

IBERIA Wealth Advisors
Cash Management Strategies

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IBERIA Wealth Advisors / Cash Management

Philosophy

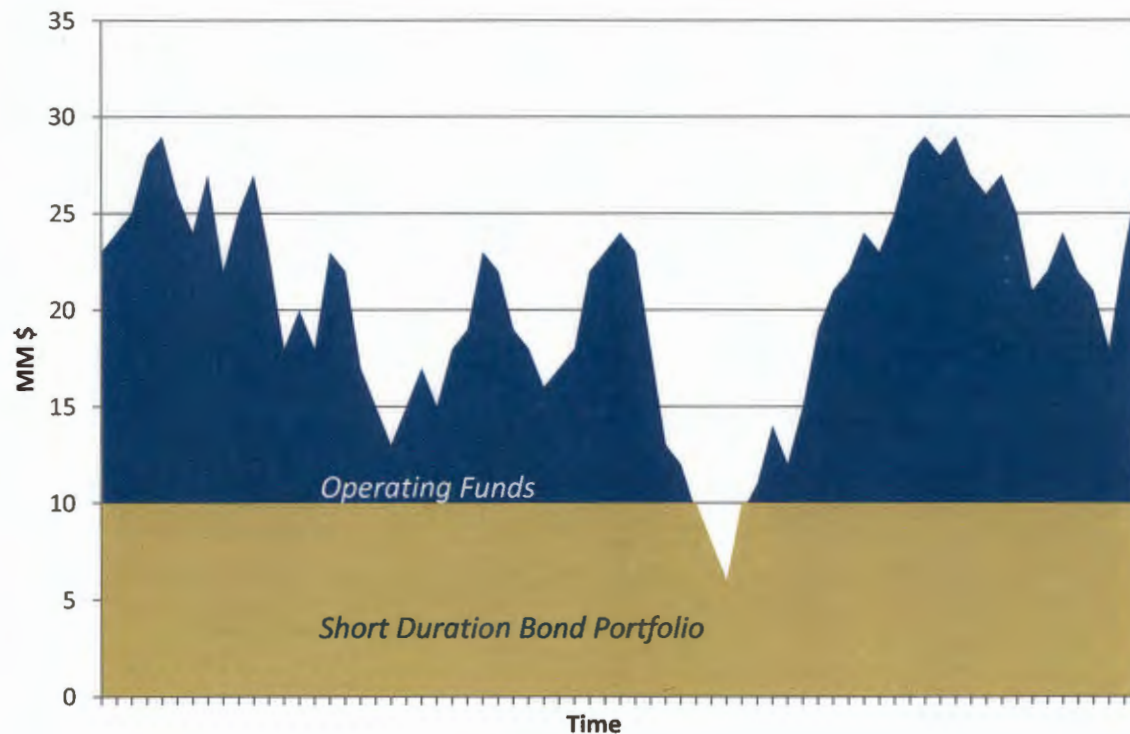
- The management of operating capital presents significant opportunities for institutions. All too often corporations, municipalities or government related entities are too conservative with their operating capital.

- IBERIA Wealth Advisors offers solutions by employing modern portfolio theory and money management techniques to maximize returns on working capital portfolios. We offer solutions that include:
 - Customized bond strategies for short term money

- Advantages of the program include:
 - Enhance returns. Providing a value added service.
 - Peace of mind – safety is a primary consideration/comply with Arkansas Code.
 - Protected against rising interest rates.
 - Not as liquid as money markets, but still a liquid portfolio.

IBERIA Wealth Advisors/ Cash Management

- A corporation's cash flow volatility is an important component in determining cash management strategies.
- Short Duration bond portfolios offer clients an opportunity to add incremental return for less volatile components of the portfolio.



Arkansas Statutes / Permitted Investments

19-1-504. Investments Permitted

(a) (1) With the approval of the county or municipal depository board, a treasurer may convert any funds under the treasurer's possession or under the treasurer's control and not presently needed for other purposes into

(A) Eligible investment securities having a maturity of not longer than five (5) years from the date of acquisition unless, as documented at the time of the acquisition, the investment is to fund or support a specific purpose and there is no expectations that the investment will be sold prior to maturity.

19-1-504. Investments Permitted

As used in the subchapter, "eligible investment securities" means:

- (1) A direct or guaranteed obligation of the United States that is backed by the full faith and credit of the United States Government.
- (2) A direct obligation of an agency, instrumentality, or government sponsored enterprise created by act of the United States Congress and authorized to issue securities or evidences of indebtedness, regardless of whether the securities or evidences of indebtedness are guaranteed for repayment by the United States Government.
- (3) A bond or other debt of the state, a school district, a county government, a municipal government, or an authority or a government entity that:
 - (1) Is issued for an essential government purpose or is guaranteed by a state agency; and
 - (2) Has a debt rating from a nationally recognized credit rating agency of "A" or better at the time of purchase

Arkansas Statutes – School Districts

19-1-504. Investments Permitted

- (a) (1) Unless otherwise provided by a signed written agreement between the school district or districts and the county treasurer, funds of a school district shall be invested by the:
 - (a) School district treasurer when the school district has a treasurer; or
 - (b) County treasurer when the school district doesn't have a treasurer

- (b) To the extent directed by the board of directors of the school district, investments shall be in:
 - (a) General obligation bonds of the United States.
 - (b) Bonds, notes, debentures, or other obligations issued by an agency of the United States Government.
 - (c) General bond obligations of the state; or
 - (d) Bank certificates of deposit.

Arkansas Statutes / Cities

19-1-501. Additional authority of certain cities

- (a) (1) A city that has real property assessed valuation in excess of three hundred million dollars may invest the city's funds in securities under 23-47-401 and according to the investment policy adapted by the governing body of the city.
- (b) (2) The investment policy adapted by the city's governing body may authorize a maturity term exceeding the term stated in 19-1-504 (a) (1) (A).

23-47-401. Investment powers and limitations.

- (a) Direct obligations of the United States Government;
- (b) Obligations of agencies or instrumentalities created by an act of the United States Congress and authorized thereby to issue securities or evidences of indebtedness, regardless of guarantee of repayment by the United States Government;
- (c) Obligations the principal and interest of which are fully guaranteed by the United States government or an agency or an instrumentality created by an act of the United States Congress and authorized thereby to issue such guarantee.
- (d) General Obligations of the states of the United States and the political subdivisions, municipalities, commonwealths, territories, or insular possessions thereof;
- (e) Prerefunded municipal bonds, the principal of which are fully secured by the principal and interest of a direct obligation of the United States Government.

Arkansas Statutes / Utilities

19-1-504. Investments Permitted

- (a) The following entities may convert funds that are in the possession of the entity or under control of the entity and that are not presently needed for other purposes into an investment listed in subdivision (a)(1).
- (a) A drainage district, levee district, and improvement district, including without limitation a waterworks district, electric light district, municipal improvement district, and suburban improvement district.

