

# ENHANCED CASH MUNICIPAL SMA | 09.30.2020

### Sterling Capital

- \$70 Billion in AUM and AUA as of 09.30.2020\*\*
- 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

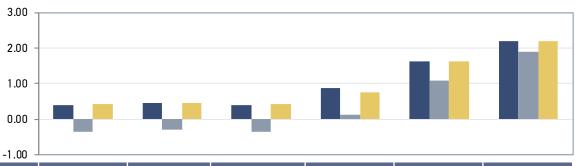
- Duration Management
- Yield Curve Analysis
- Sector Analysis

#### **Bottom Up**

- Proprietary Analysis
- Fundamental Research
- Security Selection



Performance	QTR	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception*
Sterling (Gross)	0.30%	1.56%	2.07%	1.74%	1.33%	1.10%	2.97%
Sterling (Net)	0.23%	1.34%	1.77%	1.34%	0.78%	0.44%	2.24%
Index	0.29%	1.33%	1.83%	1.64%	1.26%	0.96%	2.57%



Year-End Returns	2014	2015	2016	2017	2018	2019
Sterling (Gross)	0.39%	0.47%	0.41%	0.87%	1.63%	2.19%
Sterling (Net)	-0.36%	-0.28%	-0.34%	0.12%	1.10%	1.91%
Index	0.43%	0.47%	0.43%	0.77%	1.62%	2.20%

Index is 50% ICE BofA ML 6-12 Month Municipal and 50% ICE BofA ML1-2 Year Municipal. Source: APX, Morningstar. 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 Serling's Form ADV 2 A. 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. Performance for periods greater than one year is annualized.

<sup>\*</sup>Inception date is 01.01.1990.

<sup>\*\*</sup>Please see the attached Disclosures page for more information on AUM and AUA.

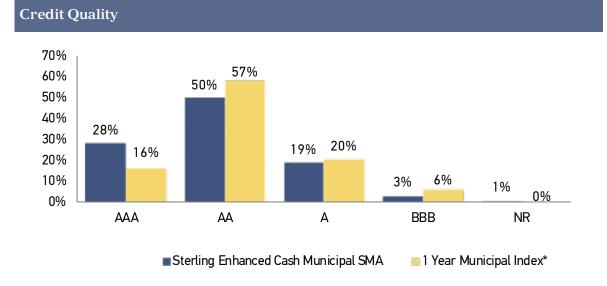


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Portfolio Characteristics								
	Sterling	Index						
Effective Duration	0.98 Years	1.05 Years						
Average Quality	AA-	AA-						
Average Life	1.01 Years	1.08 Years						
Average Coupon	4.50%	4.72%						
Yield to Worst	0.41%	0.30%						

Sector Composition									
60%						54%			
50%									
40%	31%	200/		33%			37%		
30%	3170	30%							
20%								100/	
10%			5%					10%	
0%								0%	
5,5	General Obligation		Pre-Re	Pre-Refunded		Revenue		Cash	

Duration Distribution								
	Sterling	Index						
0-1 Year	54%	55%						
1-2 Years	41%	45%						
2-3 Years	6%	0%						
Total	100%	100%						



Data as of 09.30 2020. \*Index is ML 6-12 M / 1-2 Y Municipal. Performance is compared to an index; however, the volatility of an index varies greatly and investments cannot be made directly in an index. 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: ICE BofA Merrill Lynch, Sterling Capital Management Analytics.



## **Disclosures**

\*\*Sterling's Assets Under Advisement ("AUA") differs from our regulatory Assets Under Management ("AUM") for which we provide continuous and regular investment management services as disclosed in our ADV. AUA generally refers to non-discretionary assets for which Sterling provides advice or consultation for which Sterling does not have authority to effectuate transactions. Such services include Model portfolios and assets Sterling advises as an outsourced Chief Investment Officer on a non-discretionary basis.

The volatility of an index varies greatly. All indices are unmanaged and investments cannot be made directly in an index.

The ICE Bank of America Merrill Lynch 1-2 Year Municipal Index tracks the performance of U.S. dollar denominated investment grade tax-exempt debt publicly issued by U.S. states and territories, and their political subdivisions, in the U.S. domestic market. Qualifying securities must have at least one year and less than two years 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).

