

REVENUE SHARING/MARKETING SUPPORT AND OTHER THIRD PARTY PAYMENTS

The following provides information about payments received by Baird from investment advisers, distributors or sponsors of investment products (“product sponsors”) as compensation for Baird’s efforts in marketing and selling such products. These payments, which are commonly referred to as “revenue sharing” or “marketing support” payments or volume concessions, are paid by the product sponsors from their own resources and are not expenses of the products themselves or otherwise paid by clients or investors in the products. Baird’s receipt of revenue sharing or marketing support payments or volume concessions presents a conflict of interest in that it gives Baird an incentive to market, offer, promote and sell the products with respect to which Baird receives these payments over other products. Baird Financial Advisors do not receive any portion of the revenue sharing, marketing support or volume concession payments that are made to Baird.

For more detailed information, please contact your Baird Financial Advisor or call 1-800-653-2294.

Mutual Funds

Product sponsors of the mutual fund families identified below paid approximately \$2.85 million in aggregate to Baird in 2018 and 2019 combined in the form of marketing support or revenue sharing payments. The amounts paid by these sponsors generally range between 0.01% and 0.09% of qualifying client assets in those funds per year. The fund families are listed in order from highest to lowest amounts paid over those two calendar years.

- American Funds
- Hartford Funds
- JPMorgan Funds
- Franklin Templeton Funds
- Principal Funds
- Oppenheimer Funds
- MFS Funds
- PIMCO Funds
- Lord Abbett Funds
- Invesco Funds
- Goldman Sachs Funds
- AllianceBernstein Funds
- John Hancock Funds
- Fidelity Funds

Please see the prospectuses or statements of additional information for these fund families for more information.

In addition, Baird received approximately \$13.0 million in 2018 and \$9.4 million in 2019 in the form of support service fees from Dreyfus in connection with our use of money market mutual funds managed and sponsored by Dreyfus in Baird’s Cash Sweep Program. These payments are in addition to 12b-1 and shareholder service fees paid to Baird by the Dreyfus money market mutual funds out of fund assets.

Unit Investment Trusts

The following product sponsors of unit investment trusts paid approximately \$1.63 million to Baird in 2018 and 2019 combined in the form of volume and additional concessions based on sales (sponsors are listed from highest to lowest amounts): First Trust Portfolios, Advisors Asset Management (AAM) and Guggenheim Investments. The volume concessions are paid by each UIT sponsor once total sales attributable to Baird clients across the UITs offered by that sponsor for a trailing 12-month period exceed a certain threshold amount, generally ranging from an annual rate of 0.035% of sales between \$25 million and \$100 million to 0.150% of sales between \$1 billion and \$5 billion. Baird also receives additional concessions from First Trust, the product sponsor of UITs that are created for and sold by Baird on a private-label basis. These concessions vary and are typically at rates in the range of about 0.075% to 0.250% on sales starting at lower amounts (such as \$25 million).

Please see the prospectuses for the UIT sponsored by these firms for more information.

Baird Conference Sponsorships

The firms identified below paid amounts to Baird to sponsor and cover the costs of Baird-organized conferences, seminars and symposiums for Baird Financial Advisors over one or both years in 2018 and 2019. The annual amounts paid per firm generally range from \$7,500 on the low end to \$250,000 on the high end.

AllianceBernstein
Allianz
American Funds*
Barings
Black Creek
Blackrock
CAIS
Columbia Threadneedle
Dreyfus*
Eaton Vance
Fidelity
First Pacific Advisors
First Trust*
Franklin Templeton
Goldman Sachs
InCapital
InfoArmor
Invesco
John Hancock
JPMorgan
Legg Mason
Lincoln Financial
Lord Abbett
MFS
Nationwide
Neuberger Berman
Northern Trust/FlexShares
Oppenheimer
Pacific Life
Parnassus Investments
Partners Group
PIMCO*
Princeton Fund Advisors
Principal
Putnam
Russell Investments
Schwab
Securian
SSGA
T. Rowe Price
Transamerica
Vanguard
Wells Fargo

* Denotes annual amount of \$50,000 or more.