

## Small Cap Value

Investment Performance as of 09/30/18



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

Calendar Year	Pure Gross (Before Fees)	Net* (After Fees)	Benchmark (R2000)	Benchmark (R2000 Value)	Difference (Gross-R2000)	No. of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	R2000 3yr Std Dev	R2000 Value 3yr Std Dev	Composite Dispersion
<b>2017</b>	19.5%	16.0%	14.6%	7.8%	4.9%	354	\$103,862	\$5,944,479	10.8%	13.9%	14.0%	0.9%
<b>2016</b>	23.7%	20.0%	21.3%	31.7%	2.4%	198	\$56,608	\$4,413,659	11.6%	15.8%	15.5%	1.2%
<b>2015</b>	(1.7%)	(4.7%)	(4.4%)	(7.5%)	2.7%	158	\$34,928	\$3,175,419	10.3%	14.0%	13.5%	0.4%
<b>2014</b>	9.3%	6.1%	4.9%	4.2%	4.4%	140	\$34,077	\$2,589,024	8.6%	13.1%	12.8%	0.6%
<b>2013</b>	27.4%	23.6%	38.8%	34.5%	(11.5%)	113	\$31,217	\$1,955,915	12.2%	16.4%	15.8%	0.5%
<b>2012</b>	16.0%	12.6%	16.3%	18.1%	(0.4%)	105	\$26,346	\$1,272,265	15.6%	20.2%	19.9%	0.3%
<b>2011</b>	(0.9%)	(3.8%)	(4.2%)	(5.5%)	3.3%	85	\$18,032	\$937,487	21.8%	25.0%	26.0%	1.2%
<b>2010</b>	24.6%	20.9%	26.9%	24.5%	(2.3%)	83	\$19,208	\$751,909	23.3%	27.7%	28.4%	1.5%
<b>2009</b>	29.6%	25.8%	27.2%	20.6%	2.4%	54	\$9,823	\$533,832	20.9%	24.8%	25.6%	2.3%
<b>2008</b>	(21.8%)	(24.0%)	(33.8%)	(28.9%)	12.0%	61	\$8,568	\$291,644	14.0%	19.8%	19.1%	N/A
<b>2007</b>	(1.7%)	(4.4%)	(1.6%)	(9.8%)	(0.1%)	543	\$84,018		7.5%	13.2%	12.6%	1.1%
<b>2006</b>	19.1%	15.9%	18.4%	23.5%	0.8%	694	\$117,282		7.1%	13.8%	12.3%	1.1%
<b>2005</b>	8.2%	5.3%	4.6%	4.7%	3.6%	722	\$111,469		9.0%	15.1%	14.1%	1.6%
<b>2004</b>	23.2%	19.9%	18.3%	22.2%	4.9%	572	\$101,835		12.7%	19.0%	17.5%	1.4%
<b>2003</b>	36.2%	32.5%	47.3%	46.0%	(11.1%)	464	\$71,199		15.4%	21.6%	18.4%	0.9%
<b>2002</b>	(11.4%)	(13.8%)	(20.5%)	(11.4%)	9.1%	434	\$48,944		N/A	N/A	N/A	0.7%
<b>2001</b>	12.6%	9.6%	2.5%	14.0%	10.1%	395	\$56,254		N/A	N/A	N/A	0.7%
<b>2000</b>	34.4%	30.7%	(3.0%)	22.8%	37.4%	374	\$47,699		N/A	N/A	N/A	1.7%
<b>1999</b>	(7.1%)	(9.6%)	21.3%	(1.5%)	(28.4%)	745	\$69,869					1.2%
<b>1998</b>	(4.2%)	(6.8%)	(2.5%)	(6.5%)	(1.6%)	1,080	\$111,513					1.7%
<b>1997</b>	46.5%	42.5%	22.4%	31.8%	24.1%	353	\$63,832					1.1%
<b>1996</b>	20.7%	17.4%	16.5%	21.4%	4.2%	249	\$39,188					1.0%
<b>1995</b>	24.2%	20.8%	28.4%	25.8%	(4.3%)	267	\$34,667					0.8%
<b>1994**</b>	(3.3%)	(3.9%)	(1.9%)	(3.0%)	(1.4%)	389	\$41,690					N/A

See disclosures on next page

# Small Cap Value

## Investment Performance as of 09/30/18

**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 12/31/2017. 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 Small Cap Value Strategy was inceptioned 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. 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 (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 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 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. The primary benchmark is the Russell 2000 Index and the Russell 2000 Value Index is shown as additional information (Source: Bloomberg).

\*\*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.