



**STERLING**  
CAPITAL

# INTERMEDIATE G/C A OR BETTER SMA | 09.30.2019

*Delivering Institutional Quality Bond Management to the Mainstream Investor*

## Sterling Capital

- \$58 Billion in Total Firm Assets Under Management
- Specialize in Fixed Income Management
- Strong Partnership with BB&T

## 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

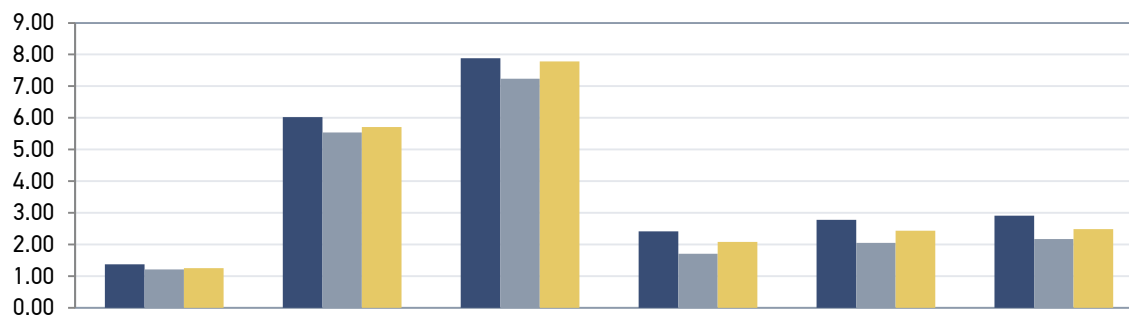
- Duration Management
- Yield Curve Analysis
- Sector Analysis

### Bottom Up

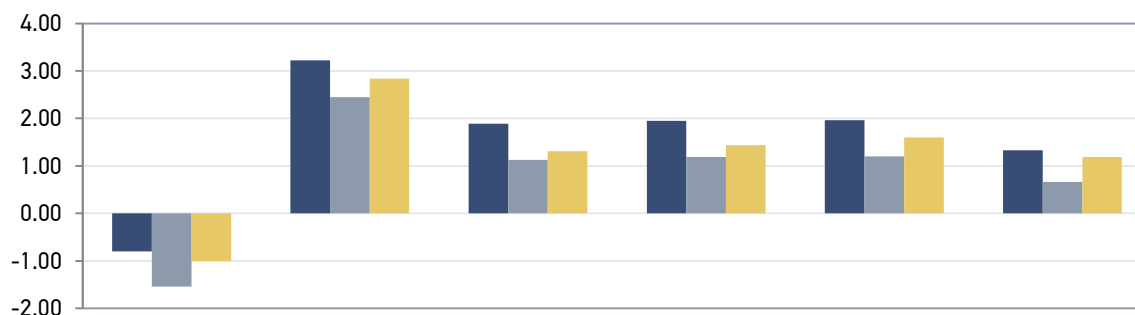
- Proprietary Analysis
- Fundamental Research
- Security Selection

## All Performance: As of 09.30.2019

■ Sterling Int. G/C A+ SMA (Gross) ■ Sterling Int. G/C A+ SMA (Net) ■ Bloomberg Barclays Int. G/C A+ Index



| Performance      | QTR   | YTD   | 1 Year | 3 Years | 5 Years | Since Inception* |
|------------------|-------|-------|--------|---------|---------|------------------|
| Sterling (Gross) | 1.37% | 6.02% | 7.88%  | 2.41%   | 2.78%   | 2.91%            |
| Sterling (Net)   | 1.21% | 5.54% | 7.24%  | 1.71%   | 2.05%   | 2.17%            |
| Index            | 1.25% | 5.71% | 7.78%  | 2.08%   | 2.43%   | 2.48%            |



| Year-End Returns | 2013   | 2014  | 2015  | 2016  | 2017  | 2018  |
|------------------|--------|-------|-------|-------|-------|-------|
| Sterling (Gross) | -0.80% | 3.22% | 1.89% | 1.95% | 1.96% | 1.33% |
| Sterling (Net)   | -1.54% | 2.45% | 1.13% | 1.19% | 1.20% | 0.66% |
| Index            | -1.00% | 2.84% | 1.31% | 1.44% | 1.60% | 1.19% |

\*Inception date is 12.31.2010. Source: APX, Bloomberg Barclays. Please see attached composite disclosure. 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. Performance for periods over one year is annualized. Market conditions vary from year to year and can result in a decline in market value due to material market or economic conditions.



