

Equity Strategies • Specialty Finance BDC

The Specialty Finance BDC strategy is focused on a niche of the financial sector known as business development companies, or BDCs. BDCs lend to and invest in the private debt and equity markets. The majority, if not all, of the portfolio holdings are in BDCs, typically involving 20-30 positions with a moderate level of turnover. This strategy is suitable for clients seeking alternative investment exposure to the private markets, one that involves high levels of income from an equity portfolio with above-average volatility. Most of the portfolio income will be in the form of non-qualified dividends.

Strategy Commentary

The Specialty Finance BDC strategy had a total return of -44.4% (gross of fees) in the first quarter of 2020, matching the Wells Fargo BDC Index return of -44.4%. The vast majority of the negative returns took place in the month of March as much of the country's economic activity ground to a halt due to the effects of COVID-19. *(The strategy was down 44.8% (net of fees) during the period. Net of fees calculated using the highest applicable annual bundled fee of 3.00%. See disclosures on p.2 for fee description; actual investment advisory fees may vary.)*

Most of the BDC industry's assets are loans made to small and mid-sized U.S. businesses. With business disrupted across the country, investors worried that borrowers might not be able to properly service these loans and BDCs would experience rising nonaccruals and defaults. Furthermore, investors had concern that the BDCs themselves would lack adequate liquidity and resources to weather the storm. As the broader equity markets declined, BDC valuations fell even more, reflecting what often appeared to be panic selling. Adding to problems were regulations that discourage institutional investors from purchasing BDC stocks.

The combination of heavy selling and a comparatively smaller group of buyers created what we believe is a technical dislocation between BDC valuations and their operating fundamentals. To be clear, we do expect industry NAVs, earnings power, and dividends to be adversely affected by the economic effects caused by the coronavirus. However, we also believe the steep valuation discounts experienced in the first quarter reflected outcomes much worse than what BDC operating fundamentals would suggest.

As a reference, we recall that BDCs made it through the 2008 financial crisis without any bankruptcies. In fact, BDCs were even able to properly service their own loans without any payment defaults. These accomplishments were made without assistance from the federal government. So, while BDCs were certainly adversely affected during that financial crisis, the structure proved to be very durable. We think a similar scenario is likely to be the case as BDCs make their way through the current crisis as well.

The portfolio remains focused on BDCs led by high-quality management teams with decades of experience and significant resources to work through the various challenges likely to emerge in the coming months. We believe most of these BDCs will continue distributing significant dividends (albeit at lower levels) and should be able to position themselves for meaningful recoveries.

ABOUT CONFLUENCE INVESTMENT MANAGEMENT LLC

Confluence Investment Management is an independent Registered Investment Advisor located in St. Louis, Missouri, that provides professional portfolio management and advisory services to institutional and individual clients. Confluence's investment philosophy is based upon independent, fundamental research that integrates evaluation of market cycles, macroeconomics and geopolitical analysis with the firm's value-driven, company-specific approach. The portfolio management philosophy begins by assessing risk and follows through by positioning clients to achieve their income and growth objectives.

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5 Largest Holdings (as of 3/31/20)

Company	Market Capitalization (\$ billions)	Portfolio Weight
Golub Capital BDC, Inc.	1.7	9.3%
Barings BDC, Inc.	0.4	7.8%
Ares Capital Corporation	4.6	7.5%
Solar Capital Ltd.	0.5	7.1%
New Mountain Finance Corporation	1.2	7.0%

The listing of "5 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. Individual client portfolios in the program may differ, sometimes significantly, from these listings. Contact Confluence for a complete list of holdings.

All investments carry a certain degree of risk, including possible loss of principal. It is important to review your investment objectives, risk tolerance and liquidity needs before choosing an investment style or manager. Equity securities are subject to market risk and may decline in value due to adverse company, industry or general economic conditions.

