## QUARTERLY CLOSED-END FUND & BDC REVIEW AND OUTLOOK

1st Quarter 2015 Review & 2nd Quarter 2015 Outlook

Intermediate/Advanced CEF Skill Level

April 13, 2015

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Closed-End Fund Advisors is a Registered Investment Advisory Firm Specializing in Closed-End Fund & BDC Research, Trading and Management Founded in 1989.

CLOSED

d Fund

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# What Is CEF Advisors?

- Investment Management, Research & Data
- Independent, Fee Only & Family Owned
- "Scott Letter: Closed-End Fund Report"
- Discretionary Portfolio Management (SMA), Unit Investment Trust (UIT) Portfolio Consultant
- CEF & BDC News/SEC Filings Alert System
  - "CEFA's Closed-End Fund Universe" Report (w/ BDCs)
- Consulting with Institutional Investors and CEF Fund Sponsors
- Founder: "CEF Network" on LinkedIN



www.CEFadvisors.com

Founded in 1989



# Current Closed-End Fund/BDC Options & Assets

#### 1Q 2015 Ended with 567 US Traditional Closed-End Funds 53 Business Development Company CEFs

Millions of dollars

Assets of Closed-End Funds by Type, End of Period

- 38 (-2) US Equity CEFs
- 121 Specialty Equity CEFs
  - 63 (-1) Non US Equity CEFs 222 Total Equity Traditional CEFs
- 153 (-1) Taxable Bond CEFs
  103 National Municipal Bond CEFs
  89 Single State Municipal Bond CEFs 345 Total Bond Traditional CEFs
- 44 (+2) Debt Focused BDCs
   9 Equity Focused BDCs
   53 Total BDC Closed-End Funds

|                        | 1Q 2015 | 4Q 2014 | 2Q 2014 | 4Q 2013 | 2Q 2013 |
|------------------------|---------|---------|---------|---------|---------|
| Total Trad CEF Equity  | 123,849 | 124,963 | 130,192 | 118,784 | 110,672 |
| U.S. Equity            | 22,686  | 23,608  | 23,928  | 22,826  | 20,698  |
| Non U.S. Equity        | 17,117  | 16,758  | 17,936  | 17,884  | 16,799  |
| Specialty Equity       | 84,046  | 84,598  | 88,327  | 78,074  | 73,176  |
| Total Trad CEF Bond    | 136,998 | 137,108 | 140,157 | 132,840 | 134,101 |
| Taxable Bond           | 69,603  | 69,968  | 74,656  | 72,761  | 71,420  |
| National Municipal     | 48,350  | 48,140  | 46,981  | 43,041  | 45,008  |
| Single State Municipal | 19,046  | 19,000  | 18,521  | 17,038  | 17,673  |
| Total Traditional CEF  | 260,848 | 262,072 | 270,349 | 251,624 | 244,773 |
| Debt Focused BDC       | 27,967  | 28,936  | 24,882  | N/A     | N/A     |
| Equity Focused BDC     | 7,307   | 7,377   | 7,001   | N/A     | N/A     |
| Total BDC CEF          | 35,274  | 36,312  | 31,884  | N/A     | N/A     |
| CEF GRAND TOTAL        | 296,122 | 298.384 | 302,233 | N/A     | N/A     |



Source: CEFA's CEF Universe Report 3/31/15 (cefuniverse.com)

www.CEFadvisors.com

# Traditional & BDC CEF Overview Data for Major Groups

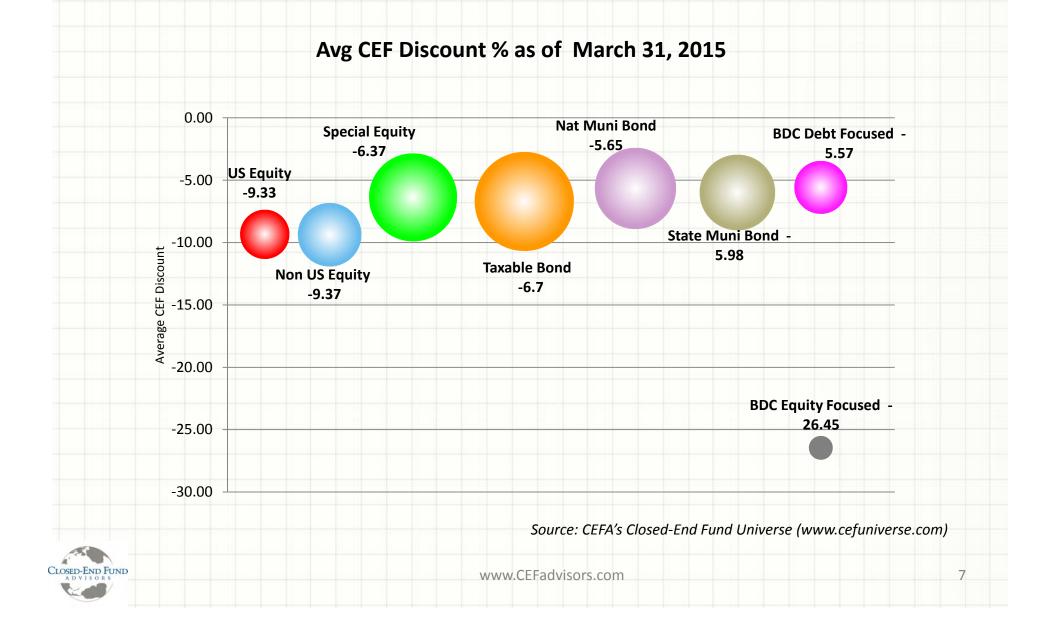
|                         |           |         | Disc | ount           | _              | 1.1.1 | Yiel | ld            |            | Dividend       |                |                |          |            |           |           |            |                 |                 |                  |
|-------------------------|-----------|---------|------|----------------|----------------|-------|------|---------------|------------|----------------|----------------|----------------|----------|------------|-----------|-----------|------------|-----------------|-----------------|------------------|
| Fund Sector             | Funds     | Current | Rel  | 1-Yr<br>Z-Stat |                | Inc   | Tot  | LevAdj<br>NAV | %RoC<br>3m | Inc/<br>Dec(%) | Rel.<br>UNII   | Earn<br>Cov%   | Lev<br>% | Std<br>Dev | Rel<br>SD | Exp<br>Rt | Net<br>Ast | Avg<br>Daily \$ | Shares<br>Inst% |                  |
| EQUITY FUNDS            | 222 Funds | -7.73   | -0.2 | -0.12          |                | 2.9   | 8.0  | 6.7           | 28         | -5             | 6.2            | 26             | 13       | 16.5       | 2.7       | 1.71      | \$558      | 1,403           | 24,48           | 13.60            |
| U.S. Equity Funds       | 38 Funds  | -9.33   | 0.3  | -0.14          |                | 2.4   | 8.2  | 7.1           | 24         | 6              | -25.9          | 27             | 11       | 15.9       | 2.5       | 1.57      | \$597      | 1,105           | 17,19           | 12.17            |
| Non U.S. Equity Funds   | 63 Funds  | -9.37   | -0.1 | -0.51          |                | 2.4   | 8.6  | 7.4           | 13         | -7             | 70.5           | 24             | 7        | 16.7       | 2.6       | 1.72      | \$272      | 788             | 29.90           | 25.62            |
| Specialty Equity Funds  | 121 Funds | -6.37   | -0.3 | 0.09           |                | 3.2   | 7.6  | 6.2           | 37         | -8             | -18.2          | 27             | 17       | 16.5       | 2.7       | 1,76      | \$695      | 1,817           | 24,13           | 7,79             |
| BOND FUNDS              | 345 Funds | -6.20   | 0.2  | 0.18           |                | 6.3   | 6.5  | 4.8           | 2          | -2             | 7.8            | 96             | 29       | 9.3        | 5.2       | 1.59      | \$397      | 886             | 15,86           | 9.56             |
| Taxable Bond Funds      | 153 Funds | -6.70   | -0.1 | -0.21          |                | 7.2   | 7.7  | 5.8           | 5          | -2             | -0.4           | 92             | 25       | 9.8        | 4.7       | 1.71      | \$455      | 1,247           | 25,32           | 15.80            |
| National Muni Bond      | 103 Funds | -5.65   | 0.4  | 0.51           |                | 5.8   | 5.8  | 4.1           | 0          | 0              | 14.2           | 99             | 31       | 8.3        | 5.0       | 1,39      | \$469      | 850             | 11.06           | 4.86             |
| Single State Muni Bond  | 89 Funds  | -5.98   | 0.3  | 0.44           |                | 5.3   | 5.3  | 3.7           | 0          | -5             | 14.3           | 98             | 33       | 9.6        | 6.4       | 1.60      | \$214      | 306             | 8.10            | 4.41             |
| Traditional CEF AVERAGE | 567 Funds | -6.80   | 0.0  | 0.1            |                | 5.0   | 7.1  | 5.5           | 12         | -3             | 7.3            | 69             | 23       | 12.1       | 4.2       | 1.64      | \$460      | 1,088           | 19,10           | 11.13            |
|                         |           |         | Disc | ount           |                | 1     | Yiel | ld            |            | Dividend       |                |                |          |            |           |           |            |                 |                 |                  |
| Fund Sector             | Funds     | Current | Rel  | 1-Yr<br>Z-Stat | 3-Yr<br>Z-Stat | Inc   | Tot  | LevAdj<br>NAV | %RoC<br>3m |                | % NAT<br>Growt | Earn<br>h Cov% | Lev<br>% | Std<br>Dev | Rel<br>SD | Exp<br>Rt | Net<br>Ast | Avg<br>Daily \$ |                 | Shares<br>Activ% |
| Debt Focused BDC CEF    | 44 Funds  | -5.57   |      | -0.09          | -0.24          | 9.8   | 9.8  | 6.6           | 0          |                | -1.4           | 113            | 41       | 20.3       |           | 10.30     | \$682      | 3,747           |                 | 11.27            |
| Equity Focused BDC CEF  | 9 Funds   | -26.45  |      | -0.03          | -0.04          | 1.5   | 9.5  | 5.9           | 0          |                | -2.9           | 96             | 10       | 25.8       |           | 7.18      | \$812      | 3,144           |                 | 18.70            |
| BDC CEF AVERAGE         | 53 Funds  | -9.19   |      | -0.1           | -0.2           | 9.1   | 9.8  | 6.5           | 0          |                | -1.6           | 111            | 36       | 21.3       |           | 9.75      | \$705      | 3,642           |                 | 12.53            |
| OVERALL CEF AVERAGE     | 620 Funds | -7.00   |      | 0,1            |                | 5.3   | 7.3  | 5.6           | 11         |                |                | 73             | 24       | 12.8       |           | 2.31      | \$480      | 1,303           |                 | 11.25            |



# **CEF Universe Update**

| Fund Crouning           | Discount / | Premium | 1Q N                      | AV TR               | 1Q Pr            | ice TR          |
|-------------------------|------------|---------|---------------------------|---------------------|------------------|-----------------|
| Fund Grouping           | Discount   | Premium | Positive                  | Negative            | Positive         | Negative        |
| Equity Traditional CEFs | 196        | 26      | 154                       | 67                  | 149              | 72              |
|                         | (88%)      | (12%)   | (69%)                     | (30%)               | (67%)            | (32%)           |
| Taxable Bond            | 137        | 16      | 136                       | 15                  | 127              | 26              |
| Traditional CEFs        | (90%)      | (10%)   | (89%)                     | (10%)               | (83%)            | (17%)           |
| Municipal Bond          | 165        | 27      | 191                       | 1                   | 184              | 8               |
| Traditional CEFs        | (86%)      | (14%)   | (99%)                     | (1%)                | (96%)            | (4%)            |
| BDCs                    | 39         | 13      | 41                        | 0                   | 39               | 13              |
|                         | (75%)      | (25%)   | (79%)                     | (0%)                | (75%)            | (25%)           |
| ALL CEFs                | 537        | 82      | 406                       | 83                  | 499              | 119             |
|                         | (87%)      | (13%)   | (85%)                     | (13%)               | (81%)            | (19%)           |
|                         | 31, 2015   | www.CEF | <i>So</i><br>advisors.com | urce: CEFA's Closed | d-End Fund Unive | rse Report<br>6 |