19-1 504 (a) (1) Eligible investment securities having a maturity of not longer than five (5) years from the date of acquisition unless, as documented at the time of the acquisition, the investment is to fund or support a specific purpose and there is no expectations that the investment will be sold prior to maturity.

19-1-504. Investments Permitted

As used in the subchapter, “eligible investment securities” means:

- (1) A direct or guaranteed obligation of the United States that is backed by the full faith and credit of the United States Government.
- (2) A direct obligation of an agency, instrumentality, or government sponsored enterprise created by act of the United States Congress and authorized to issue securities or evidences of indebtedness, regardless of whether the securities or evidences of indebtedness are guaranteed for repayment by the United States Government.
- (3) A bond or other debt of the state, a school district, a county government, a municipal government, or an authority or a government entity that:
 - (1) Is issued for an essential government purpose or is guaranteed by a state agency; and
 - (2) Has a debt rating from a nationally recognized credit rating agency of “A” or better at the time of purchase

IBERIA Wealth Advisors/ Clients

School Systems

Hospitals

Municipalities

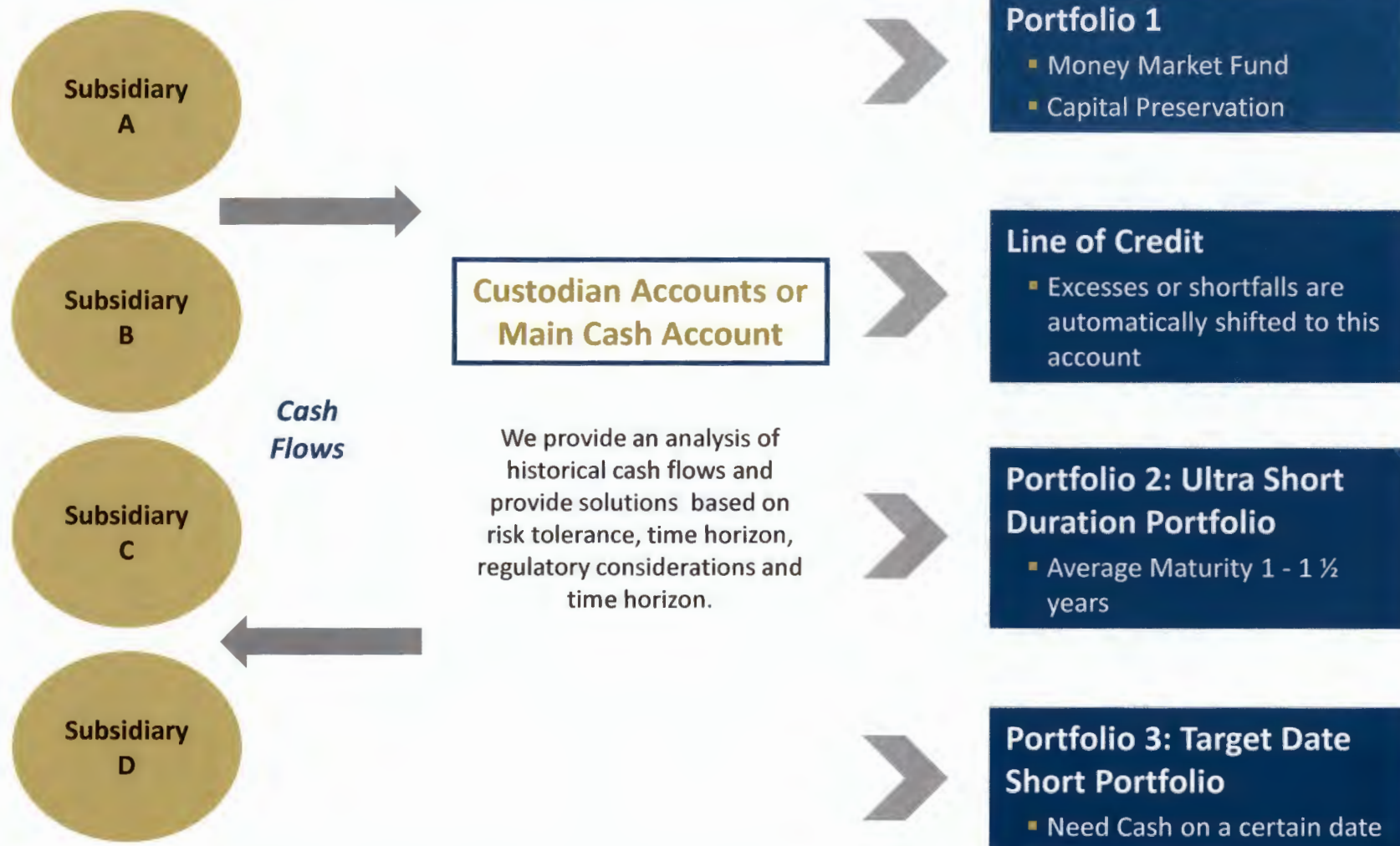
Universities

Individual
Investors

Corporations

IBERIA Wealth Advisors / Working example

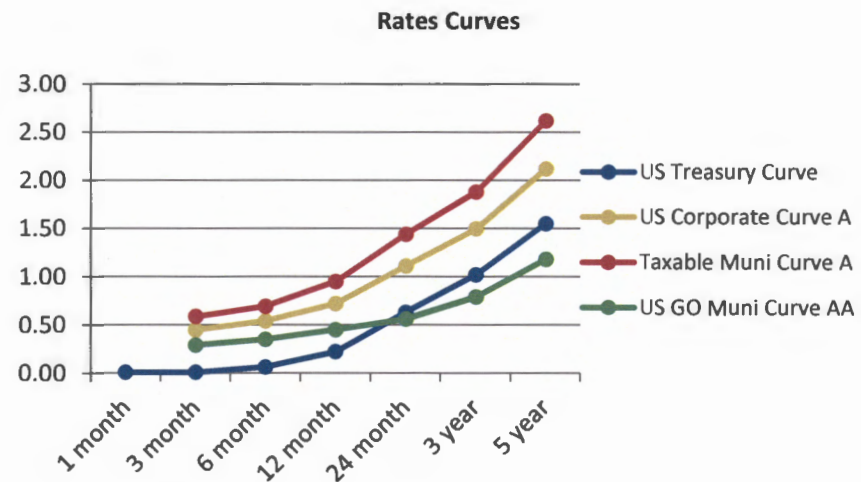
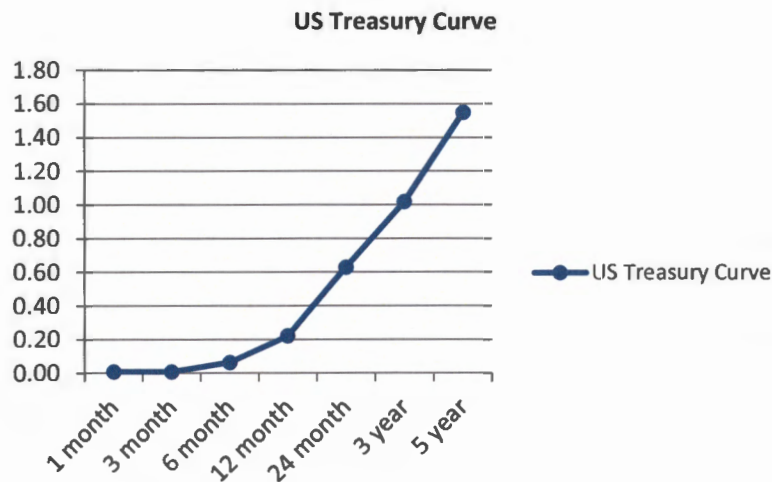
Family of Companies



