

You're a name, not a number

"Ziegler Capital Management is the right fit when looking for a partner that combines strength of resources with personal attention and flexibility. We offer timely solutions to evolving market opportunities while maintaining a personal connection with every client."

SCOTT ROBERTS
President and Chief Executive Officer

[Trust](#) | [Clients](#) | [History](#) | [Promise](#) | [Community](#)

\$13.0
BILLION
Total Assets*

\$5.6
BILLION
Total Equity Assets

\$7.4
BILLION
Total Fixed Assets



*As of 3/31/2019. Total assets combines both Assets Under Management and Assets Under Advisement. Assets Under Management represent the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.

It's always about Trust

Clients choose Ziegler Capital Management knowing they have a partner who cares as much about their future as they do. While we have a track record of delivering results, we are not constrained by structure or limited in response. We adapt to our clients' needs. We listen, communicate and act.

Earning the trust of our clients is central to how we manage our business. Always has been. Always will be.



Clients we serve

Institutional Investors

Corporations | Pension Plans | Taft-Hartley Plans | Public Funds | Municipalities | Endowments | Foundations | Senior Living Providers | Healthcare Organizations | Sub Advisory Relationships | Religious Order | Schools

Individual Investors

Broker-dealer wealth management platforms
High net worth individuals



History of ZCM

Investing in our people from Day One

- **1991**
Ziegler Capital Management Formed
 Ziegler Capital Management was formed as the investment management division of the Ziegler Companies
- **2009**
New Leadership
 Scott Roberts becomes Chief Executive Officer
- **2011**
Lotsoff Capital Management Acquisition
 Ziegler Capital Management acquires Lotsoff Capital Management
- **2012**
Red Granite Acquisition
 The firm acquires Milwaukee based Red Granite Advisors
- **2013**
Ziegler Capital Management became a wholly owned subsidiary of Stifel Financial Corporation

FAMCO Joins Firm

Fiduciary Asset Management ("FAMCO") team joins the firm bringing a suite of covered call strategies

2015

TWCM Integration

Thomas Weisel Capital Management ("TWCM") integrates into ZCM

2015

BPG Acquisition

The portfolio management team of Barclays' Wealth and Investment Management, Americas ("BPG"), previously acquired by Stifel, integrates into ZCM

2019

Acquire the Assets of Piermont Capital Management

ZCM broadens its equity investment offering with the acquisition of Piermont Capital Management's assets including their Small Cap and SMID cap value strategies.

When you partner with ZCM you...

Because we promise to...

Get understood

Ask the right questions and focus on truly understanding your needs.

Get collaboration

Deliver holistic solutions by leveraging the collective experience of portfolio managers, management, analysts as well as our compliance and operational infrastructure.

Get innovation

Foster an entrepreneurial spirit to encourage independent thinking and ingenuity treating your interests and investments as if they were our own.

Get success

Leverage the team's expertise, passion and individual insights to produce repeatable, sustainable and scalable performance solutions.

Committed to giving back

We provide opportunities and resources for our employees to partner with charitable organizations in active support of our communities and those dear to our hearts. Not only do the organizations we work with benefit, it allows our diverse professionals to work and grow in a collaborative culture.

"I like being a part of a company that believes in making a positive difference in the communities where we live and work. It helps build camaraderie among my colleagues and gives me lifelong memories to hold on to."

— TAYLOR ROSELLINI



ZCM CORE MUNICIPAL STRATEGIES

Overview

Provide an actively managed approach to traditional tax-exempt market opportunities in either a risk-focused "Duration" or "Targeted" maturity approach. We evaluate and invest on a relative value approach which also offers consideration to benefits of State preference.

Investment Philosophy

We manage to a clear "no surprises" philosophy that seeks to maximize risk-adjusted fixed income returns. Starting with a thorough understanding of a client's objective, we seek to control market risk factors (Interest rates and Credit) consistent with goals and exploit excess risk adjusted return through robust proprietary fundamental analysis. We call this our Six-Risk Factor approach.

Portfolio Management



REID SMITH, CFA

Director, Fixed Income Strategies, Senior Portfolio Manager



DANIEL URBANOWICZ

Director of Fixed Income Strategies, Senior Portfolio Manager

Snapshot

Inception Date: January 1, 2016

Investment Team: Fixed Income Group

ZCM Core Municipal Intermediate

Account Minimum: \$1,000,000

ZCM Core Municipal Targeted

Account Minimum: \$250,000

More Information

 [Factsheet](#)

ZCM CORE TAXABLE STRATEGY

Overview

An actively managed approach to traditional taxable market opportunities in U.S. dollar-denominated government, agency, agency mortgage-backed, corporate, and taxable municipal securities. We evaluate and invest on a risk-disciplined, relative-value approach.

Investment Philosophy

We manage to a clear “no surprises” philosophy that seeks to maximize risk-adjusted fixed income returns. Starting with a thorough understanding of a client’s objective, we seek to control market risk factors (Interest rates and Credit) consistent with goals and exploit excess risk adjusted return through robust proprietary fundamental analysis. We call this our Six-Risk Factor approach.

Portfolio Management



REID SMITH, CFA

Director, Fixed Income Strategies, Senior Portfolio Manager



DANIEL URBANOWICZ

Director of Fixed Income Strategies, Senior Portfolio Manager

Snapshot

Inception Date: January 1, 2016

Investment Team: Fixed Income Group

ZCM Core Taxable Intermediate

Account Minimum: \$1,000,000

More Information



[Factsheet](#)

ZCM NATIONAL MUNICIPAL INCOME OPPORTUNITY

Overview

Seeks to maximize after-tax income and principal protection by investing in A-rated or higher municipal bonds issued across the country. Portfolios can also be invested in any single, specific state, and high-yield securities may also be utilized if desired.

Investment Philosophy

Our investment philosophy incorporates an active top-down investment management approach, focusing on seeking principal protection while maximizing after-tax total returns. Careful consideration is made to client objectives, including cash flows, return requirements, liquidity constraints, and risk tolerance. Value is added by incorporating credit trends and bond structure diversity in conjunction with the analysis of economic trends and their effect on the overall yield curve. Portfolio management strategy focuses on an appropriate duration target, relative value on the yield curve and credit spreads.

Portfolio Management



PAUL CLARK, CFA

Director of Fixed Income Strategies, Senior Portfolio Manager



RICHARD MARRONE

Director of Fixed Income Strategies, Senior Portfolio Manager

Snapshot

Benchmark: Bloomberg Barclays 7-Year Muni


Bond Index

Inception Date: December 31, 2010

Account Minimum: \$100,000

Investment Team: Fixed Income Group

More Information

 [Factsheet](#)