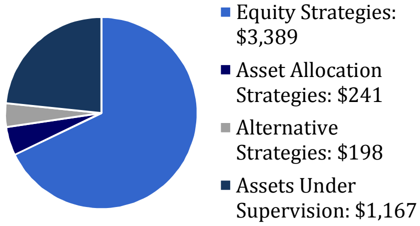
Confluence Investment Management
Firm Profile

About Us

Confluence Investment Management LLC is an independent SEC-registered investment adviser. Confluence 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 300 years of combined financial experience and 100 years of portfolio management experience, maintaining a proven track record that dates back to 1994.

Firm Assets Under Management
(in millions as of 6/30/16)



The investment team at Confluence specializes in equity portfolio management, asset allocation portfolio management and alternative investment management. As of June 30, 2016, Confluence had $5.0 billion dollars in assets under management and supervision.

Our Investment Approach

The firm's investment philosophy is based upon independent, fundamental research that integrates our evaluation of market cycles, macroeconomics and geopolitical analysis with our value-driven, fundamental 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.

We combine top-down and bottom-up analytics in an integrated process that considers both the big picture, as well as the smaller details. Our discipline enables us to identify broad risks, while taking advantage of specific opportunities.

Product Overview

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

Equity Strategies
- Equity Income
- Large Cap Value
- Small Cap Value
- All Cap Value
- Value Opportunities
- Balanced Accounts
- Increasing Dividend Equity Account (IDEA)*
- IDEA Plus

Asset Allocation Strategies
- Income with Growth
- Growth & Income (Taxable & Tax-Exempt)
- Growth
- Aggressive Growth

Alternative Strategies
- Global Hard Assets
- Specialty Finance BDC

*Also available as a UIT

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
- 2000: Value Opportunities
- 2000: Equity Income
- 2005: All Cap Value
- 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: Global Hard Assets
- 2011: First Trust/Confluence Small Cap Value Fund (NYSE: FOVAX)
- 2011: IDEA Plus
- 2011: Specialty Finance BDC

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

Investment Team

Confluence is comprised of experienced investment professionals who are dedicated to an exceptional level of client service and communication. Maintaining strong solidarity pre-dating the formation of Confluence, the core investment team led by Mark Keller managed assets across various equity and asset allocation strategies while at their prior firm. 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/ Equity Research Experience (years)
Mark Keller, CFA, Chief Investment Officer & CEO	38	38
Brian Hansen, President & COO	22	2
Bill O'Grady, Chief Market Strategist	31	9
Dan Winter, CFA	24	22
David Miyazaki, CFA	25	17
Patty Dahl	28	14
Chris Stein	19	18
Tore Stole	30	30
Joe Hanzlik	23	8
Dustin Hausladen	12	6
Tom Dugan, CFA	16	12
John Wobbe	18	18
Kaisa Stucke, CFA	9	4
John Laux	28	0

Key Statistics

- 100% employee-owned
- 24 employees
- Research intensive and team driven
- 22 years average investment experience

For More Information:

- Wayne Knowles
  National Sales Director
  Northeast
  (314) 743-5292
  wknowles@confluenceim.com
- John Pierucki
  Regional Marketing Representative
  Southeast
  (314) 743-5293
  jpierucki@confluenceim.com
- Ron Pond
  Regional Marketing Representative
  Southwest
  (314) 743-5294
  rpond@confluenceim.com
- Steve Mikez
  Regional Marketing Representative
  Northwest
  (314) 743-5291
  smikez@confluenceim.com

Equity Strategies

Confluence's investment philosophy for its equity strategies 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 management teams that have demonstrated the wise use of excess capital. Confluence looks to invest in these quality companies at attractive valuations. Over time, we believe this approach helps position the portfolio to deliver superior risk-adjusted returns.

Asset Allocation

Confluence's approach to asset allocation incorporates forward-looking analytics 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. Confluence utilizes exchange-traded funds (ETFs), which allow us to focus on or avoid particular industry sectors, bond maturities, commodities or countries. The investment team's experience in managing ETF-based asset allocation programs dates back to 2001.

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.

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. The Global Hard Assets portfolio is focused on investments in hard assets which Confluence defines as tangible commodities, such as a gold bar, a barrel of oil or a ton of coal. The Specialty Finance BDC portfolio is focused on a niche of the financial sector where companies lend and invest in the private debt and equity markets.