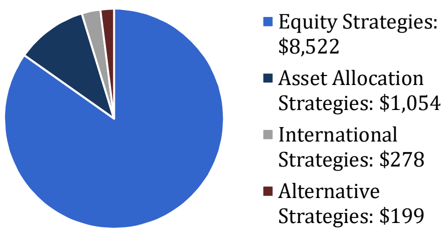
Confluence Investment Management
Firm Profile

About Us

Confluence Investment Management LLC is an independent Registered Investment Adviser that provides professional portfolio management and advisory services to institutional and individual clients. Although the firm was founded in 2007, the Confluence team has more than 500 years of combined financial experience and 300 years of portfolio management experience, maintaining a proven track record that dates back to 1994.

Firm Assets Under Management & Assets Under Advisement*
(in millions as of 12/31/19)



The investment teams at Confluence specialize in value equities (domestic), international equities, asset allocation, and alternative investment portfolio management. As of December 31, 2019, Confluence had more than $10.0 billion in assets under management and advisement.*

**Assets under management = $7.0 billion; Assets under advisement = $3.0 billion*

Our Investment Approach

The firm's investment philosophy is based upon independent, fundamental research that integrates evaluation of market cycles, macroeconomics and geopolitical analysis with a value-driven, company-specific approach. Confluence's portfolio management philosophy begins by assessing risk, and follows through by positioning clients to achieve their income and growth objectives.

The firm combines top-down and bottom-up analytics in an integrated process that considers both the big picture as well as the smaller details. This discipline enables the investment committees to identify broad risks, while taking advantage of specific opportunities.

Product Overview

Confluence offers a variety of investment solutions, primarily separately managed account portfolios, with a range of investment objectives that allow clients to select a strategy that best suits their individual investment goals.

Value Equity Strategies

- Equity Income
- Large Cap Value
- Small Cap Value
- All Cap Value
- Increasing Dividend Equity Account (IDEA)
- Value Opportunities (closed to new accounts)
- IDEA Plus
- Balanced Accounts

Alternative Strategies

- Global Hard Assets
- Specialty Finance BDC

Asset Allocation Strategies

- Income with Growth
- Growth & Income (Taxable & Tax-Exempt)
- Growth
- Aggressive Growth

International Equity Strategies

- International Developed
- International Growth
- Emerging Markets
- International Opportunities
- Global Large Cap

Why Confluence?

- Experienced, cohesive team led by Mark Keller
- Consistent investment approach for 20+ years
- Dedication to research process
- Exceptional client service
- Highest standards of ethics & integrity

Product History

- 1994: Large Cap Value
- 1994: Small Cap Value
- 1999: International Developed
- 1999: International Growth
- 2000: Value Opportunities
- 2000: Equity Income
- 2005: All Cap Value
- 2007: International Opportunities
- 2007: First Trust Specialty Finance & Financial Opportunities Fund (NYSE: FGB)
- 2008: Asset Allocation Portfolios
  - Aggressive Growth
  - Growth & Income
  - Growth
  - Income with Growth
- 2009: Increasing Dividend Equity Account (IDEA)
- 2009: Emerging Markets
- 2009: Global Hard Assets
- 2011: First Trust/Confluence Small Cap Value Fund (NYSE: FOVAX)
- 2011: IDEA Plus
- 2011: Specialty Finance BDC
- 2019: Global Large Cap

Confluence claims compliance with the Global Investment Performance Standards (GIPS®). A GIPS-compliant presentation and/or the firm's list of composite descriptions can be requested by contacting Confluence.

20 Allen Avenue, Suite 300, St. Louis, MO 63119
(314) 743-5090

Investment & Leadership Teams

Confluence is made up of experienced investment professionals dedicated to an exceptional level of client service and communication. Maintaining strong solidarity pre-dating the formation of Confluence, the core investment team managed assets across various equity and asset allocation strategies while at their prior firms. Confluence's disciplined investment process and performance has stood the test of time across a broad range of economic and market cycles.

	Financial Experience (years)	Portfolio Management/ Research Experience (years)
Mark Keller, CFA, Chief Investment Officer & CEO	41	41
Brian Hansen, President & COO	26	2
Bill O'Grady, Chief Market Strategist	34	13
Patty Dahl, Chief Financial Officer	31	14
Dan Winter, CFA, CIO–Value Equities	27	26
Gregory Ellston, CIO–Asset Allocation	33	32
Chris Stein, Portfolio Manager	23	22
Tom Dugan, CFA, Portfolio Manager	19	16
David Miyazaki, CFA, Portfolio Manager	28	20
Tore Stole, Director of Research Emeritus	34	34
John Wobbe, Director of Research	21	21
Patrick Fearon-Hernandez, Market Strategist	32	23
Joe Hanzlik, Equity Analyst	26	11
Dustin Hausladen, Equity Analyst	15	12
Kaisa Stucke, CFA, Equity Analyst	12	8
Blair Brumley, CFA, Equity Analyst	33	33
Brett Mawhiney, CFA, Equity Analyst	11	11
Gregory Tropf, CFA, International Equity Analyst	32	32
Matthew Sinkovitz, International Equity Analyst	17	17
John Laux, Senior Trader & Options Specialist	31	0

Value Equity Strategies

Confluence's value equity investment philosophy seeks to identify "great companies" at bargain prices. In-depth proprietary research focuses on companies that consistently generate high levels of cash flow, maintain competitive advantages enabling pricing power and possess seasoned, capable management teams that have demonstrated the ability to effectively allocate capital. We look to invest in these quality companies at attractive valuations. Over time, we believe this approach helps position portfolios to deliver superior risk-adjusted returns.

Alternative Strategies

Management of these strategies begins with top-down evaluations of the geopolitical environment, fundamental macroeconomic trends and technical patterns in the target markets. Strategies may be focused on particular sectors or niches.

Asset Allocation Strategies

Our approach to asset allocation is an adaptive process, evaluating economic and market variables in a forward-looking context to estimate the performance of 12 different asset classes in terms of risk, return and yield. This cyclical approach recognizes that intermediate trends can diverge significantly from long-term averages. Our intention is to optimize potential return, while remaining within an acceptable risk profile. We offer a broad spectrum of risk profiles, utilizing exchange-traded funds (ETFs) to focus on or avoid particular industry sectors, bond maturities, commodities or countries.

International Equity Strategies

The international equity investment philosophy is rooted in a fundamental approach focused on owning large, high-quality, growth-oriented companies at reasonable valuations. We believe higher quality companies will outperform the broader market over the long-term, especially when the countries in which they do business benefit from favorable macroeconomic factors.

Key Statistics

- 100% employee-owned
- 45 employees
- Research-intensive and team-driven
- 27 years average investment experience

For More Information:

- Wayne Knowles | Southeast
  National Sales Director
  (919) 604-7604
  wknowles@confluenceim.com
- Ron Pond | Southwest
  Regional Marketing Representative
  (858) 699-7945
  rpond@confluenceim.com
- Steve Mikez | North-Central
  Regional Marketing Representative
  (480) 529-8741
  smikez@confluenceim.com
- Jason Gantt | Northeast
  Regional Marketing Representative
  (203) 733-9470
  jgantt@confluenceim.com
- Jim Taylor | Mid-South
  Regional Marketing Representative
  (630) 605-7194
  jtaylor@confluenceim.com

con•flu•ence

1. A flowing together of two or more streams.
2. A gathering, joining, or meeting together of two or more things at one juncture or point.