

**OBJECTIVE**

Invests in companies that range in market capitalizations to create a diversified portfolio of businesses with capital appreciation potential.

**INVESTMENT PHILOSOPHY**

Confluence's investment philosophy is a bottom-up, fundamental approach that seeks to generate above-average returns over the long-term by identifying businesses that possess substantial competitive advantages and are trading at discounts to our estimate of intrinsic value. Advantages may include strong brand names, highly differentiated services or products, dominant market share, flexible pricing power, protected technology or specialized industrial skill sets. Companies have the ability to generate high levels of cash flow and are led by management teams that create shareholder wealth.

The investment process focuses on managing risk, which we define as the probability of a permanent loss of capital, by owning quality businesses at attractive valuations diversified across a variety of market sectors. This discipline strives to protect investors on the downside while enhancing upside potential. Over time, we believe this approach positions the portfolio to deliver above-average risk-adjusted returns.

**OVERVIEW**

- ◆ Companies range in market capitalizations
- ◆ Stocks selected through independent research, evaluating the fundamentals of individual companies, and purchased when trading at discounts to our estimate of intrinsic value
- ◆ Approximately 3% position sizes
- ◆ Low-to-moderate turnover
- ◆ Appropriate for clients whose primary objective is capital appreciation and whose secondary objective is dividend income

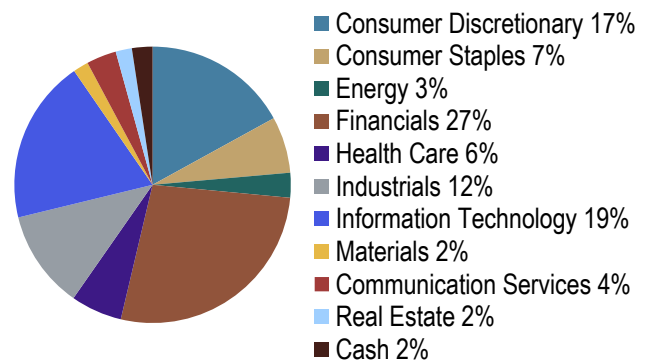
**PORTFOLIO HOLDINGS<sup>1</sup>**

CHARACTERISTICS	ALL CAP VALUE	S&P 500	R3000 VALUE
Dividend Yield	1.3%	1.8%	2.5%
Number of Positions	30-35	503	2,249
Annual Turnover <i>(5-yr Rolling as of 12/31/21)</i>	11%		

10 LARGEST HOLDINGS	WEIGHT
Progressive Corp.	4.2%
W. R. Berkley Corp.	4.1%
Lowe's Cos. Inc.	3.9%
Keurig Dr. Pepper Inc.	3.5%
Alphabet Inc. (Class C)	3.4%
Berkshire Hathaway Inc. (Class B)	3.4%
Broadridge Financial Solutions Inc.	3.2%
NXP Semiconductors N.V.	3.2%
Nordson Corp.	3.2%
Thermo Fisher Scientific Inc.	3.2%

MARKET CAP	ALL CAP VALUE	S&P 500	R3000 VALUE
Weighted Avg. Market Cap (\$B)	161.7	468.5	126.9
Largest Market Cap (\$B)	1,736.9	2,221.0	1,252.8
Median Market Cap (\$B)	37.5	27.0	1.9
Smallest Market Cap (\$B)	0.7	2.8	-

Large Cap (>\$10B)	86%
Mid Cap (\$3B-\$10B)	5%
Small Cap (<\$3B)	7%

**SECTOR ALLOCATION**


## INVESTMENT PROCESS

### SECURITY SELECTION: GREAT COMPANIES AT BARGAIN PRICES

Our disciplined investment process is research-driven, seeking to uncover “great companies” trading at bargain prices. We define great companies as those with the following attributes:

#### Durable Competitive Advantages

- ◆ Meaningful pricing power
- ◆ High barriers to entry
- ◆ Superior return on capital over extended periods of time

#### Free Cash Flow

- ◆ Substantial amount available to benefit shareholders
- ◆ Should far exceed the capital expenditures needed to maintain and grow the business

#### Capable Management

- ◆ Demonstrated ability to effectively allocate capital
- ◆ Alignment of management’s interest with investors through large personal investments in company stock

### BUY DISCIPLINE: INVEST BASED ON PRICE AND PATIENCE

We believe focusing on high-quality companies and purchasing only when they’re being offered at prices below our estimate of intrinsic value is an effective means for limiting downside risk while maximizing total return potential over an investment cycle.

