

GREENWICH INVESTMENT MANAGEMENT

January 11, 2019

2018 YEAR END REVIEW

USEABLE WEALTH

Greenwich Investment Management (GIM) actively manages customized portfolios focusing on tangible cash income for our clients.

The table above shows that in 2018 GIM clients received approximately \$20,542,074 in tax-exempt income and \$3,343,942 in taxable income from the fixed income portfolio. Clients received approximately \$7,949,701 in dividends from the common and preferred stock portfolio.

Cash income is evidence that your wealth returns something valuable to you. The return is not contingent upon your assets rising in price. This income flows into client portfolios on market up days and market down days. Our strategy is to enable your assets to generate cash income surplus to your requirements so that you may not need to invade principal to access money. Reinvestment of surplus income allows GIM clients to purchase new assets that in turn produce more income. Compound income is a powerful engine of growth.

As of the end of 2018, the current yield on GIM's tax-exempt bonds is 6.7% and the current yield on GIM's taxable bonds is 6.4%. For comparison, the current yield of the Barclays Long Term Municipal Index is 4.5%. Current yield is defined as cash income divided by market value. Clients who wish to understand more about bond mathematics should call Dan Laflamme (203-625-5316).

The current yield on the GIM common and preferred stock portfolio as of December 31, 2018 is 7.6%. The S&P 500 has a current yield of 2.1%. GIM clients expect to receive over three times the current yield offered by an S&P 500 fund.

¹ Tax-exempt bonds represent 69.2 percent of the GIM master composite as of December 31, 2018.

² Taxable bonds represent 8.3 percent of the GIM master composite as of December 31, 2018.

³ Equities represent 13.3 percent of the GIM master Composite as of December 31, 2018.

⁴ Projected income is calculated as current yield as of December 31, 2018 multiplied by the market value as of December 31, 2018.

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NOTICES

- History Report has been updated to include Average Capital Base (ACB). ACB is the dollars that management has had to work with over the management horizon.
- Please let us know if you want to receive your Quarterly Reports in electronic format via our secure website.
- If you have had a change in circumstances that would alter your Statement of Investment Objectives, please contact our service team at Greenwich Investment Management.
- Thank you for continued support of Greenwich Investment Management. We appreciate your loyalty. Many GIM clients have been clients (of GIM or predecessor firms) for 5, 10, 20 or even 30 years. Although performance has varied, they have experienced the continuous flow of income throughout those years.
- A referral is the best compliment you can give. If you think someone you know could benefit from our work, then please ask them to contact our office. We are available for conversation or meetings to determine if we are a match for their investment goals.

Disclosures:

Performance presented here represents past performance, which cannot guarantee future results. Investment return and principle value will fluctuate so that an investor's account value, at some future date, may be greater than or less than its value at inception. Current performance may be higher or lower than the performance quoted here. All investments involve risk, including loss of principal.

The performance numbers in this letter reflect actual returns of all equities and tax-exempt bonds held by all GIM portfolios during the period indicated. Not all clients hold the same securities and performance will be different for each client based on securities held, the length of time held, and expenses incurred. Net performance results reflect the deduction of actual advisory fees at rates up to 1% per annum and include the reinvestment of dividends and income. Clients may also incur other transaction costs such as custodial fees and other expenses. Please refer to the Investment Advisor Agreement for a full disclosure of the applicable fee schedule. The volatility of the indices may be materially different from that of the performance of the Composite. In addition, the Composite's holdings may differ significantly from the securities that comprise the indices. The indices have not been selected to represent appropriate benchmarks to compare the Composite's performance, but rather are disclosed to allow for comparison of the Composite's performance to that of well-known and widely recognized indices.

The return of principal for bonds is not guaranteed. Bonds are subject to interest rate, inflation, and credit risks. Income from municipal bonds may be subject to state and local income taxes and/or the federal alternative minimum tax. Clients may receive other income such as capital gains that is taxable.

This material is for informational purposes only and should not be used or construed as recommendation regarding any security or be used as the sole basis for any investment decision. Not all GIM clients hold the same securities; therefore, a client's percentage held, and income earned may be different from the information presented in the first paragraph of this letter.