

**PORTFOLIO OBJECTIVE**

The Equity Income portfolio is 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 intrinsic value. Advantages may include strong brand names, highly differentiated services or products, dominant market share, flexible pricing power, protected technology or specialized industrial skills 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.

**PORTFOLIO 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
- ◆ 30-35 Positions
- ◆ Low-to-Moderate turnover, typically 20%-30% annually
- ◆ Suitable for clients seeking total return from dividend income and capital appreciation

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

	PORTFOLIO	S&P500
Dividend Yield	3.0%	2.0%
Number of Securities	30-35	505
Annual Turnover	20-30%	

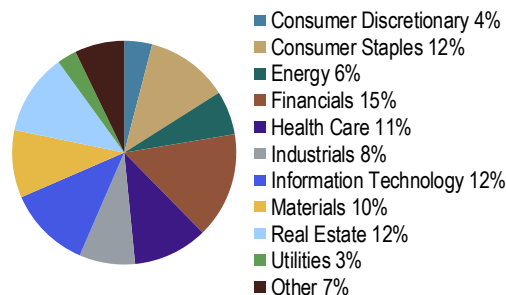
<sup>1</sup>This information is presented as supplemental information to the disclosures required by the GIPS® standards. There can be no assurance that a purchase of the stocks in this portfolio will be profitable, either individually or in the aggregate, or that such purchase will be more profitable than alternative investments, including the risk that our estimate of intrinsic value may never be realized by the market or that the price goes down. The listing of "Top 10 Holdings" is not a complete list of all stocks in the portfolio or which Confluence may be currently recommending. Furthermore, application of the investment strategy as of a later date will likely result in changes to the listing. Please contact Confluence for a complete list of holdings. Yield data source: FactSet. Weighted average dividend yield of holdings in the portfolio, calculated based on annualized current dividends.

MARKET CAP <sup>1</sup>	PORTFOLIO	S&P500
Weighted Avg. Market Cap (\$B)	87.4	217.3
Largest Market Cap (\$B)	757.6	909.8
Median Market Cap (\$B)	37.3	20.5
Smallest Market Cap (\$B)	5.0	3.2
Large Cap (>\$10B)	79%	
Mid Cap (\$10B-\$2B)	13%	
Small Cap (<\$2B)	0%	

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

The Progressive Corporation	4.0%
Polaris Industries Inc.	3.9%
Rayonier Inc.	3.7%
Microsoft Corporation	3.5%
Northern Trust Corporation	3.4%
Diageo plc	3.4%
Paychex, Inc.	3.3%
Praxair, Inc.	3.3%
Martin Marietta Materials, Inc.	3.2%
DowDuPont Inc.	3.2%

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



**INVESTMENT PROCESS**

**SECURITY SELECTION  
GREAT COMPANIES AT BARGAIN PRICES**

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

**Durable Competitive Advantages, should result in...**

- ◆ 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 LIMIT DISCIPLINE  
INVEST BASED ON PRICE AND PATIENCE**

We believe that focusing on great companies and purchasing them only when they're being offered at prices below our estimates 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 assigned a "buy limit" which represents the uppermost price we will pay for a security
- ◆ Buy limit is generally set at a 25%-50% discount to our internal estimate of intrinsic value
- ◆ Buy limits are continually re-assessed
- ◆ Risk is defined as *the probability of a permanent loss of capital*

New accounts may not be fully invested at inception if companies are trading above their current buy limits.

**SELL DISCIPLINE**

To help preserve capital, portfolio positions are continually reviewed.

A company's stock may be sold if:

- ◆ The share price reaches or exceeds our estimate of full valuation.
- ◆ The company's fundamentals deteriorate.
- ◆ More attractive opportunities are identified.

**ABOUT CONFLUENCE INVESTMENT MANAGEMENT LLC**

Confluence Investment Management LLC is an independent Registered Investment Advisor located in St. Louis, Missouri that was founded in 2007. Confluence provides professional portfolio management and advisory services to institutional and individual clients. The firm'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, 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. The Confluence team has more than 400 years of combined financial experience and 200 years of portfolio management experience.

