Global Leaders SMA

12.31.2023



STERLING

Equity Opportunities Team

- Portfolio Manager:
- Colin R. Ducharme, CFA®
- Long-term experience
- Long-tenured investment team
- 19 years' average investment experience

Investment Philosophy

Seek long-term appreciation and total return by identifying global companies with:

- Sustainable competitive advantages and pricing power
- Above-average return on capital
- Strong free cash flows and financial profiles
- Attractive valuation

Investment 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

Portfolio Structure

- Global large-cap portfolio focused on industry leaders
- Concentrated portfolio of 25-30 securities
- Investment considerations drive decisions but long-term, tax-efficient orientation
- Typical turnover of 40% or below

Top Ten Equity Holdings⁵	
Adyen N.V. Unsponsored ADR	11.67%
Brookfield Asset Mgmt Ltd. Class A	6.46%
S&P Global, Inc.	5.77%
Atlassian Corp Class A	5.74%
Microsoft Corporation	5.58%
ServiceNow, Inc.	5.12%
Amazon.com, Inc.	5.08%
Shopify, Inc. Class A	5.05%
Alphabet Inc. Class A	4.67%
Zoetis, Inc. Class A	4.56%
Total % of Portfolio	59.69%

Performance	QTR	YTD	1Y	3Y	5Y	10Y	ITD¹
Global Leaders SMA (Gross)	21.33%	41.54%	41.54%	4.65%	12.33%	9.01%	7.13%
Global Leaders SMA (Net)	20.49%	37.52%	37.52%	1.60%	9.08%	5.85%	4.01%
Bloomberg Dev. Mkt L/M	11.42%	23.73%	23.73%	7.11%	12.66%	9.64%	6.79%

Portfolio Characteristics								
	Portfolio	Index						
Wtd. Avg. Market Cap	\$398.4B	\$510.7B						
Wtd. Med. Market Cap	\$64.3B	\$117.2B						
Wtd. Harmonic Med. P/E (FY1)	36.40x	18.94x						
Med. Hist. 3Y EPS Growth	16.70%	11.74%						
Med. Est. 3-5Y EPS Growth	13.60%	8.48%						
Med. Net Debt/EBITDA	-0.24x	1.37x						
Med. Return on Equity	18.37%	12.80%						
Number of Holdings	25	1409						
Active Share	89.66%							
Turnover ²	39.71%							

Risk Statistics³ vs. Bloomberg Dev. Mkt L/M Index							
	Gross	Net					
Up Market Capture	103.94%	96.90%					
Down Market Capture	104.62%	108.53%					
Std. Deviation (Portfolio)	20.53%	20.53%					
Std. Deviation (Index)	14.98%						
Annualized Alpha	-0.52%	-3.41%					
Beta	1.05	1.05					
Tracking Error	7.55	7.55					
Outperforms in Down Periods	40.91%	40.91%					





¹The performance inception date is 12.31.2000. Performance results prior to 01.01.2013 are considered "predecessor performance" and were achieved by the Equity Opportunities team when they were known as CHOICE Asset Management, a division of Scott & Stringfellow. Effective 06.30.2023, the net of fee performance reflects the deduction of the maximum SMA bundled fee of 3.00% annually for all periods presented. Performance is preliminary and is annualized for periods longer than one year. Net of fees performance returns are presented net of the SMA bundled fee, which includes all charges for trading costs, advisory services, portfolio management, custody and other administrative fees. "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. Please refer to the attached GIPS Composite Report for additional disclosures. The benchmark is the Bloomberg Developed Markets Large & Mid Cap NR Index. Prior to 12.31.2015 the benchmark was the S&P 500® Index. 2Turnover is for the last 12 months. 3Risk statistics are based on monthly returns for the trailing fiveyear period. Risk statistics are calculated using the gross and net performance of the strategy composite. 4The Growth of \$1 Million chart depicts a hypothetical investment based upon actual returns of the composite since inception. 5Specific 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. The Bloomberg Developed Markets Large & Mid Cap Index is a float market-cap-weighted equity benchmark that covers 85% market cap of the measured market. 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. Sources: FactSet; Sterling Capital Management Analytics; S&P; eVestment Analytics.