Performance Composite Returns For Periods Ending 3/31/20

	Pure Gross-of-Fees ¹	Net-of-Fees ²	Benchmark (WFBDC)	Calendar Year	Pure Gross-of-Fees ¹	Net-of-Fees ²	Benchmark (WFBDC)	Difference (Gross-WFBDC)	# of Portfolios	Composite Assets (000s)	Total Strategy Assets (000s) ^{***}	Total Firm Assets (000s)	Composite 3yr Std Dev	Benchmark 3yr Std Dev	Composite Dispersion
Since Inception**	1.9%	(1.2%)	1.5%	2011**	1.1%	0.9%	(0.7%)	1.8%	1	\$104	\$6,645	\$937,487	N/A	N/A	N/A
				2012	27.9%	24.1%	34.5%	(6.6%)	1	\$133	\$34,748	\$1,272,265	N/A	N/A	N/A
5-Year*	(4.9%)	(7.7%)	(5.5%)	2013	15.8%	12.4%	16.3%	(0.5%)	2	\$1,459	\$42,929	\$1,955,915	N/A	N/A	N/A
				2014	(4.4%)	(7.2%)	(7.8%)	3.4%	18	\$3,644	\$51,015	\$2,589,024	9.7%	11.4%	0.0%
3-Year*	(13.9%)	(16.5%)	(14.8%)	2015	(3.3%)	(6.2%)	(4.1%)	0.8%	25	\$4,621	\$51,912	\$3,175,419	12.0%	12.7%	0.3%
				2016	22.1%	18.4%	24.4%	(2.4%)	21	\$3,857	\$64,970	\$4,413,659	13.1%	13.7%	0.8%
1-Year	(38.6%)	(40.4%)	(38.0%)	2017	0.9%	(2.1%)	0.1%	0.8%	19	\$2,905	\$55,878	\$5,944,479	12.4%	13.6%	0.3%
YTD	(44.4%)	(44.8%)	(44.4%)	2018	(1.7%)	(4.6%)	(6.6%)	4.8%	24	\$3,702	\$54,037	\$5,486,737	11.1%	12.9%	0.2%
QTD	(44.4%)	(44.8%)	(44.4%)	2019	25.0%	21.3%	27.3%	(2.3%)	35	\$7,179	\$57,964	\$7,044,708	10.9%	13.1%	0.5%

*Average annualized returns

**Inception is 12/1/2011

Portfolio Benchmark

Wells Fargo BDC Index – A total return index that measures the performance of all Business Development Companies (BDCs) listed on the NYSE or NASDAQ that satisfy market capitalization and other eligibility requirements. (Source: Bloomberg)

Confluence claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards.

Confluence has been independently verified for the periods of 8/1/2008 through 12/31/2018. A copy of the verification report is available upon request. Verification assesses whether: 1. the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis, and 2. the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

The Specialty Finance BDC strategy was inception on December 1, 2011, and the current Specialty Finance BDC Composite was created on February 1, 2013. 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.

¹ Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

² Net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. This fee includes brokerage commissions, portfolio management, consulting services and custodial services. The Confluence fee schedule for this composite is as follows: 1.00% on the first \$500,000; 0.90% on the next \$500,000; and 0.75% 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. Subsequent to February 1, 2013, bundled fee accounts make up 100% of the composite. 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.

Performance prior to February 1, 2013, is based on the Specialty Finance BDC-Direct Composite which was created on December 1, 2011. The Specialty Finance BDC-Direct composite includes accounts that pursue the Specialty Finance BDC strategy, but do not have bundled fees. Gross returns from the Specialty Finance BDC-Direct composite include transaction costs and net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly.

A complete list of composite descriptions is available upon request. Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. The annual composite dispersion is an equal-weighted standard deviation calculated for accounts in the composite for the entire year. The Specialty Finance BDC Composite contains fully discretionary Specialty Finance BDC wrap accounts. The Specialty Finance BDC portfolio invests primarily in Business Development Companies (BDCs) to earn current income with potential long-term capital appreciation.

Results shown for the year 2011 represent partial period performance from December 1, 2011, through December 31, 2011. *Total Strategy Assets are shown as supplemental information.

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.

A BDC's portfolio typically will include a substantial amount of securities purchased in private placements, and its portfolio may carry risks similar to those of a private equity or private debt fund. Securities that are not publicly registered may be difficult to value and may be difficult to sell at a price representative of their intrinsic value. To the extent a BDC focuses its investments in a specific sector, the BDC will be susceptible to adverse conditions and economic or regulatory occurrences affecting the specific sector or industry group, which tends to increase volatility and result in higher risk. BDCs may employ the use of leverage in their portfolios through borrowings or the issuance of preferred stock. While leverage often serves to increase the yield of a BDC, this leverage also subjects the BDC to increased risks, including the likelihood of increased volatility and the possibility that the BDC's common share income may fall if the interest rate on any borrowings rises.

Individual holding performance and contribution methodology as well as a list of every holding's contribution to the strategy can be obtained by contacting Confluence. Material is published solely for informational purposes and is not an offer to buy or sell or a solicitation of an offer to buy or sell any security or investment product. Holdings identified do not represent all of the securities purchased, sold or recommended. Information is presented as supplemental information to the disclosures required by GIPS® standards. Opinions and estimates are as of a certain date and subject to change without notice. Investment or investment services mentioned may not be suitable to an investor and the investor should seek advice from an investment professional, if applicable. Past performance is no guarantee of future results. 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. **Indices:** The Wells Fargo BDC Index is shown as additional information. This index is unmanaged. An investor cannot invest directly in an index. It is shown for illustrative purposes only & does not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance.