

Sterling Capital Management - Mid Cap Value SMA Composite

January 1, 2011 – December 31, 2020

Description: Consists of all discretionary separately managed wrap mid capitalization equity portfolios. Sterling's mid capitalization equity accounts invest primarily in companies similar to the market capitalization of the Russell Midcap® Index. Prior to 12/31/04, portfolios were not tax-managed. Beginning 1/1/05 tax management strategies can be employed per individual account request.

<u>Year</u>	<u>Total Return Net of Fees</u>	<u>Supplemental Total Return Gross & "Pure" Gross of Fees (5)</u>	<u>No. of Portfolios</u>	<u>Total Assets End of Period (\$MM)</u>	<u>Total Firm Assets (\$MM)</u>	<u>Composite Dispersion (%)</u>	<u>Russell Midcap® Value</u>	<u>Percent of SMA Portfolios</u>	<u>Composite 3-yr St Dev (%)</u>	<u>Benchmark 3-yr St Dev (%)</u>
2020	7.32	8.10	7	3	70,108	0.52	4.96	100	26.35	22.62
2019	28.16	29.33	41	21	58,191	1.33	27.06	100	15.83	12.79
2018	-17.62	-16.73	76	28	56,889	0.49	-12.29	100	14.79	11.96
2017	13.47	14.74	83	43	55,908	0.36	13.34	100	13.78	10.32
2016	16.81	18.17	178	97	51,603	0.63	20.00	100	14.14	11.30
2015	-2.01	-0.89	384	175	51,155	0.56	-4.78	100	12.69	10.71
2014	5.16	6.45	409	192	47,540	0.36	14.75	100	11.80	9.81
2013	45.49	47.31	416	205	45,638	0.65	33.46	100	15.94	13.69
2012	11.72	13.18	425	156	38,676	0.46	18.51	100	17.73	16.76
2011	-3.78	-2.51	571	187	34,131	0.47	-1.38	100	21.75	22.77

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 12/31/19. The verification report(s) is/are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of the CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

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 firm 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. In August 2020, new employees joined Sterling Capital Management via the Investment Advisory Group of SunTrust Advisory Services. This reorganization aligns all of the discretionary fixed income asset management activities within Truist under Sterling.
2. Inception date of composite: April 1, 1999. Creation date of composite: 12/31/05. Beginning 01/01/05 the Mid Cap Value SMA Composite includes all separately managed (wrap) portfolios. Performance results from 1999 through 2004 are those of the Mid Cap Value Institutional Composite net of the highest applicable SMA fee. Prior to 12/31/04 portfolios were placed into the composite at the first calendar month end date when the portfolio was fully invested. Portfolios were omitted from the composite as of the last calendar month end date when the portfolio was still fully invested. Beginning 1/1/05 portfolios are placed into the composite after the first calendar quarter end when the portfolio is fully invested. Portfolios are omitted from the composite as of the last calendar quarter end date when the portfolio is still fully invested. Beginning 9/30/06 portfolios are added to the composite as of first calendar month end date when the portfolio was fully invested. Portfolios are omitted from the composite as of the last calendar month end date when the portfolio was fully invested. The appropriate index is the [Russell Midcap® Value Index](#) which consists of stocks from the Russell Midcap® Index with a less than average growth orientation and lower price-to-book ratios. It represents the universe of stocks from which value managers typically select. The index is reconstituted annually since 1989. Prior to 12/31/06 the composite description showed a specific market capitalization range of \$1 billion to \$10 billion. A complete list of all of SCM's composites and SCM's broad distribution pooled funds and their descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Composite Reports are available upon request.
3. Performance reflects reinvested interest income and dividends and realized and unrealized capital gains and losses. All portfolios utilize trade-date and accrued income accounting. Valuations and performance are reported in US dollars. Periodic time weighted returns are geometrically linked. Returns are not calculated net of non-reclaimable withholding taxes due to immaterial dollar amounts. 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%. Beginning 1/1/99, the equity segment of balanced portfolios is managed inclusive of cash and composite returns are inclusive of cash. Beginning 1/1/05 portfolios were revalued for cash flows greater than 10%. Beginning 12/31/06 all portfolios were revalued for cash flows greater than 5%. Beginning 8/1/19, SMA composite portfolio returns are calculated daily.
4. "Pure" gross of fees returns are presented as supplemental information. Gross and "pure" gross of fees returns from 1999 through 2004 reflect the deduction of trading costs. Gross and "pure" gross of fees returns beginning in 2005 thru 9/30/06 do not reflect the deduction of any trading costs, fees or expenses. Beginning 9/30/06 the gross and "pure" gross of fees returns include commissions through 2019. The SMA fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. The net return reflects the actual SMA fee of the individual accounts. The maximum SMA or bundled external program fee is 1.45% annually and includes Sterling's actual management fee of 0.45%. An actual fee charged to an individual portfolio may vary by size and type of portfolio. Sterling's actual management fees are 45 basis points annually or less. From 4/1/99 to 12/31/04 the composite was comprised 100% of separate accounts. Beginning 1/1/05 the composite has been comprised 100% of wrap fee portfolios.
5. 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, and is calculated using gross of fee returns.. 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. The composite 3-year standard deviation is calculated using gross of fee returns. 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. Stock market conditions vary from year to year and can result in a decline in market value due to material market or economic conditions.