

**PORTFOLIO OBJECTIVE**

The Small Cap Value portfolio is focused on small-cap companies. The portfolio's investment objective is capital appreciation.

**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**

- ◆ Initial purchases are generally focused on companies that have market capitalizations below \$2 billion
- ◆ Stocks selected through independent research, evaluating the fundamentals of individual companies, and purchased when trading at discounts to our estimates of intrinsic value
- ◆ 30-35 Positions
- ◆ Low-to-Moderate turnover, typically 20%-30% annually
- ◆ Because small cap stocks are generally more volatile than large cap stocks, this portfolio is suitable for clients whose primary objective is capital appreciation

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

	PORTFOLIO	R2000
Dividend Yield	1.4%	1.3%
Number of Securities	30-35	2,040
Annual Turnover	20-30%	

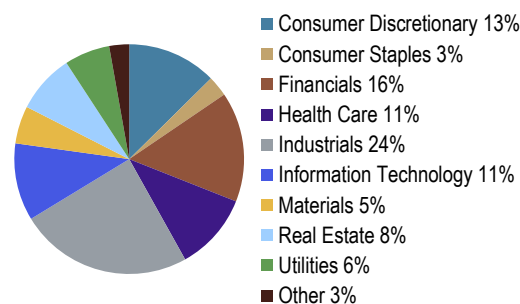
<sup>1</sup>This information is presented as supplemental information to the disclosures required by the GIPS® standards. There can be no assurance that a purchase of the stocks in this portfolio will be profitable, either individually or in the aggregate, or that such purchase will be more profitable 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 "10 Largest 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	R2000
Weighted Avg. Market Cap (\$B)	1.73	2.44
Largest Market Cap (\$B)	8.26	8.51
Median Market Cap (\$B)	1.18	0.94
Smallest Market Cap (\$B)	0.30	
Large Cap (>\$10B)	0%	
Mid Cap (\$10B-\$2B)	25%	
Small Cap (<\$2B)	72%	

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

Morningstar, Inc.	3.8%
Movado Group, Inc.	3.6%
Raven Industries, Inc.	3.4%
Cambrex Corporation	3.4%
Allied Motion Technologies Inc.	3.4%
John Bean Technologies Corp.	3.4%
Thermon Group Holdings, Inc.	3.4%
Forward Air Corporation	3.3%
Bank of Marin Bancorp	3.3%
SJW Group	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

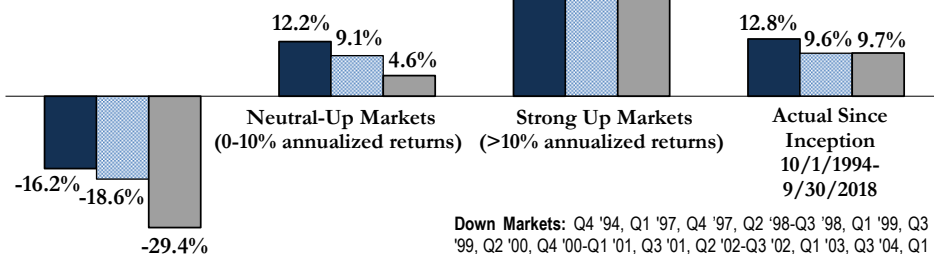
(AS OF 9/30/18)

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

■ Small Cap Value (Pure Gross)

■ Small Cap Value (Net)

■ Russell 2000



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 Russell 2000® Index is an unmanaged market capitalization weighted index measuring the performance of approximately 2,000 of the smallest companies in the Russell 3000 index.

