

## Increasing Dividend Equity Account (IDEA)

Investment Performance as of 3/31/18



|                  | Pure Gross<br>(Before Fees) | Net*<br>(After Fees) | Benchmark<br>(S&P 500) | Benchmark<br>(R3000 Value) |
|------------------|-----------------------------|----------------------|------------------------|----------------------------|
| <b>QTD</b>       | (0.8%)                      | (1.6%)               | (0.8%)                 | (2.8%)                     |
| <b>YTD</b>       | (0.8%)                      | (1.6%)               | (0.8%)                 | (2.8%)                     |
| <b>1-year</b>    | 14.1%                       | 10.7%                | 14.0%                  | 6.8%                       |
| <b>3-year</b>    | 12.3%                       | 9.0%                 | 10.8%                  | 7.9%                       |
| <b>5-year</b>    | 13.3%                       | 10.0%                | 13.3%                  | 10.7%                      |
| <b>Inception</b> | 14.3%                       | 10.9%                | 13.7%                  | 12.2%                      |

| Calendar Year | Pure Gross<br>(Before Fees) | Net*<br>(After Fees) | Benchmark<br>(S&P 500) | Benchmark<br>(R3000 Value) | Difference<br>(Gross-S&P500) | No. of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | S&P 500<br>3yr Std Dev | R3000 Value<br>3yr Std Dev | Composite<br>Dispersion |
|---------------|-----------------------------|----------------------|------------------------|----------------------------|------------------------------|----------------------|----------------------------|-----------------------------|--------------------------|------------------------|----------------------------|-------------------------|
| <b>2017</b>   | 19.8%                       | 16.2%                | 21.8%                  | 13.2%                      | -2.0%                        | 2,254                | \$698,440                  | \$5,944,479                 | 8.5%                     | 9.9%                   | 10.3%                      | 0.4%                    |
| <b>2016</b>   | 17.0%                       | 13.5%                | 12.0%                  | 18.4%                      | 5.1%                         | 1,714                | \$470,340                  | \$4,413,659                 | 9.2%                     | 10.6%                  | 11.0%                      | 0.3%                    |
| <b>2015</b>   | 1.6%                        | (1.4%)               | 1.4%                   | (4.1%)                     | 0.3%                         | 1,265                | \$311,651                  | \$3,175,419                 | 9.5%                     | 10.5%                  | 10.7%                      | 0.3%                    |
| <b>2014</b>   | 12.0%                       | 8.7%                 | 13.7%                  | 12.7%                      | -1.7%                        | 942                  | \$257,782                  | \$2,589,024                 | 8.1%                     | 9.0%                   | 9.4%                       | 0.2%                    |
| <b>2013</b>   | 31.4%                       | 27.5%                | 32.4%                  | 32.7%                      | -1.0%                        | 536                  | \$153,123                  | \$1,955,915                 | 10.3%                    | 11.9%                  | 12.9%                      | 0.4%                    |
| <b>2012</b>   | 9.2%                        | 6.0%                 | 16.0%                  | 17.6%                      | -6.8%                        | 414                  | \$91,822                   | \$1,272,265                 | 12.7%                    | 15.1%                  | 15.8%                      | 0.2%                    |
| <b>2011</b>   | 8.9%                        | 5.7%                 | 2.1%                   | (0.1%)                     | 6.8%                         | 325                  | \$68,562                   | \$937,487                   | N/A                      | N/A                    | N/A                        | 0.5%                    |
| <b>2010</b>   | 16.8%                       | 13.3%                | 15.1%                  | 16.3%                      | 1.7%                         | 138                  | \$33,407                   | \$751,909                   | N/A                      | N/A                    | N/A                        | 0.4%                    |
| <b>2009**</b> | 7.5%                        | 6.7%                 | 6.0%                   | 4.2%                       | 1.4%                         | 40                   | \$7,190                    | \$533,832                   | N/A                      | N/A                    | N/A                        | N/A                     |

See disclosures on next page

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**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 6/30/2017. 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 Increasing Dividend Equity Account (IDEA) Composite was created on October 1, 2009. 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. Gross returns are shown as supplemental information.

\*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: 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 IDEA Composite contains fully discretionary IDEA wrap accounts. The IDEA portfolio is selected from a universe of stocks, from all market capitalizations, meeting minimum criteria of paying and increasing dividends over the last 10 years. The primary benchmark is the S&P 500 Index and the Russell 3000 Value Index is shown as additional information.

\*\*Results shown for the year 2009 represent partial period performance from October 1, 2009 through December 31, 2009.

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.