

Brown Advisory Flexible Equity Strategy

We believe that our strategy of investing in companies with attractive business economics, shareholder-oriented managements and the potential for future growth, purchased at bargain prices, can outperform the S&P 500 Index with less risk over a full market cycle.

January 2021 Monthly Report

Performance Contributors

TOP FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
KMX	CarMax, Inc.	Consumer Discretionary	3.45	24.71	0.73
TSM	Taiwan Semiconductor Manufacturing Co., Ltd. Sponsored ADR	Information Technology	2.18	11.84	0.23
MSFT	Microsoft Corporation	Information Technology	5.53	4.26	0.22
BABA	Alibaba Group Holding Ltd. Sponsored ADR	Consumer Discretionary	2.61	9.07	0.22
LOW	Lowe's Companies, Inc.	Consumer Discretionary	3.59	4.01	0.15

BOTTOM FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
V	Visa Inc. Class A	Information Technology	5.28	-11.65	-0.64
MA	Mastercard Incorporated Class A	Information Technology	5.11	-11.39	-0.61
BKNG	Booking Holdings Inc.	Consumer Discretionary	2.90	-12.70	-0.37
EW	Edwards Lifesciences Corporation	Health Care	3.04	-9.48	-0.30
FB	Facebook, Inc. Class A	Communication Services	4.38	-5.43	-0.25

Monthly Portfolio Activity

NEW INVESTMENT

TICKER	NAME	REASON FOR DECISION
	None	

DELETION

TICKER	NAME	REASON FOR DECISION
	None	

Top 10 Equity Holdings (%)

Cash and equivalents: 3.1%

1. Microsoft Corp.	6.1	6. Apple, Inc.	4.1
2. Alphabet, Inc. [#]	5.4	7. CarMax, Inc.	3.5
3. Visa, Inc.	4.9	8. Berkshire Hathaway, Inc. CI B	3.4
4. Mastercard, Inc.	4.7	9. Lowe's Companies, Inc.	3.2
5. Facebook, Inc.	4.2	10. UnitedHealth Group, Inc.	3.0



MANEESH BAJOR, CFA

Portfolio Manager

INSIDE THE STRATEGY: FACTS & TYPICAL PORTFOLIO FIGURES

Inception: 12/31/1984	Top 10 Weight: 30%–50%
Benchmark: S&P 500® Index	Position Size: 1%–6%, max. 8%
Portfolio: 35–45 Holdings	Cash Position: 0%–5%, max. 10%

Portfolio Comments

The Brown Advisory Flexible Equity Composite declined 1.5% (net of fees) during January, underperforming its benchmark, the S&P 500® Index, which fell 1.0%.

As we move into the New Year, we carry over a heavy load of issues from 2020 with the U.S. economy continuing to face challenges. While risks to the recovery remain, there are bright spots on the horizon with the initiation of the national vaccine program, supportive policy from the Federal Reserve and another relief package likely coming from congress.

Market volatility was led by a demand for more cyclically driven stocks that pushed valuations to levels not seen since 1999 and 2008. During this period of turmoil, we remain focused on what we can control by sticking to our disciplined investment while we patiently wait for bargain moments to invest.

CarMax, the nation's largest retailer of used cars, stock price advanced the most during the month. They announced the launch of the "Love Your Car Guarantee", which allows customers 24 hours to test drive a car before committing to purchase. In addition the company has extended their 7-Day Money Back Guarantee to a 30 Day Money Back Guarantee allowing customers to return the vehicle up to thirty days after purchasing it. Both of these offerings provide the customer with unmatched value within the industry.

Microsoft's stock price rose after their recently announced earnings results that exceeded consensus expectations. The company has the broadest software solution that spans from desktop to the Cloud (operating system, productivity software, applications, security, collaboration, IaaS, PaaS, SaaS) for both large and small enterprises. Businesses have been forced to rethink their operating models (e.g., virtual operations) due to COVID-19 and digital adoption pulled forward by several years. Microsoft should continue to be a huge beneficiary of this trend.

