



**STERLING CAPITAL**

- \$58 Billion in Assets Under Management
- 132 Professionals Providing Investment Management and Client Service
- Strong Partnership with BB&T now Truist

**EQUITY OPPORTUNITIES TEAM**

- Portfolio Manager: George F. Shipp, CFA®
- Exceptional Continuity of Professionals on Team
- Average Investment Experience of 20 Years
- Based in Virginia Beach, Virginia

**PHILOSOPHY**

Seek Long-Term Appreciation by Identifying Companies with:

- Above Average Earnings Growth
- Attractive Valuation
- Strong Balance Sheets
- Skilled Management
- Above Average Return on Capital

**PROCESS**

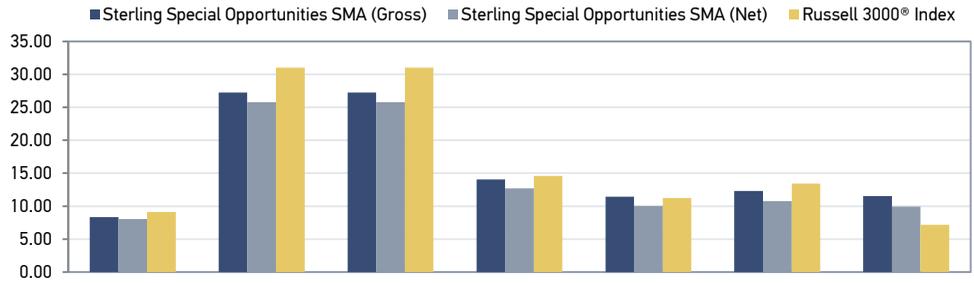
- Internal Screens and External Sources Used to Identify Investment Candidates
- Team-Based Approach to Fundamental Research
- Valuation Assessed Relative to Historical Range, Industry Peers, Growth Rate, and the Market

**STRUCTURE**

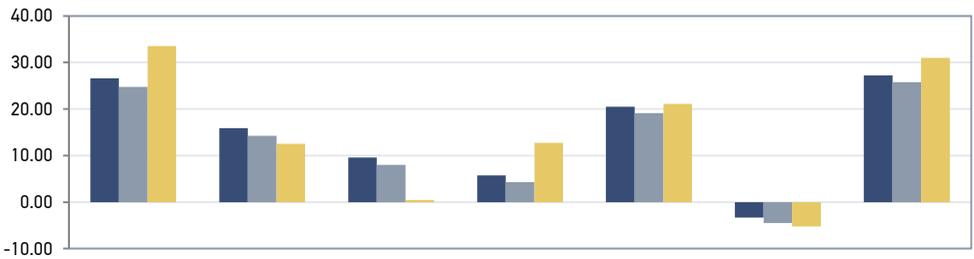
- All Cap Portfolio Emphasizing Flexibility
- Concentrated Portfolio of 30-35 Securities
- Typically Low Turnover Range of 25% to 45%

\*Performance inception date is 12.31.2000.

Data as of 12.31.2019. Index is Russell 3000®. 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 and trading expenses. "Pure" Gross of fees performance returns do not reflect the deduction of any fees including trading costs; 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. Source: Russell Investments, S&P, FactSet, Sterling Capital Management Analytics. The Performance and Portfolio Characteristics are considered Supplemental Information to the Composite Disclosure Presentation which is attached.