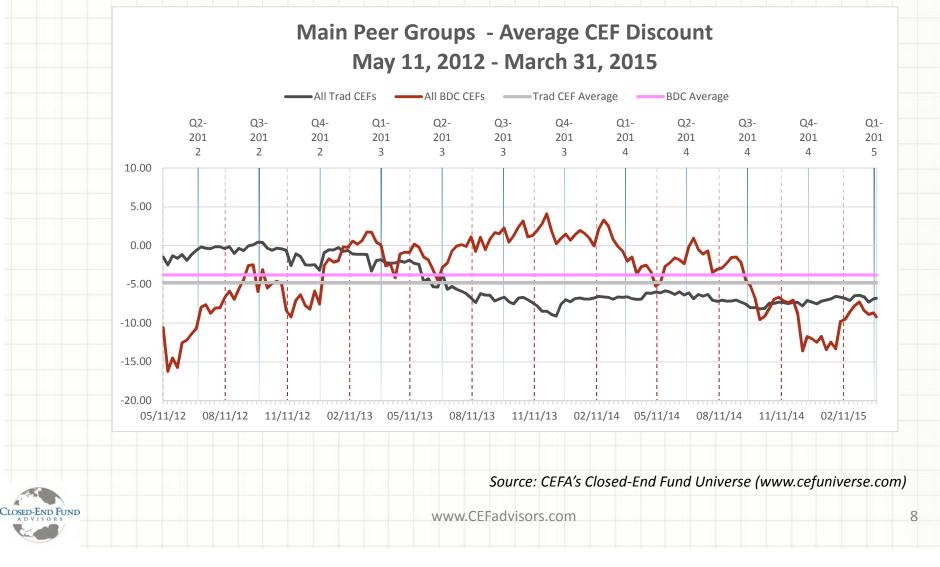
# **Current Closed-End Discounts**



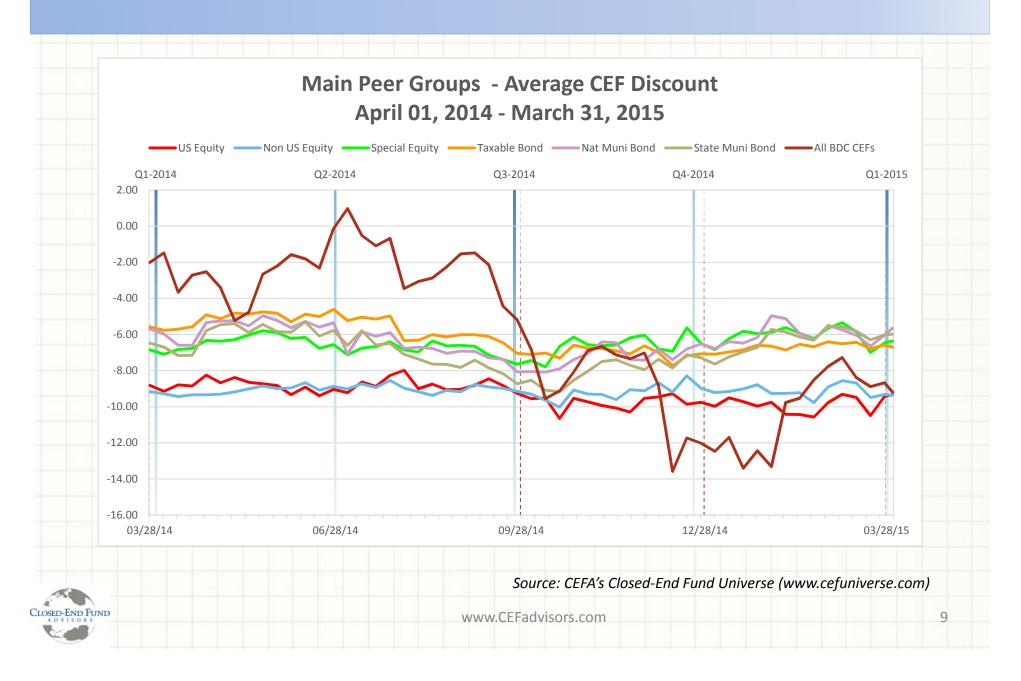
# **Closed-End Discount Trends**

**Traditional & BDC** 

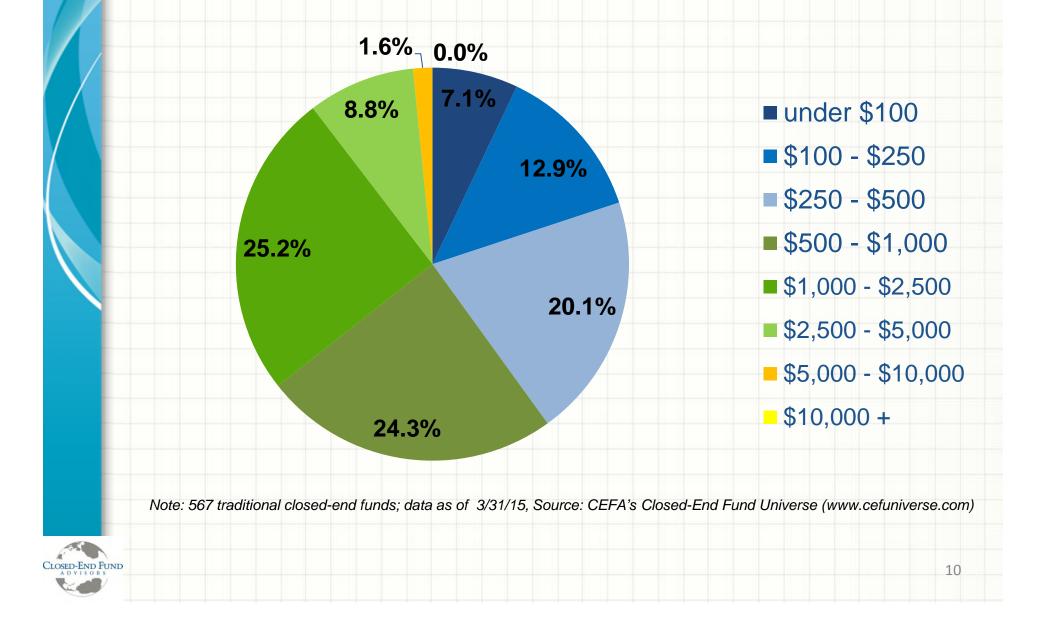
1Q 2015 Ended with an average CEF Discount of -7.00%



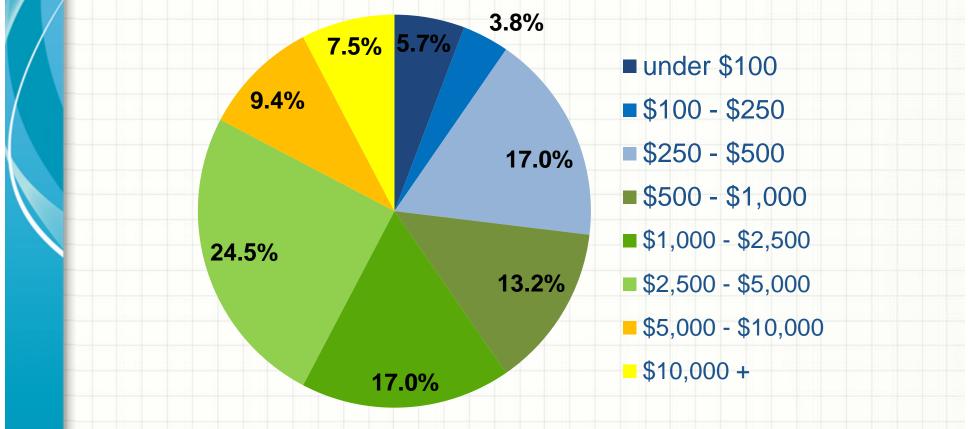
# **Closed-End Discount Trends**



## Traditional Closed-End Funds: By Average Daily Liquidity (thousands)



#### BDCs: By Average Daily Liquidity (thousands)



Note: 53 business development company CEF; data as of 3/31/15, Source: CEFA's Closed-End Fund Universe (www.cefuniverse.com)

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## **CEF Volume Trends – 1Q 2015**

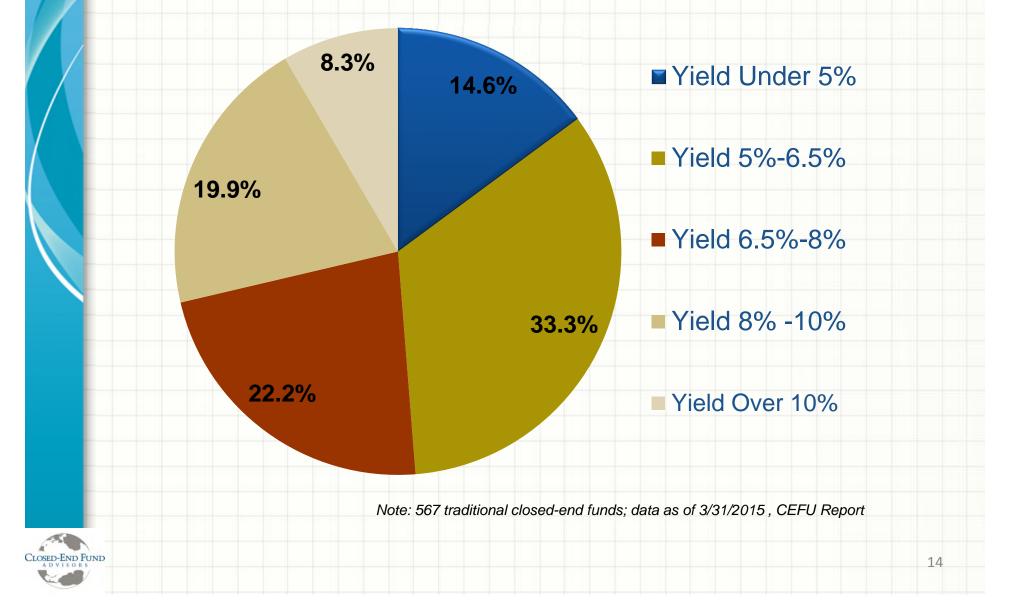
| Fund Grouping              | Avg Vol<br>1Q 2015        | Avg Vol<br>4Q 2014         | Volume<br>Trend            |  |
|----------------------------|---------------------------|----------------------------|----------------------------|--|
| US Equity Funds            | 86,681                    | 97,411                     | -11%                       |  |
| Non-US Equity Funds        | 67,069                    | 89,662                     | -25%                       |  |
| Specialty Equity Funds     | 152,940                   | 171,918                    | -11%                       |  |
| Ave Traditional Equity CEF | 111,779                   | 135,151                    | -17%                       |  |
| Taxable Bond Funds         | 127,236                   | 154,061                    | -17%                       |  |
| National Muni Bond Funds   | 77,186                    | 68,460                     | 13%                        |  |
| State Muni Bond Funds      | 27,345                    | 26,852                     | 2%                         |  |
| Ave Traditional Bond CEF   | 86,524                    | 95,719                     | -10%                       |  |
| Average Traditional CEF    | 96,412                    | 111,213                    | -13%                       |  |
| Debt Focused BDC Funds     | 352,738                   | 443,318                    | -20%                       |  |
| Equity Focused BDC Funds   | 243,568                   | 346,694                    | -30%                       |  |
| Average BDC                | 333,843                   | 426,267                    | -22%                       |  |
| Average For ALL CEFs       | 116,358                   | 137,297                    | -15%                       |  |
| Data as of March 31, 2015  | So<br>www.CEFadvisors.com | ource: CEFA's Closed-End I | Fund Universe Report<br>12 |  |

