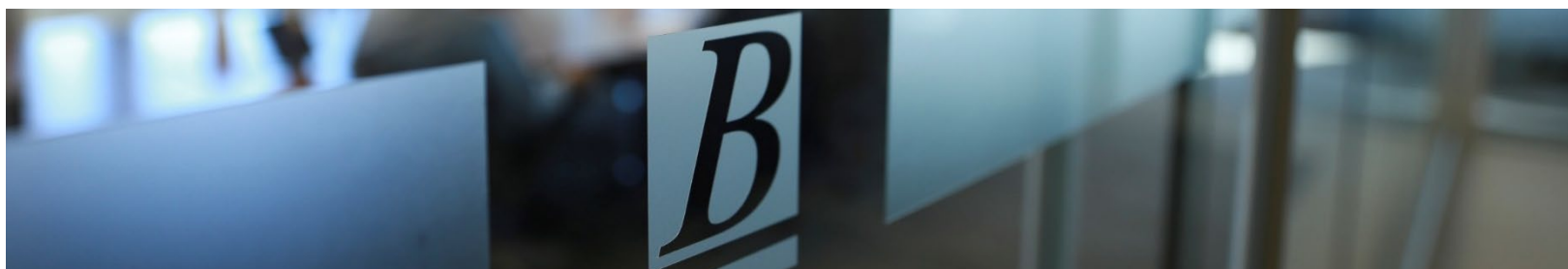


# **BROWN ADVISORY U.S. LARGE-CAP GROWTH STRATEGY**

AS OF DECEMBER 31, 2019

# BROWN ADVISORY OVERVIEW



Independent, fundamentally driven investment management firm

## FIRM

### 1993

Launched as an investment management arm of Alex. Brown & Sons

### 1998

Investment team and management-led buyout enables independence, focus and expansion

### 2008

Expands globally and today has clients in 39 countries

### 100%

Of our colleagues collectively own 70% of the firm's equity

## INVESTMENT ASSETS

**47** equity professionals

### 15 years

Average years of investment experience for our equity research team

### \$81 billion\*

In total assets under management for private clients, non-profits and institutions\*

### \$38 billion\*

Institutionally marketed strategy assets under management

## LARGE-CAP GROWTH

### 1996

Brown Advisory Large-Cap Growth strategy inception

### 1999

Mutual fund vehicle launched

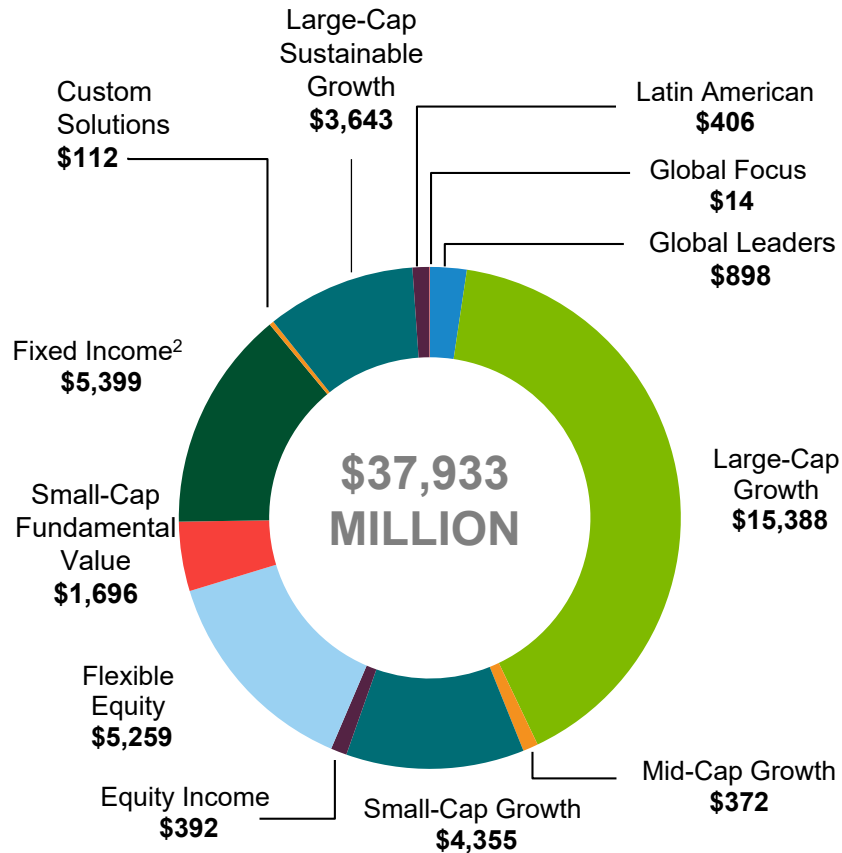
### \$15.4 billion

Brown Advisory Large-Cap Growth strategy assets under management\*

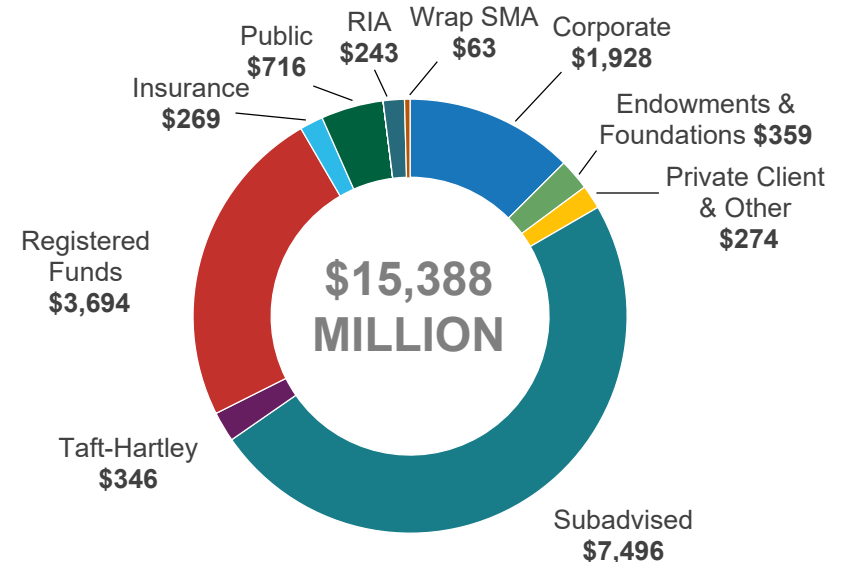
**ASSET SUMMARY**

As of 12/31/2019

## Firmwide Institutional Strategy Assets By Strategy Breakdown<sup>1</sup>



## Large-Cap Growth Strategy Assets By Client Type Breakdown<sup>1</sup>



<sup>1</sup>Numbers may not total due to rounding. Firmwide Institutional Strategy Breakdown represents assets under management in institutionally marketed strategies. <sup>2</sup>Fixed Income strategy assets include the Core Fixed Income, Sustainable Core Fixed Income, Sustainable Short Duration, Enhanced Cash, Intermediate Income, Limited Duration, Municipal Bond, Strategic Bond and Tax-Exempt Sustainable strategies. This information is supplemental to the Brown Advisory Large-Cap Growth Composite presentation.

## INVESTMENT STRATEGY

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U.S. Large-Cap Growth

# INVESTMENT PHILOSOPHY

We believe that a **concentrated portfolio** of **companies with sound, sustainable business models** has the potential to deliver attractive risk-adjusted returns over time. We are also **disciplined**, and invest where we believe **outcomes are skewed heavily in our favor**.