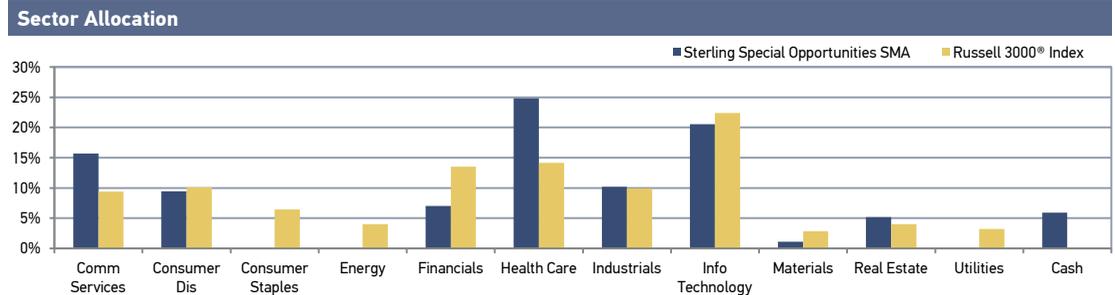


Performance	QTR	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception*
Sterling (Gross)	8.34%	27.23%	27.23%	14.04%	11.43%	12.31%	11.53%
Sterling (Net)	8.03%	25.76%	25.76%	12.68%	10.02%	10.76%	9.92%
Russell 3000®	9.10%	31.02%	31.02%	14.57%	11.24%	13.42%	7.17%
S&P 500	9.07%	31.49%	31.49%	15.27%	11.70%	13.56%	6.92%



Year-End Returns	2013	2014	2015	2016	2017	2018	2019
Sterling (Gross)	26.60%	15.89%	9.59%	5.72%	20.55%	-3.32%	27.23%
Sterling (Net)	24.72%	14.22%	8.00%	4.31%	19.08%	-4.46%	25.76%
Russell 3000®	33.55%	12.56%	0.48%	12.74%	21.13%	-5.24%	31.02%
S&P 500	32.39%	13.69%	1.38%	11.96%	21.83%	-4.38%	31.49%

Portfolio Characteristics	Sterling		Index	Top Ten Equity Holdings	
	Value	Ratio		Company	Weight
Wtd. Average Market Cap	\$104.4 B	---	\$249.9 B	1. UnitedHealth Group Incorporated	4.5%
Wtd. Median Market Cap	\$39.5 B	---	\$86.4 B	2. NXP Semiconductors NV	4.5%
Wtd. Harmonic Median P/E Ratio (FY1)	16.0x	---	21.1x	3. Alphabet Inc. Class C	4.4%
Median Return on Equity	18.4%	---	9.4%	4. HCA Healthcare Inc	4.3%
Number of Holdings	31	---	2,992	5. Capital One Financial Corporation	4.1%
Active Share	93.9%	---	---	6. Comcast Corporation Class A	3.9%
Turnover**	13.5%	---	---	7. Cisco Systems, Inc.	3.9%
				8. Bristol-Myers Squibb Company	3.9%
				9. CBRE Group, Inc. Class A	3.9%
				10. Norwegian Cruise Line Holdings Ltd.	3.9%
				<b>Total % of Portfolio</b>	<b>41.4%</b>



\*\*Turnover is for the last 12 months. Portfolio characteristics totals may not equal 100% due to rounding. Specific securities identified and described do not represent all of the securities purchased, sold or recommended to clients. There are no assurances that securities identified will be profitable investments. The securities described are neither a recommendation nor a solicitation.



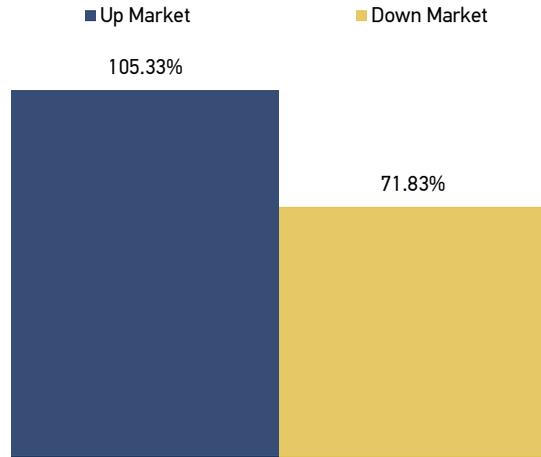
**SUMMARY STATISTICS**  
vs. Russell 3000® Index  
(of Quarterly Returns)

Gross of Fees, Since Inception (12.31.2000)	
Portfolio Return	11.53
Benchmark Return	7.17
Standard Deviation (Portfolio)	15.54
Standard Deviation (Benchmark)	14.75
Annualized Alpha	5.05
Beta	0.87
Tracking Error	6.18
Rolling 3 Year Batting Average	67.69%
Rolling 5 Year Batting Average	70.18%
Outperforms in Down Periods	76.19%