Fixed Income / Rates

Term	Agency	Taxable Munis	Munis	CDARS
6 month	0.12%	0.40%	0.35%	0.20%
12 month	0.25%	0.55%	0.45%	0.35%
24 month	0.91%	1.10%	0.45%	0.55%
36 month	1.40%	1.50%	0.70%	0.75%
5 year	2.05%	2.10%	1.50%	

* ICS base rate is 0.10% but can vary



Source: Bloomberg; Data as of July 31, 2015
Portfolio characteristics are representative of a model portfolio.

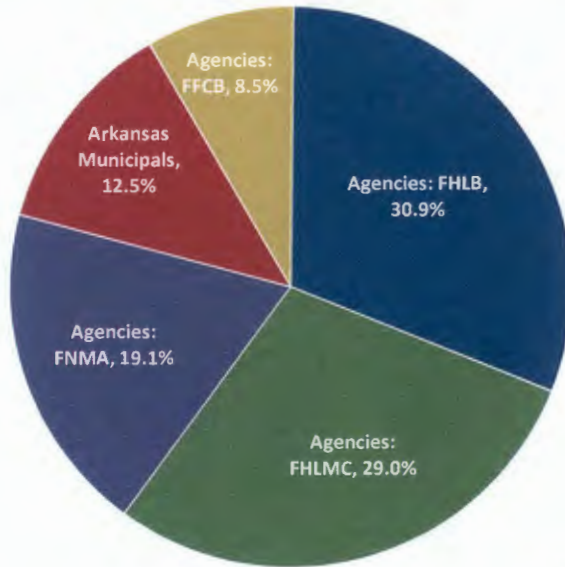
Fixed Income / Example of Municipal Portfolio

Name	Weight (%)	Position	Market Value	Coupon (%)	Price	Moody's	S&P	Duration	Current Yield (%)	Yield to Maturity (%)	Next Call Date	Issuer
FNMA 2 08/26/20	12.50%	1,250,000	1,250,220	2.00%	100.02	Aaa	AA+	2.62	2.00%	1.96%	2/26/2016	FANNIE MAE
FHLMC 0.92 08/25/17	3.50%	350,000	350,049	0.92%	100.01	Aaa	AA+	1.06	0.92%	0.86%	11/25/2015	FREDDIE MAC
ARSWTR 2.000 10/01/15	4.39%	435,000	438,988	2.00%	100.14		A+	0.11	2.00%	0.74%		ARKANSAS ST CMNTY WTR SYS PUBL
FHLB 0.9 08/25/17	4.51%	450,000	450,632	0.90%	100.14	Aaa	AA+	1.71	0.90%	0.76%	8/25/2016	FEDERAL HOME LOAN BANK
FHLB 1.1 02/20/18	12.48%	1,250,000	1,247,703	1.10%	99.81	Aaa	AA+	1.38	1.10%	1.18%	8/27/2015	FEDERAL HOME LOAN BANK
FNMA 1.05 05/15/18	6.58%	660,000	658,404	1.05%	99.48	Aaa	AA+	2.18	1.06%	1.24%	11/15/2015	FANNIE MAE
ARSFAC 2.000 01/01/16	3.58%	355,000	357,697	2.00%	100.48		AA	0.36	1.99%	0.66%		ARKANSAS ST DEV FIN AUTH ST PA
FHLB 0 % 08/25/17	5.50%	550,000	550,200	0.88%	100.04	Aaa	AA+	1.75	0.87%	0.84%	8/25/2016	FEDERAL HOME LOAN BANK
FHLB 1.4 12/13/19	8.43%	850,000	843,437	1.40%	98.96	Aaa	AA+	3.23	1.41%	1.65%	11/27/2015	FEDERAL HOME LOAN BANK
FHLMC 1 08/25/17	4.00%	400,000	400,098	1.00%	100.02	Aaa	AA+	1.03	1.00%	0.90%	11/25/2015	FREDDIE MAC
FHLMC 1.15 02/27/18	15.00%	1,500,000	1,500,100	1.15%	100.01	Aaa	AA+	1.26	1.15%	1.12%	11/27/2015	FREDDIE MAC
ARSDEV 5.000 11/01/15	4.53%	445,000	453,169	5.00%	100.31		A	0.04	4.98%	0.87%	9/21/2015	ARKANSAS ST DEV FIN AUTH ECON
FFCB 1.37 03/01/19	7.20%	720,000	719,710	1.37%	99.96	Aaa	AA+	2.71	1.37%	1.38%	9/1/2016	FEDERAL FARM CREDIT BANK
FHLMC 0 % 09/18/18	6.50%	650,000	650,072	0.75%	100.01	Aaa	AA+	1.10	0.75%	0.71%	12/18/2015	FREDDIE MAC
FFCB 1.67 08/26/19	1.30%	130,000	130,014	1.67%	100.01	Aaa	AA+	2.93	1.67%	1.66%	8/26/2016	FEDERAL FARM CREDIT BANK
Total			10,000,496	1.46%		Aaa	AA+	1.68	1.46%	1.25%		

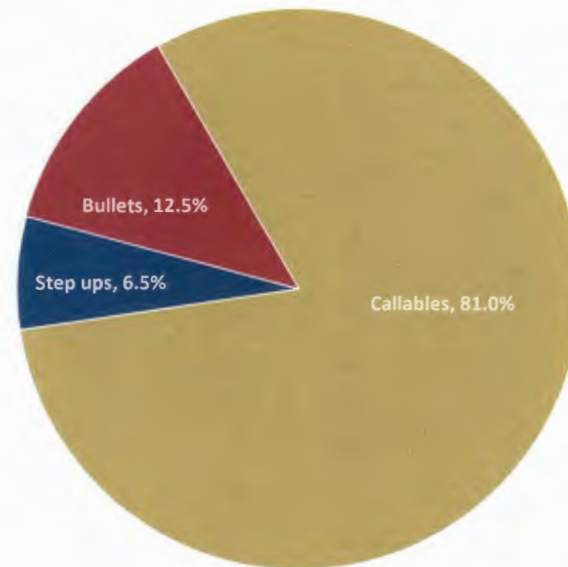
Portfolio Statistics	
Yield to Maturity	1.25%
Average Quality	AAA
Effective Duration	1.68
Current Yield	1.47%