Sterling Capital Global Leaders SMA

	3Yr Ex-Post 3Yr Ex-Post 3Yr Ex-Post										
	Total "Pure"	Total			Std Dev	Std Dev	Std Dev	Internal			
	Gross Return	Net Return	Primary	Secondary	Composite	Primary	Secondary	Asset Wtd.	Number Of	Composite	Total Firm
	AWR	AWR	Benchmark	Benchmark ⁸	Gross	Benchmark	Benchmark	Dispersion	Portfolios	Assets (MM)	Assets (MM)
2022	-28.45%	-30.61%	-18.29%	-18.29%	21.13%	20.46%	20.46%	0.23%	20	7	62,842
2021	13.19%	9.92%	21.56%	21.56%	16.06%	17.09%	17.09%	0.59%	25	18	75,309
2020	20.58%	17.11%	15.60%	15.60%	16.50%	18.31%	18.31%	0.62%	42	30	70,108
2019	29.39%	25.69%	27.77%	27.77%	10.44%	11.15%	11.15%	0.87%	51	29	58,191
2018	-4.23%	-7.03%	-8.80%	-8.80%	9.90%	10.38%	10.38%	0.50%	57	26	56,889
2017	19.80%	16.36%	22.40%	22.40%	9.54%	10.04%	10.15%	0.51%	63	29	55,908
2016	5.25%	2.19%	7.51%	7.51%	10.07%	10.77%	10.83%	0.30%	88	37	51,603
2015	-0.63%	-3.53%	1.38%	-0.86%	10.05%	10.47%	10.73%	0.37%	80	38	51,155
2014	10.40%	7.20%	13.69%	4.77%	9.12%	8.97%	10.21%	0.40%	89	41	47,539
2013	30.51%	26.78%	32.39%	26.30%	12.20%	11.94%	13.57%	0.48%	96	43	45,638

Benchmark: 01.01.2016 - Present: 100% Bloomberg Developed Markets Large/Mid Cap Net Index.

Prior to 01.01.2016: 100% S&P 500® Index

Composite Creation 12.31.2000 Inception Date: 01.01.2001 Date:

- 1. Consists of all discretionary separately managed wrap Global Leaders portfolios. SCM's Global Leaders equity portfolios invest primarily in companies which have established themselves as market leaders, exhibiting sustainable advantages in production, marketing and research and development.
- 2. 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 01/01/2001 to 12/31/2022. 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. Benchmark returns are not covered by the report of the independent verifiers. 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.
- 3. 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 merged into Sterling Capital Management. In August 2015, eight new employees joined Sterling Capital Management via Sterling Capital Management via Startion Management 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.
- 4. The performance presented represents past performance and is no guarantee of future results. Market and economic conditions vary from year to year and can result in a decline in market value due to material market or economic conditions. Please refer to the slide titled "Performance" for the one-, five-, and ten-year returns of the composite.
- 5. 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.
- 6. 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 U.S. dollars. Periodic time weighted returns are geometrically linked. Returns are not calculated net of non-reclaimable withholding taxes due to immaterial dollar amounts. Composite returns are calculated by weighting the individual portfolio returns using beginning of period market values.
- 7. "Pure" gross of fees returns are presented as supplemental information and do not reflect the deduction of any fees including trading costs. Net returns are calculated by deducting the highest applicable wrap fee of 3.00% annually from the pure gross composite return. As of 6/30/23, the composite model fee was updated to 3.00% annually for all periods presented. Prior to this change, the net of fees returns reflected the maximum bundled external platform fee of 2.52%. Prior to 1/1/21, the net of fees returns reflect 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. The maximum SMA or bundled external platform fee is 2.52% annually and includes Sterling's actual management fee of 0.27%. Sterling's actual management fees are 50 basis points annually or less. Since inception, the composite is comprised 100% of wrap fee portfolios.
- 8. Effective 1/1/22, portfolios are removed from the composite for flows 10% or greater of prior month portfolio market value. Portfolio remains out of the composite for the month of the flow and for one additional period. Prior to 1/1/22, portfolios were not removed from the composite for flows.
- 9. As of 6/30/23, the benchmark was changed from the MSCI World Net Index to the Bloomberg Developed Markets Large/Mid Cap Net Index beginning 1/1/16. The Bloomberg Developed Markets Large & Mid Cap Net Return Index is a float market-cap-weighted equity benchmark that covers 85% market cap of the measured market. Effective 1/1/16, the composite was renamed from "Leaders" to "Global Leaders" and the benchmark was changed at that time to the MSCI World Net Index. The MSCI World Index covers approximately 85% of the free float-adjusted market capitalization in each country, and does not offer exposure to emerging markets. Prior to 1/1/16 the benchmark was the S&P 500® Index. The S&P 500® Index is an unmanaged, weighted index of 500 stocks providing a broad indicator of price movements. Total return includes price appreciation/depreciation and income as a percent of the original investment.
- 10. 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 when a full three years of composite performance is not yet available.