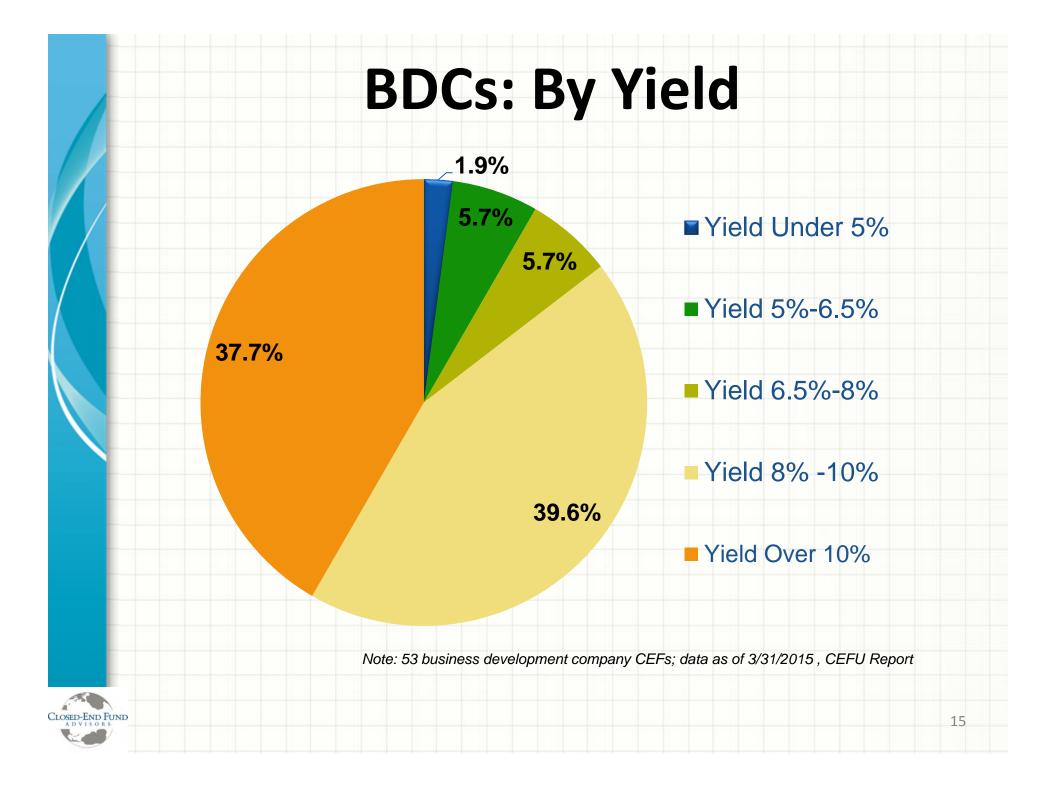
### **CEF Quiet Liquidity: More Depth in Trading**

GRAB

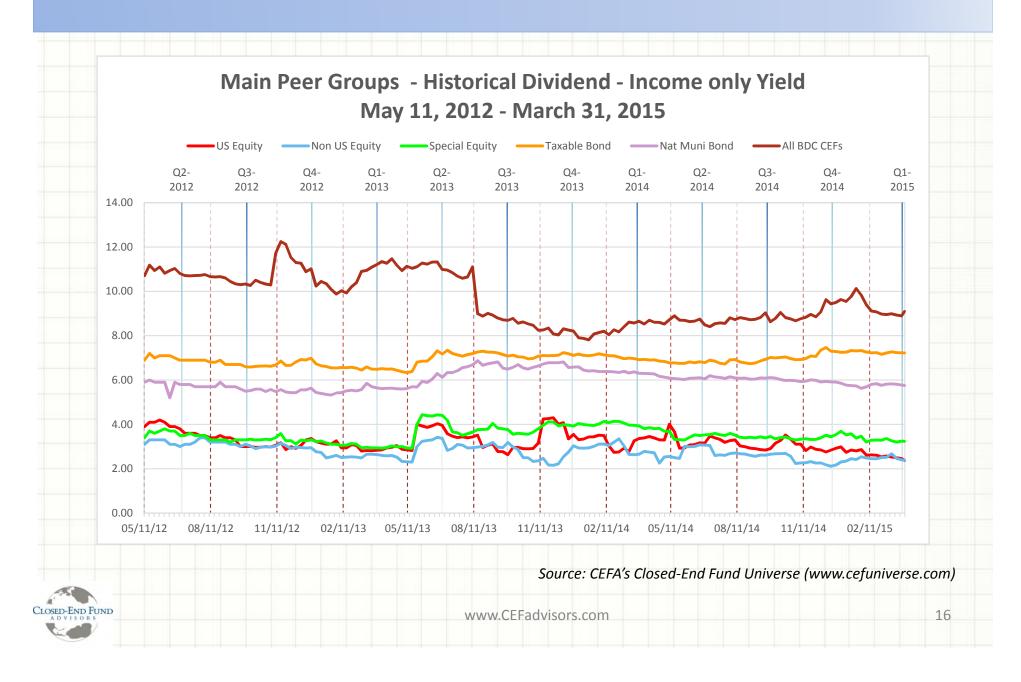
| From<br>To           | 04/15/14<br>04/15/14 | Contract of Contra | 4:00:00<br>5:18:40 | Min Size<br>Price Range |                               | High 22  | Cond<br>.97 Low 22.85  |
|----------------------|----------------------|--|--------------------|-------------------------|-------------------------------|--|--|
| _                    | Time B               | MMKR   | E                  | Bid/Trd/Ask             | E                             | Size*  | AMMKR Cond   |
|                      | 15:18:40             |  | D                  | 22.93                   |                               | .39  | T,OL   |
|                      | 15:18:40             |  | D                  | 22.93                   |                               | 1  | Т  |
|                      | 15:18:40             |  | D                  | 22.93                   |                               | 1  | т  |
|                      | 15:18:40             |  | D.                 | 22.93                   |                               | 1  | т  |
|                      | 15:18:40             |  | D                  | 22.93                   |                               | 6.61   | т  |
|                      | 15:18:39             |  | т                  | 22.92                   |                               | .39  | OL   |
|                      | 15:18:39             |  | P                  | 22.92/ 22.93            | N                             | 1×2  |  |
|                      | 15:18:39             |  | N                  | 22.92                   |                               | 1  |  |
|                      | 15:18:39             |  | К                  | <b>22.91/</b> 22.93     | N                             | 19×2   |  |
|                      | 15:18:39             |  | К                  | 22.92                   |                               | 1  |  |
|                      | 15:18:39             |  | ĸ                  | 22.92                   |                               | 6.61   |  |
|                      | 15:18:39             |  | P                  | 22.92                   |                               | 1  |  |
|                      | 15:18:39             |  | N                  | 22.92/ 22.93            | N                             | 1x2  |  |
|                      | 15:18:30             |  | D                  | 22.9289                 |                               | 1  | т  |
|                      | 15:18:30             |  | D                  | 22.929                  |                               | 1  | Т  |
|                      | 15:18:16             |  | D                  | 22.93                   |                               | 1300   | Т  |
|                      | 15:17:19             |  | D                  | 22.9288                 |                               | 3  | Т  |
|                      | 15:17:19             |  | К                  | 22.92/ 22.93            | N                             | 7x2  |  |
|                      | 15:16:51             |  | К                  | 22,92/ 22.93            | N                             | 7×1  |  |
|                      | 15:14:24             |  | D                  | 22.93                   |                               | 1.50   | T  |
| Austral:<br>Japan 81 |                      | s  | azil 55<br>ingapor |                         | 1 212 318 2000<br>SN 851197 H | any 49 69 9204 121<br>Copyright 20<br>192–4402–0 10–Jun– | Zoom – – – – + 1008<br>0 Hong Kong 852 2977 600<br>14 Bloomberg Finance L.P<br>14 13:43:00 EDT GMT-4:0<br>ital – www.wallachbeth.com |

# Traditional Closed-End Funds: By Yield



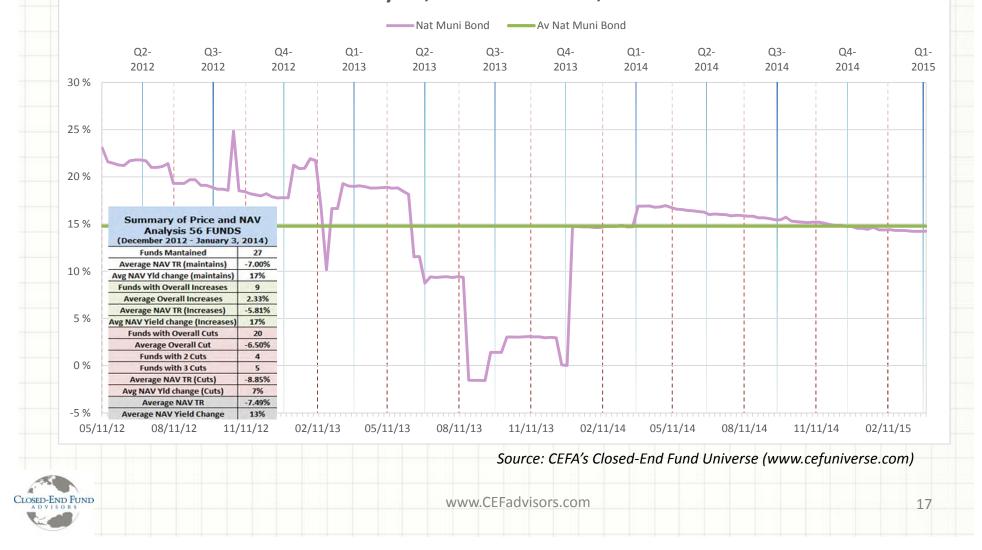


# **Income Only Yield For Closed-End Funds**

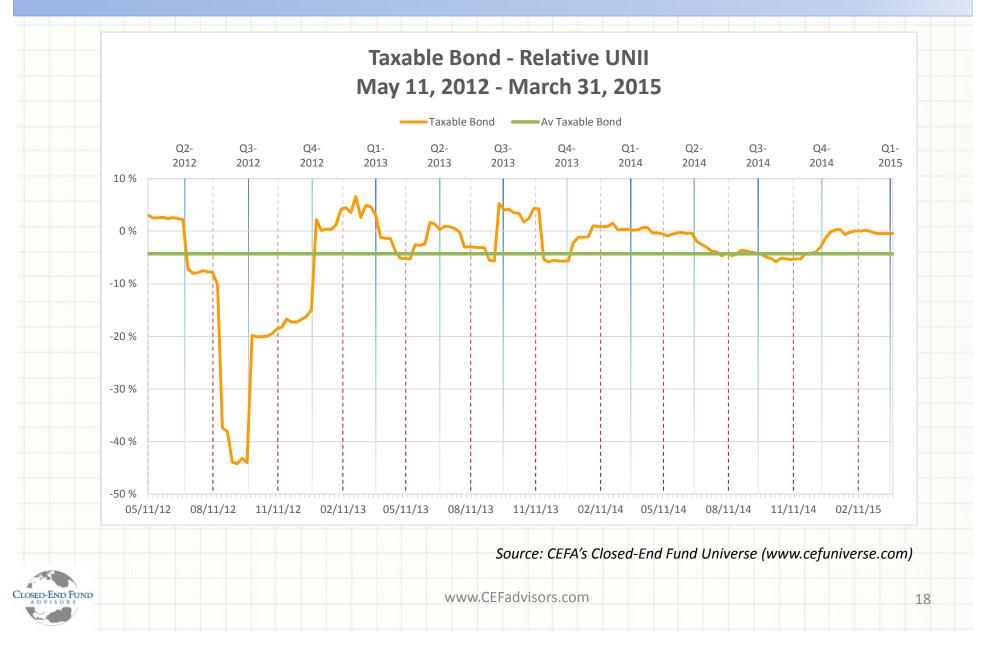


#### **Relative UNII for Traditional CEF Municipal Bond Funds**

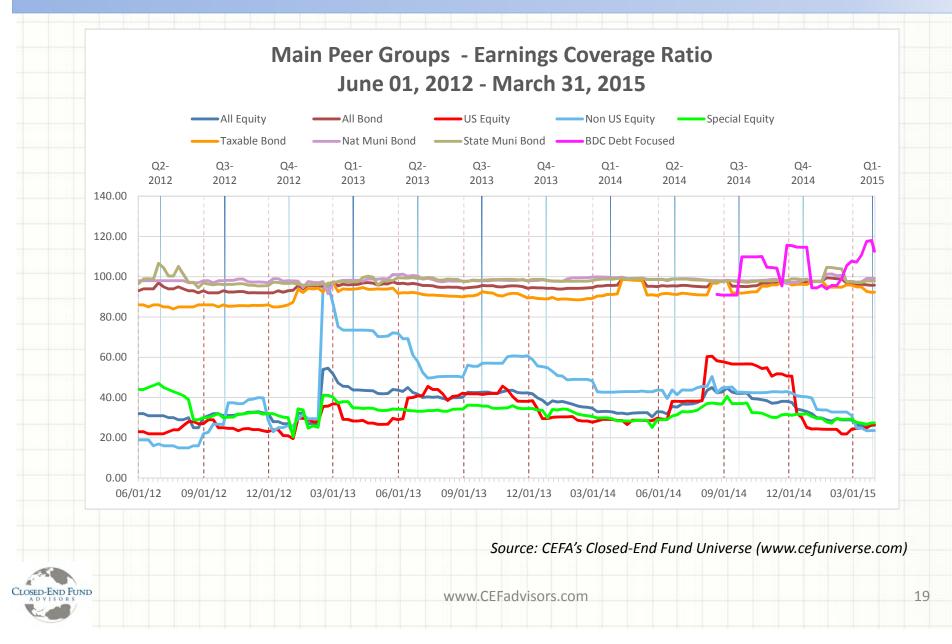
Nat Muni Bond - Relative UNII May 11, 2012 - March 31, 2015



