

**OBJECTIVE**

Focused on companies of any size capitalization that collectively generate an above-average stream of dividend income, while also providing 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 superior risk-adjusted returns.

**OVERVIEW**

- ◆ Seeks companies with high level of dividend income or ability to grow dividend streams over time
- ◆ Positioned to collectively generate above-average stream of dividend income greater than inflation rate
- ◆ Range of market capitalizations
- ◆ 3% position sizes
- ◆ Low-to-moderate turnover
- ◆ Suitable for clients seeking total return from dividend income and capital appreciation

**CHARACTERISTICS<sup>1</sup>**

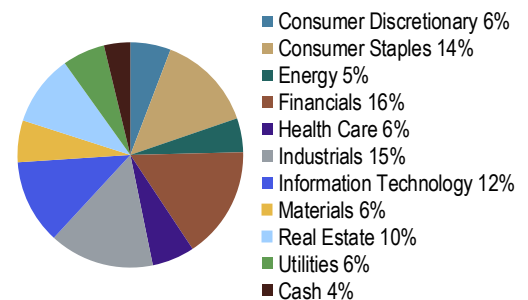
	EQUITY INCOME	S&P 500
Dividend Yield	3.8%	2.3%
Number of Positions	30-35	505
Annual Turnover (5-Year Rolling)	10%	

<sup>1</sup>This information is presented as supplemental information to the disclosures required by the GIPS® standards. 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 yield source: Bloomberg. Annual turnover 5-year rolling calculated from sample accounts for periods ending 12/31/2019.

MARKET CAP <sup>1</sup>	EQUITY INCOME	S&P 500
Weighted Avg. Market Cap (\$B)	99.1	284.0
Largest Market Cap (\$B)	1,199.5	1,203.1
Median Market Cap (\$B)	28.4	17.4
Smallest Market Cap (\$B)	3.0	1.5
Large Cap (>\$10B)	80%	
Mid Cap (\$10B-\$2B)	16%	
Small Cap (<\$2B)	0%	

**10 LARGEST HOLDINGS<sup>1</sup>**

Digital Realty Trust, Inc.	4.1%
Nestlé S.A.	4.0%
The Progressive Corporation	4.0%
Tiffany & Co.	3.9%
Linde plc	3.6%
Microsoft Corporation	3.6%
Gilead Sciences, Inc.	3.6%
Lockheed Martin Corporation	3.5%
The Southern Company	3.4%
PepsiCo, Inc.	3.4%

**SECTOR ALLOCATION<sup>1</sup>**

**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 highest price we will pay for a security
- ◆ This 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

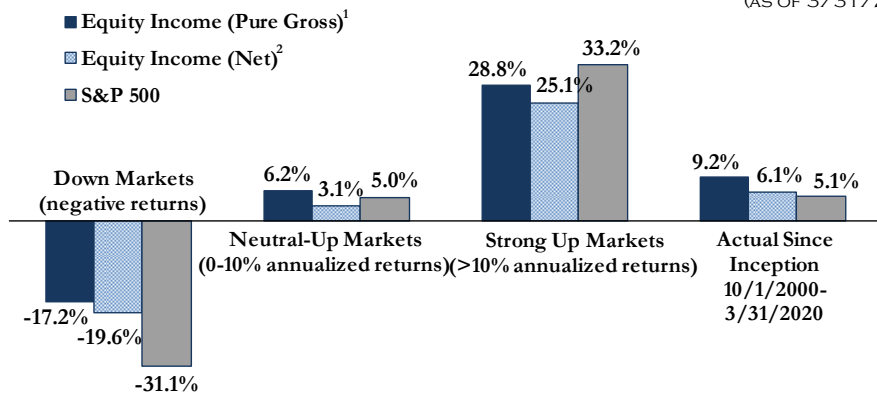
**ABOUT CONFLUENCE INVESTMENT MANAGEMENT LLC**

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.

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

## ANNUALIZED RETURNS

(AS OF 3/31/20)



## STATISTICAL ANALYSIS<sup>4</sup>

Portfolio at Quarter End	vs. S&P 500	
Active Share (as of 3/31/20)	89.93%	
Since Inception**	Pure Gross-of-Fees <sup>1</sup>	S&P 500
Downside Capture Ratio	55.39	100.00
Alpha	4.96	0.00
Beta	0.72	1.00
Annualized Standard Deviation	13.96%	16.56%
R-Squared	0.73	1.00
Sharpe Ratio	0.55	0.22