- ◆ Primary focus is price paid for a stock (discount to intrinsic value)
- ◆ Each portfolio company is evaluated to determine the full value of the business / intrinsic value of the security
- ◆ The entry point is generally set at a 25%-50% discount to our internal estimate of intrinsic value
- ◆ Entry points are continually re-assessed
- ◆ Risk is defined as *the probability of a permanent loss of capital* as opposed to tracking error of a benchmark

New accounts may not be fully invested at inception if companies are trading above current entry points.

### SELL DISCIPLINE

To help preserve capital, portfolio positions are continually reviewed.

A company's stock may be sold if:

- ◆ Share price reaches or exceeds our estimate of full valuation
- ◆ Company's fundamentals deteriorate
- ◆ More attractive opportunities are identified

## PORTFOLIO CHARACTERISTICS

### STATISTICAL ANALYSIS<sup>2</sup>

(AS OF 9/30/22)

Since Inception**	Pure Gross-of-Fees <sup>5</sup>	S&P 500
Downside Capture Ratio	86.52	100.00
Alpha	0.85	0.00
Beta	0.93	1.00
Annualized Standard Deviation	15.63%	16.31%
R-Squared	0.94	1.00
Sharpe Ratio	0.49	0.45

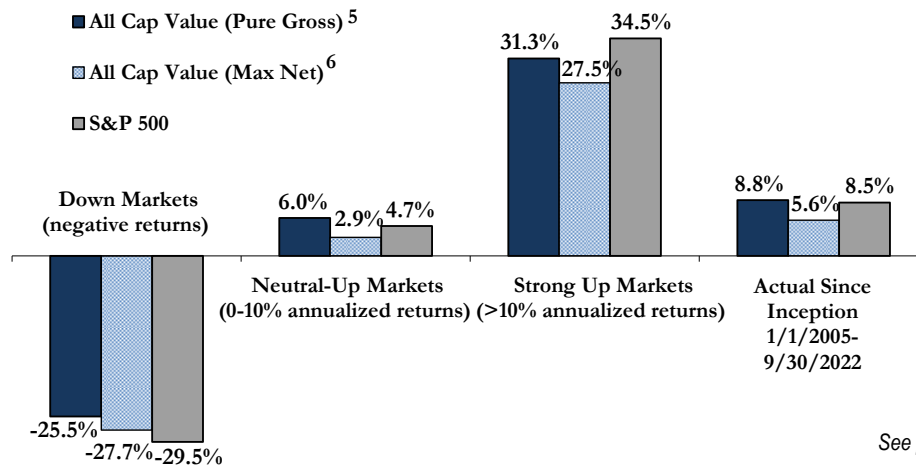
Portfolio at Quarter End	vs. S&P 500
Active Share (as of 9/30/22)	89.03%

\*\*Inception is 1/1/2005

## PERFORMANCE

### HISTORICAL PERFORMANCE<sup>3</sup> ANNUALIZED RETURNS

(AS OF 9/30/22)



See performance disclosures on last page.

### COMPOSITE RETURNS<sup>4</sup> (FOR PERIODS ENDING SEPTEMBER 30, 2022)

	Since Inception**	15-Year*	10-Year*	5-Year*	3-Year*	1-Year	YTD	QTD
<b>All Cap Value</b>								
Pure Gross-of-Fees <sup>5</sup>	8.8%	8.9%	11.6%	8.7%	6.1%	(14.1%)	(22.9%)	(4.7%)
Max Net-of-Fees <sup>6</sup>	5.6%	5.7%	8.3%	5.5%	2.9%	(16.6%)	(24.6%)	(5.4%)
<b>S&amp;P 500</b>	8.5%	8.0%	11.7%	9.2%	8.1%	(15.5%)	(23.9%)	(4.9%)
<b>Russell 3000 Value</b>	6.7%	5.7%	9.1%	5.1%	4.3%	(11.8%)	(18.0%)	(5.6%)