Among the portfolio's largest holdings are credit card companies Visa and Mastercard. Each experienced modest stock price declines in January as COVID-19 cases spiked threatening the reopening of cross-border travel activity. Visa reported fiscal first quarter earnings slightly above consensus, but given the continued impact of COVID-19 and uncertainty in the global markets, the company declined to provide guidance, putting pressure on the stock. Mastercard reported solid fourth quarter results during the month. We believe these companies are well positioned on the other side of COVID-19 given their duopolistic competitive advantages.

Edward Lifesciences, another negative contributor in January, provides technologies designed for nonsurgical replacement and repair of heart valves. COVID-19 had a more pronounced impact on the company's U.S. sales, which declined mid-single digits although global average selling prices remained stable. The company reported fourth quarter revenues in line with expectations, but earnings came in lower due to elevated R&D expenses. The company continues to anticipate underlying sales growth in the 15 to 20 percent range, with meaningful COVID-related challenges early in 2021 turning to a more normalized growth environment in the second half of the year.

There were no new additions or deletions to the portfolio. ^B

*Source: FactSet®. The information provided in this material is not intended to be and should not be considered to be 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. It should not be assumed that investments in such securities have been or will be profitable. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. The security returns listed represent the period of when the security was held during the month. Top five and bottom five contributors exclude cash and cash equivalents. Contribution to return is calculated by multiplying a security's beginning weight in the portfolio by the security's return on a daily basis, and geometrically linking the return for the reporting period. The top 10 equity holdings exclude cash and equivalents. [#]Alphabet Inc. represents a 2.3% holding in Class A shares of the stock and a 3.1% holding in Class C shares of the stock. Numbers may not total due to rounding. The portfolio information provided is based on a representative Flexible Equity account and is provided as supplemental information. This representative account may differ from specific client portfolios. Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions. Past performance is not indicative of future results. The composite performance shown above reflects the Flexible Equity 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 Flexible Equity disclosure statement at the end of this presentation for a GIPS compliant presentation.

Brown Advisory Institutional Flexible Equity Composite

Year	Composite Total Gross Returns (%)	Composite Total Net Returns (%)	Benchmark Returns (%)	Composite 3-Yr Annualized Standard Deviation (%)	Benchmark 3-Yr Annualized Standard Deviation (%)	Portfolios in Composite at End of Year	Composite Dispersion (%)	Composite Assets (\$USD Millions)*	GIPS Firm Assets (\$USD Millions)*
2019	37.3	36.8	31.5	12.8	11.9	42	0.4	2,196	42,426
2018	-3.3	-3.7	-4.4	12.3	10.8	41	0.3	2,263	30,529
2017	25.1	24.6	21.8	11.4	9.9	50	0.3	2,912	33,155
2016	9.9	9.4	12.0	12.1	10.6	52	0.2	2,883	30,417
2015	-2.0	-2.4	1.4	11.1	10.5	56	0.2	2,686	43,746
2014	14.0	13.5	13.7	9.2	9.0	49	0.2	3,195	44,772
2013	37.5	36.9	32.4	11.9	11.9	44	0.4	2,247	40,739
2012	19.9	19.5	16.0	14.6	15.1	40	0.3	1,818	26,794
2011	5.8	5.4	2.1	18.5	18.7	43	1.1	1,714	19,962
2010	11.1	10.3	15.1	22.7	21.9	45	0.7	1,811	16,859
2009	37.1	36.0	26.5	21.3	19.6	48	3.4	1,905	11,058

Brown Advisory Institutional claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brown Advisory Institutional has been independently verified for the periods from January 1, 1993 through December 31, 2019. The Verification reports 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. GIPS® is a registered trademark owned by CFA Institute.