Fixed Income / Example of Municipal Portfolio

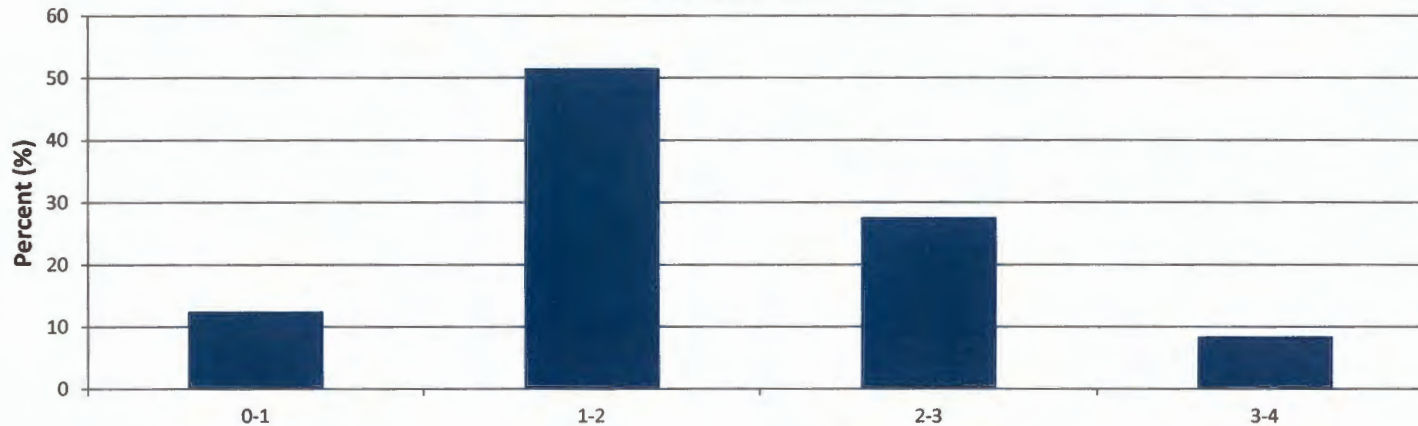
Sector Detail



Security Type



Effective Duration

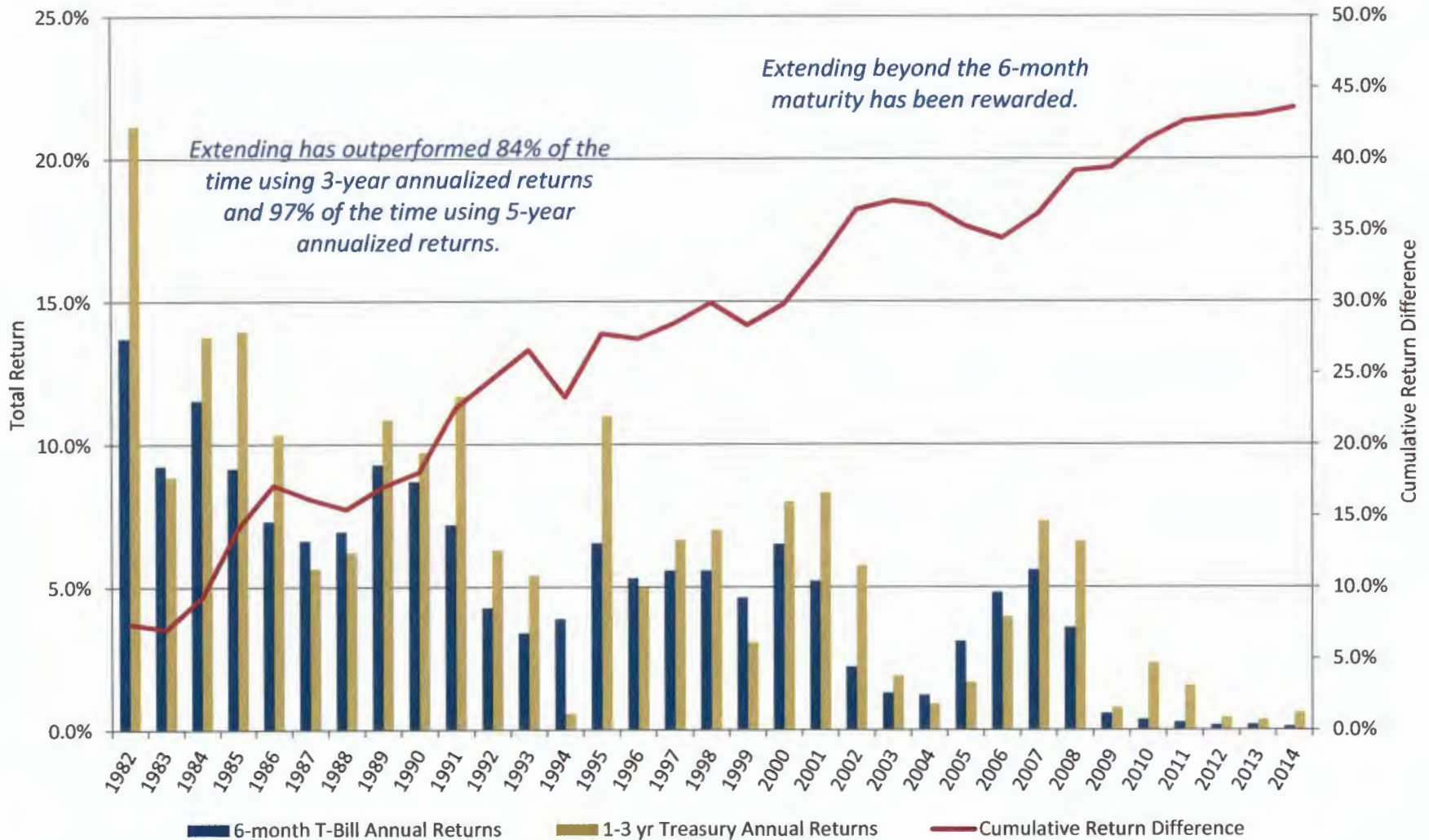


Return Profile