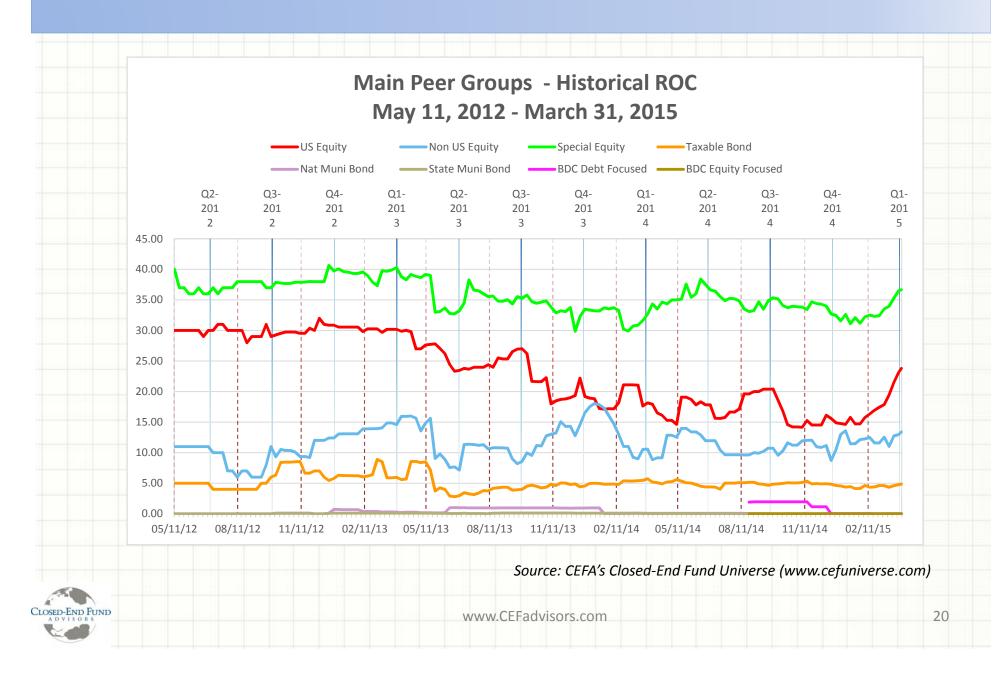
#### Relative UNII for Traditional CEF Taxable Bond Funds



#### Earnings Coverage Ratio For Closed-End Funds



# Return of Capital (90 Day) For CEFs



# **Destructive Return of Capital (DRoC)**

(Traditional)

| Fund Grouping            | # Funds with<br>Destructive RoC | % Funds with<br>Destructive RoC                    | Average<br>Destructive RoC % |
|--------------------------|---------------------------------|--|------------------------------|
| US Equity Funds          | 12                              | 32%  | 36%                          |
| Non-US Equity Funds      | 17                              | 27%  | 35%                          |
| Specialty Equity Funds   | 39                              | 32%  | 55%                          |
| Equity CEF               | 68                              | 31%  | 47%                          |
| Taxable Bond Funds       | 45                              | 29%  | 11%                          |
| National Muni Bond Funds | 0                               | 0%   | N/A                          |
| State Muni Bond Funds    | 0                               | 0%   | N/A                          |
| Bond CEF                 | 45                              | 13%  | 11%                          |
| Average CEF              | 113                             | 20%  | 33%                          |
| *Whitepaper              |                                 | Source: CEFA's Closed-End<br>(www.cefuniverse.com) | Fund Universe 3/31/2015      |
| ND FUND                  | www.CEFadvisors.                | .com   | 21                           |

## **Top 10 Funds with Highest Destructive RoC %**

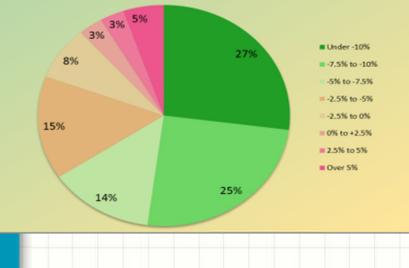
(Traditional)

| Rank       | Ticker | Name                         | Classification   | Destructiv<br>RoC %        |  |  |  |
|------------|--------|------------------------------|--|----------------------------|--|--|--|
| 1          | GGN    | GAMCO Glbl Gd NtrRes Incm    | Specialty Equity Funds   | 100%                       |  |  |  |
| 2          | СВА    | CB Amrc Nrg MLP Fd           | Specialty Equity Funds   | 100%                       |  |  |  |
| 3          | NTG    | Tortoise MLP Fd              | Specialty Equity Funds 100%  |                            |  |  |  |
| 4          | JMLP   | Nuv All Cap Nrg MLP Opp Fd   | <b>Specialty Equity Funds</b>  | 100%                       |  |  |  |
| 5          | JMF    | Nuv Nrg MLP Total Rtn Fd     | Specialty Equity Funds   | 100%                       |  |  |  |
| 6          | GNT    | GAMCO NtrRes Gd & Incm       | Specialty Equity Funds   | 98%                        |  |  |  |
| 7          | SRF    | Cushing Royalty & Incm Fd    | Specialty Equity Funds   | 98%                        |  |  |  |
| 8          | CTR    | <b>CB Nrg MLP Tot Rtn Fd</b> | <b>Specialty Equity Funds</b>  | 95%                        |  |  |  |
| 9          | FMO    | F/C MLP Opp Fd               | <b>Specialty Equity Funds</b>  | 95%                        |  |  |  |
| 10         | ЕМО    | CB Nrg MLP Opp Fd            | Specialty Equity Funds   | 93%                        |  |  |  |
| D-END FUND |        | www.CEFadvisors              | Source: CEFA's Closed-End Fund Univ<br>(www.cefuniverse.com)<br>.com | <i>verse 3/31/15</i><br>22 |  |  |  |

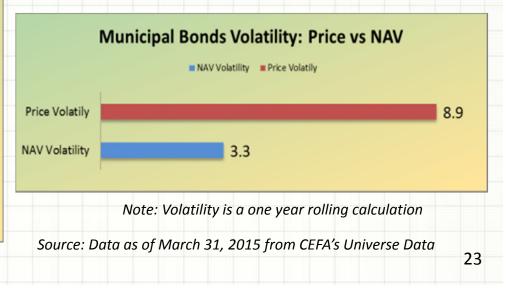
## **Municipal Bond Closed-End Fund Universe**

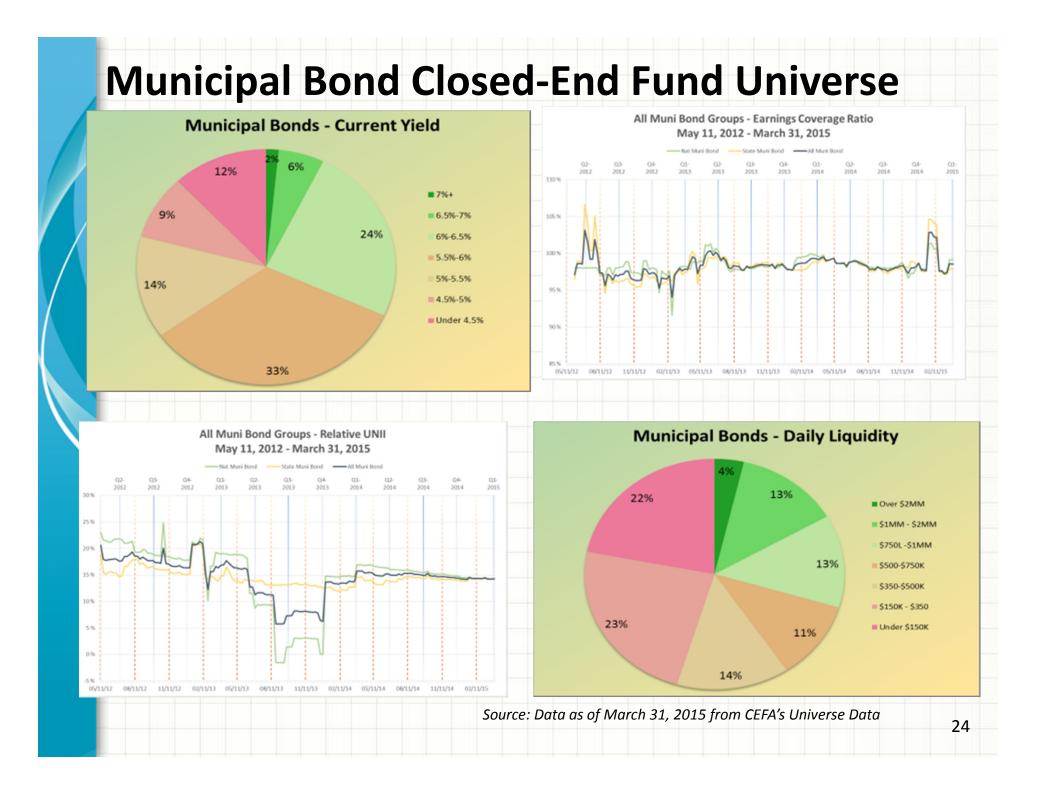
|   |                           | National   | Single State | Total    |
|---|---------------------------|------------|--------------|----------|
|   |                           | Muni Funds | Muni Funds   |          |
|   | Number of Funds           | 103        | 89           | 192      |
|   | Net Assets (Total)        | \$48,388   | \$19,068     | \$67,456 |
| ľ | Net Assets                | \$470      | \$214        | \$351    |
|   | Earnings Coverage Ratio % | 99.1       | 98.1         | 98.6     |
|   | Premium / Discount %      | -6.13      | -6.27        | -6.19    |
| / | Total Mkt Yield %         | 5.78       | 5.32         | 5.57     |
| / | Leverage Adj NAV Yield %  | 4.13       | 3.74         | 3.95     |
|   | NAV Volatility            | 3.36       | 3.16         | 3.26     |
|   | Leverage %                | 31.4       | 33.0         | 32.2     |
|   | Leverage Cost %           | 0.41       | 0.44         | 0.43     |
|   | Duration                  | 8.64       | 8.36         | 8.51     |
|   | Insured %                 | 20.8       | 24.9         | 22.7     |
|   | Investment Grade %        | 88         | 92           | 90       |
|   | Credit Quality            | А          | А            | А        |
|   |                           |            |              |          |

#### Municipal Bonds - Discount / Premium

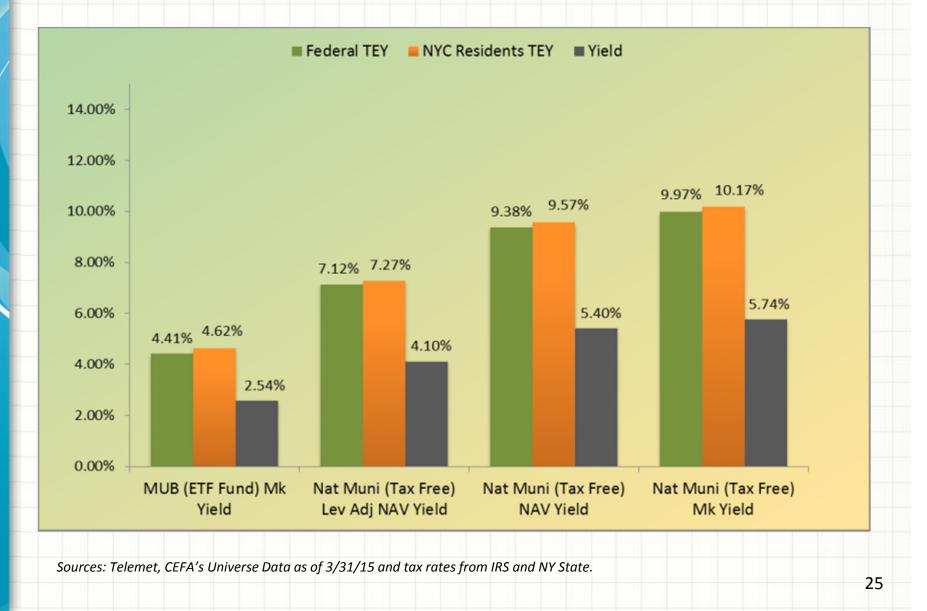


All Muni Bond Groups - Average CEF Discount May 11, 2012 - March 31, 2015 -Nat Muni Bond State Muri Bond -All Muni Bond Av Muni CEFs 02-03. 04 01-03. 04 01 04-Q1-2012 2012 2012 2013 2013 2013 2013 2014 2014 2014 2014 2015 6% 4% 2.% 0.% -2% -4.9 -6% -8.2 -10 % 12 % 05/11/12 08/11/12 11/11/12 02/11/13 05/11/13 08/11/13 11/11/13 02/11/14 05/11/14 08/11/14 11/11/14 02/11/15