## Distinctive Features

- We seek business models that we believe can support high absolute growth rates.
- We are sector agnostic as to where we find consistent growth.
- Our process is built upon fundamental analysis.

## COLLABORATIVE INVESTMENT TEAM

- Experienced portfolio management
  - Kenneth Stuzin, CFA, investment experience dating from 1986, joined Brown Advisory in 1996
- “Right-sized” team of research analysts
- Compensation structure that supports teamwork and aligns interests
- Broad perspective, given Brown Advisory’s other investment strategies and network of external thought leaders

# EQUITY RESEARCH TEAM



## Equity Research Team Principles

- Uphold an investment-performance-driven approach
- Promote the highest standards of ethics, transparency and professionalism
- Commit to a culture of shared responsibility
- Invest in our professional and personal growth

### PORTFOLIO MANAGEMENT

**KENNETH STUZIN, CFA**  
Investment experience since 1986

### PRODUCT SPECIALIST

**KEVIN OSTEN, CFA**  
Investment experience since 1999

### DIRECTOR OF RESEARCH

**ERIC GORDON, CFA**  
Investment experience since 1998

### BUSINESS SERVICES

**ROBERT FURLONG, CFA**  
Investment experience since 2000

### CONSUMER

**ERIC CHA, CFA**  
Investment experience since 1999

**PATRICK MAHONEY**  
Investment experience since 2007

**DAN MOONEY, CFA**  
Investment experience since 2001

**ALEX TREVINO**  
Investment experience since 2016

### FINANCIALS

**PRIYANKA AGNIHOTRI, CFA**  
Investment experience since 2009

**KENNETH COE, CFA**  
Investment experience since 2010

**SHA HUANG**  
Investment experience since 2016

**CAMERON MATHIS**  
Investment experience since 2013

### HEALTH CARE

**SANJEEV JOSHI, CFA**  
Investment experience since 1994

**MARK KELLY**  
Investment experience since 2008

**SUNG PARK, CFA**  
Investment experience since 2003

### INDUSTRIALS, BASIC MATERIALS & ENERGY

**ADI PADVA**  
Investment experience since 2005

**SIMON PATERSON, CFA**  
Investment experience since 2002

**JAMIE WYATT**  
Investment experience since 2018

### TECHNOLOGY

**JOHN BOND, CFA**  
Investment experience since 1999

**JOHN CANNING, CFA**  
Investment experience since 2014

**DREW FRANCK**  
Investment experience since 2019

**EMILY WACHTMEISTER, CFA**  
Investment experience since 2011

### SUSTAINABILITY

**VICTORIA AVARA, CPA**  
Investment experience since 2019

**EMILY DWYER**  
Investment experience since 2014

**KATHERINE KROLL**  
Investment experience since 2015

### GENERALIST

**RAN CHANG**  
Investment experience since 2017

**THOMAS FITZALAN HOWARD**  
Investment experience since 2016

**MICHAEL POGGI, CFA**  
*Associate Portfolio Manager, Small-Cap Fundamental Value*  
Investment experience since 2003

**GEORGE SAKELLARIS, CFA**  
*Associate Portfolio Manager / Portfolio Manager, Small/ Mid-Cap Growth*  
Investment experience since 2001

**RODDY SEYMOUR-WILLIAMS**  
Investment experience since 2017

### INVESTIGATIVE

**LAUREN CAHALAN**  
Investment experience since 2018

### RISK

**ERIN CAWLEY**  
Investment experience since 2017

# INVESTMENT PROCESS



- Initial universe is approximately 3,000 names
- Broad quantitative screens result in approximately 250 names
  - Minimum of \$2 billion in market cap, but cognizant of large-cap role
  - Business-model growth rate of at least 14%
- Qualitative screens focus on:
  - Core competitive advantages
  - Capable and dedicated management



# INVESTMENT PROCESS



Idea generation can come from “360°.” It is not where it comes from but the quality of the idea that counts.

- Portfolio manager
  - Multivariable screens
- Research analysts
- Company visits / industry contacts
- Other Brown Advisory investment strategies

# INVESTMENT PROCESS



- “Inside-out investing”—identify drivers of growth
- Create detailed bottom-up financial model using public filings
- Visit company management and conduct rigorous interviews
  - Interview competitors / customers
- Build upside / downside scenario-based valuation framework
- “Stress test” thesis with sell-side

# INVESTMENT PROCESS

UNIVERSE



IDEA  
GENERATION



DUE  
DILIGENCE



DECISION  
PROCESS

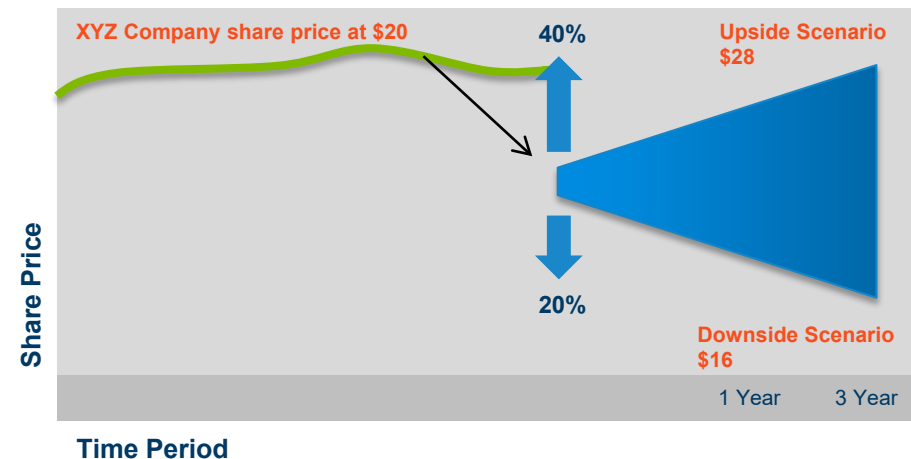


PORTFOLIO  
MANAGEMENT



SELL  
DISCIPLINE

- Finalize investment thesis & upside/downside targets
- Likely scenarios with usable spans
- Entry & exit decisions
- Mitigates emotion in investing
- Valuation framework
  - Maximize upside
  - Minimize downside volatility
  - Control risk