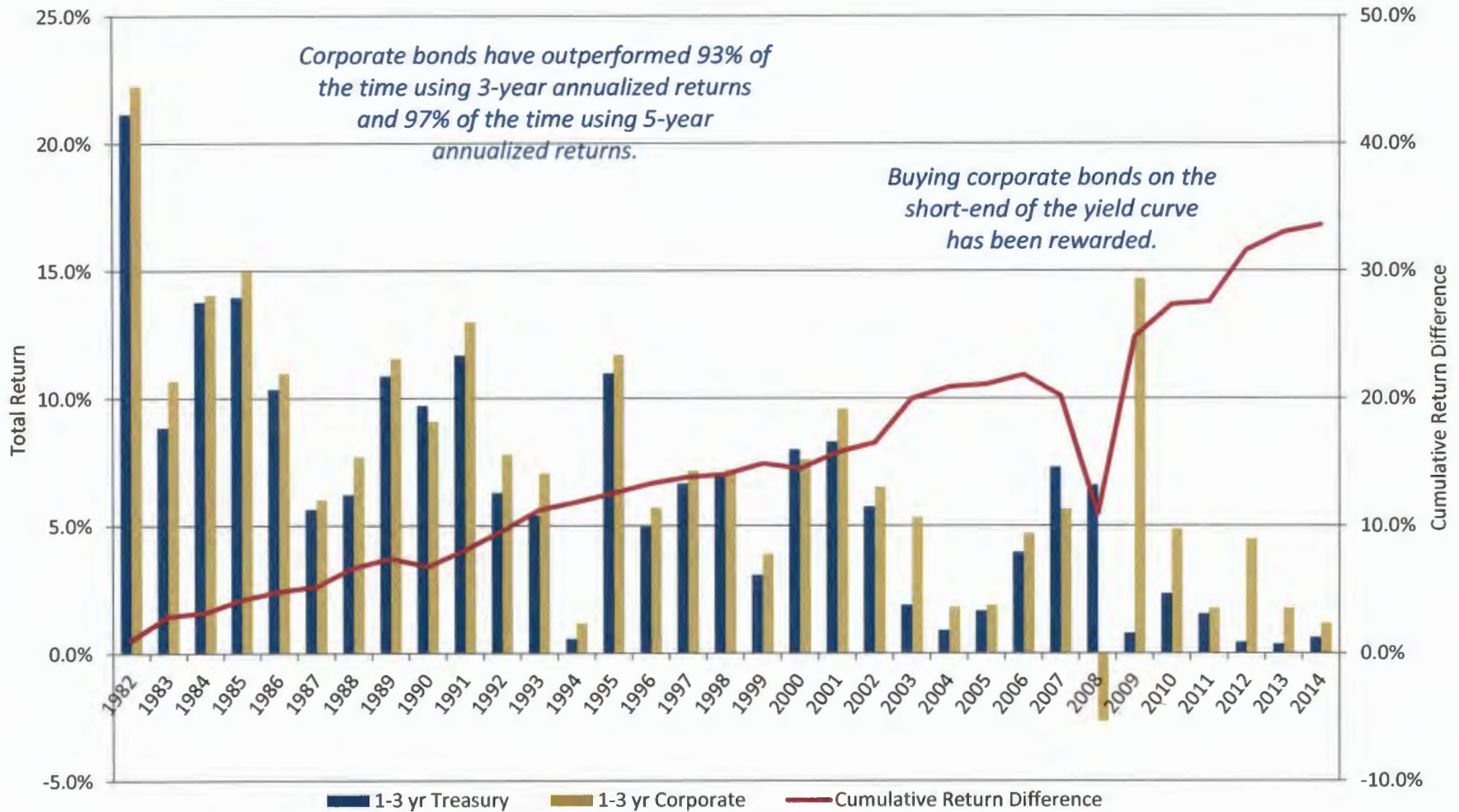


* 50% ML 6 month T Bill and 50% ML 1-3 year Government/Corporate Index

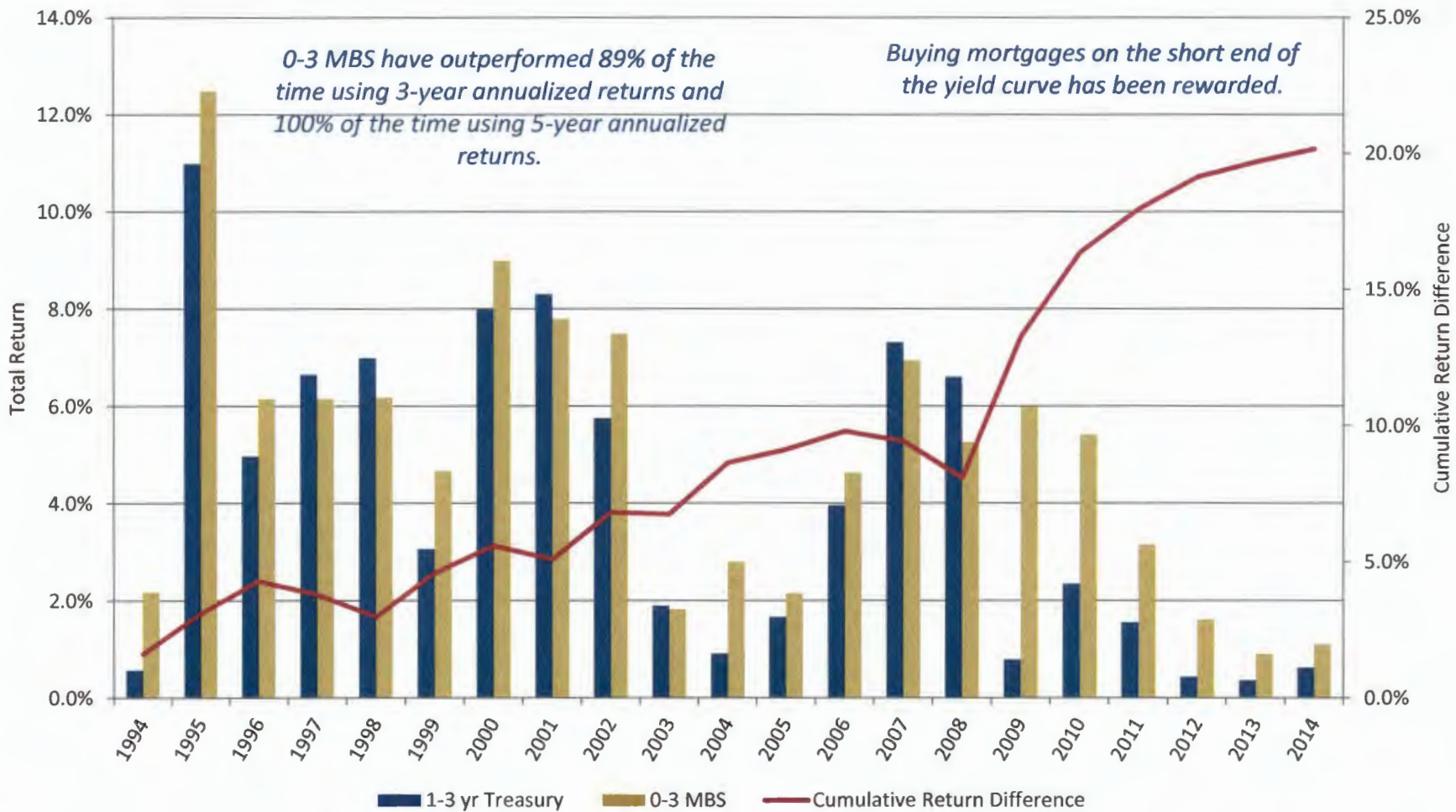
Does it benefit investors to extend on the short-end of the curve?