**Down Markets:** Q4 '94, Q1 '97, Q4 '97, Q2 '98-Q3 '98, Q1 '99, Q3 '99, Q2 '00, Q4 '00-Q1 '01, Q3 '01, Q2 '02-Q3 '02, Q1 '03, Q3 '04, Q1 '05, Q2 '06, Q3 '07-Q1 '08, Q3 '08-Q1 '09, Q2 '10, Q2 '11-Q3 '11, Q2 '12, Q3 '14, Q3 '15, Q1 '16, Q1 '18; **Neutral-Up Markets:** Q4 '95, Q3 '96, Q3 '00, Q2 '04, Q4 '05, Q3 '06, Q1 '07, Q2 '08, Q4 '12, Q1 '14-Q2 '14, Q2 '15; **Strong Up Markets:** Q1 '95-Q3 '95, Q1 '96-Q2 '96, Q4 '96, Q2 '97-Q3 '97, Q1 '98, Q4 '98, Q2 '99, Q4 '99-Q1 '00, Q2 '01, Q4 '01-Q1 '02, Q4 '02, Q2 '03-Q1 '04, Q4 '04, Q2 '05-Q3 '05, Q1 '06, Q4 '06, Q2 '07, Q2 '09-Q1 '10, Q3 '10-Q1 '11, Q4 '11-Q1 '12, Q3 '12, Q1 '13-Q4 '13, Q4 '14-Q1 '15, Q4 '15, Q2 '16-Q4 '17, Q3 '12, Q1 '13-Q4 '13, Q2 '14, Q4 '14, Q4 '15, Q2 '16-Q4 '17, Q2 '18-Q3 '18

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	Russell 2000
Annualized Standard Deviation	15.8%	15.7%	19.6%
Sharpe Ratio	0.65	0.45	0.40
Beta	0.70	0.70	1.00
R-Squared	76.42	76.53	100.00

\*Inception is 10/1/1994

**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 SEPTEMBER 30, 2018)

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	R2000	R2000 Value
QTD	5.8%	5.0%	3.6%	1.6%
YTD	14.3%	11.7%	11.5%	7.2%
1-Year	20.6%	17.0%	15.2%	9.4%
3-Year*	20.1%	16.6%	17.1%	16.1%
5-Year*	13.9%	10.5%	11.1%	9.9%
10-Year*	13.5%	10.1%	11.1%	9.5%
15-Year*	12.6%	9.4%	10.1%	9.5%
20-Year*	12.3%	9.2%	9.4%	9.8%
Since Inception**	12.8%	9.6%	9.7%	10.5%

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

The Small Cap Value Strategy was inception on October 1, 1994 and the current Small 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. 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: 1.00% on the first \$500,000; 0.90% on the next \$500,000; and 0.75% 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 Small Cap Value Composite contains fully discretionary Small Cap Value wrap accounts. Small Cap Value is a value-based, bottom-up portfolio that utilizes stocks with a market capitalization typically less than \$2 billion. Smaller capitalization companies, due to their size, are generally more vulnerable to adverse general market or economic developments than larger, more established companies.

\*\*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 Jan 2001.