# PROCESS-DRIVEN EXCESS RETURN

As of 12/31/2019

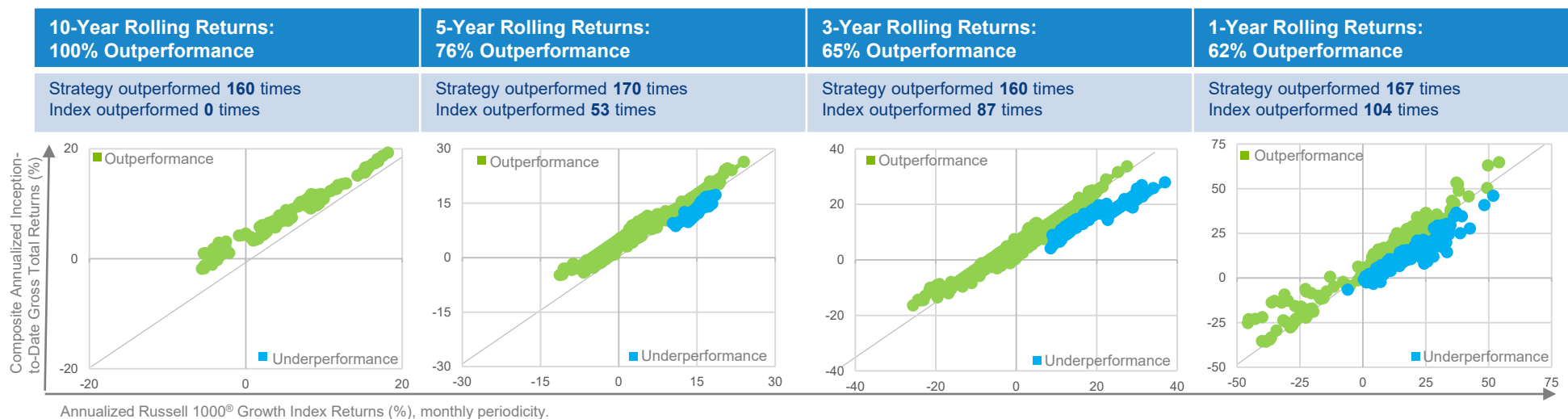
Our strategy has **performed well** in a variety of market conditions.

- During some short-term periods of pronounced momentum investing we have underperformed.
- However, we have outperformed 76% of the rolling five-year and 100% of the rolling ten-year periods since inception.

## ROLLING MONTHLY TOTAL RETURN ANALYSIS, GROSS OF FEES

Brown Advisory Large-Cap Growth Institutional Composite Vs. Russell 1000® Growth Index

Since Strategy Inception (07/01/1996 – 12/31/2019)



Past performance is not indicative of future results. The composite performance shown above reflects the Brown Advisory Large-Cap Growth 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 Large-Cap Growth Institutional disclosure statement at the end of this presentation for a GIPS compliant presentation. Please see the Brown Advisory Large-Cap Growth Institutional composite disclosure for more information.

# INVESTMENT PROCESS



- Typical portfolio attributes
  - # of positions: 30-35
  - Position size: 1.5%-5%
  - Top 10 weight: 35%-50%
  - Cash position: 1%-5.0%
- Constantly optimizing the portfolio—risk management
  - Trimming names to match upside/downside profiles
  - Self imposed “one in, one out” portfolio management discipline—Darwinian Capitalism

# INVESTMENT PROCESS



We generally sell stocks for three reasons:

## 1 Fundamentals

*Underlying investment thesis is violated*

- Growth rate impeded by competition or poor execution
- Change in strategy
- Compromise in management ability

## 2 Market Expectations

- Valuation considerably overstates the fundamentals and is a “headwind” to total return

## 3 Alternative Opportunities

- In concentrated portfolios, limited membership creates competition for capital

## PORTFOLIO ATTRIBUTES

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As of 12/31/2019

# PORTFOLIO HOLDINGS

Representative Large-Cap Growth Account As of 12/31/2019

	SECURITY	% PORTFOLIO
1	Microsoft Corp.	4.5
2	Zoetis, Inc.	4.3
3	Visa, Inc.	4.1
4	Amazon.com, Inc.	4.1
5	Thermo Fisher Scientific, Inc.	3.8
6	SBA Communications Corp.	3.8
7	Cash & Equivalents	3.7
8	Sherwin-Williams Co.	3.5
9	Autodesk, Inc.	3.4
10	Roper Technologies, Inc.	3.3
11	Alphabet. Inc. Class C	3.3
12	Intuitive Surgical, Inc.	3.3
13	Dexcom, Inc.	3.2
14	Estee Lauder Companies, Inc. Cl A	3.0
15	Electronic Arts, Inc.	3.0
16	PayPal Holdings, Inc	2.9
17	Intuit, Inc.	2.9

	SECURITY	% PORTFOLIO
18	Cintas Corp.	2.8
19	Fortive Corp.	2.7
20	Amphenol Corp. Cl A	2.7
21	Genpact Ltd.	2.6
22	Salesforce.com, Inc.	2.6
23	Danaher Corp.	2.6
24	TJX Companies, Inc.	2.6
25	Brown-Forman Corp. Cl B	2.5
26	Booking Holdings, Inc.	2.5
27	Illumina, Inc.	2.4
28	Edwards Lifesciences Corp.	2.4
29	NXP Semiconductor NV	2.3
30	Costco Wholesale Corp.	2.1
31	Alibaba Group Holding Ltd - Spons ADR	2.0
32	Adobe, Inc.	1.9
33	BWX Technologies Inc	1.6
34	L3 Harris Technologies, Inc.	1.5

Source: FactSet. Numbers may not total due to rounding. 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. Portfolio information is based on a representative Large-Cap Growth account and is provided as supplemental information. Please see the Brown Advisory Large-Cap Growth Institutional composite disclosure for more information.



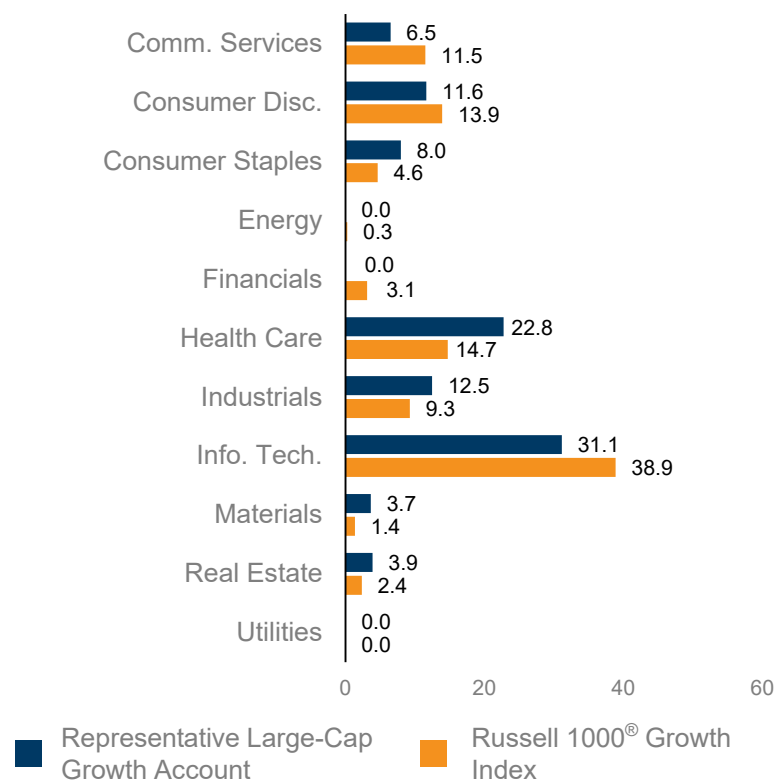
# PORTFOLIO ATTRIBUTES

Representative Large-Cap Growth Account As of 12/31/2019

## Characteristics

	LARGE-CAP GROWTH REPRESENTATIVE ACCOUNT	RUSSELL 1000® GROWTH INDEX
Weighted Avg. Market Cap (\$B)	206.7	394.2
Weighted Median Market Cap (\$B)	68.2	141.8
Earnings Growth (3-5 Year Estimate(%))	15.8	14.3
P/E Ratio (FY2 Est.(x))	28.8	22.4
PEG Ratio (x)	1.8	1.6
Portfolio Turnover (3 y avg (%))	25.8	--