#### Tax Equivalent Yield Comparison Married Couple with W-2 Income of \$1MM+



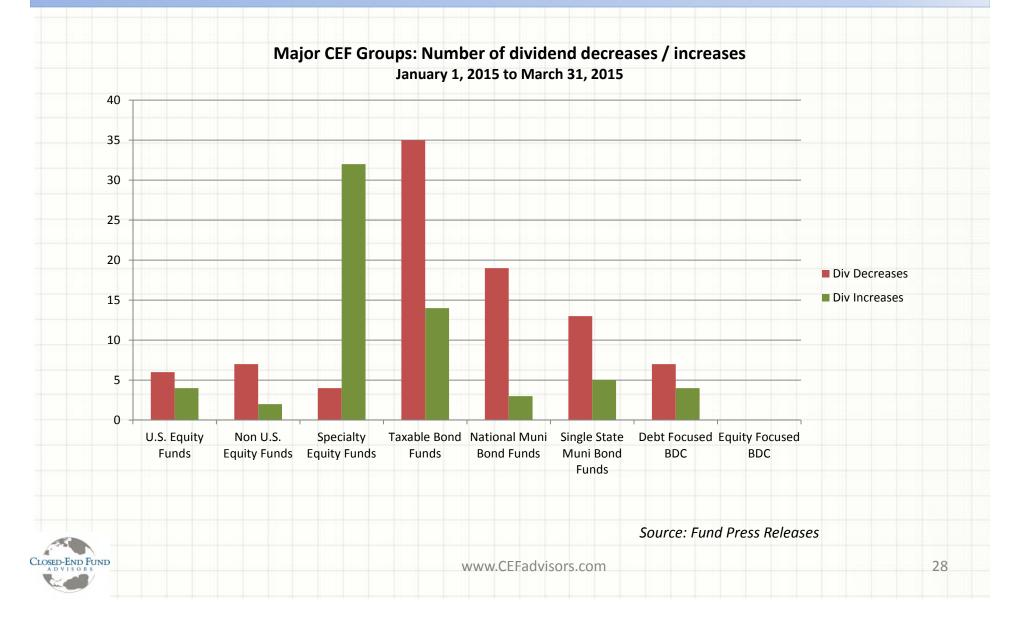
## CEF Press Release SEC Filings Summary (2217 CEF PRs in 1Q15)

| Announcement Type                      | 1Q 2015             | 2014 | 1Q 2014             | Avg per Q<br>since 2013 |
|--|---------------------|------|---------------------|-------------------------|
| Rights Issue / Offering                | 3                   | 32   | 8                   | 7                       |
| Secondary Offering (Trad CEF)          | 1                   | 16   | 4                   | 3                       |
| Secondary Offering (BDCs)              | 15                  | 43   | -                   | -                       |
| Tender Offer                           | 6                   | 63   | 14                  | 15                      |
| Distribution Policy Change(Trad CEF)   | 11                  | 23   | 1                   | 5                       |
| Distribution Policy Change (BDCs)      | 0                   | 1    | -                   | -                       |
| 13 Filings (Trad CEF)                  | 663                 | -    | -                   | -                       |
| Investment Manager /<br>Advisor Change | 0                   | 20   | 0                   | 6                       |
| Portfolio Manager Change               | 14                  | 89   | 25                  | 13                      |
| Leverage Amount / Type Change          | 25                  | 119  | 28                  | 29                      |
| End Fund                               | www.CEFadvisors.cor |      | nd Press Releases / | SEC Filings.            |

# Closed-End Fund Dividend Increases vs. Decreases

| Dividend<br>Announcement | 1Q 2015<br>Number of<br>Announcements | 1Q 2015<br>Average<br>Change | 2014<br>Number of<br>Announcements | 2014<br>Average<br>Change |
|--------------------------|---------------------------------------|------------------------------|------------------------------------|---------------------------|
| Dividend Maintains       | 1233 (89%)                            | N/A                          | 4963 (90%)                         | N/A                       |
| Dividend Increases       | 64 (5%)                               | +5.76%                       | 235 (4%)                           | +6.89%                    |
| Dividend Decreases       | 91 (6%)                               | -9.52%                       | 300 (6%)                           | -10.01%                   |
|                          |                                       |                              |                                    |                           |
| Under 5% Increase        | 42 (66%)                              | +2.22%                       | 155 (66%)                          | +2.05%                    |
| Over 5% Increase         | 22 (34%)                              | +12.51%                      | 80 (34%)                           | +16.26%                   |
|                          |                                       |                              |                                    |                           |
| Under 5% Decrease        | 43(47%)                               | -2.75%                       | 147 (49%)                          | -2.45%                    |
| Over 5% Decrease         | 48 (53%)                              | -15.58%                      | 153 (51%)                          | -17.27%                   |
|                          |                                       |                              | Source: Fund Press Rele            | eases                     |
| END FUND                 |                                       | www.CEFadvisors.co           | m                                  | 27                        |

# 1Q 2015 Closed-End Fund Dividend Increases vs. Decreases



# 1Q15, 2014 and 4Q14 Closed-End Fund NAV / Market Price Performance

| Fund Grouping              | 1Q 2015<br>NAV | 1Q 2015<br>Mkt Pr | 2014<br>NAV                | 2014<br>Mkt Pr      | 4Q 2014<br>NAV   | 4Q 2014<br>Mkt Pr |
|----------------------------|----------------|-------------------|----------------------------|---------------------|------------------|-------------------|
| US Equity Funds            | 1.2%           | 1.8%              | 8.1%                       | 8.7%                | 3.5%             | 3.7%              |
| Non-US Equity Funds        | 2.6%           | 2.7%              | 1.6%                       | 2.2%                | -1.2%            | -1.2%             |
| Specialty Equity Funds     | 0.1%           | 0.7%              | 9.4%                       | 10.7%               | -1.4%            | -1.2%             |
| Avg Traditional Equity CEF | 1.0%           | 1.4%              | 6.9%                       | 7.9%                | -0.4%            | -0.3%             |
| Taxable Bond Funds         | 2.0%           | 2.4%              | 3.7%                       | 2.8%                | -1.2%            | -1.5%             |
| National Muni Bond Funds   | 1.5%           | 2.8%              | 18.5%                      | 18.4%               | 2.5%             | 3.8%              |
| State Muni Bond Funds      | 1.2%           | 3.2%              | 16.8%                      | 17.3%               | 2.1%             | 3.1%              |
| Avg Traditional Bond CEF   | 1.6%           | 2.7%              | 11.5%                      | 11.2%               | 0.7%             | 1.3%              |
| Average Traditional CEF    | 1.4%           | 2.2%              | 9.7%                       | 9.9%                | 0.3%             | 0.6%              |
| Debt Focused BDC           | 2.2%           | 4.9%              | 8.6%                       | -5.9%               | 2.5%             | -4.8%             |
| Equity Focused BDC         | 0.0%           | 0.5%              | 2.3%                       | -1.1%               | 3.0%             | 3.4%              |
| Average BDC                | 1.8%           | 4.1%              | 7.4%                       | -5.0%               | 2.6%             | -3.3%             |
| Data as of March 31,       | 2015           | www.CEFa          | <i>Sou</i><br>advisors.com | erce: CEFA's Closed | d-End Fund Unive | erse Report<br>29 |

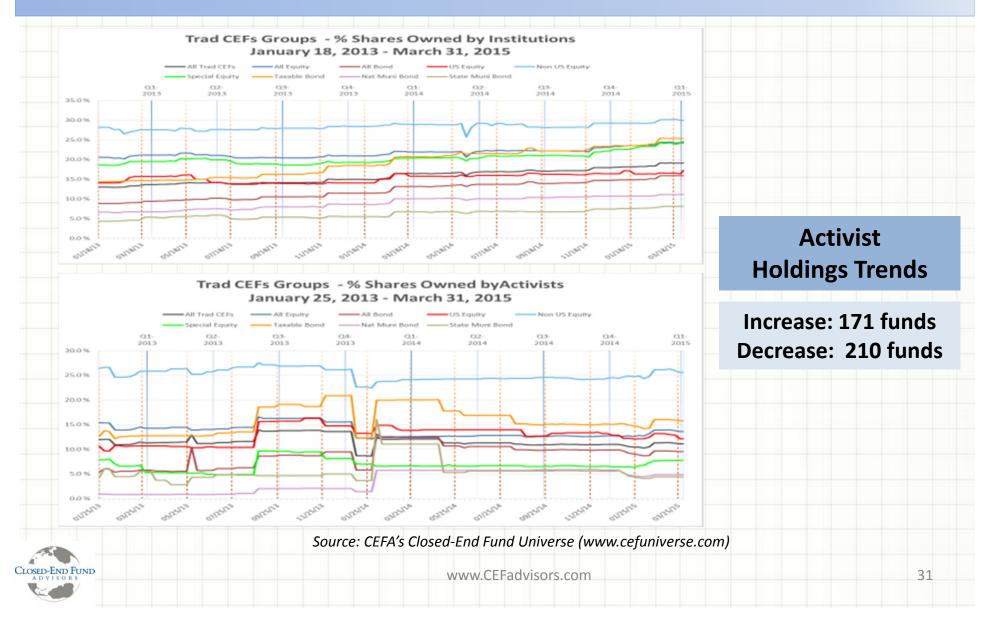
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### Closed-End Fund Activist Update 1Q 2015

| Month<br>Filed  | Filing | Closed-End Fund                                | Investor       | Notes                     |
|-----------------|--------|--|----------------|---------------------------|
| March           | 13G/A  | Macquarie Glbl Infra Tot Rtn<br>(MGU)          | Bulldog        | Inc (10.27%)              |
| March           | 13D    | FT Mortg Incm Fd(FMY)                          | Sit Inv        | Dec (28.74%)              |
| March           | Tender | Divr Real Asset Incm Fd(DRA)                   | Public         | Up to 10%<br>(99% of NAV) |
| Feb             | 13G/A  | BR Flt Rt Incm Stgc Fd(FRA)                    | First Trust    | Dec(12.79%)               |
| Feb             | 13D/A  | Deutsche Hi Incm Opp Fd(DHG)                   | Bulldog        | Inc (8.47%)               |
| Jan             | 13D/A  | Nuv Div Adv Muni Fd 3(NZF)                     | Karpus         | Dec (8.57%)               |
| Jan             | 13G/A  | Mexico Eq & Incm Fd(MXE)                       | City of London | Inc (25.5%)               |
| CLOSED-END FUND |        | Source: SEC Filings, Press Releases www.CEFadv | visors.com     | 30                        |

# **CEF Institutional & Activist Holdings**

#### (Traditional CEFs 1Q 15)



# Traditional Closed-End Fund Historical IPOs (10, 15)

|  | YTD<br>2015 | 2014   | 2013   | 2012   | 2011  | 2010  | 2009  | 2008  | 2007   | 2006   | 2005   |
|--|-------------|--------|--------|--------|-------|-------|-------|-------|--------|--------|--------|
| Number of<br>IPOs                                | 1           | 9      | 25     | 23     | 19    | 17    | 13    | 2     | 40     | 21     | 47     |
| Average<br>Assets<br>In \$ millions              | \$555       | \$469  | \$580  | \$517  | \$316 | \$451 | \$200 | \$131 | \$690  | \$506  | \$452  |
| Total New<br>CEF IPO<br>Assets in \$<br>Billions | \$0.6B      | \$4.2B | \$14.5 | \$11.9 | \$6.0 | \$7.7 | \$2.6 | \$0.3 | \$27.6 | \$10.6 | \$21.2 |

