



**STERLING**  
CAPITAL

# NATIONAL LIMITED TERM MUNICIPAL 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

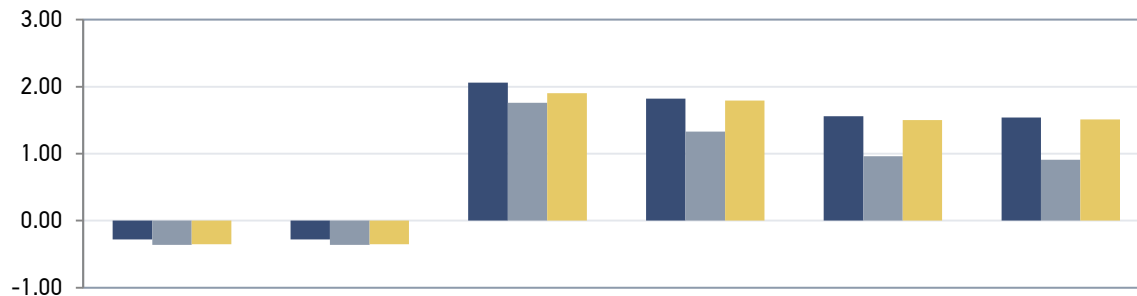
### Top Down

- Duration Management
- Yield Curve Analysis
- Sector Analysis

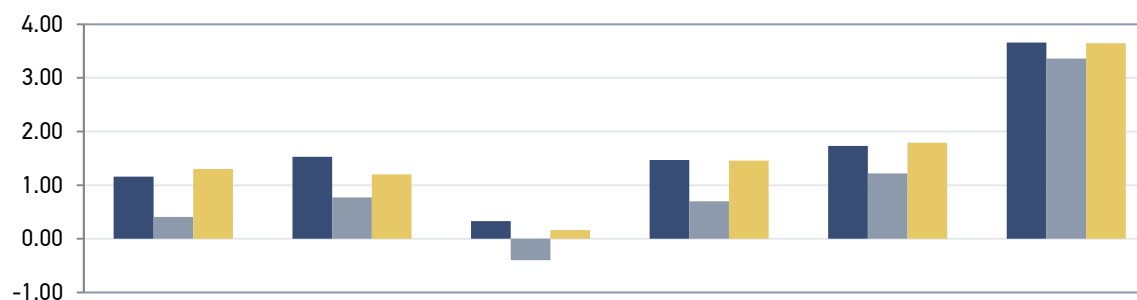
### Bottom Up

- Proprietary Analysis
- Fundamental Research
- Security Selection

■ Sterling National Ltd. Term Muni SMA (Gross) ■ Sterling National Ltd. Term Muni SMA (Net) ■ ICE BofAML 1-5 Yr. Muni Index



Performance	QTR	YTD	1 Year	3 Years	5 Years	Since Inception*
Sterling (Gross)	-0.28%	-0.28%	2.06%	1.82%	1.56%	1.54%
Sterling (Net)	-0.36%	-0.36%	1.76%	1.33%	0.96%	0.91%
Index	-0.35%	-0.35%	1.90%	1.79%	1.50%	1.51%



Year-End Returns	2014	2015	2016	2017	2018	2019
Sterling (Gross)	1.16%	1.53%	0.33%	1.47%	1.73%	3.66%
Sterling (Net)	0.41%	0.77%	-0.40%	0.70%	1.22%	3.36%
Index	1.30%	1.20%	0.16%	1.46%	1.79%	3.65%

\*Inception date is 06.01.2012.

Data as of 03.31.2020. Index is ICE BofAML Municipals 1-5 Yrs.. 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 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: ICE BofA Merrill Lynch, Sterling Capital Management Analytics.



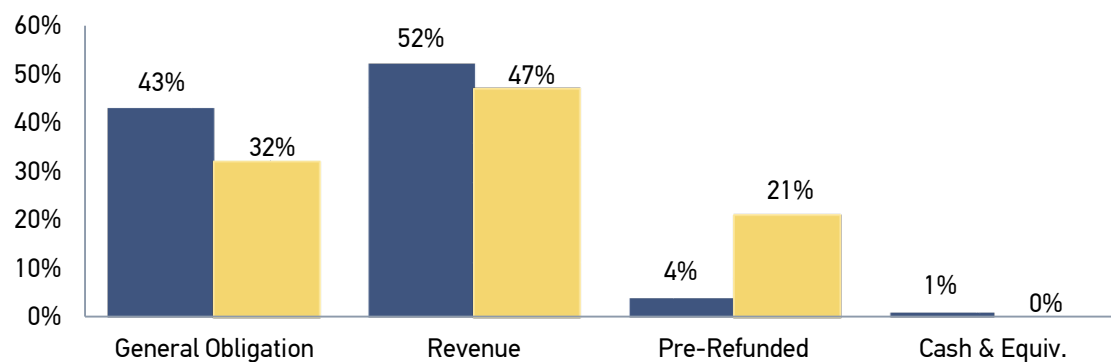
### Portfolio Characteristics

	Sterling	Index
Effective Duration	2.42 years	2.39 years
Average Quality	AA-	AA-
Average Life	2.63 years	2.58 years
Average Coupon	4.77%	4.77%
Yield to Worst	1.37%	1.40%