## Sector Breakdown (Percentage of Portfolio, %)



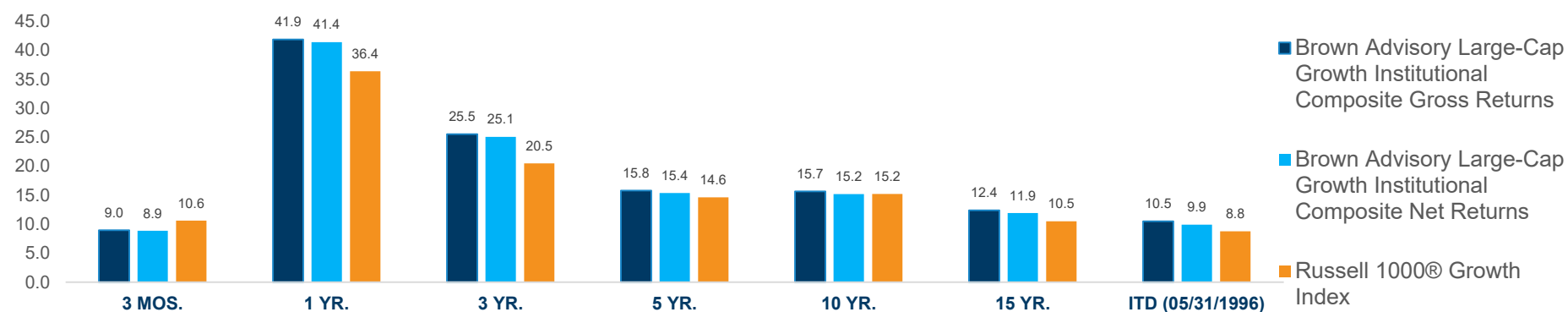
Source: FactSet. Portfolio information is based on a representative Large-Cap Growth account and is provided as supplemental information. Characteristics and sector breakdown exclude cash and cash equivalents. Sectors are based on the Global Industry Classification Standard (GICS ®) classification system. Please see statements at the end of this presentation for additional information and a complete list of terms and definitions. Numbers may not total due to rounding.

# COMPOSITE PERFORMANCE

Representative Large-Cap Growth Account As of 12/31/2019

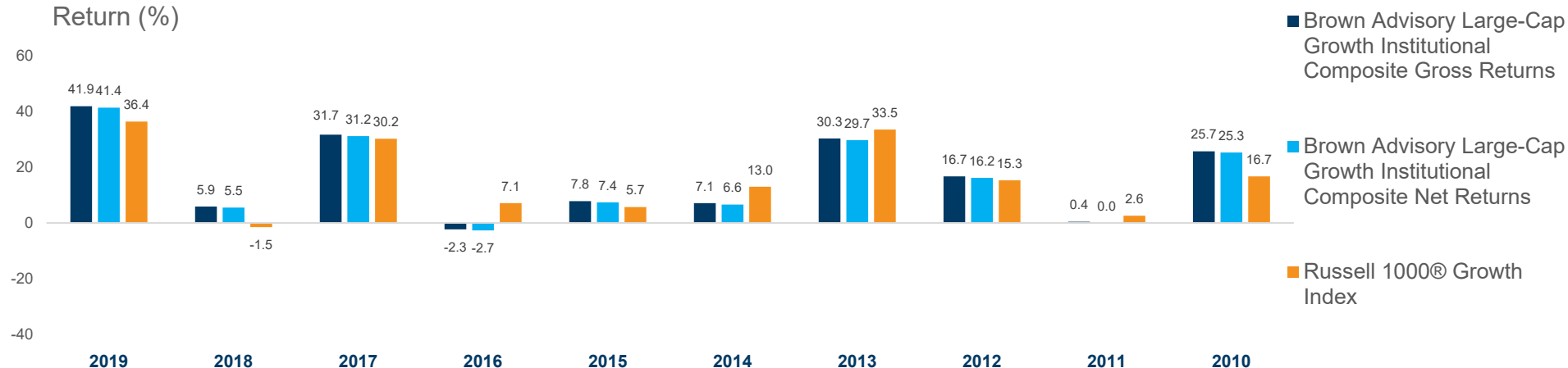
## Performance as of 12/31/2019

Return (%)



## Annual 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 Large-Cap Growth 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 Large-Cap Growth Institutional disclosure statement at the end of this presentation for a GIPS compliant presentation.

## APPENDIX

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# TERMS AND DEFINITIONS

## Representative Account Calculations

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.

All financial statistics and ratios are calculated using information from FactSet as of the report date unless otherwise noted.

As of December 31, 2019, Brown Advisory had approximately \$81.3 billion in client assets for the following entities: Brown Advisory LLC, Brown Investment Advisory & Trust Company, Brown Advisory Securities LLC, Brown Advisory Ltd., Brown Advisory Trust Company of Delaware, LLC, Brown Advisory Investment Solutions Group, LLC, Meritage Capital, LLC, NextGen Venture Partners LLC and Signature Family Wealth, LLC. Total strategy assets include accounts that are excluded from the composite. These assets include (1) single strategy assets of balanced accounts, (2) accounts that do not meet the composite minimum market value requirement and (3) accounts with restrictive guidelines.

**Market Capitalization** refers to the aggregate value of a company's publicly traded stock. Statistics are calculated as follows: **Weighted Average**: the average of each holding's market cap, weighted by its relative position size in the portfolio (in such a weighting scheme, larger positions have a greater influence on the calculation); **Weighted Median**: the value at which half the portfolio's market capitalization weight falls above and half falls below; Maximum and Minimum: the market caps of the largest and smallest companies, respectively, in the portfolio.

**Est. 3-5 Yr EPS Growth** is the average predicted annual earnings growth over the next three to five years based on estimates provided to FactSet by various outside brokerage firms, calculated according to each broker's methodology.

**Price-Earnings Ratio** (P/E Ratio) is the ratio of the share of a company's stock compared to its per-share earnings. P/E calculations presented use FY2 earnings estimates; FY1 estimates refer to the next unreported fiscal year, and FY2 estimates refer to the fiscal year following FY1.

**P/E / Growth Ratio**, or **PEG Ratio**, is the ratio of a portfolio's P/E Ratio divided by its Est. 3-5 Yr. EPS Growth rate.

All of the above ratios for a portfolio are expressed as a weighted average of the relevant ratios of each portfolio holding, EXCEPT for P/E ratios, which are expressed as a weighted harmonic average.

**Portfolio Turnover** is the ratio of the lesser of the portfolio's aggregate purchases or sales during a given period, divided by the average value of the portfolio during that period, calculated on a monthly basis. Portfolio turnover is provided for a three-year trailing period.

