

# ENHANCED CASH MUNICIPAL SMA | 12.31.2018

Delivering Institutional Quality Bond Management to the Mainstream Investor

## Sterling Capital

- Over \$56 Billion in Total Firm Assets
- 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**

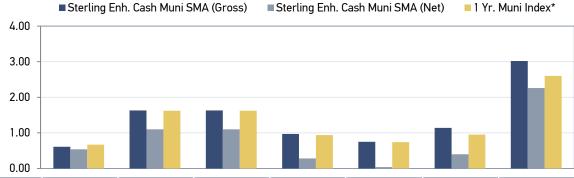
#### **Top Down**

- Duration Management
- Yield Curve Analysis
- Sector Analysis

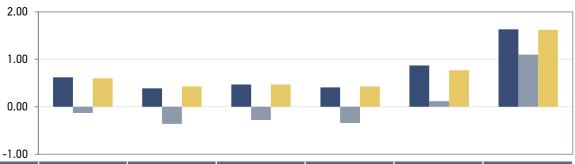
### **Bottom Up**

- Proprietary Analysis
- Fundamental Research
- Security Selection

#### All Performance: As of 12.31.2018



Performance	QTR	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception*
Sterling (Gross)	0.61%	1.63%	1.63%	0.97%	0.75%	1.14%	3.02%
Sterling (Net)	0.54%	1.10%	1.10%	0.28%	0.04%	0.40%	2.26%
Index	0.67%	1.62%	1.62%	0.94%	0.74%	0.95%	2.60%



Year-End Returns	2013	2014	2015	2016	2017	2018
Sterling (Gross)	0.62%	0.39%	0.47%	0.41%	0.87%	1.63%
Sterling (Net)	-0.13%	-0.36%	-0.28%	-0.34%	0.12%	1.10%
Index	0.60%	0.43%	0.47%	0.43%	0.77%	1.62%

\*Inception date is 01.01.1990. 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 Sterling's Form ADV 2A. Performance reflects the reinvestment of interest income and dividends and realized capital gains. The performance presented 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.



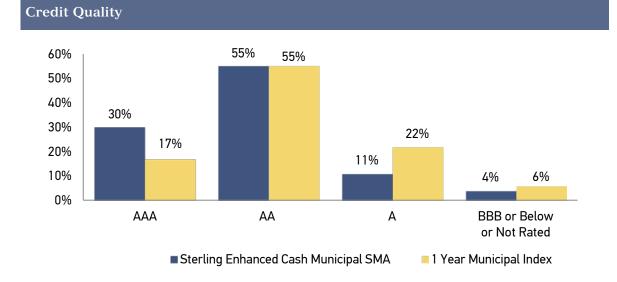
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Portfolio Characteristics								
	Sterling	Index						
Effective Duration	0.77 years	1.13 years						
Average Quality	AA	AA-						
Average Life	0.80 years	1.18 years						
Average Coupon	4.75%	4.84%						
Yield to Worst	1.71%	1.81%						

Sector Composition										
50%	4004		46%							
40%	42%	ı		38%						
30%		31%				31%				
20%										
10%					11%					
0%							1%	0%		
	General (	Obligation	Reve	enue	Pre-Re	efunded	Cash 8	Equiv.		

Duration Composition									
	Sterling	Index							
0-1 Year	67%	47%							
1-2 Years	30%	52%							
2+ Years	3%	1%							
Total	100%	100%							



Data as of 12.31.2018. Index is 50% ICE BofA ML 6-12 Month Municipal / 50% ICE BofA ML 1-2 Year Municipal. 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.

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

January 1, 2008 – December 31, 2017

<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>	(%)	(%)
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		
2009	2.85	2.08	6	137	1.0	13,271	0.79	2.56		
2008	4.16	3.38	7	107	1.0	9,376	0.07	3.87		
Annualized Since Inception	3.07	2.30						2.64		

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 12/31/16. 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 changes in personnel. In January 2013, CHOICE Asset Management with 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. SCM has added new fixed income portfolio managers/analysts. In 1996, Brian J. Maguire joined the firm and resigned in January 2001. Mark M. Montgomery joined the firm in 1997. James H.S. Davis joined the firm in 2001 and resigned in February 2004. Hung N. Bui joined the firm in 2002 and resigned in 2008, and Neil T. Grant joined the firm in 2004. David M. Ralston retired in 2007 and Richard T. LaCoff joined the firm in 2007. However, no alterations of composites, as presented herein, have occurred due to changes in personnel or other reasons at any time.
- 3. 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. The ICE BofA Merrill Lynch 6-12 Month Municipal Index tracks the performance of US dollar denominated investment grade tax-exempt debt publicly issued by US states and territories, 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. The ICE BofA Merrill Lynch 1-2 Year 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 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). Minimum size requirements vary based on the initial term to final maturity at time of issuance. Performance results from 1989 through August 31, 2012 are those of the institutional Enhanced Cash Municipal Composite net of the henchmark was the 1-year "AA" GO. The "1-year AA" municipal bond index is an unmanaged index which is comprised of "AA" rated general obligation municipal bonds with a 1-year maturity. The data is supplied by Municipal Market Data. From 12/1/05 to 9/1/12, the benchmark represents 70% of the Bloomberg Barclays Capital 1-year Municipal Bond Index and 30% of the Bloomberg 7-day AAA rated Municipal Floater Index. Until 10/31/03 the final maturity limit of the portfolios in the composite was 3 years. Beginning 11/1/03 the final maturity limit is 5 years. Beginning 12/1/05 the target duration for portfolios included in the composite was changed to 0.76 to 1.75 years. Former
- 4. 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 were calculated by asset weighting the individual portfolio returns using beginning of period values. Periodic time weighted returns are geometrically linked. Returns are not calculated net of non-reclaimable withholding taxes due to immaterial dollar amounts.
- 5. 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 (0.75% on an annual basis) on a monthly basis from the gross monthly return.
- 6. The annual composite dispersion presented is measured by an asset-weighted standard deviation calculation method of all portfolios in the composite for the entire year. The dispersion is not meaningful in 2002 due to one account populating the composite for the full year. The dispersion is not meaningful for 2012 because no portfolios were in the composite for the full 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.
- 7. 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.