preferred securities.

**ICE US Broad Municipal Index** tracks the performance of over 58,000 investment grade tax-exempt municipal bonds representing over \$1.6 trillion in total market capitalization.

**Initial public offering (IPO)** refers to the process of offering shares of a private corporation to the public in a new stock issuance.

**Inflation** is the rate at which the general level of prices for goods and services is rising, and, subsequently, purchasing power is falling.

**Leverage** is the use of various financial instruments or borrowed capital, such as margin, to increase the potential return of an investment.

**M&A (mergers and acquisitions)** refers to a process by which two companies become one. A merger is when two companies integrate their operations, management and stock to form a new company while an acquisition is when one company purchases another.

**MSCI REIT Preferred Index** is a preferred stock market capitalization-weighted total return index of certain exchange-traded perpetual preferred securities issued by U.S. equity and U.S. hybrid REITs.

**Nasdaq Composite Index** is a capitalization-weighted index designed to measure the performance of 3,000 stocks listed on the Nasdaq exchange, which includes large technology and biotech companies.

**Net asset value (NAV)** is equal to a fund's or company's total assets less its liabilities.

**Reference rate** is an interest rate benchmark used to set other interest rates.

**Reinvestment risk** is the chance that an investor will not be able to reinvest cash flows from an investment at a rate equal to the investment's current rate of return.

**Real estate investment trust (REIT)** is a security that sells like a stock on the major exchanges and invests in real estate directly, either through properties or mortgages.

**S&P 500 Index** is an unmanaged index of 500 common stocks chosen to reflect the industries in the U.S. economy.

**Spread** is the difference between the rate of volume demand and the rate of volume supply.

**Spread to Treasury** refers to the difference in yield between a U.S. Treasury security and any other debt security with a similar maturity.

**Valuation** is the process of determining the value of an asset or company based on earnings and the market value of assets.

**Volatility** is a statistical measure of the dispersion of returns for a given security or market index.

**Weighted average yield** is an average in which each yield to be averaged is assigned a weight. These weightings determine the relative importance of each yield on the average.

**Yield** is the interest or dividends received from a security and is usually expressed annually as a percentage based on the investment's cost or on the U.S. government's debt obligations.

**Yield curve** is a line that plots the interest rates, at a set point in time, of bonds having equal credit quality but differing maturity dates.

One cannot invest directly in an index.

18039473-UFD 04/17/2024