# Brown Advisory

## RESEARCH & INVESTMENT TEAM

### LISA ABRAHAM

#### Sustainability Fixed Income Research Analyst

- University of Wisconsin, B.A.; Johns Hopkins University, M.B.A.
- Impact Assessment & Reporting, Millennium Challenge Corporation
- Investment experience since 2018; Joined Brown Advisory 2019

### PRIYANKA AGNIHOTRI, CFA

#### Financial Services Research Analyst

- Lady Shri Ram College for Women, New Delhi. B.A.; Indian Institute of Management, Ahmedabad, PGDip; Columbia University, M.B.A.
- Analyst, Bernstein Research; Analyst, Phoenix Asset Management Partners
- Investment experience since 2009; Joined Brown Advisory 2015

### TY ANDREWS

#### Fixed Income Portfolio Analyst; Fixed Income Trader

- Towson University, B.S.
- Financial Associate, Morgan Stanley; Investment Services, T. Rowe Price
- Investment experience since 2016; Joined Brown Advisory 2014

### VICTORIA AVARA, CPA

#### Sustainability Equity Research Analyst

- James Madison University, B.B.A.
- Senior Audit Accountant, SC&H Group Inc.; Senior Equity Compensation Specialist, Brown Advisory
- Investment experience since 2019; Joined Brown Advisory 2016

### MANEESH BAJAJ, CFA

#### Flexible Equity Portfolio Manager

- University of Kentucky, M.S. University of Pennsylvania, The Wharton School, M.B.A.
- Senior Associate, McKinsey & Company; Senior Associate, Standard & Poor's
- Investment experience since 2003; Joined Brown Advisory 2005

### TOM BANDUROWSKI, CFA

#### Fixed Income Research Analyst

- Boston University, B.S.B.A, B.A.
- Manager, Credit Restructuring Advisory, EY; Associate, Restructuring & Special Situations Group, Macquarie Capital
- Investment experience since 2006; Joined Brown Advisory 2016

### CHRISTOPHER BERRIER

#### Small-Cap Growth Portfolio Manager; Mid-Cap Growth Portfolio Manager

- Princeton University, A.B.
- Vice President, T. Rowe Price Group
- Investment experience since 2000; Joined Brown Advisory 2005

### JOHN BOND, CFA

#### Technology Equity Research Analyst

- Harvard University, A.B.; Columbia Business School, M.B.A.
- Senior Analyst and Assistant Portfolio Manager, Nicusa Capital
- Investment experience since 1999; Joined Brown Advisory 2012

### RUPERT BRANDT, CFA

#### Latin American Portfolio Manager

- University of Manchester, BSc, University of Exeter, M.A.
- Portfolio Manager, Findlay Park Latin American Fund. Merged into Brown Advisory Latin American Fund on 30<sup>th</sup> April 2018. Analyst, Foreign and Colonial Investment Trust.
- Investment experience since 1994; Joined Brown Advisory 2018

### JOHN CANNING, CFA

#### Technology Equity Research Analyst

- Dartmouth College, B.A.
- Investment experience since 2014; Joined Brown Advisory 2014

### LAUREN CAHALAN

#### Investigative Equity Research Analyst

- Towson University, B.S.
- Investment experience since 2018; Joined Brown Advisory 2018

### ERIN CAWLEY

#### Risk Equity Research Analyst

- Loyola University, B.S.
- Investment experience since 2017; Joined Brown Advisory 2012

### PETER CAWSTON

#### Latin American Portfolio Manager

- University of Cambridge, M.A., MPhil.
- Portfolio Manager, Findlay Park Latin American Fund. Merged into Brown Advisory Latin American Fund on 30<sup>th</sup> April 2018. Analyst and Fund Manager, Baillie Gifford.
- Investment experience since 2001; Joined Brown Advisory 2018

### ERIC CHA, CFA

#### Consumer Equity Research Analyst

- University of Virginia, B.A.; New York University, M.B.A.
- Equity Analyst, Bethlehem Steel Pension Fund; Equity Analyst, Oppenheimer Funds
- Investment experience since 2000; Joined Brown Advisory 2007

### RAN CHANG

#### Generalist Equity Research Analyst

- London Business School M.F.A.
- Zhengnian Capital, Beijing
- Investment experience since 2017; Joined Brown Advisory 2019

# Brown Advisory

## RESEARCH & INVESTMENT TEAM

**PAUL CHEW, CFA**  
Chief Investment Officer

- Mount St. Mary's, B.A.; Duke University, Fuqua School of Business, M.B.A.
- International Asset Management Department, J.P. Morgan & Co.
- Investment experience since 1989; Joined Brown Advisory 1995

**KENNETH COE, CFA**  
Financial Services Equity Research Analyst

- Wake Forest University, B.A.
- Analyst, First Annapolis Consulting; Research, Independent Financial Econometrics Study
- Investment experience since 2010; Joined Brown Advisory 2013

**PAUL CORBIN**  
Fixed Income Portfolio Manager

- University of Virginia, B.A.; George Washington University, M.B.A.
- Senior Portfolio Manager, First Maryland Asset Management
- Investment experience since 1977; Joined Brown Advisory 1991

**JAMES DAVIE, CFA**  
Fixed Income Research Analyst

- Ithaca College, B.A.; Boston University, M.B.A.
- Performance Analyst, State Street Investment Analytics
- Investment experience since 2010; Joined Brown Advisory in 2015

**MICK DILLON, CFA**  
Global Leaders Portfolio Manager

- University of Melbourne, B.A.
- Co-Head of Asian Equities & Portfolio Manager, HSBC Global Asset Management; Analyst, Arete Research
- Investment experience since 2000; Joined Brown Advisory 2014

**EMILY DWYER**  
Sustainability Equity Research Analyst

- Smith College, B.A.
- Investment experience since 2014; Joined Brown Advisory 2014

**THOMAS FITZALAN HOWARD**  
General Equity Research Analyst

- University of Edinburgh, M.A.
- Investment experience since 2016; Joined Brown Advisory 2016

**MICHAEL FOSS, CFA**  
Flexible Equity Research Analyst

- Virginia Tech, B.A.; University of Pennsylvania, The Wharton School, M.B.A.
- Equity Research, Alex. Brown Investment Management; Managing Director & Portfolio Manager, JP Morgan Fleming; Equity Analyst, Gabelli & Co.; Retail Broker, Tucker Anthony
- Investment experience since 1987; Joined Brown Advisory 2004

**KARINA FUNK, CFA**  
Head of Sustainable Investing;  
Large-Cap Sustainable Growth Portfolio Manager

- Purdue University, B.S.; MIT, Masters in Civil & Environmental Engineering; MIT, Masters in Technology & Policy; École Polytechnique - France, Post-Graduate Diploma in Management of Technology
- Manager, Massachusetts Renewable Energy Trust; Principal, Charles River Ventures
- Investment experience since 2003; Joined Brown Advisory 2007

**ROBERT FURLONG, CFA**  
Business Services Equity Research Analyst

- York College of Pennsylvania, B.S.; University of Baltimore, Merrick School of Business, M.S.F.
- Portfolio Manager, Carson Group; Director of Research, GARP Research & Securities
- Investment experience since 2000; Joined Brown Advisory 2018

**DREW FRANCK**  
Technology Equity Research Analyst

- Iowa State University, B.S.
- Investment experience since 2019; Joined Brown Advisory 2019

**ERIC GORDON, CFA**  
Director of Equity Research

- University of North Carolina, Chapel Hill, B.A.
- Equity Research, Alex. Brown Investment Management; Investment Banking Analyst, Deutsche Bank Alex. Brown, Merrill Lynch & Co.; Equity Research, Citigroup
- Investment experience since 1998; Joined Brown Advisory 2008

**THOMAS GRAFF, CFA**  
Head of Fixed Income; Fixed Income Portfolio Manager

- Loyola University, B.A.
- Managing Director, Cavanaugh Capital Management
- Investment experience since 1999; Joined Brown Advisory 1999