**Up Market/Down Market Capture Ratio**

**Sterling Special Opportunities SMA vs. Russell 3000® Index**

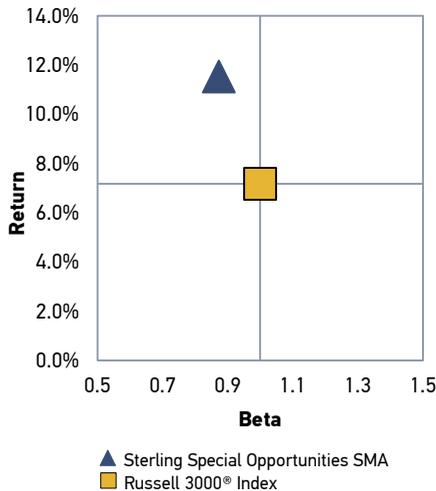
Gross of Fees, Since Inception (12.31.2000)



Capture Ratio

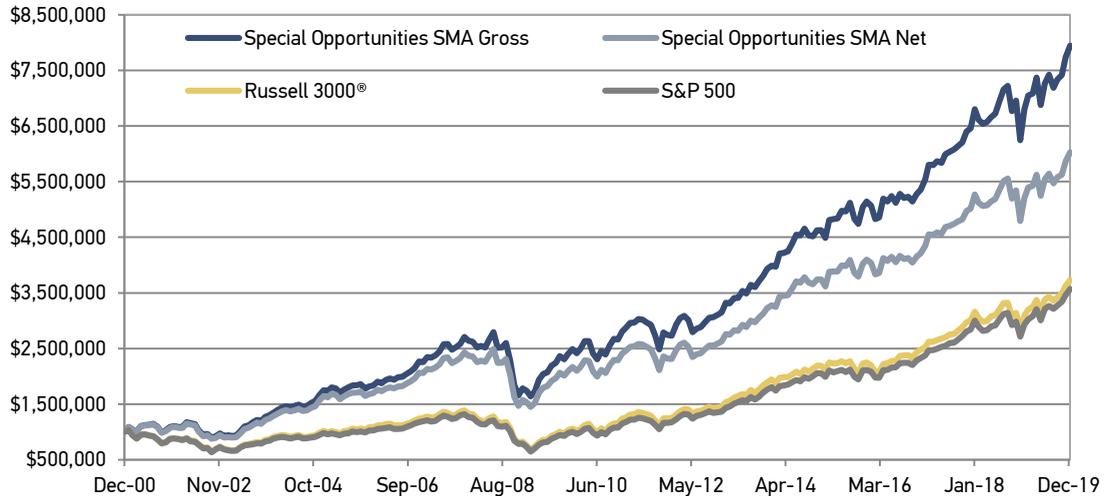
**RISK vs. REWARD**

Gross of Fees, Since Inception (12.31.2000)



**Growth of \$1 Million**

Gross and Net of Fees, Since Inception (12.31.2000)



Data as of 12.31.2019. Net of fees performance returns are presented net of the investment management fees and trading expenses. "Pure" Gross of fees performance returns do not reflect the deduction of any fees including trading costs; 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. Up Market Capture is a measure of the manager's performance when the benchmark has positive returns for the period relative to the benchmark itself. Down Market Capture is a measure of the manager's performance when the benchmark has negative returns for the period relative to the benchmark itself. The Growth of \$1 Million chart is hypothetical based upon the composite net of fees performance since inception. Source: Russell Investments, S&P, eVestment Analytics, FactSet, Sterling Capital Management Analytics. The Performance, Summary Statistics, Risk vs. Reward, Up Market/Down Market Capture Ratio, and Growth of \$1 Million are considered Supplemental Information to the Composite Disclosure Presentation which is attached. For one-on-one presentations only.