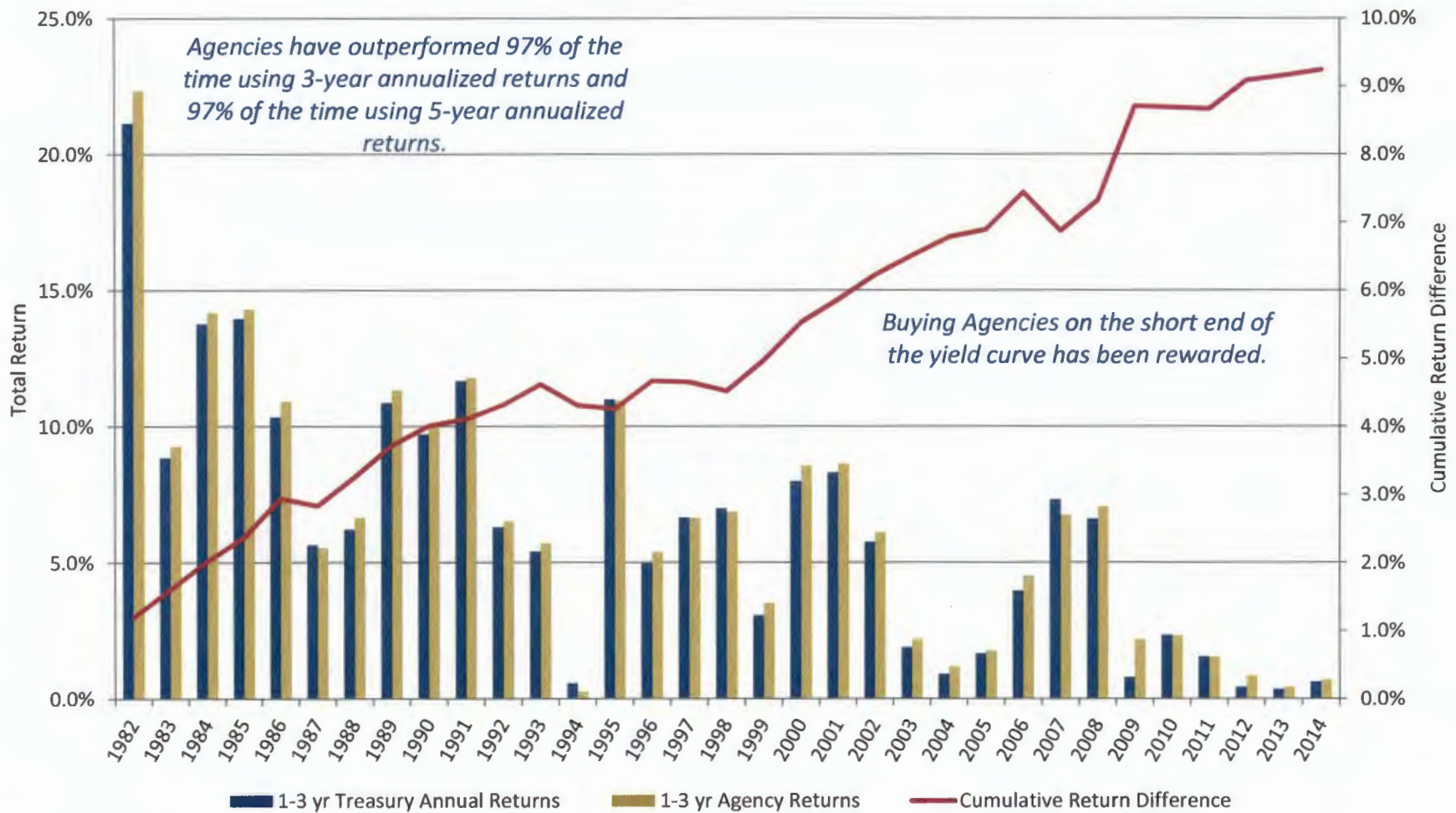
Does it benefit investors to buy Corporates over Treasuries?



Does it benefit investors to buy Mortgages over Treasuries?

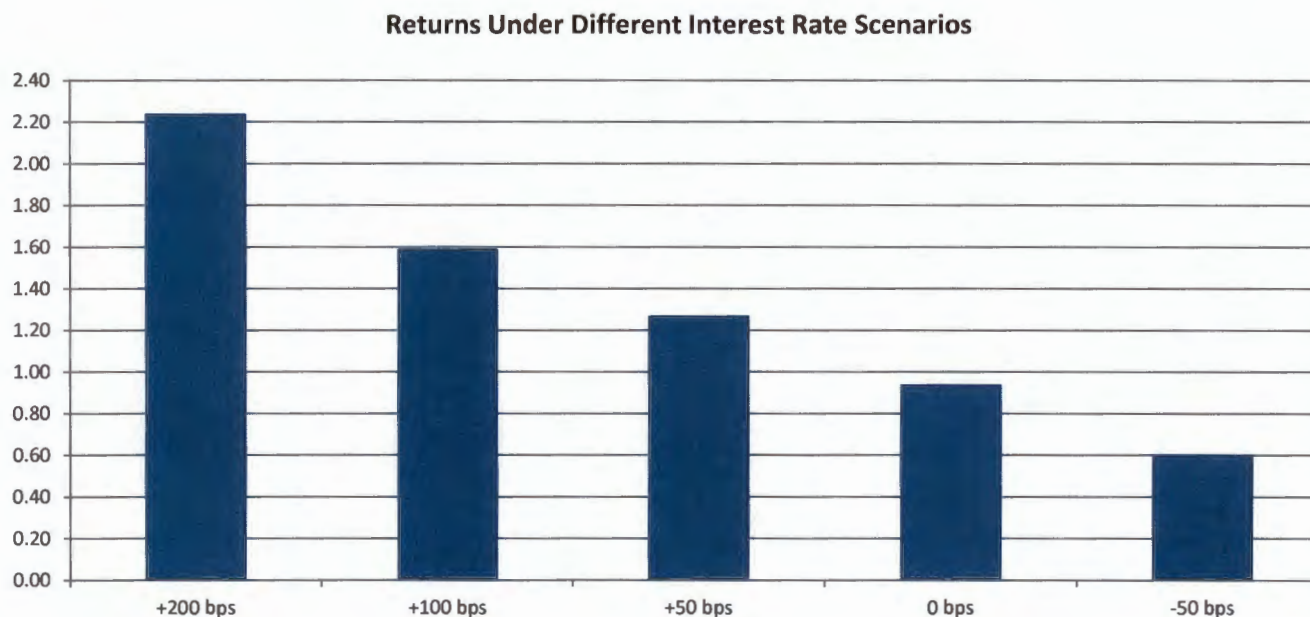


Does it benefit investors to buy Agencies over Treasuries?



Ultra Short Duration Cash Flows

Because of its laddered structure, the ultra short duration portfolio inherently performs well in rising interest rate environments.