**BRIAN GRANEY, CFA**  
Equity Income Portfolio Manager

- George Washington University, B.A.
- Portfolio Manager, Equity Research, Alex. Brown Investment Management; Writer/Analyst, The Motley Fool
- Investment experience since 1996; Joined Brown Advisory 2001

**TIMOTHY HATHAWAY, CFA**  
Head of U.S. Institutional Business

- Randolph-Macon College, B.A.; Loyola University, M.B.A.
- Co-Portfolio Manager of Small-Cap Growth Strategy, Brown Advisory; Investor Relations, T. Rowe Price
- Investment experience since 1993; Joined Brown Advisory 1995

# Brown Advisory

## RESEARCH & INVESTMENT TEAM

### AMY HAUTER, CFA

Fixed Income Portfolio Manager;  
Sustainability Fixed Income Research Analyst

- Old Dominion University, B.S.
- Fixed Income Client Service, Morgan Stanley
- Investment experience since 2011; Joined Brown Advisory 2012

### SHA HUANG

Financials Equity Research Analyst

- Vassar College, B.A.
- Investment experience since 2016; Joined Brown Advisory 2016

### JOHN HENRY IUCKER, CFA

Fixed Income Portfolio Manager;  
Securitized Products Analyst

- Johns Hopkins University B.A.
- Investment experience since 2013; Joined Brown Advisory 2013

### SANJEEV JOSHI, CFA

Health Care Equity Research Analyst

- India Institute of Technology – Roorkee B.S.; University of Mumbai, M.A.; University of Chicago M.B.A.
- Equity Research, UBS Asset Management; Equity Research, SG Asia Securities; Equity Research, DBS Securities; Analyst, Kotak Securities
- Investment experience since 1994; Joined Brown Advisory 2018

### MARK KELLY

Health Care Equity Research Analyst

- Johns Hopkins University B.A.; Johns Hopkins University M.H.S.
- Equity Research, Stifel Nicolaus; Managing Consultant, Navigant
- Investment experience since 2008; Joined Brown Advisory 2017

### KATHERINE KROLL

Sustainability Equity Research Analyst

- University of Vermont, B.A.
- Shareholder Advocate, Green Century Capital Management; Operations Coordinator, Renewable Energy Vermont
- Investment experience since 2015; Joined Brown Advisory 2018

### KATHERINE LEE

Fixed Income Credit Analyst

- Duke University, B.S.
- Analyst, PFM Group; Investment Banking Associate, Raymond James & Associates
- Investment experience since 2012; Joined Brown Advisory 2018

### PATRICK MAHONEY

Consumer Equity Research Analyst

- University of Notre Dame, B.S.
- Associate Analyst, Oppenheimer & Co.
- Investment experience since 2007; Joined Brown Advisory 2013

### CAMERON MATHIS

Financials Equity Research Analyst

- University of Pennsylvania, B.A.
- Investment Banking, Equity Research, Evercore
- Investment experience since 2013; Joined Brown Advisory 2018

### KELLY MCCONKEY

Fixed Income Portfolio Analyst;  
Fixed Income Trader

- Coastal Carolina University, B.S.B.A.
- Investment experience since 2015; Joined Brown Advisory 2011

### DAN MOONEY, CFA

Consumer Equity Research Analyst

- Georgetown University, B.S.; University of Virginia, M.B.A.
- Senior REIT Analyst, CB Richard Ellis Investors; Investment Banker, Barclays Capital; Equity Research Senior Associate, Green Street Advisors; Fixed Income Research Associate, Bear Sterns
- Investment experience since 2001; Joined Brown Advisory 2011

### KEVIN OSTEN, CFA

Product Specialist

- Parks College of St. Louis University, B.S.; University of Missouri St. Louis, M.B.A.
- Senior Research Analyst, Summit Strategies; Institutional Consulting, Merrill Lynch Pierce, Fenner & Smith
- Investment experience since 1999; Joined Brown Advisory 2012

### ADI PADVA

Industrials & Basic Materials Equity Research Analyst

- Open University of Israel, B.A.; Harvard Business School, M.B.A.
- Senior Research Analyst, Neuberger Berman
- Investment experience since 2005; Joined Brown Advisory 2015

### SUNG PARK, CFA

Health Care Equity Research Analyst

- Johns Hopkins University, B.A.; University of Maryland, Smith School of Business, M.B.A.
- Associate Portfolio Manager and Research Analyst, Croft Leominster
- Investment experience since 2003; Joined Brown Advisory 2006

### SIMON PATERSON, CFA

Industrials & Basic Materials Equity Research Analyst

- Queen's University, Ontario, Canada B.Sc. and B.A.; Princeton University, M.A.
- Senior Equity Analyst, MTB Investment Advisors
- Investment experience since 2002; Joined Brown Advisory 2011

**JOSHUA PERRY, CFA, CAIA, FRM**

Fixed Income Portfolio Manager;  
Fixed Income Credit Analyst

- Princeton University, B.S.E.; University of Chicago, M.B.A.
- Analyst, Driehaus Capital Management
- Investment experience since 2006; Joined Brown Advisory 2012

**MICHAEL POGGI, CFA**

Small-Cap Fundamental Value Associate Portfolio  
Manager

- University of Richmond, B.S.B.A.
- Investment experience since 2003; Joined Brown Advisory 2003

**DAVID POWELL, CFA**

Large-Cap Sustainable Growth Portfolio Manager

- Bowdoin College, B.A.
- Investor Relations, T. Rowe Price
- Investment experience since 1997; Joined Brown Advisory 1999

**CHRIS ROOF**

Fixed Income Research Analyst

- Towson University, B.B.A.
- Investment experience since 2020; Joined Brown Advisory 2017

**GEORGE SAKELLARIS, CFA**

Mid-Cap Growth Portfolio Manager; Small-Cap Growth  
Associate Portfolio Manager

- Robert H. Smith School of Business, M.B.A.; University of Maryland, B.S.
- Portfolio Manager, Credo Capital Management; Director of Research, GARP Research & Securities
- Investment experience since 2001; Joined Brown Advisory 2014

**J. DAVID SCHUSTER**

Small-Cap Fundamental Value Portfolio Manager

- Georgetown University, B.S.B.A.
- Managing Director, Citigroup; Managing Director, Lazard Freres & Co.; Officer, U.S. Army
- Investment experience since 1995; Joined Brown Advisory 2008

**RODDY SEYMOUR-WILLIAMS**

General Equity Research Analyst

- University of Bristol, B.S.
- Investment experience since 2018; Joined Brown Advisory 2018

**JAKE SHELDON**

Fixed Income Research Analyst

- University of Virginia, B.A.
- Investment experience since 2019; Joined Brown Advisory 2019

**STEPHEN SHUTZ, CFA**

Fixed Income Portfolio Manager

- Frostburg State University, B.S.
- Vice President and Assistant Portfolio Manager, Cavanaugh Capital Management
- Investment experience since 1996; Joined Brown Advisory 2003

**ROBERT SNYDER**

Fixed Income Portfolio Manager

- Cornell University, B.A.
- Principal, Kingsland Capital; Senior Analyst, Katonah Capital; Securities and Lending, Chase Manhattan Bank; Cash Management, Morgan Stanley Trust Company
- Investment experience since 1997; Joined Brown Advisory 2014

**KENNETH STUZIN, CFA**

Large-Cap Growth Portfolio Manager

- Columbia University, B.A.; Columbia Business School, M.B.A.
- Senior Portfolio Manager and Quantitative Strategist, J.P. Morgan
- Investment experience since 1986; Joined Brown Advisory 1996