\*\*Inception is 10/1/2000

## PERFORMANCE COMPOSITE RETURNS (FOR PERIODS ENDING MARCH 31, 2020)

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	S&P 500	R3000 Value	Calendar Year	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</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
Since Inception**	9.2%	6.1%	5.1%	5.4%	2000**	13.5%	12.8%	(7.8%)	3.9%	21.4%	2	\$125		N/A	N/A	N/A	N/A
15-Year*	7.6%	4.4%	7.6%	5.3%	2001	11.6%	8.6%	(11.9%)	(4.3%)	23.5%	32	\$6,341		N/A	N/A	N/A	0.2%
10-Year*	9.5%	6.3%	10.5%	7.5%	2002	0.6%	(2.1%)	(22.1%)	(15.2%)	22.7%	342	\$36,726		N/A	N/A	N/A	0.8%
5-Year*	4.7%	1.6%	6.7%	1.6%	2003	32.1%	28.5%	28.7%	31.1%	3.4%	1,204	\$168,181		11.0%	18.1%	16.0%	0.9%
3-Year*	1.4%	(1.7%)	5.1%	(2.7%)	2004	12.1%	9.1%	10.9%	16.9%	1.3%	2,811	\$425,234		10.2%	14.9%	14.8%	1.1%
1-Year	(9.9%)	(12.6%)	(7.0%)	(18.0%)	2005	0.4%	(2.3%)	4.9%	6.9%	(4.5%)	3,775	\$536,505		8.4%	9.0%	9.7%	0.6%
YTD	(22.1%)	(22.7%)	(19.6%)	(27.3%)	2006	15.3%	12.1%	15.8%	22.3%	(0.5%)	3,122	\$489,578		5.7%	6.8%	7.0%	0.8%
QTD	(22.1%)	(22.7%)	(19.6%)	(27.3%)	2007	1.5%	(1.3%)	5.5%	(1.0%)	(4.0%)	2,490	\$381,383		6.2%	7.7%	8.3%	0.8%
					2008	(18.9%)	(21.2%)	(37.0%)	(36.2%)	18.1%	346	\$44,339	\$291,644	12.0%	15.1%	15.5%	N/A
					2009	18.8%	15.3%	26.5%	19.8%	(7.7%)	459	\$85,079	\$533,832	18.1%	19.6%	21.3%	0.8%
					2010	16.1%	12.7%	15.1%	16.3%	1.1%	555	\$128,855	\$751,909	20.2%	21.9%	23.5%	0.8%
					2011	5.1%	2.0%	2.1%	(0.1%)	3.0%	918	\$225,088	\$937,487	18.6%	18.7%	21.0%	1.0%
					2012	17.8%	14.3%	16.0%	17.6%	1.8%	1,200	\$337,610	\$1,272,265	13.5%	15.1%	15.8%	0.6%
					2013	26.1%	22.4%	32.4%	32.7%	(6.3%)	1,947	\$606,780	\$1,955,915	10.5%	11.9%	12.9%	1.3%
					2014	11.4%	8.1%	13.7%	12.7%	(2.2%)	2,834	\$858,027	\$2,589,024	8.4%	9.0%	9.4%	0.4%
					2015	0.1%	(2.9%)	1.4%	(4.1%)	(1.3%)	3,528	\$939,550	\$3,175,419	9.4%	10.5%	10.7%	0.4%
					2016	18.0%	14.5%	12.0%	18.4%	6.0%	5,272	\$1,549,506	\$4,413,659	9.4%	10.6%	11.0%	0.4%
					2017	17.5%	14.0%	21.8%	13.2%	(4.4%)	7,423	\$2,177,984	\$5,944,479	8.4%	9.9%	10.3%	1.1%
					2018	(8.9%)	(11.6%)	(4.4%)	(8.6%)	(4.5%)	7,772	\$1,945,646	\$5,486,737	9.7%	10.8%	11.1%	0.5%
					2019	31.0%	27.1%	31.5%	26.2%	(0.5%)	8,249	\$2,725,466	\$7,044,708	10.8%	11.9%	12.0%	0.8%

### Portfolio Benchmarks

**S&P 500 Index** – A capitalization-weighted index of 500 stocks. The Index is 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 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 Equity Income strategy was inceptioned on October 1, 2000, and the current Equity Income 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>1</sup> Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.  
<sup>2</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. 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 Equity Income Composite contains fully discretionary Equity Income wrap accounts. Equity Income is a value-based, bottom-up portfolio that invests in stocks from all market capitalizations based on their ability to generate an above-average stream of dividend income, while also providing capital appreciation potential.

\*\*Results shown for the year 2000 represent partial period performance from October 1, 2000, through December 31, 2000. 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.

<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, and industry group representation to represent U.S. equity performance. **Down Markets**: Q4 '00-Q1 '01, Q3 '01, Q2 '02-Q3 '02, Q1 '03, Q3 '04, Q1 '05, Q2 '06, Q4 '07-Q1 '09, Q2 '10, Q3 '11, Q2 '12, Q4 '12, Q3 '15, Q1 '18, Q4 '18, Q1 '20; **Neutral-Up Markets**: Q1 '02, Q1 '04-Q2 '04, Q2 '05, Q4 '05, Q1 '07, Q3 '07, Q2 '11, Q1 '14, Q3 '14, Q1 '15-Q2 '15, Q1 '16, Q3 '19; **Strong Up Markets**: Q2 '01, Q4 '01, Q4 '02, Q2 '03-Q4 '03, Q4 '04, Q3 '05, Q1 '06, Q3 '06-Q4 '06, Q2 '07, Q2 '09-Q1 '10, Q4 '11-Q1 '12, Q3 '12, Q1 '13-Q4 '13, Q2 '14, Q4 '14, Q4 '15, Q2 '16-Q4 '17, Q2 '18-Q3 '18, Q1 '19-Q2 '19, Q4 '19

<sup>4</sup> **Statistical Analysis**—**Active Share**: Measures percentage of portfolio holdings that differ from the benchmark index; calculated by taking the sum of the absolute value of the differences of the weight of each holding in the manager's portfolio and the weight of each holding in the 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 the manager protected capital better during a market decline. **Alpha**: Measures nonsystematic return or return that cannot be attributed to the market, i.e., how the 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)

### Confluence Value Equities Investment Committee

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