# SUSTAINABLE INCOME STRATEGY UPDATE

Presented by Brian Grainey, CFA Q4 2022



### **COMPOSITE PERFORMANCE**

Representative Sustainable Income Account As of 12/31/2022



# Annualized Performance Return (%)



Source FactSet. All returns greater than one year are annualized. Past performance is not indicative of future results. The composite performance shown above reflects the Sustainable Income Institutional Composite, managed by Brown Advisory Institutional. Brown Advisory Institutional is a GIPS compliant firm and is a division of Brown Advisory LLC. Please see the Brown Advisory Sustainable Income Institutional disclosure statement at the end of this presentation for a GIPS compliant presentation.

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# SUSTAINABLE INCOME COMPOSITE



| Year   | Composite Total<br>Gross Returns<br>(%) | Composite Total<br>Net Returns (%) | Benchmark<br>Returns (%) | Composite<br>3-Yr Annualized<br>Standard<br>Deviation (%) | Benchmark 3-Yr<br>Annualized<br>Standard<br>Deviation (%) | Portfolios in<br>Composite at<br>End of Year | Composite<br>Dispersion (%) | Composite<br>Assets<br>(\$USD Millions)* | GIPS Firm<br>Assets<br>(\$USD Millions)* |
|--------|---|------------------------------------|--------------------------|---|---|--|-----------------------------|--|--|
| 2021** | 27.7                                    | 27.4                               | 24.9                     | N/A   | N/A   | 13   | N/A                         | 56                                       | 79,715                                   |

<sup>\*\*</sup>Return is for period March 1, 2021 through December 31, 2021.

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- 1. \*For the purpose of complying with the GIPS standards, the firm is defined as Brown Advisory Institutional, the Institutional and Balanced Institutional asset management divisions of Brown Advisory. As of July 1, 2016, the firm was redefined to exclude the Brown Advisory Private Client division, due to an evolution of the three distinct business lines.
- 2. The Brown Advisory Sustainable Income Composite (the Composite) is composed of discretionary portfolios which invest in the common stocks of U.S. medium & large market capitalization companies. The strategy seeks to deliver strong risk-adjusted returns through a concentrated portfolio of securities that have both an attractive dividend yield, as well as compelling ESG profiles, with a particular focus on identifying those with strong or improving Sustainable Business Advantage Drivers. The minimum account market value required for Composite inclusion is \$150,000.
- 3. ESG Factors are not used for the purposes of absolute negative screening in Composite accounts. ESG considerations that are material will vary by investment style, sector/industry, market trends and client objectives. The strategy seeks to identify issuers and securities that it believes may have desirable ESG outcomes, but investors may differ in their views of what constitutes positive or negative ESG outcomes. As a result, the strategy may invest in securities that do not reflect the beliefs and values of any particular investor. The strategy may also invest in securities that would otherwise be screened out of other ESG oriented funds. Security selection will be impacted by the combined focus on ESG assessments and forecasts of return and risk. The strategy intends to invest in securities with measurable ESG outcomes, as determined by Brown Advisory, and seeks to screen out particular issuers and industries. Brown Advisory relies on third parties to provide data and screening tools. There is no assurance that this information will be accurate or complete or that it will properly exclude all applicable securities. Investments selected using these tools may perform differently than as forecasted due to the factors incorporated into the screening process, changes from historical trends, and issues in the construction and implementation of the screens (including, but not limited to, software issues and other technological issues). There is no guarantee that Brown Advisory's use of these tools will result in effective investment decisions.
- The Composite creation date is March 15, 2021. The Composite inception date is March 1, 2021.
- 5. The benchmark is the S&P 500 Dividend Aristocrats® Index. The index measures the performance of S&P 500 companies that have increased dividends every year for the last 25 consecutive years. The Index treats each constituent as a distinct investment opportunity without regard to its size by equally weighting each company. Standard & Poor's, S&P ®, and S&P 500 Dividend Aristocrats® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"), a subsidiary of S&P Global Inc. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- 6. As of July 31, 2021, the Composite benchmark was changed from the S&P High Yield Dividend Aristocrats® Index to the S&P 500 Dividend Aristocrats® Index. The change was applied retroactively from the Composite inception date. The Adviser has determined that the S&P 500 Dividend Aristocrats Index is better aligned with the strategy based on current and expected sector weightings.
- 7. The composite dispersion presented is an equal-weighted standard deviation of portfolio gross returns calculated for the accounts in the Composite for the entire calendar year period. The composite dispersion is not applicable (N/A) for periods where there were five or fewer accounts in the Composite for the entire period.
- 8. Gross-of-fees performance returns are presented before management fees but after all trading commissions, and gross of foreign withholding taxes (if applicable). Net-of-fee performance returns reflect the deduction of actual management fees and all trading commissions. The standard management fee is as follows: 0.80% on the first \$10 million; 0.65% on the next \$15 million; 0.50% on the next \$25 million; and 0.40% on the balance over \$50 million. Further information regarding investment advisory fees is described in part II A of the firm's Form ADV. Actual fees paid by accounts in the Composite may differ from the current fee schedule.
- 9. The three-year annualized ex-post standard deviation measures the variability of the Composite (using gross returns) and the benchmark for the 36-month period ended on December 31. The three-year annualized standard deviation is not presented as of December 31, 2020 because 36 month returns for the Composite were not available (N/A).
- 10. Valuations and performance returns are computed and stated in U.S. dollars. All returns reflect the reinvestment of income and other earnings.
- 11. A complete list of composite descriptions and broad distribution and limited distribution pooled funds is available upon request.
- 2. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.
- 13. Past performance is not indicative of future results.
- 14. This piece is provided for informational purposes only and should not be construed as a research report, a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell or hold any of the securities mentioned, including any mutual fund managed by Brown Advisory.