# Brown Advisory Large-Cap Sustainable Growth Strategy

We believe that our strategy can outperform over a full market cycle with less risk through a concentrated portfolio of companies that have Sustainable Business Advantages (SBA), fundamental strength and attractive valuations.

**KARINA FUNK, CFA**
*Portfolio Manager*

**DAVID POWELL, CFA**
*Portfolio Manager*

## October 2019 Monthly Report

### Performance Contributors

**TOP FIVE CONTRIBUTORS***

| TICKER | NAME | SECTOR | AVG. WEIGHT (%) | MONTHLY RETURN (%) | CONTRIBUTION TO RETURN (%) |
|---|---|---|---|---|---|
| UNH | UnitedHealth Group Incorporated | Health Care | 3.68 | 16.28 | 0.56 |
| EW | Edwards Lifesciences Corporation | Health Care | 2.97 | 8.40 | 0.25 |
| NDSN | Nordson Corporation | Industrials | 2.59 | 7.21 | 0.18 |
| V | Visa Inc. Class A | Information Technology | 4.58 | 3.98 | 0.18 |
| MSFT | Microsoft Corporation | Information Technology | 5.19 | 3.12 | 0.16 |

**BOTTOM FIVE CONTRIBUTORS***

| TICKER | NAME | SECTOR | AVG. WEIGHT (%) | MONTHLY RETURN (%) | CONTRIBUTION TO RETURN (%) |
|---|---|---|---|---|---|
| ETSY | Etsy, Inc. | Consumer Discretionary | 1.64 | -21.26 | -0.33 |
| VRSK | Verisk Analytics Inc | Industrials | 3.81 | -8.50 | -0.33 |
| DHR | Danaher Corporation | Health Care | 4.79 | -4.46 | -0.23 |
| AZPN | Aspen Technology, Inc. | Information Technology | 2.33 | -6.48 | -0.16 |
| INTU | Intuit Inc. | Information Technology | 4.27 | -2.98 | -0.13 |

### Monthly Portfolio Activity

**NEW INVESTMENTS**

| TICKER | NAME | REASON FOR DECISION |
|---|---|---|
| | None | |

**DELETION**

| TICKER | NAME | REASON FOR DECISION |
|---|---|---|
| | None | |

### Top 10 Equity Holdings (%)

Cash and equivalents: 1.8%

| | | | | | |
|---|---|---|---|---|---|
| 1. | Microsoft Corp. | 5.2 | 6. | Amazon.com, Inc. | 4.1 |
| 2. | American Tower Corp. | 4.7 | 7. | Intuit, Inc. | 4.1 |
| 3. | Danaher Corp. | 4.6 | 8. | Alphabet. Inc. Class A | 4.0 |
| 4. | Visa, Inc. | 4.5 | 9. | UnitedHealth Group, Inc. | 3.9 |
| 5. | Thermo Fisher Scientific, Inc. | 4.1 | 10. | Verisk Analytics, Inc. | 3.5 |

**INSIDE THE STRATEGY: FACTS & TYPICAL PORTFOLIO FIGURES**

| | |
|---|---|
| Inception: 12/31/2009 | Top 10 Weight: 35%–50% |
| Benchmark: Russell 1000® Growth Index | Position Size: 1%–5% |
| Portfolio: 30–40 Holdings | Cash Position: 2%–5% |

### Portfolio Comments

The Brown Advisory Large-Cap Sustainable Growth Composite rose 0.5% (net of fees), underperforming its benchmark, The Russell 1000® Growth Index, which rose 2.8%. Not owning Apple, which was up 11% for the month and represents 7% of the benchmark, was the largest factor contributing to our underperformance.

UnitedHealth Group was the portfolio's greatest contributor during the month. The company posted better-than-expected third-quarter earnings and also boosted its full-year profit forecasts. Optum, the company's pharmacy benefits management business, reported solid results at both the top and bottom lines.

Etsy was the portfolio's largest detractor to performance The company's shares fell after a third-quarter report raised concerns over investments made by the management team in hopes of accelerating Etsy's growth. Our thesis remains unchanged, however, and we maintain our long term confidence in Etsy and its fundamental growth prospects.

There were no additions to or deletions from the portfolio during the month.

*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 include cash and equivalents. Numbers may not total due to rounding. The portfolio information provided is based on a representative Large-Cap Sustainable Growth 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 Large-Cap Sustainable Growth 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 Sustainable Growth disclosure statement at the end of this presentation for a GIPS compliant presentation.

# Brown Advisory Large-Cap Sustainable Growth 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 | 5.4 | 4.8 | -1.5 | 11.6 | 12.1 | 41 | 0.2 | 1,049 | 30,529 |
| 2017 | 29.1 | 28.4 | 30.2 | 10.6 | 10.5 | 32 | 0.2 | 762 | 33,155 |
| 2016 | 6.6 | 6.0 | 7.1 | 11.5 | 11.2 | 32 | 0.1 | 503 | 30,417 |
| 2015 | 13.7 | 13.1 | 5.7 | 11.1 | 10.7 | 23 | 0.3 | 405 | 43,746 |
| 2014 | 7.1 | 6.5 | 13.1 | 9.9 | 9.6 | 25 | 0.1 | 303 | 44,772 |
| 2013 | 34.5 | 33.7 | 33.5 | 12.1 | 15.5 | 24 | 0.2 | 288 | 40,739 |
| 2012 | 16.5 | 15.9 | 15.3 | 15.7 | 15.7 | 22 | 0.3 | 211 | 26,794 |
| 2011 | 5.4 | 5.0 | 2.6 | NA | NA | 21 | 0.3 | 37 | 19,962 |
| 2010 | 23.5 | 23.1 | 16.7 | NA | NA | 18 | N/A | 13 | 16,859 |

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.

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 Large-Cap Sustainable Growth Composite includes all discretionary portfolios invested in the Sustainable Large Cap Strategy. The strategy invests primarily in large market capitalization companies with financially and environmentally sustainable business models. The minimum account market value required for composite inclusion is $1.5 million. Prior to 2012, the minimum was $100,000.
3. This composite was created in 2010. Prior to 3/31/13, the strategy was named Large-Cap Sustainability. Prior to 12/31/2011 the strategy was named Winslow Green Large Cap. No changes have been made to the strategy since inception.
4. 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.
5. The dispersion of annual returns is measured by the equal weighted standard deviation of portfolio returns. The composite dispersion is not applicable (N/A) for periods where there were five or fewer accounts in the composite for the entire period.
6. 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.
7. 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 3 year annualized standard deviation is not presented as of December 31, 2010 and December 31, 2011 because 36 monthly returns for the composite were not available (NA).
8. Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
9. A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
10. Past performance does not indicate future results.
11. 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.

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### 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.