

## FULL TERM G/C SMA | 03.31.2020

Delivering Institutional Quality Bond Management to the Mainstream Investor

## **Sterling Capital**

- \$53 Billion in Total Firm Assets Under Management
- Specialize in Fixed Income Management
- Strong Partnership with BB&T now Truist

## **Philosophy**

- Multi-faceted Process Adds Value
- Conservative Approach to Fixed Income Management
- Bond Market Inefficiencies Offer Opportunities for Selective Investors
- Fundamental Research Drives Security Selection

#### **Process**

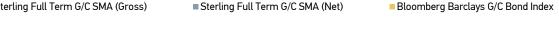
#### **Top Down**

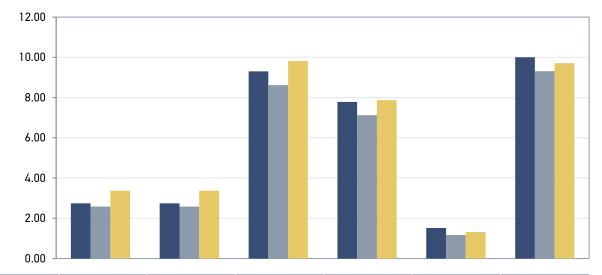
- **Duration Management**
- Yield Curve Analysis
- Sector Analysis

#### Bottom Up

- Proprietary Analysis
- Fundamental Research
- Security Selection







Performance	QTR	YTD	1 Year	Since Inception*	2018*	2019
Sterling (Gross)	2.74%	2.74%	9.30%	7.78%	1.52%	10.00%
Sterling (Net)	2.58%	2.58%	8.62%	7.12%	1.17%	9.31%
Index	3.37%	3.37%	9.82%	7.87%	1.32%	9.71%

Data as of 03.31.2020. Index is Bloomberg Barclays US Aggregate Government & Credit. Performance is preliminary and is annualized for periods longer than one year. Net of fees performance returns are presented net of the investment management fees, trading expenses, custody and other administrative fees. Gross of fees performance returns are presented before investment management fees and custodial fees but after all trading expenses; a client's return will be reduced by the management fees and other expenses it may incur. Investment management fees are described in Sterlina's Form ADV 2A. Performance reflects the reinvestment of interest income and dividends and realized capital gains. The performance presented represents past performance and is no guarantee of future results. Performance is compared to an index, however, the volatility of an index varies greatly and investments cannot be made directly in an index. Market conditions vary from year to year and can result in a decline in market value due to material market or economic conditions. The Performance is considered Supplemental Information to the Composite Disclosure Presentation which is attached. Source: APX, Bloomberg Barclays.

<sup>\*</sup>Inception date is 06.01.2018.



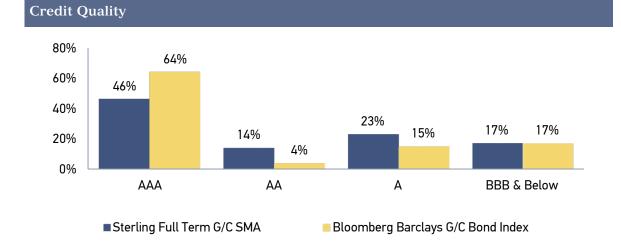
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Portfolio Characteristics							
	Sterling	Index					
Effective Duration	6.96 years	7.16 years					
Average Quality	AA-	AA-					
Average Life	8.73 years	9.40 years					
Average Coupon	3.19%	2.97%					
Yield to Maturity	1.96%	1.66%					

Sector Composition										
60%	I					59%	l			
40%	43%					28%				
20%	П	11%	14%			2070				
0%	Corporate	4% Agency	1% Municipal	0% 3% Sov/Supra	2% 0% Securitized	Treasury	2% 0% Cash & Equiv.			

Duration Composition								
	Sterling	Index						
0-2 Years	13%	18%						
2-4 Years	19%	23%						
4-6 Years	21%	18%						
6-8 Years	20%	12%						
8+ Years	27%	29%						
Total	100%	100%						



Data as of 03.31.2020. Index is Bloomberg Barclays US Aggregate Government & Credit. Credit Rating Source: Bloomberg Barclays. The Portfolio Characteristics are considered Supplemental information which complements the attached Composite Disclosure. Portfolio characteristics totals may not equal 100% due to rounding. Source: FactSet, Bloomberg Barclays.