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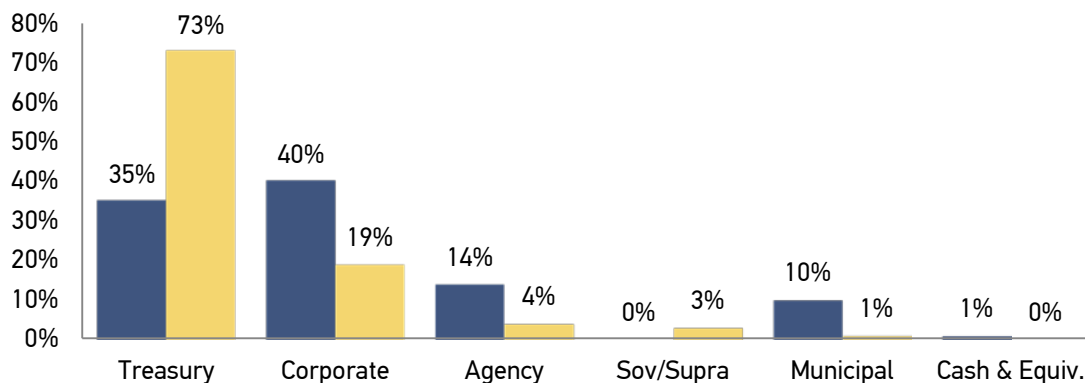
## Portfolio Characteristics

|                    | Sterling   | Index      |
|--------------------|------------|------------|
| Effective Duration | 4.04 years | 3.75 years |
| Average Quality    | AA-        | AA+        |
| Average Life       | 4.34 years | 4.05 years |
| Average Coupon     | 2.74%      | 2.43%      |
| Yield to Maturity  | 1.92%      | 1.78%      |

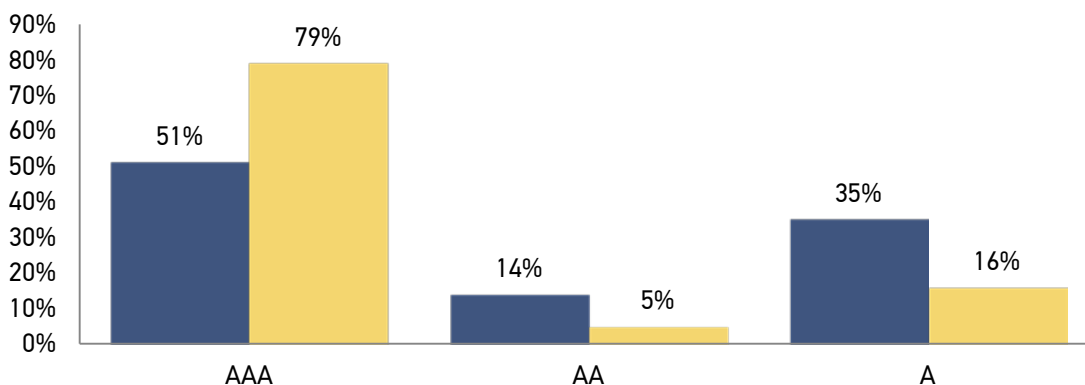
## Duration Distribution

|              | Sterling    | Index       |
|--------------|-------------|-------------|
| 0-2 Year     | 25%         | 26%         |
| 2-4 Years    | 25%         | 33%         |
| 4-6 Years    | 25%         | 23%         |
| 6-8 Years    | 21%         | 16%         |
| 8+ Years     | 4%          | 2%          |
| <b>Total</b> | <b>100%</b> | <b>100%</b> |

## Sector Composition



## Credit Quality



■ Sterling Intermediate G/C A or Better SMA ■ Bloomberg Barclays Intermediate G/C A+ Index

Data as of 09.30.2019. Index is Bloomberg Barclays Intermediate US Govt/Credit A+. 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 Government /Credit A or Better SMA Composite