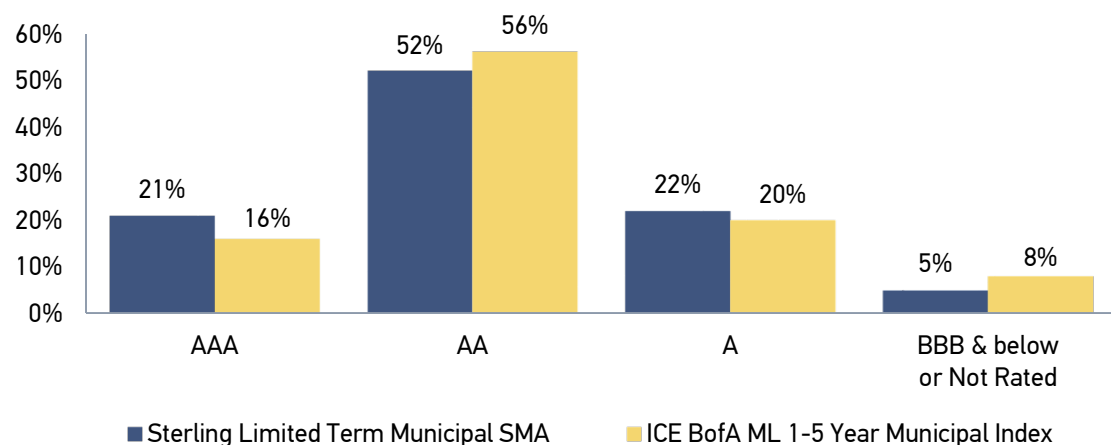
### Duration Distribution

	Sterling	Index
0-2 Year	38%	38%
2-4 Years	46%	55%
4+ Years	16%	7%
<b>Total</b>	<b>100%</b>	<b>100%</b>

### Sector Composition



### Credit Quality



# Sterling Capital Management – Limited-Term National Municipal SMA Composite

August 1, 2013 – December 31, 2019

***Description:** Consists of all bundled fee-paying, discretionary SMA National Limited-Term tax-sensitive fixed income portfolios that are measured against the ICE BofA Merrill Lynch 1-5 Year Municipal or similar index.*

<u>Year</u>	<u>Total Return Gross of Fees</u>	<u>Total Return Net of Fees</u>	<u>No. of Portfolios</u>	<u>Total Assets End of Period (\$MM)</u>	<u>Percent of Firm Assets</u>	<u>Total Firm Assets (\$MM)</u>	<u>Composite Dispersion (%)</u>	<u>ICE BofA Merrill Lynch 1-5 Year Municipal Index</u>	<u>Composite 3-yr St Dev (%)</u>	<u>Benchmark 3-yr St Dev (%)</u>
2019	3.66	3.36	38	65	0.1	58,191	0.13	3.65	1.17	1.21
2018	1.73	1.22	36	62	0.1	56,889	0.06	1.79	1.34	1.42
2017	1.47	0.70	27	53	0.1	55,908	0.11	1.46	1.32	1.38
2016	0.33	-0.40	11	13	0.0	51,603	0.31	0.16	1.12	1.21
2015	1.53	0.77	13	27	0.1	51,155	not meaningful	1.20	N/A	N/A
2014	1.16	0.41	11	19	0.0	47,540	not meaningful	1.30	N/A	N/A
2013*	0.69	0.38	4	8	0.0	45,638	not meaningful	0.88	N/A	N/A
Annualized Since Inception *8/1/13 to 12/31/13	1.64	1.00						1.62		

**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 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: August 1, 2013. Creation date January 1, 2014. The appropriate benchmark for this composite is the ICE Bank Of America Merrill Lynch 1-5 Year Municipal Index. This index is a component of the ICE BofA Merrill Lynch US Municipal Securities Index including all securities with a remaining term to final maturity less than 5 years. The ICE BofA Merrill Lynch US Municipal Index tracks the performance of US dollar denominated investment grade tax-exempt debt publicly issued by US states and territories, and their political subdivisions, in the US domestic market. Qualifying securities must have at least one year remaining term to final maturity, a fixed coupon schedule and an investment grade rating (based on an average of Moody's, S&P, and Fitch). Minimum size requirements vary based on the initial term to final maturity at time of issuance. From August 1, 2013 to December 31, 2013, the minimum initial portfolio size for inclusion in the composite is \$500,000. Beginning January 1, 2014, the minimal initial portfolio size was removed. Until 12/31/13, portfolios were excluded from the composite when the asset value falls below the minimum for a period of 3 consecutive months. 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. 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 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 = 0.30% 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 the composite for an 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 market value due to material market or economic conditions.