### Sterling Capital Management - Full Term Government / Credit SMA Composite

June 1, 2018 - December 31, 2019

<u>Description:</u> Consists of all bundled fee-paying, discretionary SMA fixed income accounts that are measured against the Bloomberg Barclays Government/Credit or similar index.

				Total Assets		Total		Bloomberg Barclays	Composite	Benchmark
	Total Return	Total Return	No. of	End of Period	Percent of	Firm Assets	Composite	Govt/Credit Bond	3-yr St Dev	3-yr St Dev
<u>Year</u>	<b>Gross of Fees</b>	Net of Fees	<b>Portfolios</b>	<u>(\$MM)</u>	Firm Assets	<u>(\$MM)</u>	Dispersion (%)	<u>Index</u>	<u>(%)</u>	<u>(%)</u>
2019	10.00	9.31	82	65	0.1	58,191	not meaningful	9.71	N/A	N/A
2018*	1.52	1.17	120	152	0.3	56,889	not meaningful	1.32	N/A	N/A
Annualized Since Inception	7.21	6.55						6.90		
*6/1/18 to 12/31/18										

Sterling Capital Management LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Sterling Capital Management LLC has been independently verified for the periods 01/01/01 to 12/31/18. The verification report(s) is/are 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.

#### Notes:

- 1. Sterling Capital Management LLC (SCM) is a registered investment advisor with the SEC. Registration does not imply a certain level of skill or training. Sterling manages a variety of equity, fixed income and balanced assets. Prior to January 2001, Sterling was a wholly owned subsidiary of United Asset Management (UAM). In January 2001, Sterling Capital Management LLC purchased all the assets and business of Sterling Capital Management Company from UAM to become an employee owned firm. In April 2005, BB&T Corporation purchased a majority equity ownership stake in Sterling Capital Management LLC. In October 2010, the management group of Sterling Capital entered into an agreement with BB&T Corporation that reduced and restructured management's interest in Sterling Capital Management. Additionally, BB&T Asset Management merged into Sterling Capital Management. In August 2015, eight new employees joined Sterling Capital Management via Stratton Management Company following the close of BB&T's purchase of Susquehanna Bancshares. In December 2019, BB&T Corporation and SunTrust Banks, Inc. Holding Company merged as equals to form Truist Financial Corporation. Sterling Capital Management LLC is a wholly owned subsidiary of Truist Financial Corporation.
- 2. Inception date of composite: June 1, 2018. Creation Date: June 1, 2018. The appropriate benchmark for this composite is the <u>Bloomberg Barclays Government/Credit Bond Index</u>. This index includes fixed rate debt issues rated investment grade or higher by Moody's, S&P, or Fitch. All issues have at least one year to maturity and an outstanding par value of at least \$250 million. This index includes only U.S. Government or Investment Grade Credit Only. Total return includes price appreciation/depreciation and income as a percent of the original investment. A complete list of all of SCM's composites and their descriptions is available upon request. Policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request.
- 3. Performance reflects reinvested interest income and dividends and realized and unrealized capital gains and losses. All portfolios are valued monthly as of calendar month-end and utilize trade-date and accrued income accounting. Valuations and performance are reported in US dollars. Composite returns are adjusted for daily weighted external cash flows. Composite returns are based on the aggregate method and are calculated monthly using the Modified Dietz method. Composites are revalued for cash flows greater than 5%. Periodic time weighted returns are geometrically linked. Returns are not calculated net of non-reclaimable withholding taxes due to immaterial dollar amounts.
- 4. Gross of fees performance returns are presented before management and custodian fees but after all trading expenses. Net of fee returns are calculated by subtracting the highest applicable SMA fee (inception through 6/30/18 = 0.75% on an annual basis and beginning 7/1/18 = 0.60% on an annual basis) from the gross return. The SMA fee includes all charges for trading costs, portfolio management, custody and other administrative fees.
- 5. The annual composite dispersion is measured by an equal weighted standard deviation calculation method. It is not meaningful when there have been less than six portfolios in composite for entire calendar year. The three year annualized standard deviation measures the variability of the composite and benchmark returns over the preceding 36-month period. It is not required to be presented for annual periods prior to 2011 or when a full three years of composite performance is not yet available.
- 6. The performance presented represents past performance and is no guarantee of future results. Fixed income conditions vary from year to year and can result in a decline in market value due to material market or economic conditions.