**10 Year Average:** 22 Funds per year, \$431M Ave Fund, \$11 Billion Per Year

CLOSED-END FUND

www.CEFadvisors.com

Source: SEC Filings, Press Releases

# **BDC Historical IPOs** (1Q 15)

|  | YTD<br>2015 | 2014  | 2013  | 2012  | 2011  | 2010  | 2009  | 2008  | 2007  | 2006  | 2005  |
|--|-------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Number of<br>IPOs                                | 1           | 6     | 4     | 5     | 7     | 5     | 1     | 1     | 5     | 1     | 2     |
| Average<br>Assets<br>In \$ millions              | \$120       | \$575 | \$78  | \$96  | \$101 | \$98  | \$87  | \$141 | \$138 | \$203 | \$147 |
| Total New<br>CEF IPO<br>Assets in \$<br>Billions | \$0.1       | \$3.5 | \$0.3 | \$0.5 | \$0.7 | \$0.5 | \$0.1 | \$0.1 | \$0.7 | \$0.2 | \$0.3 |

|                | 10 Year Average: | 3.7 Funds per year, | \$166M Ave Fund, \$0.7 | 7 Billion Per Year     |
|----------------|------------------|---------------------|------------------------|------------------------|
|                |                  |                     | Source: SEC F          | ilings, Press Releases |
| LOSED-END FUND |                  | www.CE              | Fadvisors.com          | 33                     |

# 2015 IPO Details

#### 1Q 2015

#### Calamos Dynamic Conv & Income (CCD) - Traditional CEF -

IPOed on March 26, 2015

IPO Price: \$25.00

Price as of 3/31/15: \$25.01

IPO Assets: \$555M

Disc/Prm as of 3/31/15 : 5.00%

#### Goldman Sachs BDC (GSBD) - BDC CEF -

IPOed on March 18, 2015

 IPO Price: \$20.00
 IPO Assets: \$120M

 Price as of 3/31/15: \$20.66
 Disc/Prm as of 3/31/15: 6.00%



| Source: | Fund Press Releases |
|---------|---------------------|
|---------|---------------------|

# IPOs during 2Q 2014 – 4Q 2014 Current Discount / Premium

| IPO Date | Ticker | Fund Name                      | Туре        | <b>Current Disc/Prm</b> | <b>Current Price</b> | IPO Price | Curr vs IPO |
|----------|--------|--------------------------------|-------------|-------------------------|----------------------|-----------|-------------|
|          | GGZ    | Gabelli Glbl Sml & Mid Cap Val | Traditional | -13.14%                 | \$10.58              | \$12.00   | 88.17%      |
|          | DSE    | D&P Sel Nrg MLP Fd             | Traditional | -0.70%                  | \$14.13              | \$20.00   | 70.65%      |
| 2Q 2014  | FSIC   | FS Investment Corp             | BDC         | 3.15%                   | \$10.14              | \$10.00   | 101.40%     |
| A        | ABDC   | Alcentra Capital Corp          | BDC         | -10.56%                 | \$13.30              | \$15.00   | 88.67%      |
|          | TPVG   | TP Vntr Gwth BDC Corp          | BDC         | -3.42%                  | \$14.11              | \$15.00   | 94.07%      |
| 20.2014  | THQ    | Tekla Health Opp Fd            | Traditional | -6.62%                  | \$20.58              | \$20.00   | 102.90%     |
| 3Q 2014  | GER    | GS MLP & Nrg Renaissance Fd    | Traditional | 3.13%                   | \$13.85              | \$20.00   | 69.25%      |
|          | ECC    | Eagle Point Cr Co              | Traditional | 9.66%                   | \$21.00              | \$20.00   | 105.00%     |
| 4Q 2014  | BST    | BR Sci & Tech Tr               | Traditional | -9.49%                  | \$17.83              | \$20.00   | 89.15%      |
|          | HIE    | Miller/Howard Hi Incm Eq Fd    | Traditional | 0.88%                   | \$18.39              | \$20.00   | 91.95%      |



CLOSED-END FUND

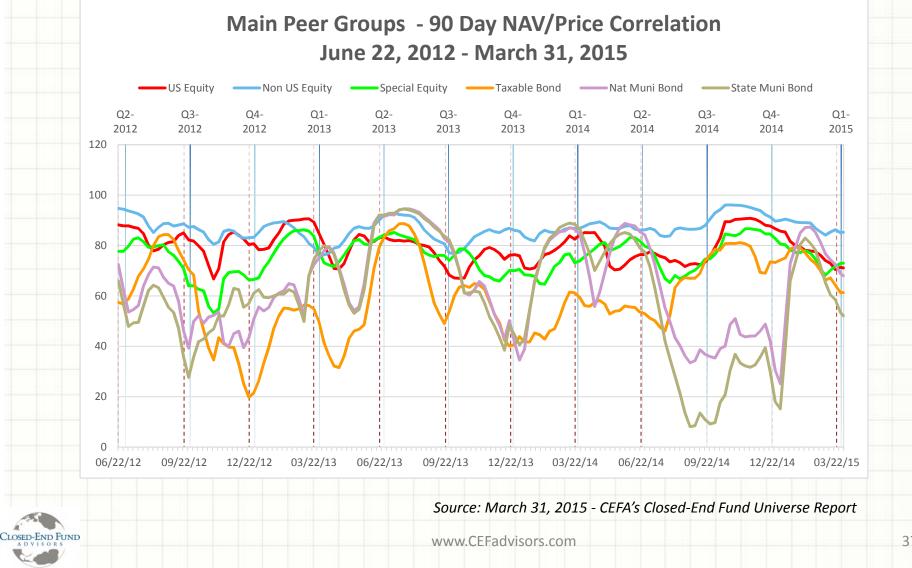
Source: CEFA's Closed-End Fund Universe Report

www.CEFadvisors.com

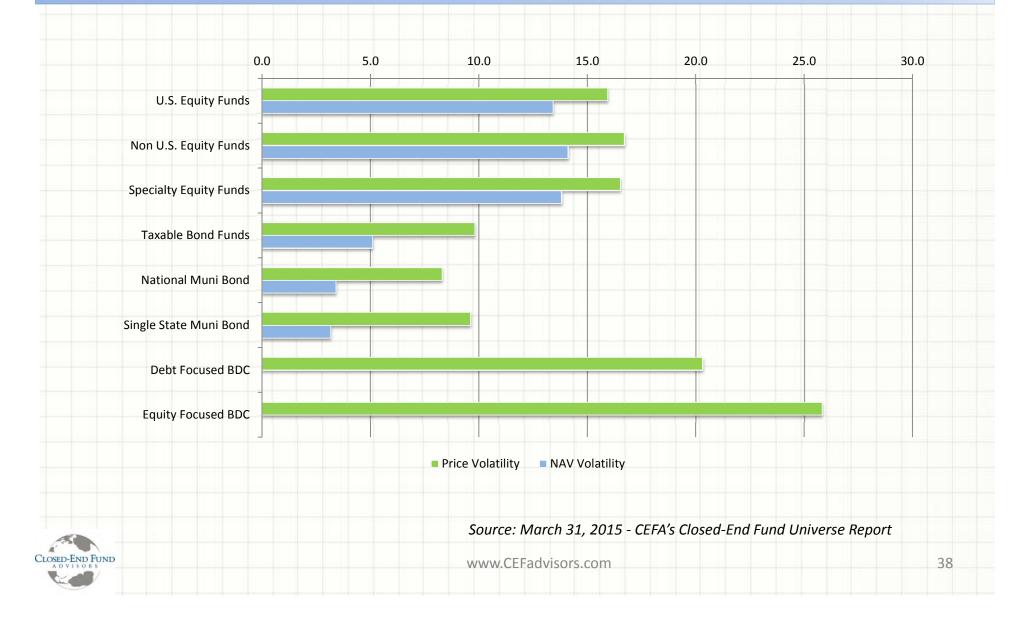
# Traditional Closed-End Fund NAV – Market Price Correlation

| Fund Grouping             | Correlation<br>1Q 15              | Correlation<br>4Q 14      | Correlation<br>Trend |  |
|---------------------------|-----------------------------------|---------------------------|----------------------|--|
| US Equity Funds           | 71.1%                             | 85.9%                     | -15%                 |  |
| Non-US Equity Funds       | 85.3%                             | 89.9%                     | -5%                  |  |
| Specialty Equity Funds    | 73.0%                             | 80.9%                     | -8%                  |  |
| Ave Equity CEF            | 76.2%                             | 84.3%                     | -8%                  |  |
| Taxable Bond Funds        | 61.3%                             | 74.2%                     | -13%                 |  |
| National Muni Bond Funds  | 68.0%                             | 24.8%                     | 43%                  |  |
| State Muni Bond Funds     | 52.1%                             | 14.3%                     | 38%                  |  |
| Ave Bond CEF              | 60.9%                             | 43.9%                     | 17%                  |  |
| Average CEF               | 66.9%                             | 59.8%                     | 7%                   |  |
| Data as of March 31, 2015 | <i>Sou</i><br>www.CEFadvisors.com | rce: CEFA's Closed-End Fเ | ind Universe Report  |  |

## **Traditional Closed-End Fund** 90 Day NAV – Market Price Correlation



# Closed-End Fund Market Price volatility vs. NAV volatility (1 Year)



# **CEFA's Outlook for 2Q and 2015**

- US Equity Funds
- Non-US Equity Funds
- Specialty Equity (Sector) Funds
- Taxable Bond Funds



- National Municipal Bond (Tax-Free) Funds
- State Specific Municipal Bond (Tax-Free) Funds
- Debt-Focused Business Development Companies (BDCs)
  - Equity-Focused Business Development Companies (BDCs)



### Closed-End Funds & BDCs in a Rising Rate Environment

(March 2004 to September 2007)

| Group/Sector                        | #<br>CEFs | Avg Total<br>Return on<br>Mkt Pr. | % Funds<br>w/ Neg<br>TR Perf | Avg<br>Yield<br>Change<br>% | % CEFs<br>with<br>Dividend<br>Changes |  |  |  |  |  |  |
|-------------------------------------|-----------|-----------------------------------|------------------------------|-----------------------------|---------------------------------------|--|--|--|--|--|--|
| US Equity<br>Funds                  | 30        | +37.7%                            | 3.3%                         | +100.2%*                    | 63.3%                                 |  |  |  |  |  |  |
| Non US<br>Equity Funds              | 39        | +133.0%                           | 2.6%                         | +681.2%*                    | 46.2%                                 |  |  |  |  |  |  |
| Specialty<br>Equity Funds           | 34        | +30.6%                            | 11.8%                        | +5.65%                      | 79.4%                                 |  |  |  |  |  |  |
| Taxable Bond<br>Funds               | 95        | +19.3%                            | 4.2%                         | -2.06%                      | 81.1%                                 |  |  |  |  |  |  |
| National<br>Municipal<br>Bond Funds | 89        | +17.1%                            | 2.3%                         | -18.91%                     | 96.7%                                 |  |  |  |  |  |  |
| State Focused<br>Muni Bond<br>Funds | 93        | +12.92%                           | 12.4%                        | -15.70%                     | 100%                                  |  |  |  |  |  |  |
| Debt-Focused<br>BDC Funds           | 5         | +31.94%                           | 0.0%                         | +4.42%                      | 100%                                  |  |  |  |  |  |  |
| Average<br>Traditional 36<br>CEF    |           | +28.48%                           | 6.4%                         | -2.50%                      | 97.2%                                 |  |  |  |  |  |  |
| S&P 500 1                           |           | +42.33% TR                        |                              |                             |                                       |  |  |  |  |  |  |
| Barclays Globa<br>Bond Ind          |           | +16.96% TR                        |                              |                             |                                       |  |  |  |  |  |  |
| Barclays Mun<br>Bond Ind            |           | +13.26% TR                        |                              |                             |                                       |  |  |  |  |  |  |

Full article on our blog: www.CEF-Blog.com

Avg. Yield change is expressed in percentage terms. If the yield went from 8% to 7% the calculation would be -12.5%, not -1%. Also the column that shows the percentages of funds with dividend changes includes funds with increases, and is meant to help show which areas of the CEF universe are likely to have a higher number of funds that change their distribution policies.

Index Data from Thompson Reuters. CEF data from CEF Universe Data and Yahoo Finance.