## HISTORICAL PERFORMANCE<sup>1</sup>

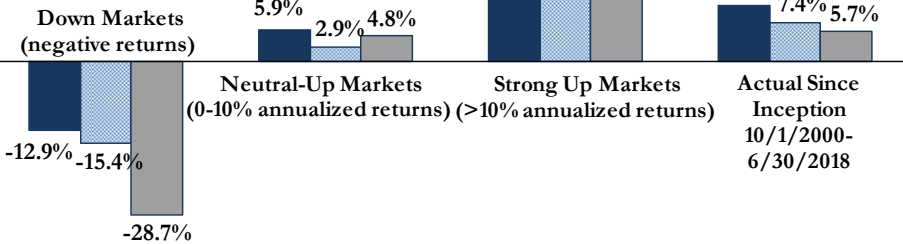
## ANNUALIZED RETURNS

(AS OF 6/30/18)

### ■ CIM Equity Income (Pure Gross)

### ■ CIM Equity Income (Net)

### ■ S&P 500



Returns are annualized 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; **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; **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, Q3 '10-Q1 '11, Q4 '11-Q1 '12, Q3 '12, Q1 '13-Q4 '13, Q2 '14, Q4 '14, Q4 '15, Q2 '16-Q4 '17, Q2 '18

## STATISTICAL ANALYSIS<sup>1</sup> SINCE INCEPTION\*

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	S&P 500
Annualized Standard Deviation	12.7%	12.7%	15.8%
Sharpe Ratio	0.70	0.46	0.26
Beta	0.67	0.67	1.00
R-Squared	68.69	69.43	100.00

\*Inception is 10/1/2000

**Standard Deviation** – A measure of price variability (risk) over a period of time. A higher Standard Deviation indicates more variability in returns from month to month.

**Sharpe Ratio** – Quantifies risk-adjusted performance by measuring the excess return per unit of risk. A higher Sharpe Ratio suggests better risk-adjusted performance.

**Beta** – A measure of a stock or portfolio's volatility (systematic risk) compared to an appropriate benchmark index. A Beta of 1.1 indicates the investment has approximately 10% more volatility in returns than the benchmark index.

**R-Squared** – Indicates whether the comparison index is an appropriate benchmark based on correlation. Generally an R-Squared above 70 is desirable.

## PERFORMANCE COMPOSITE RETURNS (FOR PERIODS ENDING JUNE 30, 2018)

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	S&P 500	R3000 Value
QTD	2.8%	2.1%	3.4%	1.7%
YTD	(0.7%)	(2.2%)	2.6%	(1.2%)
1-Year	8.3%	5.1%	14.4%	7.2%
3-Year*	11.3%	8.0%	11.9%	8.5%
5-Year*	11.5%	8.2%	13.4%	10.4%
10-Year*	11.3%	8.0%	10.2%	8.6%
15-Year*	9.9%	6.7%	9.3%	8.7%
Since Inception**	10.6%	7.4%	5.7%	7.0%

\*Average annualized returns

\*\*Inception is 10/1/2000

### Confluence claims compliance with the Global Investment Performance Standards (GIPS®).

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. 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 and/or fully compliant GIPS® presentations are available upon request. Additional information regarding policies for calculating and reporting performance 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.

	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
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%
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%
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%
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%
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%
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%
2011	5.1%	2.0%	2.1%	(0.1%)	3.0%	918	\$225,088	\$937,487	18.6%	18.7%	21.0%	1.0%
2010	16.1%	12.7%	15.1%	16.3%	1.1%	555	\$128,855	\$751,909	20.2%	21.9%	23.5%	0.8%
2009	18.8%	15.3%	26.5%	19.8%	(7.7%)	459	\$85,079	\$533,832	18.1%	19.6%	21.3%	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
2007	1.5%	(1.3%)	5.5%	(1.0%)	(4.0%)	2,490	\$381,383		6.2%	7.7%	8.3%	0.8%
2006	15.3%	12.1%	15.8%	22.3%	(0.5%)	3,122	\$489,578		5.7%	6.8%	7.0%	0.8%
2005	0.4%	(2.3%)	4.9%	6.9%	(4.5%)	3,775	\$536,505		8.4%	9.0%	9.7%	0.6%
2004	12.1%	9.1%	10.9%	16.9%	1.3%	2,811	\$425,234		10.2%	14.9%	14.8%	1.1%
2003	32.1%	28.5%	28.7%	31.1%	3.4%	1,204	\$168,181		11.0%	18.1%	16.0%	0.9%
2002	0.6%	(2.1%)	(22.1%)	(15.2%)	22.7%	342	\$36,726		N/A	N/A	N/A	0.8%
2001	11.6%	8.6%	(11.9%)	(4.3%)	23.5%	32	\$6,341		N/A	N/A	N/A	0.2%
2000**	13.5%	12.8%	(7.8%)	3.9%	21.4%	2	\$125		N/A	N/A	N/A	N/A

### 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.

### Confluence Equity Investment Team

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Chris Stein	Kaisa Stucke, CFA
Tom Dugan, CFA	Blair Brumley, CFA
Tore Stole	Brett Mawhiney, CFA
John Wobbe	

### The Confluence Mission

Our mission is to provide our clients with superior investment solutions and exceptional client service with the highest standards of ethics and integrity. Our team of investment professionals is committed to delivering innovative products and sound, practical advice to enable investors to achieve their investment objectives.

## FOR MORE INFORMATION CONTACT ONE OF OUR SALES TEAM MEMBERS:

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