The ICE Bank of America Merrill Lynch 6-12 Month Municipal Index tracks the performance of US. dollar denominated investment grade tax-exempt debt publicly issued by U.S. states and territories, and their political subdivisions, in the US. domestic market. Qualifying securities must have at least 6 months and less than 12 months 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. Securities with an initial term to final maturity greater than or equal to one year and less than five years must have a current amount outstanding of at least \$10 million.

Past performance is not indicative of future results. Any type of investing involves risk and there are no guarantees.

The opinions contained in the preceding presentation reflect those of Sterling Capital Management LLC, and not those of BB&T Corporation now Truist Financial Corporation or its executives. The stated opinions are for general information only and are educational in nature. These opinions are not meant to be predictions or an offer of individual or personalized investment advice. They are not intended as an offer or solicitation with respect to the purchase or sale of any security. This information and these opinions are subject to change without notice. All opinions and information herein have been obtained or derived from sources believed to be reliable. Any type of investing involves risk and there are no guarantees. Sterling Capital Management LLC does not assume liability for any loss which may result from the reliance by any person upon such information or opinions.

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Sterling Capital does not provide tax or legal advice. You should consult with your individual tax or legal professional before taking any action that may have tax or legal implications.

### Sterling Capital Management - Enhanced Cash Municipal SMA Composite

January 1, 2010 – December 31, 2019

<u>Description:</u> Consists of all bundled fee-paying, discretionary SMA Enhanced Cash Municipal fixed income accounts that meet the following objectives: Maximum final maturity of 5 years and targeted duration range of 0.76 to 1.75 years. The securities in these portfolios are investment grade municipal bonds and could include other government related securities, investment grade corporate and securitized instruments.

	Total Return	Total Return	No. of	Total Assets End of Period	Percent of	Total Firm Assets	Composite	Benchmark	Composite 3-yr St Dev	Benchmark 3-yr St Dev
<u>Year</u>	Gross of Fees	Net of Fees	Portfolios	(\$MM)	Firm Assets	(\$MM)	Dispersion (%)	<u>Index</u>	<u>(%)</u>	<u>(%)</u>
2019	2.19	1.91	14	26	0.0	58,191	0.04	2.20	0.45	0.50
2018	1.63	1.10	5	8	0.0	56,889	not meaningful	1.62	0.42	0.51
2017	0.87	0.12	1	3	0.0	55,908	not meaningful	0.77	0.34	0.42
2016	0.41	-0.34	1	4	0.0	51,603	not meaningful	0.43	0.20	0.30
2015	0.47	-0.28	1	5	0.0	51,155	not meaningful	0.47	0.29	0.17
2014	0.39	-0.36	1	6	0.0	47,540	not meaningful	0.43	0.35	0.14
2013	0.62	-0.13	1	6	0.0	45,638	not meaningful	0.60	0.37	0.16
2012	1.43	0.68	1	10	0.0	38,676	not meaningful	0.60	0.30	0.23
2011	1.31	0.55	4	202	1.0	34,131	0.33	1.15	0.51	0.42
2010	1.40	0.64	6	184	1.0	32,736	0.65	0.89		
Annualized Since Inception	2.99	2.25						2.59		

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 Cap ital 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 Cap ital Management LLC purchased all the assets and business of Sterling Cap ital Management Company from UAM to become an employee owned firm. In April 2005, BB&T Corporation purchased a majority equity ownersh ip stake in Sterling Capital Management LLC. In October 2010, the management group of Sterling Capital entered into an agement 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 than agement 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.
- 2. Inception date of composite: January 1, 1990. Creation date: July 31, 2013. The appropriate benchmark for this composite is the blend of 50% ICE Bank Of America Merrill Lynch 6-12 Month Municipal Index 1-2 Month Municipal I
- 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. Dividend accrual began as of 12/31/98. Valuations and performance are reported in US dollars. Beginning 12/31/98 composite returns are adjusted for daily weighted external cash flows. Beginning 4/30/99, composites are revalued for cash flows greater than 5%. Prior to 1999, composite returns are geometrically linked. Returns are not calculated net of non-reclaimable withholding taxes due to immaterial dollar amounts.
- 4. From inception to August 31, 2012, gross of fee performance is presented before management and custodial fees but after all trading expenses. The SMA fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Net 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) on a monthly basis from the gross monthly return.
- 5. The annual composite dispersion presented is measured by an asset-weighted standard deviation calculation method. The dispersion is not meaningful for 2012 because no portfolios were in the composite for the full 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 market conditions vary from year to year and can result in a decline in market value due to material market or economic conditions.