- *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.
- The Institutional Flexible Equity Composite (the Composite) includes all actual, discretionary, institutional accounts with a flexible value equity objective of 100%. The strategy seeks bargains in "value" as well as "growth" stocks and invests primarily in the common stock of domestic companies with market capitalizations greater than \$2 billion at the time of purchase. As of January 1, 2013, the minimum account market value required for Composite inclusion is \$1.5 million. Prior to August 2013, the name of the Composite was Institutional Flexible Value. The strategy remains the same.
- The Composite was created in 1985. The Composite inception date is January 1, 1985.
- The benchmark is the S&P 500® Index. The S&P 500 Index is a capitalization-weighted index of 500 stocks that is designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. Index returns assume reinvestment of dividends and do not reflect any fees or expenses. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers. Standard & Poor's, S&P ®, and S&P 500® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"), a subsidiary of S&P Global Inc.
- The composite dispersion presented is an equal-weighted standard deviation of portfolio returns calculated for the accounts in the Composite for the entire calendar year period.
- Between October 2006 and December 2008, a significant cash flow policy was adopted for the Composite. A significant cash flow is defined as a single flow of cash or securities of more than 25% of the portfolio's market value at prior month end. Accounts with significant cash flows are excluded from the Composite for a grace period, defined as the month during which the flow occurred. Additional information regarding significant cash flow policies are available upon request.
- 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. Certain accounts in the Composite pay asset-based custody fees that include commissions. For these accounts, gross and net returns are also net of custody fees. Other expenses can reduce returns to investors. Prior to 2011, net performance is based on a model fee using the highest fee in effect, 0.75% applied quarterly. For periods after 2011 actual fees are used to calculate net returns. The standard management fee schedule is as follows: 0.60% on the first \$25 million; 0.50% on the next \$25 million; 0.45% on the next \$50 million; and 0.40% on the balance over \$100 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.

- 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.
- Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- Past performance is not indicative of future results.
- 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.

Disclosures

The views expressed are those of the author and Brown Advisory as of the date referenced and are subject to change at any time based on market or other conditions. These views are not intended to be and should not be relied upon as investment advice and are not intended to be a forecast of future events or a guarantee of future results. Past performance is not a guarantee of future performance and you may not get back the amount invested. The information provided in this material is not intended to be and should not be considered to be 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. It should not be assumed that investments in such securities have been or will be profitable. To the extent specific securities are mentioned, they have been selected by the author on an objective basis to illustrate views expressed in the commentary and do not represent all of the securities purchased, sold or recommended for advisory clients. The information contained herein has been prepared from sources believed reliable but is not guaranteed by us as to its timeliness or accuracy, and is not a complete summary or statement of all available data. This piece is intended solely for our clients and prospective clients, is for informational purposes only, and is not individually tailored for or directed to any particular client or prospective client. Please see composite disclosure statements above for additional information.

The S&P 500® Index represents the large-cap segment of the U.S. equity markets and consists of approximately 500 leading companies in leading industries of the U.S. economy. Criteria evaluated include market capitalization, financial viability, liquidity, public float, sector representation and corporate structure. An index constituent must also be considered a U.S. company. An investor cannot invest directly into an index. S&P® and S&P 500® are registered trademarks of Standard & Poor's Financial Services LLC. FactSet® is a registered trademark of FactSet Research Systems, Inc. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. GICS® is a registered trademark of MSCI and Standard & Poor's Financial Services LLC.

Terms and Definitions for Representative Account Calculations

The **Average Weight** of a position or sector refers to the daily average for the period covered in this report of a stock's value as a percentage of the portfolio. The **Total Return** of an equity security is the sum of the return from price movement and the return due to dividend payments or other sources of income. Standard benchmark-, sector- and portfolio-level returns are the sums of the weights of each security multiplied by its return, summed and calculated daily and summed over the period covered by the report or by an otherwise-noted period. **Contribution to Return** is calculated by multiplying a security's beginning portfolio weight by its daily return and geometrically linking the security's daily contribution to return over the entire reporting period.