Assumptions: Interest rate shifts are parallel and occur in a gradual fashion over 3-year time frame. Annualized returns.

IBERIA Wealth Advisors / Fees

Cash Management Program	
First \$10 million	25 bps
Next \$15 million	20 bps
Next \$25 million	15 bps
Next \$50 million	10 bps
Above \$100 million	8 bps

Appendix and Disclosures

Appendix / Team Bios – Alabama

- **Jason Waters, CFA, Executive Vice President and Managing Director of IBERIA Wealth Advisors:** Jason has over 17 years of experience in the financial services industry. Most recently he served as Senior Portfolio Manager for a major banking institution, where he managed over \$900 million in assets and served on the Investment Strategy, Asset Allocation, and Due Diligence Committees. He earned a Master of Business Administration from Southern Methodist University with a concentration in Finance. He also earned his Bachelor of Science in Business Administration from Auburn University. Jason is a Chartered Financial Analyst charterholder (CFA), is a member of the CFA Institute, and has a Series 65 license. He currently serves on the Economics/Finance Advisory Board for the Samford University Brock School of Business, and as a Board Member for the Vestavia Hills Library Foundation. He has served as a United Way Loaned Executive, a Board Member and League Representative for Vestavia Hills Youth Baseball, and was selected as Junior Achievement Volunteer of the Year.
- **Jimmy Crocker, JD, MS, Senior Vice President and Director of Trust:** Jimmy Crocker, JD, MS, Senior Vice President and Director of Trust: Jimmy joined IBERIABANK with over twenty years in the financial services industry. Most recently, he served as Vice President and Trust Advisor for a major regional bank. Jimmy earned a Master of Science in Financial Planning from the University of Alabama and also a Juris Doctor from Birmingham School of Law. He earned his Bachelor of Business Administration from the University of Mississippi. He is a member of the Alabama State Bar and the Estate Planning Council of Birmingham. Jimmy has taught Wills and Trusts for the last ten years at Birmingham School of Law. Jimmy is also a member of the Board of Visitors of the College of Continuing Studies at the University of Alabama and is also a member of the Parent's Council at The Blue Ridge School, St. George, VA.
- **Mike Smith, Senior Vice President and Director of Fixed Income:** Mike has over 18 years of experience in investment research, trading, and portfolio management. He previously served as a Senior Portfolio Manager and Director of Fixed Income for Morgan Asset Management. Prior to that, Mike was a Senior Portfolio Manager at SouthTrust Asset Management where he was responsible for managing all core institutional fixed income portfolios. Mike spent a number of years in New York where he worked at Salomon Smith Barney serving as a fixed income strategist. He was responsible for developing numerous proprietary trading models and providing proprietary research for an international client base. He began his career at Lehman Brothers in New York where he worked on the mortgage backed trading desk. Mike has a BSBA from the University of Denver and an MBA from the Owen School at Vanderbilt University. Mike also has a Series 65 license. He is married and has four young children, Mac, Sam, Emma, and Ally.
- **Tracy Bell, CFA, Senior Vice President and Senior Portfolio Manager/Market Strategist:** Tracy joined the IBERIA Wealth Advisors team in September 2010 and has over 15 years of investment management experience. Immediately prior to joining IBERIA Wealth Advisors, she was with a major regional bank where she managed an investment portfolio of \$1 billion in assets. Her background includes portfolio management, equity research, asset allocation policy making, and equity and fixed income trading. Tracy graduated from the University of Alabama with a Bachelor of Science degree in finance and is a CFA charterholder. Tracy is a member of the CFA Institute of Alabama and has a Series 65 license. She has served as an industry mentor for the CFA Student Research Teams from both The University of Alabama and Samford University. Tracy is a past member of the Episcopal Dioceses of Alabama Finance Department.
- **Caroline D. Yeilding, CFP®, Wealth Advisor:** Caroline joins the IBERIA Wealth Advisors team with more than 6 years in the financial services industry. Her experience includes financial planning, trust administration and financial product analysis. Caroline is active in the Birmingham community and is involved with the Rotaract Club of Birmingham, Better Basics, Birmingham Breakthrough Collaborative, and is an active member of St. Luke's Episcopal Church. Caroline graduated magna cum laude with Honors in Economics from Rhodes College. Caroline is also a Certified Financial Planner™.

Appendix / Team Bios – Alabama

- **Marianne Terry, Senior Vice President and Senior Wealth Specialist:** Marianne joined IBERIA Wealth Advisors with over 28 years experience as a portfolio manager, personal trust/estate administrator, and a registered representative. Most recently, she was a senior portfolio manager responsible for managing discretionary accounts: personal trusts, investment management accounts for high net worth individuals, IRAs, self-directed profit sharing accounts, charitable trusts, foundations and endowments for a major regional bank. Previously, she served as a registered representative and principal for two regional brokerage firms. Marianne earned a Juris Doctor from the University of Alabama School of Law. She also earned her Bachelor of Arts in English and American Studies from the University of Alabama. Marianne is a member of the Alabama and Mobile Bar Associations, the Alabama Bankers Association, and the Estate Planning Council of Mobile.
- **John (Chip) Kalousek, Portfolio Manager:** Chip joined IBERIA Wealth Advisors in January 2015. He is a graduate of the University of Alabama at Birmingham where he earned a Bachelor of Science in Finance. Chip is currently a 2015 Level 1 CFA Candidate.
- **Amanda Yarbrough, CTFA, CFIRS, Fiduciary Risk Manager:** Amanda joined the IBERIA Wealth Advisors team with ten years of trust and fiduciary compliance experience, most recently with a regional bank where she served as Fiduciary Risk Officer for Personal Trust. Her background includes trust administration, fiduciary compliance, and risk management. Amanda graduated from the University of Alabama with a Bachelor of Science degree in finance. Amanda has attained the CTFA and CFIRS designations.
- **Dottie French, Assistant Vice President and Due Diligence Analyst:** Dottie joined IBERIA Wealth Advisors from Gerber/Taylor Management Company, an investment management firm with over \$3 billion in assets. Prior to Gerber/Taylor, she was an analyst in the Alternative Investment Management group at Lehman Brothers, where she was responsible for managing existing and prospective investments in hedge funds. Dottie received a B.S. in Commerce from the University of Virginia, McIntire School of Commerce, with dual concentrations in finance and marketing.
- **Lillian Bromley, Trust Administrative Specialist:** Lillian joined IBERIA Wealth Advisors with over 16 years in the financial services industry. She served as Assistant Vice President and Trust Officer at a major regional bank. Most recently, she served as Lead Trust Specialist for a local financial institution. Lillian graduated from Southern Trust School in 2001. She attended the University of Alabama at Birmingham.
- **Peggy Clarke, Bank Officer and Trust Administrative Specialist:** Peggy joined IBERIA Wealth Advisors with over 37 years in the banking and trust business. Her career began in the commercial lending area of a major regional bank. For the past 20 years, she worked with the same bank in personal trust administration. Peggy is a graduate of the University of South Alabama with a Bachelor of Science in Marketing.