Calendar Year	Pure Gross-of-Fees <sup>5</sup>	Max Net-of-Fees <sup>6</sup>	S&P 500	R3000 Value	Difference (Gross-S&P500)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	S&P 500 3yr Std Dev	R3000V 3yr Std Dev	Composite Dispersion
2005	2.4%	(0.4%)	4.9%	6.9%	(2.5%)	242	\$27,603		N/A	N/A	N/A	0.5%
2006	14.4%	11.3%	15.8%	22.3%	(1.4%)	224	\$26,916		N/A	N/A	N/A	0.6%
2007	4.6%	1.8%	5.5%	(1.0%)	(0.9%)	220	\$27,835		6.9%	7.7%	8.3%	0.7%
2008	(26.9%)	(28.9%)	(37.0%)	(36.2%)	10.1%	19	\$1,778	\$291,644	13.9%	15.1%	15.5%	N/A
2009	26.8%	23.0%	26.5%	19.8%	0.3%	33	\$11,558	\$533,832	18.6%	19.6%	21.3%	2.8%
2010	9.7%	6.4%	15.1%	16.3%	(5.4%)	41	\$13,980	\$751,909	21.0%	21.9%	23.5%	0.5%
2011	3.6%	0.5%	2.1%	(0.1%)	1.5%	40	\$14,294	\$937,487	18.4%	18.7%	21.0%	0.6%
2012	18.0%	14.5%	16.0%	17.6%	2.0%	40	\$11,654	\$1,272,265	14.6%	15.1%	15.8%	0.3%
2013	35.3%	31.3%	32.4%	32.7%	2.9%	73	\$22,893	\$1,955,915	11.2%	11.9%	12.9%	0.7%
2014	14.7%	11.3%	13.7%	12.7%	1.0%	119	\$34,036	\$2,589,024	8.8%	9.0%	9.4%	0.4%
2015	0.1%	(2.9%)	1.4%	(4.1%)	(1.3%)	207	\$50,568	\$3,175,419	10.0%	10.5%	10.7%	0.6%
2016	14.2%	10.8%	12.0%	18.4%	2.2%	345	\$91,109	\$4,413,659	9.7%	10.6%	11.0%	0.6%
2017	15.7%	12.3%	21.8%	13.2%	(6.1%)	649	\$167,342	\$5,944,479	8.7%	9.9%	10.3%	1.1%
2018	(5.2%)	(8.0%)	(4.4%)	(8.6%)	(0.8%)	689	\$168,742	\$5,486,737	10.1%	10.8%	11.1%	0.6%
2019	35.6%	31.6%	31.5%	26.2%	4.2%	818	\$262,167	\$7,044,708	11.7%	11.9%	12.0%	1.1%
2020	17.3%	13.8%	18.4%	2.9%	(1.1%)	953	\$333,804	\$6,889,798	18.5%	18.5%	20.0%	0.9%
2021	23.4%	19.7%	28.7%	25.3%	(5.3%)	1,084	\$422,786	\$7,761,687	17.5%	17.2%	19.3%	0.6%

\*Average annualized returns

\*\*Inception is 1/1/2005

See performance disclosures on last page.

#### Portfolio Benchmarks

**S&P 500® Index** – A capitalization-weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

**Russell 3000® Value Index** – A capitalization-weighted index designed to measure performance of those Russell 3000® Index companies with lower price-to-book ratios and lower forecasted growth values. (Source: Bloomberg)

## Confluence Value Equities Investment Committee

Mark Keller, CFA	Tom Dugan, CFA	John Wobbe	Dustin Hausladen	Blair Brumley, CFA
Daniel Winter, CFA	Tore Stole	Joe Hanzlik	Kaisa Stucke, CFA	Brett Mawhiney, CFA

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## DISCLOSURES

**<sup>1</sup>Portfolio Holdings**—Investing in securities involves the risk of loss of the amount invested that investors should be prepared to bear. There can be no assurance that any investment objective will be achieved or that any investment will be profitable or avoid incurring losses. The listing of “10 Largest Holdings” is not a complete list of all stocks in the portfolio or which Confluence may be currently recommending. Application of the investment strategy as of a later date will likely result in changes to the listing. Sector weightings/holdings of individual client portfolios in the strategy may differ, sometimes significantly, from these listings. Contact Confluence for a complete list of holdings. Portfolio yield: composite level weighted average yield, calculated based on annualized current dividends; source: FactSet. Benchmark sources: Bloomberg, S&P Dow Jones Indices/FTSE Russell. Annual turnover 5-yr rolling calculated from sample accounts for periods ending 12/31/2021.