\*Average annualized returns  
\*\*Inception is 10/1/1994

	Pure Gross-of-Fees <sup>1</sup>	Net-of-Fees <sup>2</sup>	R2000	R2000 Value	Difference (Gross-R2000)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	R2000 3yr Std Dev	R2000V 3yr Std Dev	Composite Dispersion
2017	19.5%	16.0%	14.6%	7.8%	4.9%	354	\$103,862	\$5,944,479	10.8%	13.9%	14.0%	0.9%
2016	23.7%	20.0%	21.3%	31.7%	2.4%	198	\$56,608	\$4,413,659	11.6%	15.8%	15.5%	1.2%
2015	(1.7%)	(4.7%)	(4.4%)	(7.5%)	2.7%	158	\$34,928	\$3,175,419	10.3%	14.0%	13.5%	0.4%
2014	9.3%	6.1%	4.9%	4.2%	4.4%	140	\$34,077	\$2,589,024	8.6%	13.1%	12.8%	0.6%
2013	27.4%	23.6%	38.8%	34.5%	(11.5%)	113	\$31,217	\$1,955,915	12.2%	16.4%	15.8%	0.5%
2012	16.0%	12.6%	16.3%	18.1%	(0.4%)	105	\$26,346	\$1,272,265	15.6%	20.2%	19.9%	0.3%
2011	(0.9%)	(3.8%)	(4.2%)	(5.5%)	3.3%	85	\$18,032	\$937,487	21.8%	25.0%	26.0%	1.2%
2010	24.6%	20.9%	26.9%	24.5%	(2.3%)	83	\$19,208	\$751,909	23.3%	27.7%	28.4%	1.5%
2009	29.6%	25.8%	27.2%	20.6%	2.4%	54	\$9,823	\$533,832	20.9%	24.8%	25.6%	2.3%
2008	(21.8%)	(24.0%)	(33.8%)	(28.9%)	12.0%	61	\$8,568	\$291,644	14.0%	19.8%	19.1%	N/A
2007	(1.7%)	(4.4%)	(1.6%)	(9.8%)	(0.1%)	543	\$84,018		7.5%	13.2%	12.6%	1.1%
2006	19.1%	15.9%	18.4%	23.5%	0.8%	694	\$117,282		7.1%	13.8%	12.3%	1.1%
2005	8.2%	5.3%	4.6%	4.7%	3.6%	722	\$111,469		9.0%	15.1%	14.1%	1.6%
2004	23.2%	19.9%	18.3%	22.2%	4.9%	572	\$101,835		12.7%	19.0%	17.5%	1.4%
2003	36.2%	32.5%	47.3%	46.0%	(11.1%)	464	\$71,199		15.4%	21.6%	18.4%	0.9%
2002	(11.4%)	(13.8%)	(20.5%)	(11.4%)	9.1%	434	\$48,944		N/A	N/A	N/A	0.7%
2001	12.6%	9.6%	2.5%	14.0%	10.1%	395	\$56,254		N/A	N/A	N/A	0.7%
2000	34.4%	30.7%	(3.0%)	22.8%	37.4%	374	\$47,699		N/A	N/A	N/A	1.7%
1999	(7.1%)	(9.6%)	21.3%	(1.5%)	(28.4%)	745	\$69,869		N/A	N/A	N/A	1.2%
1998	(4.2%)	(6.8%)	(2.5%)	(6.5%)	(1.6%)	1,080	\$111,513		N/A	N/A	N/A	1.7%
1997	46.5%	42.5%	22.4%	31.8%	24.1%	353	\$63,832		N/A	N/A	N/A	1.1%
1996	20.7%	17.4%	16.5%	21.4%	4.2%	249	\$39,188		N/A	N/A	N/A	1.0%
1995	24.2%	20.8%	28.4%	25.8%	(4.3%)	267	\$34,667		N/A	N/A	N/A	0.8%
1994**	(3.3%)	(3.9%)	(1.9%)	(3.0%)	(1.4%)	389	\$41,690		N/A	N/A	N/A	N/A

### Portfolio Benchmarks

**Russell 2000® Index** – A capitalization-weighted index comprised of 2000 companies in the Russell 3000® Index.

**Russell 2000® Value Index** – A capitalization-weighted index designed to measure performance of those Russell 2000® Index companies with lower price-to-book ratios and lower forecasted growth values.

### Confluence Equity Investment Team

Mark Keller, CFA	Joe Hanzlik
Daniel Winter, CFA	Dustin Hausladen
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:

Wayne Knowles  
National Sales Director | Southeast  
(919) 604-7604  
wknowles@confluenceim.com

Ron Pond  
Regional Mktg Rep | Southwest  
(858) 699-7945  
rpond@confluenceim.com

Steve Mikez  
Regional Mktg Rep | North-Central  
(480) 529-8741  
smikez@confluenceim.com

Jason Gantt  
Regional Mktg Rep | Northeast  
(203) 733-9470  
jgant@confluenceim.com

Jim Taylor  
Regional Mktg Rep | Mid-South  
(630) 605-7194  
jtaylor@confluenceim.com