**BERTIE THOMSON, CFA**

Global Leaders Portfolio Manager

- Edinburgh University, M.A.
- Senior Investment Manager, Aberdeen Asset Management
- Investment experience since 2002; Joined Brown Advisory 2015

**ALEX TREVINO**

Consumer Equity Research Analyst

- University of Virginia, B.S.
- Investment experience since 2016; Joined Brown Advisory 2016

**R. HUTCHINGS VERNON, CFA**

Flexible Equity Advisor

- University of Virginia, B.A.
- Portfolio Manager & Equity Research, Alex. Brown Investment Management; Portfolio Manager and Research Analyst, T. Rowe Price, Legg Mason and Wachovia Bank
- Investment experience since 1982; Joined Brown Advisory 1993

**JASON VLOSICH**

Fixed Income Portfolio Manager;  
Head Fixed Income Trader

- University of Baltimore, B.S.; Loyola University, M.B.A.
- Taxable Fixed Income Trader, Ferris, Baker Watts, Inc. and Deutsche Bank Alex. Brown
- Investment experience since 1998; Joined Brown Advisory 2008



# Brown Advisory

## RESEARCH & INVESTMENT TEAM

### **EMILY WACHTMEISTER, CFA**

#### Technology Equity Research Analyst

- Washington & Lee University, B.A.
- Junior Associate, Morgan Stanley
- Investment experience since 2011; Joined Brown Advisory 2013

### **LYN WHITE, CFA**

#### Fixed Income Research Analyst

- University of Delaware, B.S.
- Senior Investment Analyst, Fidelity & Guaranty Life Insurance; Senior Portfolio Manager, Standard Insurance Company
- Investment experience since 2003; Joined Brown Advisory 2015

### **JAMIE WYATT**

#### Industrials & Basic Materials Equity Research Analyst

- Johns Hopkins University, B.S.
- Investment experience since 2018; Joined Brown Advisory 2018

### **NINA YUDELL**

#### Portfolio Manager; Flexible Equity Generalist

- University of Baltimore, B.S., M.B.A.; Johns Hopkins University, M.S.B.
- Portfolio Manager and Investment Analyst, Alex. Brown Investment Management; Investment Assistant, Oppenheimer & Co., Inc.; Investment Assistant, T. Rowe Price
- Investment experience since 1986; Joined Brown Advisory 1992

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**WILLIAM C. BAKER\***

Will is a director of Brown Advisory Incorporated and Brown Investment Advisory & Trust Company. He is president and CEO of the Chesapeake Bay Foundation. He is a trustee of Johns Hopkins Medicine, the Open Society Institute — Baltimore and the Clayton Baker Trust. He also serves as an emeritus board member of the Baltimore Community Foundation, a director of the Central Maryland Transportation Alliance, a member of the UMBC Board of Visitors and an honorary board member of the Garden Club of America. He is a founding director of the Greater Washington Board of Trade's Green Committee and the Living Classrooms Foundation.

**HOWARD E. COX JR.**

Howard is a director of Brown Advisory Incorporated. He is a special limited partner with Greylock Partners. In addition to his past Greylock Partners directorships, he is a past director of the Boston Globe, former director of the Foundation Board of Forum of Young Global Leaders, former director of the Population Council, former director of Partners HealthCare's investment committee, former director of the Kleberg Foundation's investment committee and the past chair of the National Venture Capital Association. He is director emeritus of Stryker (NYSE: SYK), a director for the Defense Business Board, and an executive committee member and board member of In-Q-Tel. Howard is an investment committee member of the Dana-Farber Cancer Institute, the Brookings Institution and the Museum of Fine Arts. He also serves as advisory trustee of various Fidelity mutual funds. Howard serves on various advisory boards for the Harvard Business School, Harvard Kennedy School, Harvard Medical School and Harvard T.H. Chan School of Public Health. He is president of the Clermont Foundation.

**MATTHEW CUTTS**

Matthew is a director of Brown Advisory Incorporated. He is a partner at Squire Patton Boggs LLP where he serves as co-chair of the Strategic Advocacy Public Policy Group, chair of the Tax and Financial Services Public Policy Group and as a member of the firm's Recruitment Committee. He has an extensive background in corporate litigation and spends a majority of his time advocating on federal tax policy. Matthew serves on the Federal City Council Board as Vice President and as Chairman of the Langston Initiative Project — a non-profit created to redevelop DC's publicly owned golf courses. He also serves on the board of the Ron Brown Scholar Program Steering Committee. Matthew is an Aspen Institute's Socrates Program Scholar. He was formally a member of Presidential Candidate Barack Obama's Mid-Atlantic Finance Committee and Mayor Adrian M. Fenty's Transition team and served as chair of the Washington, DC's Sports and Entertainment Commission, overseeing the capital construction of the Washington National's baseball stadium.

**JOHN O. DOWNING**

John is the vice chairman of the board of directors of Brown Advisory Incorporated, and a co-founder of CDK|Brown Advisory, a predecessor firm focused on hedge fund advisory solutions. Prior to founding CDK in 2002, he spent 19 years at Goldman Sachs & Co., where he was a general partner from 1992 to 2000 and served on the firm's Commitments and Credit Committees. During his last 10 years at Goldman Sachs, he ran European Equity Capital Markets and subsequently was one of several senior partners in the Global Equity Capital Markets group in New York. John is on the Investment Committee of Hotchkiss School, is a director of the Medical University of South Carolina Foundation and has served on several other endowment boards including Vanderbilt University. Additionally, John is the co-founder and board member of Vermont 99 Foods.

**ROBERT J. FLANAGAN**

Bob is a director of Brown Advisory Incorporated and serves as chair of the governance committee. He is president of Clark Enterprises and oversees the acquisition, management and development of new investment opportunities. He is also managing director of CNF Investments and serves on the boards of Eagle Oil & Gas Co, Svelte Medical Systems and Vascular Therapies. He is a director of the A. James & Alice B. Clark Foundation. Bob is also a member of the board of advisors of Georgetown University's McDonough School of Business. He was chair of the board of directors of Washington, D.C.'s Federal City Council, Martek Biosciences Corporation (NASDAQ: MATK) and Sagent Pharmaceuticals (NASDAQ: SGNT). Bob also was treasurer, secretary and a member of the board of directors of the Baltimore Orioles.

**BENJAMIN H. GRISWOLD IV\***

Ben is a partner of Brown Advisory and serves as a senior advisor. He is a director of Brown Advisory Incorporated, where he serves as chair of the investment committee, and is the chair of Brown Investment Advisory & Trust Company. Ben graduated from Princeton University and served as an artillery officer in the U.S. Army before receiving his MBA from Harvard. He joined Alex. Brown & Sons and became a partner of the firm in 1972, was elected director and vice chair of the board in 1984, and became chair of the board in 1987. Ben was a former director of the New York Stock Exchange and Stanley Black & Decker Inc. He is currently nonexecutive chair of W.P. Carey & Co. LLC and is a member of Flowers Foods (lead director), Signal Hill Capital and Deutsche Bank's Americas advisory boards. He is trustee emeritus of the Johns Hopkins University.