\* Over the 43 month period, US CEFs went from yields of 6.1% yields to 8.1% and Non-US CEFs went from yields of 4.9% to 6.1%. Many of the dividends came as semi-annual or annual dividends and were driven by pass through capital gains vs. income to maintain the tax-beneficial status for the fund itself.

www.CEFadvisors.com

# What You Asked Us to Cover

#### In Webinar Registration

- BDC Discounts, non traded BDCs effects on the public BDC market, BDC Investment Trends (4) / Energy effect on BDCs / BDC Rankings
- Discounts (2) and trends & issues / Trends amongst CEF Groups / Cheapest CEFs vs. Historical Discounts / Most stable fund / UNII – What is it?
- Growth Trends in CEFs / BDCs / BDCs outside the US?
- Dividend Changes (3) / Dividend outlook for PHK / Yield Trends / RoC (2)
- Should CEF bond funds be avoided if rates rise? (4) / Maintain distributions (avoid , RoC )
- BDCs (4) and REITs, BDCs in rising rates, MLPs (4) and Muni CEFs (5)
- Leveraged Loan (CEF/BDC) / Equity Income, Emerging Mkts, Debt / Leverage in a down market ... how do funds handle price declines
- CEF vs. Junk Bond Funds / US/Global CEF Trends
- UIT Ownership of CEFs / Activist Update / Open-end conversions
- New CEFs during the quarter and expected offerings / IPO Outlook (2)
- How do CEFs fit into or compliment and portfolio of stocks ands bonds
- Compelling CEF opportunities / Best Ideas/sectors for 2015 or Outlook (5) / Most Appreciation Potential (2) / Quarterly performance

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- CEF Discussions M\* and LinkedIn / CEF Trading Ideas / M\* CEF Rankings
- Active Management ETFs vs. CEFs / Non listed CEFs / Shorting CEFs
   www.CEFadvisors.com



## New Data for CEF Universe During 1Q 2015

### **BDC Data:**

- Internally/Externally Managed
- Industry Breakdown (24 columns)
- 52-Week Discount Range %
- 1-Year Relative Discount
- 3-Year Relative Discount

### **CEF** Data:

- 6-mo Z-Stat
- 6-mo Rel Z-Stat
- 90-day Avg Daily (\$M)
- Municipal CEFU XLS Tab
- Director/Trustee Compensation

- Coming up on our 3-year data collection anniversary
- Spent the quarter building a better CEF collection system
- Plans for 2015 in our Universe data project



# **CEF Heat Map**

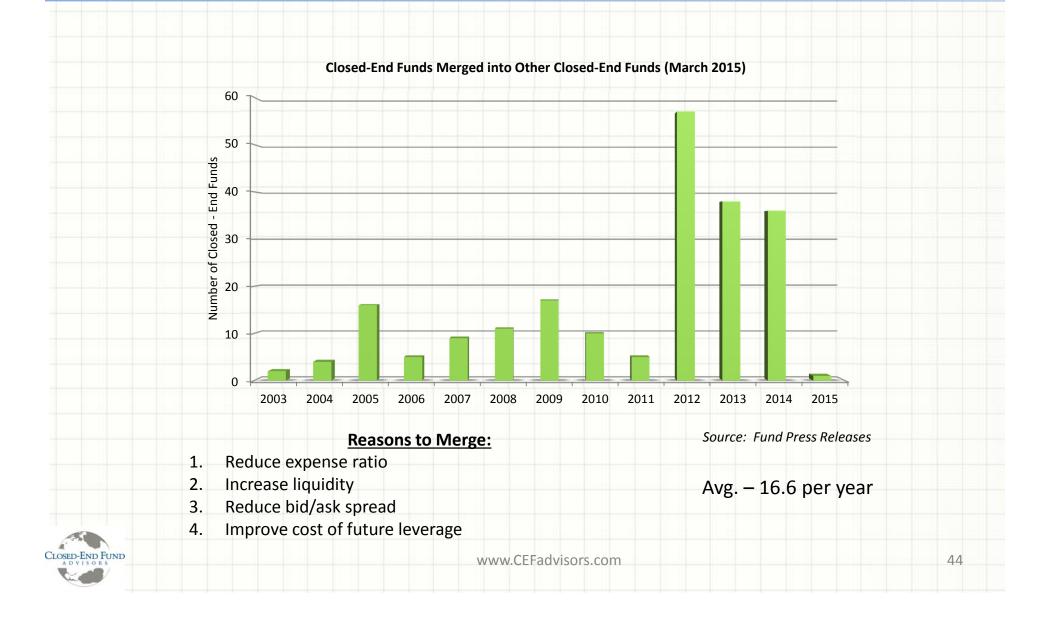
https://cefanalyzer.com/treemap (Example, not a recent day)

|     |     |     |                   |            |        |            |                   |          |            |              |           |                |       | CEFs  |        |          |     |            |            |                  |       |              |            |                   |            |          |      |             |                     |
|-----|-----|-----|-------------------|------------|--------|------------|-------------------|----------|------------|--------------|-----------|----------------|-------|-------|--------|----------|-----|------------|------------|------------------|-------|--------------|------------|-------------------|------------|----------|------|-------------|---------------------|
|     |     |     |                   |            |        |            | E<br>/G           |          |            |              |           |                |       |       |        |          | F/G |            |            |                  | F     |              |            |                   | F          | C        |      |             |                     |
|     |     | E/( | G/GI              |            |        |            |                   |          |            |              |           |                |       | F/G/G |        |          | 110 |            |            |                  |       | 1            | F/C/GI     |                   |            | ~        |      |             |                     |
|     |     |     |                   |            | (G/GI/ | Pm<br>ASA  |                   | EOS      |            |              | E         | TY             |       | FAX   |        |          |     | D          | su         |                  |       | MIN          |            | DSL<br>VG         | 1          | HY       | т    | н           | lio                 |
| EX  | G   | A   | ac                |            | IGD    |            |                   |          |            |              |           |                | c     | ЭIM   | E      | DD       |     |            | JQ         | iC               |       |              | GHY G      | EHI               |            | ITZ      | AWF  |             | RC                  |
|     |     |     |                   |            |        |            |                   |          |            | DNF          | ,         | CSQ            | TEI   | BWG   | ESD    | F        | PPT |            |            |                  |       |              |            |                   |            |          |      | E           | AD                  |
|     | BGY |     | IDE               | MXF        |        | JEQ        |                   | BDJ      |            |              |           |                | 101   |       |        | GHI      |     | PH         | ĸ          | v                | VR    | DHY          |            | EVF               |            | BN<br>H) |      |             | IK MTS              |
|     | BOE |     | GF                | RGT<br>CAF | INB    | MFD<br>SWZ |                   |          |            |              |           | ETW            | FAM   | EMD   | S<br>E | DI       |     |            |            |                  |       | ммт          |            | AGC               | HIX        | нүі      | HYF  | 000         | MK PHT              |
|     |     | FN  | <b>т</b> I        | EMF<br>AGD |        | IAF        |                   | USA      |            | СНУ          |           | 2              |       |       |        | NCZ      |     | TSI<br>MGF | РКО        | BGT              | вп    | ARDC         | F          | TF N              | IHY        | к D.     |      | AVK<br>A IG | N                   |
| EOD |     |     | IAE               |            | LGI    |            |                   | USA      |            |              |           |                | PCI   | PPR   |        |          |     | NGF        |            |                  | -     | MCR          |            |                   |            | PAI      | HNW  |             | KIO                 |
|     |     | IF  | TRF <sup>J.</sup> | KEF<br>APF |        | I IID<br>E |                   |          |            |              |           | ETG            |       |       |        | NCV      | JRO | BLW        | JFR I      | FRA              | BOI   | FSD          | DHF        | BGB               | ISD        |          |      | P           | нsa<br>кнsa<br>таі; |
|     | NFJ |     |                   |            |        |            |                   | н        | ан         | GDL          |           | CEM            |       |       |        | -        |     |            |            |                  |       |              |            | F/T               |            |          |      | F/A         |                     |
|     |     |     | E                 | TV         | E      | зсх        | JPZ D             |          | DV         |              | VIE H     |                | JGT   | r     |        | TY<br>HD | GOF | JGG JL     | .5         | T EFI            |       |              |            |                   |            | wiw      | вкт  | DBL         | EGF<br>RCS          |
|     | GA  | в   |                   |            | EV     | τ          | TY                | СН       | 1          | DPD          | )         | STK            | PFN   |       |        |          | NSL | PCN<br>EFR |            | A                | B     |              | AC         | G                 |            | ETUB     |      | F/M         | NBB                 |
| CFP | AD  | x   | CB                | 4          | ET     | .,         |                   | GLO      | OPG        | кі<br>s      | MF        | вто            | PIM   |       | VTA    | PD       | AIF | PFL JS     |            | PGP D.<br>PCM B. |       |              |            |                   |            | WIA      | BE   | BN          | GBAB                |
|     |     |     |                   |            |        | 5          | CRF               |          | FEI        | C            | TR        | GA<br>SRV      |       |       |        |          |     | M/US       |            |                  | М     |              |            |                   |            |          | M/CA |             |                     |
|     |     |     |                   |            |        |            | DPO               | FOF      | 0117       | - AND        |           | DDF            |       |       |        |          |     |            |            |                  |       | 100          | BF         | к                 |            |          | _    | CA EVI      | PZC                 |
| BCF | CI  |     | KYN.              | RVT        | N      | IHF        | GUT               |          |            | FAVR.        |           | TYG            | N     | JV    |        | MYI      | Ell | n.         | NPF        | NXZ              | MUA   | NQS<br>D     | NIM        |                   | P          | ск       |      | ANK         |                     |
| 1   | ЕТО |     |                   |            | L      | JTF        | GPM B             | on BUI   |            | BTF F.       |           | HTY ZF JPG     | -     |       | NP     |          | MN  | /F         | MA         |                  | QI    | NPP          |            |                   |            |          |      | KM P        | NCP                 |
|     | JMF |     | CLM               |            | СН     | w          | GCV HO            | al szc g |            | FIF<br>DNI D | TPZ<br>G  |                | PMX   | VK    | 1      |          | ВТ  | тм         | EN M       | NQU              | вүм   | NPT<br>PMO   | QYNE\      |                   | MUC<br>M/I | MCAV     |      | NOC BJ      | IZ 17               |
| JSN | NML |     | EOI               | 1          | MIE    | JLA        | K ND<br>BG        |          | JTD<br>J N | ASG<br>LCM   | FFA<br>S  |                | PMM 1 |       | FB L   | EO NI    |     | _          |            |                  |       | NZF M E      |            | N.                |            | PNI      | в    | NM          | M. VPV              |
|     |     |     | I                 | E/P        |        |            | bG                |          |            | MCN E/       | DVM<br>/R | ··········     |       |       |        |          | M   | NU BK      | KKTF       | MYD ;            | BBK   | N MUE<br>PMF | N          | DTF               | MY         |          |      | 11 M/       | THE OWNER ADDRESS   |
| JPC | JPS | JTF |                   | FPF        | JF     | P          |                   | IPF A    | WP         |              |           | NRO<br>PGZ RIT |       | o.    | 4      | CXE      | IIM | n<br>N     | IND<br>IQT | SBI              | MMD ( | C XB         | BPK<br>NUW | N F<br>M N<br>BKN |            |          |      |             |                     |
|     |     | FFC | :                 | RNP        | LDP    | HPI        | os <sup></sup> D. | J<br>"F  |            |              |           | JRS J          |       | PM    | L      | NPI      | VKQ | MAD MY     | F M        | ••• •••          | NXR   | NVG          | <i>I</i>   | F B.              | B          | V        | M/O  | H M/        |                     |

