

# INTERMEDIATE CORPORATE 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

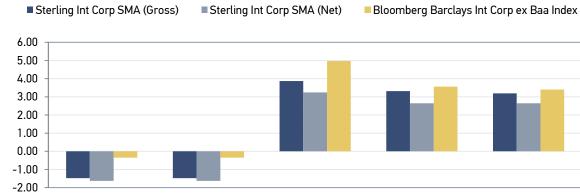
#### **Process**

### **Top Down**

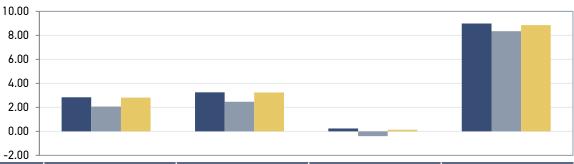
- Duration Management
- Yield Curve Analysis
- Sector Analysis

### **Bottom Up**

- Proprietary Analysis
- Fundamental Research
- Security Selection



Performance	QTR	YTD	1 Year	3 Year	Since Inception*
Sterling (Gross)	-1.48%	-1.48%	3.87%	3.31%	3.19%
Sterling (Net)	-1.63%	-1.63%	3.24%	2.64%	2.49%
Index	-0.35%	-0.35%	4.97%	3.56%	3.40%



Performance	2016	2017	2018	2019
Sterling (Gross)	2.83%	3.25%	0.24%	8.99%
Sterling (Net)	2.06%	2.46%	-0.41%	8.35%
Index	2.81%	3.23%	0.13%	8.85%

Data as of 03.31.2020. Index is Bloomberg Barclays Intermediate US Corporate-ex Baa. 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 Sterling's Form ADV 2A. Performance reflects the reinvestment of interest income and dividends and realized capital gains. The performance resented represents past performance reflects the reinvestment of interest income and dividends and realized capital gains. The 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: Bloomberg Barclays Capital, Sterling Capital Management Anagement fees, and the performance returns are presented for periods longer than one year. Net of fees performance returns are presented for periods longer than one year. Net of fees performance returns are presented for periods longer than one year. Net of fees performance returns are presented for periods and period capital gains. The performance returns are presented for periods and peri

<sup>\*</sup>Inception date is 12.31.2015.



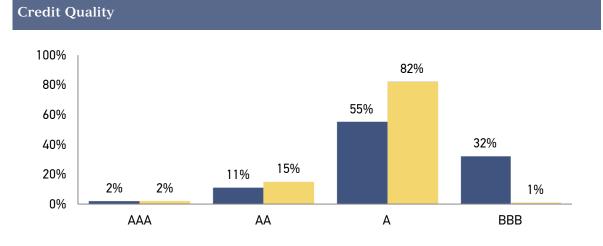
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Portfolio Characteristics								
	Sterling	Index						
Effective Duration	3.99 years	4.07 years						
Average Quality	A-	А						
Average Life	4.47 years	4.62 years						
Average Coupon	3.42%	3.19%						
Yield to Maturity	2.73%	2.39%						

Sector Composition										
60%	55%	53%								
50%			/00/	43%						
40%			40%							
30%										
20%										
10%					4%	4%	1%	00/		
0%								0%		
	Financial Institutions		s Indu	strial	l	Jtility	Cash &	Equiv.		

Duration Distribution							
	Sterling	Index					
0-2 Year	27%	21%					
2-4 Years	24%	31%					
4-6 Years	28%	26%					
6-8 Years	18%	18%					
8+ Years	3%	4%					
Total	100%	100%					



■ Sterling Intermediate Corporate SMA ■ Bloomberg Barclays Intermediate US Corp ex Baa Index

Data as of 03.31.2020. Index is Bloomberg Barclays Intermediate US Corporate-ex Baa. 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: Bloomberg Barclays Capital, Sterling Capital Management Analytics.

# Sterling Capital Management - Intermediate Corporate SMA Composite

January 1, 2016 to December 31, 2019

Description: Consists of all bundled fee-paying, discretionary SMA fixed income accounts that are measured against the Bloomberg Barclays US Intermediate Corporate-ex Baa or similar index.

								Bloomberg Barclays		
				Total Assets		Total		Intermediate	Composite	Benchmark
	Total Return	Total Return	No. of	End of Period	Percent of	Firm Assets	Composite	Corporate - ex Baa	3-yr St Dev	3-yr St Dev
<u>Year</u>	Gross of Fees	Net of Fees	<u>Portfolios</u>	<u>(\$MM)</u>	Firm Assets	<u>(\$MM)</u>	Dispersion (%)	<u>Index</u>	<u>(%)</u>	<u>(%)</u>
2019	8.99	8.35	2	46	0.1	58,191	not meaningful	8.85	2.12	2.19
2018	0.24	-0.41	2	32	0.1	56,889	not meaningful	0.13	2.09	2.12
2017	3.25	2.46	2	32	0.1	55,908	not meaningful	3.23	N/A	N/A
2016	2.83	2.06	2	16	0.0	51,603	not meaningful	2.81	N/A	N/A
Annualized Since Inception	3.78	3.06						3.71		

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 January 2013, CHOICE Asset Management was 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: January 1, 2016. Creation Date: January 1, 2016. The appropriate benchmark for this composite is the <u>Bloomberg Barclays Intermediate US Corporate ex Baa Index</u>. This index is a component of the Bloomberg Barclays US Corporate Investment Grade Index and includes both corporate and non-corporate sectors. The corporate sectors are Industrial, Utility, and Finance, which include both U.S. and non-U.S. corporations. The non-corporate sectors are Sovereign, Supranational, Foreign Agency, and Foreign Local Government. Securities must have at least one year to final maturity regardless of call features; must be rated A or better (A3/A- or higher) by at least two of the following ratings agencies: Moody's, S&P, Fitch; must have at least \$250 million par outstanding; must be dollar denominated, non-convertible and publicly issued. A complete list of all 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. Portfolio returns are based on the aggregate method and are calculated monthly using the Modified Dietz method. Portfolios in one platform are revalued for cash flows greater than 5% while the other platform revalues portfolios for cash flows greater than 10%. Periodic time weighted returns are geometrically linked. Composite returns are calculated monthly by weighting the aggregate SMA/Wrap sponsor returns using beginning of period market values. 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. The net of fee return reflects the actual SMA fee of the individual portfolios in one platform while the other platform deducts 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.