January 1, 2011 to December 31, 2018

Description: Consists of all bundled fee-paying, discretionary SMA Intermediate fixed income portfolios that are measured against the Bloomberg Barclays Intermediate US Government/Credit A+ or similar index. Portfolios must have a minimum credit rating of A3/A-.

| <u>Year</u>                | <u>Total Return<br/>Gross of Fees</u> | <u>Total Return<br/>Net of Fees</u> | <u>No. of<br/>Portfolios</u> | <u>Total Assets<br/>End of Period<br/>(\$MM)</u> | <u>Percent of<br/>Firm Assets</u> | <u>Total<br/>Firm Assets<br/>(\$MM)</u> | <u>Composite<br/>Dispersion (%)</u> | <u>Bloomberg Barclays<br/>Int G/C (A+)<br/>Index</u> | <u>Composite<br/>3-yr St Dev<br/>(%)</u> | <u>Benchmark<br/>3-yr St Dev<br/>(%)</u> |
|----------------------------|---------------------------------------|-------------------------------------|------------------------------|--------------------------------------------------|-----------------------------------|-----------------------------------------|-------------------------------------|------------------------------------------------------|------------------------------------------|------------------------------------------|
| 2018                       | 1.33                                  | 0.66                                | 32                           | 61                                               | 0.1                               | 56,889                                  | 0.05                                | 1.19                                                 | 2.00                                     | 2.12                                     |
| 2017                       | 1.96                                  | 1.20                                | 34                           | 62                                               | 0.1                               | 55,908                                  | 0.07                                | 1.60                                                 | 1.99                                     | 2.11                                     |
| 2016                       | 1.95                                  | 1.19                                | 39                           | 65                                               | 0.1                               | 51,603                                  | 0.15                                | 1.44                                                 | 2.10                                     | 2.21                                     |
| 2015                       | 1.89                                  | 1.13                                | 40                           | 96                                               | 0.2                               | 51,155                                  | 0.14                                | 1.31                                                 | 2.09                                     | 2.00                                     |
| 2014                       | 3.22                                  | 2.45                                | 46                           | 74                                               | 0.2                               | 47,540                                  | 0.14                                | 2.84                                                 | 2.05                                     | 1.82                                     |
| 2013                       | -0.80                                 | -1.54                               | 51                           | 76                                               | 0.2                               | 45,638                                  | 0.13                                | -1.00                                                | 2.28                                     | 2.01                                     |
| 2012                       | 4.44                                  | 3.66                                | 32                           | 64                                               | 0.2                               | 38,676                                  | 0.10                                | 3.14                                                 | N/A                                      | N/A                                      |
| 2011                       | 5.65                                  | 4.86                                | 13                           | 40                                               | 0.1                               | 34,131                                  | not meaningful                      | 5.68                                                 | N/A                                      | N/A                                      |
| Annualized Since Inception | 2.44                                  | 1.68                                |                              |                                                  |                                   |                                         |                                     | 2.01                                                 |                                          |                                          |

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 12/31/17. 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. There were no changes in personnel. In April 2005, BB&T Corporation purchased a majority equity ownership stake in Sterling Capital Management LLC. There were no changes in personnel. 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. There were no material changes in personnel. In January 2013, CHOICE Asset Management merged into Sterling Capital Management. There were no changes in personnel. In August 2015, 8 new employees joined Sterling Capital Management via Stratton Management Company following the close of BB&T's purchase of Susquehanna Bancshares. There were no changes to personnel.
2. Inception date of composite: January 1, 2011. Creation Date: April 1, 2011. The appropriate benchmark for this composite is the Bloomberg Barclays Intermediate US Government/Credit A+ Index. This index is a component of the Bloomberg Barclays US Government/Credit Index with sectors including Treasuries, Agencies, and Corporates. Securities must have a maturity of 1 year up to (but not including) 10 years. 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. From January 1, 2011 to March 31, 2012, the minimum initial portfolio size for inclusion in the composite was \$1,000,000. From April 1, 2012 to December 31, 2013, the minimal 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 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. The SMA fee includes all charges for trading costs, portfolio management, custody and other administrative fees. 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 of fees monthly return.
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.