**IMPORTANT INFORMATION – DESIGNATIONS:** The Chartered Financial Analyst® (CFA) charter is a graduate-level investment credential awarded by CFA Institute — the largest global association of investment professionals. To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified professional investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

## Sterling Capital Management – Special Opportunities SMA Composite

December 31, 2000 – December 31, 2018

*Description: Consists of all discretionary separately managed wrap Special Opportunities portfolios. Sterling's Special Opportunities equity portfolios invest primarily in companies with the best perceived combination of underlying growth potential and attractive valuation in a concentrated portfolio that has the flexibility to shift among styles.*

Year	Total Return		No. of Portfolios	Composite Assets		Percent of Firm Assets	Total Firm Assets (\$MM)	Composite Dispersion (%)		Russell 3000	Composite		Benchmark 3-yr StDev (%)
	"Pure" Gross of Fees	Net of Fees		End of Period (\$MM)	Firm Assets			Not Meaningful	3-yr StDev (%)		3-yr StDev (%)		
2018	-3.32	-4.46	4	453	0.8	56,889	Not Meaningful	-5.24	10.99	11.18			
2017	20.55	19.08	4	493	0.9	55,908	Not Meaningful	21.13	9.85	10.09			
2016	5.72	4.31	4	721	1.4	51,603	Not Meaningful	12.74	10.35	10.88			
2015	9.59	8.00	4	901	1.8	51,155	Not Meaningful	0.48	9.67	10.58			
2014	15.93	14.23	4	927	1.9	47,540	Not Meaningful	12.56	9.33	9.29			
2013	26.61	24.72	4	850	1.9	45,638	Not Meaningful	33.55	13.49	12.71			
2012	15.45	13.68	4	718	16.2	4,422	Not Meaningful	16.42	15.75	15.95			
2011	-2.72	-4.18	3	776	19.7	3,932	Not Meaningful	1.03	17.35	19.62			
2010	12.79	11.08	3	868	24.5	3,548	Not Meaningful	16.93	22.62	22.94			
2009	39.65	37.53	2	752	26.5	2,839	Not Meaningful	28.34	21.26	20.61			
2008	-32.07	-33.08	2	507	26.6	1,907	Not Meaningful	-37.31	19.08	16.02			
2007	16.24	14.60	1	552	26.8	2,059	Not Meaningful	5.14	8.80	8.25			
2006	23.07	21.29	1	346	26.3	1,314	Not Meaningful	15.72	8.62	7.62			
2005	4.67	3.11	1	289	28.9	904	Not Meaningful	6.12	10.45	9.63			
2004	29.90	27.85	1	155	29.7	522	Not Meaningful	11.95	14.87	15.05			
2003	45.35	42.97	1	55	34.8	158	Not Meaningful	31.06	17.20	18.37			
2002	-16.17	-17.58	1	27	52.9	51	Not Meaningful	-21.54					
2001	10.65	9.18	1	15	62.5	24	Not Meaningful	-11.46					
Annualized Since Inception	10.71	9.10						5.98					

**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 firm merged into Sterling Capital Management. There were no changes in personnel. "Percent of Firm Assets" and "Total Firm Assets" prior to 2013 are for CHOICE Asset Management. 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. George F. Shipp, CFA, has managed the portfolio since inception. 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: December 31, 2000. Creation date: December 31, 2000. The appropriate index is the Russell 3000 Index which measures the performance of the largest 3,000 US companies, representing approximately 98% of the investable US market. It represents the universe of stocks from which all-cap managers typically select. The index is reconstituted annually. Total return includes price appreciation/depreciation and income as a percent of the original investment. 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.
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. Valuations and performance are reported in US dollars. Portfolio returns are calculated monthly using the Modified Dietz method. Portfolios are revalued for cash flows greater than 10%. 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.
5. "Pure" gross of fees returns do not reflect the deduction of any fees including trading costs. The net of fee return reflects the actual SMA fee of the individual portfolios in each platform except for one platform where the maximum fee is deducted from the gross return. The SMA fee includes all charges for trading costs, portfolio management, custody and other administrative fees. The actual fee may vary by size and type of portfolio. Sterling's actual management fees are 50 basis points annually or less.
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 because less than six portfolios are in the composite. 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.
7. The performance presented represents past performance and is no guarantee of future results. Stock market conditions vary from year to year and can result in a decline in market value due to material market or economic conditions.