Appendix / Team Bios – Arkansas

- **Pamela R. Lamb, CPA, CFP®, CTFA, Regional Managing Director for Arkansas:** Pam joined IBERIA Wealth Advisors with over 15 years of experience in the financial services industry, most recently with BKD Wealth Advisors where she managed a book of \$180 million in assets. Prior to BKD, she was a Vice President and Senior Trust Officer at Regions Bank. She is a Certified Public Accountant, a Certified Financial Planner™, and a Certified Trust and Financial Advisor.
- **Leslie Denison, CFA, CFP®, Vice President and Portfolio Manager:** Leslie joined IBERIA Wealth Advisors with over 35 years of financial management experience. Most recently he was a Portfolio Manager and Financial Advisor for a Wall Street Financial Service firm. His experience includes managing \$3 Billion of Trust Assets for a large Regional Bank and as a mutual fund manager. He is a CFA charterholder and a Certified Financial Planner®. He has an M.B.A. with an emphasis in Finance from Mississippi State University. He has taught a college finance course and spoken at educational seminars in finance and investing.
- **Courtney Lewis, Assistant Vice President and Wealth Advisor:** Courtney joined IBERIA Wealth Advisors in 2015, bringing 16 years of financial services industry experience with her. She most recently came to us from Charles Schwab & Co as a fully licensed financial consultant where she did retirement planning, portfolio management and advice, as well as teach investment workshops. Prior to that, she had 11 years experience at USBank working in many capacities including Financial Consultant at USBII, compliance, audit, corporate training, lending, and management.
- **Angela Swenson, Trust Operations Officer:** Angela joined IBERIABANK in August 2002 as the Trust Operations Officer. Her responsibilities include: back office operations, balancing of accounts, processing disbursements and serving as the liaison between IBERIABANK and their outsourcing company, Marshall and Ilsley Trust Company in Milwaukee, WI. Angela graduated from the University of Central Arkansas in August of 2001 with a bachelor's degree in Business Administration. In October of 2004, she completed the Arkansas Bankers Association Trust School. She has a combined total of 11 years banking experience.
- **Brenda S. Nichols, Trust Administrative Specialist:** Brenda joined IBERIA Wealth Advisors in November 2010 with over 28 years of trust experience. Most recently, she served as Asst. Vice President & Trust Officer for a major bank. Brenda was with that same bank and all their predecessors for over 28 years in the trust area. She came from an accounting/bookkeeping background and began her trust career as a trust assistant in 1982. Brenda attended Cannon Trust School in 1994 and 1995 and has attended several American Bankers Association classes and seminars over the years.

Disclosures

Indices:

The following indices are used for benchmarking purposes:

- The BofA Merrill Lynch 1-3 Year US Corporate & Government Index (B1A0): The BofA Merrill Lynch 1-3 Year US Corporate & Government Index is a subset of The BofA Merrill Lynch US Corporate & Government Index including all securities with a remaining term to final maturity less than 3 years. Inception date: June 30, 1986
- The BofA Merrill Lynch US 6-Month Treasury Bill Index (G002): The BofA Merrill Lynch US 6-Month Treasury Bill Index is comprised of a single issue purchased at the beginning of the month and held for a full month. At the end of the month that issue is sold and rolled into a newly selected issue. The issue selected at each month-end rebalancing is the outstanding Treasury Bill that matures closest to, but not beyond, six months from the rebalancing date. To qualify for selection, an issue must have settled on or before the month-end rebalancing date. Inception date: December 31, 1977
- The BofA Merrill Lynch 1-10 Year US Corporate, Government & Mortgage Index (D5A0): The BofA Merrill Lynch 1-10 Year US Corporate, Government & Mortgage Index is a subset of The BofA Merrill Lynch US Corporate, Government & Mortgage Index including all securities with a remaining term to final maturity or an average life less than 10 years. Inception date: October 19, 1995
- The BofA Merrill Lynch US Corporate, Government & Mortgage Index tracks the performance of US dollar denominated investment grade debt publicly issued in the US domestic market, including US Treasuries, quasi-governments, corporates, covered bonds and residential mortgage pass-throughs. Non-residential mortgage collateralized debt such as commercial mortgage backed securities and asset backed securities are excluded from the Index, as are all collateralized mortgage obligations. Inception date: December 31, 1975

Investment Products: • Not FDIC Insured • Not a Bank Deposit
• Not Insured By Any Federal Government Agency • No Bank Guarantee • May Lose Value

Disclosures

Representative Holdings:

The investments presented are examples of the securities held, bought, and/or sold in IBERIA Wealth Advisors Portfolios during the last 30 days. These investments may not be representative of the current or future investments of that portfolio. You should not assume that investments in the securities identified in this article were or will be profitable. We will furnish, upon your request, a list of all securities purchased, sold, or held in the composite during the 12 months preceding the date of this article. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities presented.

Performance:

Performance shown is for a model portfolio gross of management and transaction fees and reflects the inclusion of dividends received but not reinvested. These fees, and any others associated with the administration of a client's account, will reduce investment performance. For illustration purposes, a portfolio that earned 7% per year for ten years would experience a cumulative return of 96.7% before investment management and fiduciary fees and 67.9% net of such fees, assuming a 37.5 basis point (0.375%) fee per quarter. Annual fees for managing fiduciary accounts are 1.5% on the first \$500,000, 1.3% on the second \$500,000, 0.90% on the next million, 0.80% on the next million, and 0.70% on amounts over \$3 million. Actual client fees charged will vary depending upon the asset value invested and services performed and may be lower or higher than the account fee illustrated here.

Views are as of the date above and are subject to change based on market conditions and other factors. This presentation is not an offer or solicitation to buy or sell securities. The information contained in this presentation has been compiled from third party sources and is believed to be reliable, but its accuracy is not guaranteed and should not be relied upon in any way, whatsoever. IBERIA Wealth Advisors Portfolio characteristics and holdings are subject to change at any time and are based on a representative model portfolio. Holdings and portfolio characteristics of individual client portfolios may differ, sometimes significantly, from those shown. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities listed. Diversification and asset allocation do not assure a profit nor protect against loss.

Portfolio characteristics presented throughout this presentation represent those of a model portfolio and not those of actual invested assets. Actual invested portfolios characteristics will differ from model characteristics due to the timing of portfolio cash flows, transaction costs, fees, or other unique characteristics of individual client portfolios. Model characteristics are a function of the market environment. If this environment were to materially change, model characteristics would reflect these changes. Model holding may change at any time. The percentages in the charts may not add to 100% due to rounding. The actual return and value of an account may fluctuate and, at any time, the account may be worth more or less than the amount invested. Bond Investments are affected by interest rate changes and the creditworthiness of the issues held in the portfolio. A rise in interest rates will cause a decrease in the value of fixed income positions. **Past performance results are not indicative of future results.**

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