**<sup>2</sup>Statistical Analysis**—*Active Share*: Measures % of portfolio holdings that differ from benchmark index; calculated by taking the sum of the absolute value of the differences of the weight of each holding in manager's portfolio & the weight of each holding in benchmark index, as of the date shown, and dividing by two. (*Calculated by Confluence. Index holdings/weights sourced from exchange-traded fund: iShares S&P 500 Core [IVV].*) *Downside Capture Ratio*: Measures performance in down markets relative to index (down market: any quarter where the market return is less than zero); lower Downside Capture Ratio indicates manager protected capital better during a market decline. *Alpha*: Measures nonsystematic return or return that cannot be attributed to the market, i.e., how manager performed if the market had no gain or loss. *Beta*: Measures portfolio volatility (systematic risk) compared to an appropriate benchmark index; e.g., Beta of 1.1 indicates the investment has approx. 10% more volatility in returns than benchmark index. *Standard Deviation*: Measures price variability (risk) over a period of time; higher Standard Deviation indicates more variability in returns. *R-Squared*: Indicates whether comparison index is an appropriate benchmark based on correlation; generally, R-Squared above 0.70 is desirable. *Sharpe Ratio*: Quantifies risk-adjusted performance by measuring excess return per unit of risk; higher Sharpe Ratio suggests better risk-adjusted performance. (*Data source: Zephyr's PSN SMA Database*)

**<sup>3</sup>Historical Performance Chart**—Annualized returns using calendar quarter performance data. *Down Markets*: annualized negative benchmark return; *Neutral-Up Markets*: annualized positive benchmark return is less than 10%; *Strong Up Markets*: annualized benchmark return is greater than 10%. The Standard & Poor's 500 Index (S&P 500®) is an unmanaged market capitalization-weighted index of 500 common stocks chosen for market size, liquidity & industry group representation to represent U.S. equity performance. Information regarding quarterly categorization (down, neutral-up, and strong up) is available from Confluence upon request.

**<sup>4</sup>Performance Composite Returns**—Confluence Investment Management LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Confluence Investment Management LLC has been independently verified for the periods August 1, 2008, through December 31, 2021. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards.

Verification provides assurance on whether the firm's policies and procedures related to composite maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. The All Cap Strategy was inception on January 1, 2005, and the current All Cap Value Composite was created on August 1, 2008. Performance presented prior to August 1, 2008, occurred while the Portfolio Management Team was affiliated with a prior firm and the Portfolio Management Team members were the primary individuals responsible for selecting the securities to buy and sell. Confluence Investment Management LLC is an independent registered investment adviser. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of all fees and include the reinvestment of all income.

<sup>5</sup>Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

<sup>6</sup>Net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly (2.75% prior to 7/1/08). This fee includes brokerage commissions, portfolio management, consulting services and custodial services. The Confluence fee schedule for this composite is as follows: 0.60% on the first \$500,000; 0.55% on the next \$500,000; and 0.50% over \$1,000,000. There are no incentive fees. Clients pay an all-inclusive fee based on a percentage of assets under management. The collection of fees produces a compounding effect on the total rate of return net of fees. Bundled fee accounts make up 100% of the composite for all periods. Actual investment advisory fees incurred by clients may vary. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor.

A complete list of composite descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. The annual composite dispersion is an equal-weighted standard deviation, using gross-of-fee returns, calculated for the accounts in the composite for the entire year. The three-year annualized standard deviation measures the variability of the composite gross returns over the preceding 36-month period. The All Cap Value Composite contains fully discretionary All Cap Value wrap accounts. All Cap Value is a value-based, bottom-up portfolio that utilizes stocks from all market capitalizations.

N/A-Composite Dispersion: Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. N/A-3yr Std Dev: Composite does not have 3 years of monthly performance history.

Prior to August 1, 2008, the composite was named the All Cap Global Composite. Effective August 1, 2008, the composite definition was changed to no longer emphasize global ADRs but the underlying portfolio and strategy did not change.