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**MICHAEL D. HANKIN\***

Mike is a partner, a member of the Executive Team and serves as president and chief executive officer. He is a director of both Brown Advisory Incorporated and Brown Investment Advisory & Trust Company. As chair of the Baltimore Healthy Harbor Project and executive committee member of the Baltimore Waterfront Partnership and Management Authority, he has challenged the city to achieve a goal of making Baltimore's Inner Harbor swimmable and fishable by 2020. He is a trustee of the Johns Hopkins University, trustee and vice chair of Johns Hopkins Medicine and chair of the board of managers of the Johns Hopkins University Applied Physics Lab. He also serves as president of Land Preservation Trust, is a trustee of the Center for Large Landscape Conservation, and is a director for the National Steeplechase Association and Associated Black Charities. Mike also serves on the board of directors of Stanley Black & Decker Inc. and on the boards of directors of three private companies, Tate Engineering Services, Inc., The Wills Group, Inc. and 1251 Capital Group, Inc. Mike earned a B.A. and M.A. from Emory University in 1979 where he graduated Summa Cum Laude and Phi Beta Kappa, and he received a J.D. from The University of Virginia School of Law in 1982.

**BEATRICE H.M. HOLLOND**

Bea is a director of Brown Advisory Incorporated. She is the chair of the U.K. Pearson's family investment office, chair of Millbank Investment Management and deputy chair of Millbank Financial Services. Bea also serves as the chair of Keystone Investment Trust, nonexecutive director and chair of the audit committee at Henderson Smaller Companies Investment Trust, senior independent director at Templeton Emerging Markets Investment Trust, independent director at M&G Group Limited, nonexecutive director of Telecom Plus and nonexecutive director of Foreign & Colonial Investment Trust. Bea remains involved at her alma mater, serving as chair of the investment committee and as an advisory fellow at Pembroke College at Oxford University. Additionally, Bea serves as a board member of the Soho Theatre Company in London, as trustee and as investment committee member of the Esmée Fairbairn Foundation and as a member of the finance advisory group of Salisbury Cathedral.

**KATHERINE B. KALIN**

Katherine is a director of Brown Advisory Incorporated. She has more than 25 years experience as a senior executive in the healthcare and professional services industries. Katherine's healthcare industry expertise spans diagnostics, medical devices and pharmaceuticals. Most recently, she led corporate strategy at Celgene for five years. She also held leadership roles in marketing, sales, strategy and new business development at Johnson & Johnson. Prior to that, Katherine was a partner at McKinsey and Company, where she negotiated and led consulting assignments, operating as a strategic advisor to senior executives. She also served as a manager in corporate finance at Nomura International in the U.K. and Japan. Her international work experience includes Asia, Europe and North America. Katherine also serves as a board member for Clinical Genomics Technologies and Primari Analytics.

**GLENN R. MARTIN\***

Glennie is a director of both Brown Advisory Incorporated and Brown Investment Advisory & Trust Company. She is the president of Clay County Port and of Universal Sales Corporation. Glennie serves as trustee for the Women's Hospital Foundation, the Missionary Emergency Foundation and the Richard S. Reynolds Foundation.

**ROBERT S. MURLEY**

Bob is a director of Brown Advisory Incorporated and serves as chair of the finance committee. He is vice chair and a senior advisor at Credit Suisse (NYSE: CS) and chair of investment banking in the Americas. Bob serves as the vice chair of the Ann & Robert H. Lurie Children's Hospital of Chicago, chair of the Lurie Children's Foundation, chair of the board of the UCLA Anderson School of Management, trustee of the Museum of Science and Industry of Chicago and a member of the Economic Club and the Commercial Club of Chicago. Bob also serves as trustee emeritus of his alma mater, Princeton University, and of the Princeton University Investment Company.

## BOARD OF DIRECTORS

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### **CHARLES E. NOELL III**

Charlie is a director of Brown Advisory Incorporated. He is the co-founder of JMI Equity Partners, a technology-focused private equity firm based in Baltimore, MD and San Diego, CA. He currently serves as a director of CoreHR, Iris Software Systems, LZ Labs, Scalable Software and Greystar Real Estate Partners. Since 1991, Charlie has been president of the family investment company of John J. Moores, the founder and former chairman and CEO of BMC Software, Inc. Prior to joining JMI, Charlie served as a managing director and co-head of the technology group of investment bank Alex. Brown & Sons. He serves on the Board of Trustees of Center Stage, Baltimore's largest professional producing theatre, and on the Board of Governors of St. Christopher's School and St. James Academy.

### **WALTER D. PINKARD JR.\***

Wally is a director of Brown Advisory Incorporated and Brown Investment Advisory & Trust Company. He is a senior advisor at Cushman & Wakefield. He also serves as president, investment committee member and board member for the France-Merrick Foundation and as a trustee of Johns Hopkins Medicine. He is the chair of the Hippodrome Foundation and of the National Advisory Council of the Johns Hopkins University School of Nursing. Wally is a trustee emeritus of the Johns Hopkins University, the Baltimore Community Foundation and the Stulman Foundation. Wally is a board member of Dome Corporation and Central Maryland Transportation Alliance. Wally is a director and chair of finance and the investment committee for Baltimore Life Insurance Company.

# LARGE-CAP GROWTH INSTITUTIONAL 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)*
2018	5.9	5.5	-1.5	13.0	12.1	88	0.3	9,285	30,529
2017	31.7	31.2	30.2	11.5	10.5	119	0.3	10,005	33,155
2016	-2.3	-2.7	7.1	11.2	11.2	148	0.1	9,786	30,417
2015	7.8	7.4	5.7	10.2	10.7	168	0.3	12,583	43,746
2014	7.1	6.6	13.1	11.0	9.6	181	0.2	14,674	44,772
2013	30.3	29.7	33.5	15.5	12.2	212	0.3	15,740	40,739
2012	16.7	16.2	15.3	18.7	15.7	148	0.4	8,525	26,794
2011	0.4	0.0	2.6	19.7	17.8	102	0.3	5,622	19,962
2010	25.7	25.3	16.7	22.5	22.1	65	0.5	3,936	16,859
2009	53.3	53.0	37.2	20.0	19.7	41	0.6	1,191	11,058
2008	-35.7	-36.3	-38.4	16.5	16.4	32	0.3	120	8,547

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, 2018. 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 Large-Cap Growth Institutional Composite includes all discretionary institutional portfolios (and carve-outs through 2009 invested in U.S. equities with strong earnings growth characteristics and large market capitalizations. This composite has been examined for the periods from January 1, 2006 through December 31, 2009. The examination reports are available upon request. The minimum account market value required for composite inclusion is \$1.5 million.
- Through 2009, cash was allocated to carve-outs based on a strategic asset allocation percentage. For calendar year end 2006-2009, the percent of the composite composed of carve-outs was 85%, 38%, 33% and 5% respectively
- This composite was created in 1997.
- 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.
- The benchmark is the Russell 1000® Growth Index. The Russell 1000® Growth Index measures the performance of the large-cap growth segment of the U.S. equity universe. It includes those Russell 1000® Index companies with higher price-to-book ratios and higher forecasted growth values. The Russell 1000® Growth Index is constructed to provide a comprehensive and unbiased barometer for the large-cap growth segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect growth characteristics. The Russell 1000® Growth Index and Russell® are trademarks/service marks of the London Stock Exchange Group companies. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- 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. Other expenses can reduce returns to investors. The standard management fee schedule 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.
- 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 does not indicate 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.