

Equity Strategies • Large Cap Value

Large Cap Value is focused on seasoned companies that generally have capitalizations above \$10 billion. Companies are selected using a bottom-up, fundamental research process that seeks to identify individual businesses that possess substantial competitive advantages and that are trading at discounts to our estimate of intrinsic value. The portfolio typically comprises 23-25 holdings and is expected to result in low to moderate turnover. The strategy is suitable for clients whose primary objective is capital appreciation and whose secondary objective is dividend income.

Strategy Commentary

The fourth quarter posted a Hollywood finish, concluding an extremely strong year for equities. For the quarter and year, the S&P 500 was up 9.1% and 31.5%, respectively, while the Russell 1000 Value was up 7.4% and 26.5% over the same periods. The Large Cap Value strategy also posted strong results for the quarter, up 5.8%, and ended the year up 34.5% (both gross of fees). *(The strategy was up 5.1% QTD and 30.5% YTD (net of fees). Net of fees calculated using the highest applicable annual bundled fee of 3.00%. See performance disclosures on p.2 for fee description; actual investment advisory fees may vary.)*

The year started with heightened apprehension as investors feared the Federal Reserve would continue its monetary tightening with additional rate increases throughout 2019. At the start of the year market participants were anticipating three additional rate increases which investors feared would cause a recession. FOMC actions and forecasts had elevated investor concerns in the later part of 2018 which resulted in a sharp selloff in the fourth quarter and pushed calendar-year returns into negative territory for 2018, despite strong earnings growth that year. Quite the opposite occurred in 2019 as earnings will likely show a decline in the low single-digits, yet equity returns were extremely strong. The primary culprit was the Fed signaling in early January that patience on tightening was required. This proved to be a prudent course as economic growth remained sluggish amid the trade tariffs and ultimately resulted in the Fed easing, not tightening, monetary policy on three occasions by reducing the fed funds rate. The Fed's statement in January and its actions throughout the year, including providing liquidity for the repo market, reduced the probability of a recession and boosted investor sentiment.

Equity returns in 2019 were broad-based across holdings and sectors. The lowest performing sector in the S&P 500, Energy, returned 11.8%, while the highest performing sector, Information Technology, was up 50.3%.

Large Cap Value returns were also broad-based, with no individual company posting a negative return.

During 2019 there were only two wholesale changes as new positions were established in Cerner and Delta Airlines, while Johnson & Johnson and Schlumberger were sold.

The top-performing and worst-performing positions during the quarter were as follows:

Security	Avg Weight	Contribution
Top 5		
NXP Semiconductors N.V.	3.79	0.62
Thermo Fisher Scientific Inc.	4.92	0.56
Illinois Tool Works Inc.	3.65	0.54
Fastenal Company	3.99	0.53
Allergan plc	3.58	0.48
Bottom 5		
Stryker Corporation	3.81	(0.11)
Oracle Corporation	4.02	(0.13)
Markel Corporation	3.40	(0.13)
W.R. Berkley Corporation	4.77	(0.16)
American International Group, Inc.	3.26	(0.26)

(Contribution data shown from a sample account)

Going forward, the economy continues to advance, albeit at a slower pace than 2018, as the tailwind of fiscal and monetary policies outweigh current trade tensions. We expect modest economic expansion leading to reasonable earnings growth and for inflation and inflation expectations to remain benign, which supports current valuations. While the probability of a recession has increased over the past few months, we don't foresee one occurring in 2020. As always, we remain focused on company-specific fundamentals and valuations and believe the current market will provide us with opportunities to buy quality companies at reasonable prices.

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.

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10 Largest Holdings (as of 12/31/19)

Company	Market Capitalization (\$ billions)	Portfolio Weight
Thermo Fisher Scientific Inc.	130.3	4.9%
W.R. Berkley Corporation	12.7	4.6%
Brookfield Asset Management Inc.	58.3	4.4%
Cerner Corporation	23.1	4.2%
Lowe's Companies, Inc.	91.8	4.2%
Black Knight, Inc.	9.6	4.2%
Alphabet Inc. (Class C)	923.0	4.2%
The TJX Companies, Inc.	74.0	4.1%
Berkshire Hathaway Inc. (Class B)	553.8	4.1%
Diageo plc	99.3	4.0%

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 and holdings of individual client portfolios in the program may differ, sometimes significantly, from these listings. Contact Confluence for a complete list of holdings.

All investments carry a certain degree of risk, including possible loss of principal. It is important to review your investment objectives, risk tolerance and liquidity needs before choosing an investment style or manager. Equity securities are subject to market risk and may decline in value due to adverse company, industry or general economic conditions.