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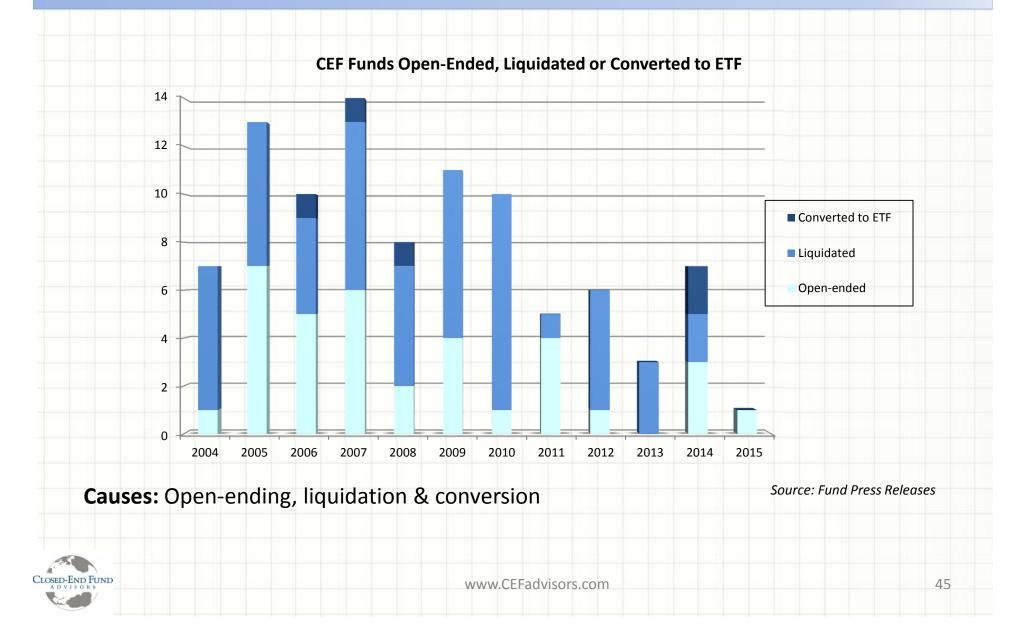
# **Closed-End Fund Mergers**

#### (Traditional)



# **Closed-End Fund Deaths**

#### (Traditional)



# **CEF** Advisors Links

- CEFA Website: <u>www.CEFadvisors.com</u>
- CEFA's Blog: <u>www.CEF-Blog.com</u>
- Published Articles

LOSED-END FUN

- Benzinga: <u>http://www.benzinga.com/author/john-cole-scott</u>
- Seeking Alpha: <u>http://seekingalpha.com/author/john-cole-scott/articles</u>
- WealthManagement.com: <u>http://wealthmanagement.com/author/john-scott</u>
- Vimeo Channel: <a href="https://vimeo.com/johncolescott/videos">https://vimeo.com/johncolescott/videos</a>
- Weekly CEF Data (14 Day Trial), Daily News Alerts (10 Day Trial), Best Ides List <u>www.CEFUniverse.com</u>
- CEF Universe Data Definitions:
  - http://www.cefadvisors.com/Download/CEFUDataDefinitions.pdf
- CEFA's Form ADV Part 2A and 2B

http://www.cefadvisors.com/Download/ADV-II-Form.pdf

www.CEFadvisors.com

## For Your Information Free CEF Resources

CEFAnalyzer LLC: http://CEFanalyzer.com

The Closed-End Fund Association: <u>www.Closed-EndFunds.com</u> CEF Connect (Nuveen Sponsored): <u>www.CEFconnect.com</u> Morningtar's CEF Site: Internet http://www fit

http://www.morningstar.com/Cover/CEF-Closed-End-Funds.aspx Investment Company Institute: http://www.ici.org/research#fact\_books

CEFNetwork (Pristine Advisers): <u>www.CEFnetwork.com</u>

CEF Insight (Activist Info from AST Fund Solutions): <u>www.CEFinsight.com</u> Capital Link's CEF Portal: <u>http://cef.capitallink.com/</u>

Morningstar Discussion Board:

http://socialize.morningstar.com/NewSocialize/forums/10000006.aspx

Yahoo CEF Discussion Board: https://groups.yahoo.com/neo/groups/closedendfunds2/info

The CEF Network on LinkedIN (1315 Members): <a href="http://www.CEF-Network.com">www.CEF-Network.com</a>

Seeking Alpha: <u>http://seekingalpha.com/articles?filters=closed-end-funds</u>

More Useful Links at: <u>www.cefadvisors.com/investRes.html</u>



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# **Current CEFA Portfolio Models**

- Globally Diversified Growth (1/1999)
  - 84% equity, 16% bond: tactical and wide mandate w/ 3%-4% est. yield
- Growth & Income (1/1999)
  - 68% equity, 30% bond: tactical and wide mandate w/ 4%-5% est. yield
- International Opportunity (11/2002)
  - Primarily equity oriented funds w/ little US exposure 2%-3% est. yield
- Hybrid Income (12/2006)
  - 68/30 split of above normal equity & bond income w/ 7.25%-8.75% est. yield
- Foundation/Balanced (10/2009)
  - 62/34 balance of equity & bond funds w/ 5%-6.75% est. yield
- Conservative Diversified (5/2009)
  - Primarily CEF-based with 38/20 balance of equity & bond funds. 36% Exposure to Non traditional equity/bond ETFs & OEFs to reduce portfolio volatility
- Special Situations (6/2013)
  - A focused portfolio of 4-6 CEFs looking for ideas in three areas: 1. Activist Involved Funds 2.
     Severe Discount Arbitrage 3. CEFA's Best Fundamental Ideas
- Managed Municipal Bond (8/2014)
  - Actively managed municipal bond portfolio comprising National and State funds. Constantly
    monitoring for diversified, high quality blended tax free yield while seeking to protect principal
- Business Development Company (BDC) (12/2014)
  - A portfolio comprised of 6-8 BDC CEFs where we balance both the goal for income stability or growth as well as a positive outlook to NAV and the funds market price. Yield is expected to be between 9.5% and 11% seeking growth of principal ahead of inflation. *Note:* BDC CEFs are generally more volatile and act more independently vs. peer funds than traditional CEFs. UIT available through SmartTrust.



**Note:** When the percentage allocations above do not add up to 100%, the balance is cash exposure for the portfolio model. (As of 12/31/14)

### **CEFA** Portfolio Model Summary Performance

| CEFA Composite Performance<br>(Net) Through February 28, 2015 | QTD   | YTD   | 1 Year | 3 Year | 5 Year | 10 Year | Inception | Inception<br>Date |
|---|-------|-------|--------|--------|--------|---------|-----------|-------------------|
| International Opportunity                                     | 5.57% | 5.57% | 6.09%  | 6.07%  | 7.49%  | 5.65%   | 10.33%    | 11/1/2002         |
| Diversified Growth  | 4.28% | 4.28% | 7.06%  | 8.21%  | 9.20%  | 5.86%   | 6.26%     | 1/1/1999          |
| Business Development Companies<br>(BDCs)                      | 8.56% | 8.56% | N/A    | N/A    | N/A    | N/A     | 8.56%     | 12/31/2014        |
| Hybrid Income   | 4.70% | 4.70% | 8.93%  | 10.31% | 11.93% | N/A     | 6.08%     | 12/1/2006         |
| Growth & Income   | 3.96% | 3.96% | 5.81%  | 7.38%  | 7.99%  | 4.14%   | 4.71%     | 1/1/1999          |
| Foundation/ Balanced  | 3.83% | 3.83% | 7.85%  | 8.23%  | 8.40%  | N/A     | 9.47%     | 9/1/2009          |
| Conservative Diversified                                      | 3.52% | 3.52% | 5.29%  | 5.98%  | 6.69%  | N/A     | 7.74%     | 5/1/2009          |
| Municipal Bond  | 2.15% | 2.15% | N/A    | N/A    | N/A    | N/A     | 7.74%     | 8/1/2014          |
| Special Opportunities   | 3.12% | 3.12% | 6.70%  | N/A    | N/A    | N/A     | 8.85%     | 6/1/2013          |

Performance is annualized if for a period of time covering more than one year. Past performance cannot predict future results and investments may lose value. Please review our ADV From 2 for more information on the firm and our full disclosures.

| S&P 500 TR                          | 2.57%      | 2.57%       | 15.51%          | 18.01%        | 16.19%      | 7.99%       | 5.33%    | 1/1/1999 |
|-------------------------------------|------------|-------------|-----------------|---------------|-------------|-------------|----------|----------|
| Barclays Capital Global Agg Bond    | -0.97%     | -0.97%      | -2.79%<br>8.19% | -0.13%        | 5.33%       | 2.35%       | 4.41%    | 1/1/1999 |
| 60/40 S&P 500 / Barclays Bond       | 1.15%      | 1.15%       |                 | 10.75%        | 11.85%      | 5.73%       | 4.96%    | 1/1/1999 |
| \$100,000 Invested on Januar        | ry 31, 199 | 9           |                 |               |             |             |          |          |
| CEFA Growth                         | \$265,569  |             |                 |               |             |             |          |          |
| S&P 500 TR                          | \$230,546  |             |                 |               |             |             |          |          |
| Barclays Capital Global Agg Bond TR | \$21       | 7,857       |                 |               |             |             |          |          |
| 60/40 S&P 500 / Barclays Bond       | \$21       | 5,723       |                 |               |             |             |          |          |
|                                     |            | Disclosure: | See full port   | folio disclos | ures on eac | h models fa | ct sheet |          |

## **Principals' Biographies**

#### **George Cole Scott**

Sr. Portfolio Manager, President of Closed-End Fund Advisors

George's investment career started in 1969 after joining a regional brokerage firm after a journalism career. In 1976 he and a client bought control of a deeply discounted CEF which became Bergstrom Capital. He served on the board of the fund for 27 years. In 1987 he founded *The Scott Letter: Closed-End Fund Report* which was a well regarded print newsletter ending the publication when he became a shareholder of CEF Advisors in 1996. In 1991 he co-authored the only hardback book on CEFs with a finance professor. He is a graduate of The University of Washington, holds the FINRA 66 License and is a long time member of The CFA Society and CFA Virginia. He has been widely published and interviewed and has worked with closed-end funds on a consulting basis. George is one of two CEF specialists, that we know of, with more than four decades CEF expertise.

#### John Cole Scott, CFS

Portfolio Manager, Executive VP of Closed-End Fund Advisors

John has worked at the firm since 2001. He sits on the firm's investment committee and holds the FINRA 66 License and the Certified Fund Specialist designation (CFS). He is a graduate of The College of William and Mary and has been quoted widely in the financial press and presented at conferences and for investment groups on more than 40 occasions. In 2008 John founded *CEFA's Closed-End Fund Universe*, a comprehensive weekly data service covering 165+ data points for traditional closed-end funds and 100+ data points on Business Development Company (BDC) CEFs. He also founded and manages The CEF Network group on LinkedIn and is editor of the firm's blog. John is a board member of The Richmond Association for Business Economics (RABE), and serves on the Standing and Investment Committees for The New York State Society of The Cincinnati.





\*DISCLOSURES: The net returns presented above for all of CEFA's composites were calculated on a time-weighted return basis. All dividends, interest and income, realized and unrealized gains and losses, brokerage and custodial fees are fully reflected. CEFA advisory fees are fully detailed in its ADV Part 2, which is available upon request by calling John Cole Scott at (804) 288-2482. The CEFA composite includes all actual fee-paying and non-fee-paying, fully discretionary accounts in this investment strategy that have been under CEFA management for at least three months.

Diversified Growth and Growth & Income Models: These accounts are managed by both John Cole Scott and George Scott. John Cole Scott began managing accounts in the composite 06/31/2009. The founder of CEFA, George Scott has been managing accounts since the composites inception. As of December 31, 2013, the percentage of nonfee-paying CEFA accounts in this strategy was 10% Growth and 11% Growth & Income. The inception date of both the Globally Diversified Growth and Growth and Income composite is January 31, 1999. Hybrid Income Model: As of December 31, 2013, the percentage of non-fee-paying CEFA accounts in this strategy was 0%. The inception date of the Hybrid Income composite is November 1, 2006. International Opportunity: These accounts are managed by both John Cole Scott and George Scott. John Cole Scott began managing accounts in the International composite 12/31/2010. The founder of CEFA, George Scott has been managing accounts since the composites inception. As of December 31, 2013, the percentage of non-fee-paying CEFA accounts in this strategy was 11%. The inception date of the International Equity (formerly called International Equity and International REIT) composite is November 1, 2002. Foundation Balanced, Conservative Diversified and Special Opportunities: CEFA composites include all fee paying and nonfee paying clients in the model that have given CEFA full discretion and managed only by John Cole Scott. The percentage of non-fee-paying CEFA accounts these models is 0%.

The results for individual accounts at different periods may vary. Investors should not rely on prior performance as a reliable indication of future results. These figures are unaudited and may be subject to change. The information provided should not be considered as a recommendation to buy or sell any particular security outside of a managed account. CEFA reserves the right to modify its current investment strategies and techniques based on changing market conditions or client needs. The S&P 500 and DJ World Stock (excluding U.S.) indices were calculated using total return analysis with dividends reinvested. These indexes have not been selected to represent an appropriate benchmark to compare an client's performance, but rather is disclosed to allow for comparison of the client's performance to that of a certain well-known and widely recognized index.

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