Performance Composite Returns For Periods Ending 12/31/19

	Pure Gross-of-Fees ¹	Net-of-Fees ²	S&P 500	R1000 Value	Calendar Year	Pure Gross-of-Fees ¹	Net-of-Fees ²	S&P 500	R1000 Value	Difference (Gross-S&P500)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	S&P 500 3yr Std Dev	R1000V 3yr Std Dev	Composite Dispersion
Since Inception**	11.5%	8.3%	10.1%	9.9%	1994**	3.4%	2.6%	(0.0%)	(1.6%)	3.4%	122	\$10,206		N/A	N/A	N/A	N/A
					1995	32.7%	29.1%	37.6%	38.3%	(4.9%)	178	\$24,073		N/A	N/A	N/A	1.1%
25-Year*	11.5%	8.3%	10.2%	10.1%	1996	29.9%	26.4%	23.0%	21.6%	6.9%	417	\$63,132		N/A	N/A	N/A	1.7%
					1997	31.9%	28.3%	33.4%	35.2%	(1.5%)	973	\$151,053		N/A	N/A	N/A	2.1%
20-Year*	9.3%	6.2%	6.1%	7.0%	1998	9.0%	6.0%	28.6%	15.6%	(19.6%)	2,360	\$297,953		N/A	N/A	N/A	1.8%
					1999	2.9%	0.1%	21.0%	7.3%	(18.1%)	2,138	\$260,171		N/A	N/A	N/A	1.7%
15-Year*	9.8%	6.7%	9.0%	7.6%	2000	11.5%	8.4%	(9.1%)	7.0%	20.6%	1,104	\$159,096		N/A	N/A	N/A	2.3%
					2001	(2.5%)	(5.1%)	(11.9%)	(5.6%)	9.4%	1,065	\$145,683		N/A	N/A	N/A	1.1%
10-Year*	13.5%	10.1%	13.6%	11.8%	2002	(12.2%)	(14.6%)	(22.1%)	(15.5%)	9.9%	1,027	\$125,161		N/A	N/A	N/A	0.6%
					2003	30.9%	27.3%	28.7%	30.0%	2.2%	1,010	\$163,840		15.8%	18.1%	16.0%	1.0%
5-Year*	10.4%	7.2%	11.7%	8.3%	2004	15.7%	12.6%	10.9%	16.5%	4.8%	1,052	\$197,447		13.7%	14.9%	14.8%	1.0%
					2005	(1.6%)	(4.3%)	4.9%	7.1%	(6.5%)	1,064	\$188,332		8.7%	9.0%	9.5%	0.6%
3-Year*	14.2%	10.8%	15.3%	9.7%	2006	17.8%	14.5%	15.8%	22.2%	2.0%	957	\$198,952		5.8%	6.8%	6.7%	0.6%
					2007	5.9%	3.0%	5.5%	(0.2%)	0.4%	834	\$174,711		6.7%	7.7%	8.1%	0.6%
1-Year	34.5%	30.5%	31.5%	26.5%	2008	(27.0%)	(29.1%)	(37.0%)	(36.8%)	9.9%	119	\$25,562	\$291,644	13.2%	15.1%	15.4%	N/A
YTD	34.5%	30.5%	31.5%	26.5%	2009	28.6%	24.8%	26.5%	19.7%	2.2%	149	\$53,387	\$533,832	17.7%	19.6%	21.1%	1.4%
QTD	5.8%	5.1%	9.1%	7.4%	2010	12.1%	8.8%	15.1%	15.5%	(3.0%)	192	\$76,040	\$751,909	19.7%	21.9%	23.2%	0.4%
					2011	6.4%	3.2%	2.1%	0.4%	4.3%	228	\$89,145	\$937,487	17.1%	18.7%	20.7%	0.3%
					2012	19.0%	15.4%	16.0%	17.5%	3.0%	249	\$143,568	\$1,272,265	13.5%	15.1%	15.5%	0.4%
					2013	37.6%	33.6%	32.4%	32.6%	5.2%	373	\$208,844	\$1,955,915	10.6%	11.9%	12.7%	0.9%
					2014	10.7%	7.5%	13.7%	13.4%	(2.9%)	618	\$278,339	\$2,589,024	8.6%	9.0%	9.2%	0.5%
					2015	1.6%	(1.4%)	1.4%	(3.8%)	0.2%	858	\$352,556	\$3,175,419	10.1%	10.5%	10.7%	0.5%
					2016	8.6%	5.4%	12.0%	17.3%	(3.4%)	1,003	\$396,038	\$4,413,659	10.0%	10.6%	10.8%	0.4%
					2017	16.1%	12.6%	21.8%	13.6%	(5.7%)	1,049	\$380,737	\$5,944,479	9.0%	9.9%	10.2%	0.6%
					2018	(4.6%)	(7.4%)	(4.4%)	(8.3%)	(0.2%)	1,029	\$364,805	\$5,486,737	10.4%	10.8%	10.8%	0.6%
					2019	34.5%	30.5%	31.5%	26.5%	3.0%	1,118	\$525,944	\$7,044,708	11.8%	11.9%	11.8%	0.6%

*Average annualized returns

**Inception is 10/1/1994

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 1000® Value Index – A capitalization-weighted index designed to measure performance of those Russell 1000® 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 Large Cap Value Strategy was inceptioned on October 1, 1994 and the current Large Cap Value 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.

¹ Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

² 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 Large Cap Value Composite contains fully discretionary Large Cap Value wrap accounts. Large Cap Value is a value-based, bottom-up portfolio that utilizes stocks with market capitalizations typically exceeding \$10 billion. **Results shown for the year 1994 represent partial period performance from October 1, 1994 through December 31, 1994. 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 and/or performance was calculated quarterly prior to January 2001.

Individual holding performance and contribution methodology as well as a list of every holding's contribution to the strategy can be obtained by contacting Confluence. Material is published solely for informational purposes and is not an offer to buy or sell or a solicitation of an offer to buy or sell any security or investment product. Holdings identified do not represent all of the securities purchased, sold or recommended. Information is presented as supplemental information to the disclosures required by GIPS® standards. Opinions and estimates are as of a certain date and subject to change without notice. Investment or investment services mentioned may not be suitable to an investor and the investor should seek advice from an investment professional, if applicable. Past performance is no guarantee of future results. 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. **Indices:** The S&P 500 Index and Russell 1000 Value Index are shown as additional information. These indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only & do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance.