

Large-Cap Sustainable Growth

QUARTERLY STRATEGY UPDATE

Second Quarter 2019

COMPOSITE PERFORMANCE (%)

| | COMPOSITE GROSS OF FEES | COMPOSITE NET OF FEES | RUSSELL 1000® GROWTH INDEX |
|---------------------|-------------------------------|-----------------------------|-------------------------------------|
| 3 MOS. | 6.53 | 6.38 | 4.64 |
| YTD | 26.13 | 25.78 | 21.49 |
| 1 YR. | 19.86 | 19.21 | 11.56 |
| 3 YR. | 21.34 | 20.70 | 18.07 |
| 5 YR. | 17.10 | 16.47 | 13.39 |
| ITD (12/31/2009) | 17.26 | 16.67 | 14.68 |

The composite performance shown above reflects the Brown Advisory Large-Cap Sustainable Growth Composite, managed by Brown Advisory Institutional. Brown Advisory Institutional is a division of Brown Advisory LLC, and Brown Advisory Institutional is a GIPS compliant firm. Please see the end of this for a GIPS compliant presentation.

REP. ACCOUNT CHARACTERISTICS

| | LARGE-CAP SUSTAINABLE GROWTH REP. ACCT. | RUSSELL 1000® GROWTH INDEX |
|------------------------------|--|-------------------------------|
| Wtd. Avg. Market Cap. | \$192.8B | \$308.3B |
| EV/FCF (FY2 Est.) | 27.4x | 24.6x |
| Name Turnover (3 YR Avg.) | 19.3% | -- |

REP. ACCOUNT TOP 10 PORTFOLIO HOLDINGS

| SECURITY | % PORTFOLIO |
|--------------------------------|-------------|
| Microsoft Corp. | 5.0 |
| Danaher Corp. | 4.9 |
| American Tower Corp. | 4.5 |
| Visa, Inc. | 4.4 |
| Amazon.com, Inc. | 4.4 |
| Intuit, Inc. | 4.2 |
| Thermo Fisher Scientific, Inc. | 4.0 |
| UnitedHealth Group, Inc. | 3.8 |
| Verisk Analytics, Inc. | 3.6 |
| Ecolab, Inc. | 3.5 |
| TOTAL | 42.3 |

KARINA FUNK, CFA
Portfolio Manager

DAVID POWELL, CFA
Portfolio Manager



Review & Outlook

The double-digit market gains experienced in the first quarter did not repeat in the second quarter, though absolute returns were still positive. Our benchmark, the Russell 1000® Growth Index, was up mid-single digits and our strategy outperformed within the time period.

At the time of this writing, uncertainty surrounding trade talks between the U.S. and China dominates short-term sentiment. Increased antitrust scrutiny of big technology companies, slowing global growth and the hope of a dovish Federal Reserve in the back half of the year round out the major, near-term caveats to an otherwise healthy domestic market.

Portfolio returns were driven by strong stock selection in health care, information technology and materials. This offset weak stock selection within our industrials holdings as well as negative performance from one name within the communications services sector: **Alphabet**.

Since the end of May, reports that the U.S. Justice Department may open an investigation into Alphabet's compliance with antitrust laws has weighed on the stock. We understand this will be a protracted process that is difficult to predict. At the moment, we are more focused on the fundamental drivers of demand for digital advertising and the capital intensity required for the company to continue to grow revenue at a high-teens rate. While we will continue to monitor changes in the regulatory landscape going forward, we maintained our position during the quarter.

Most of our information technology companies held up in spite of the macroeconomic and policy uncertainty. Among our semiconductor names, **Marvell Technology Group** reported a good quarter, but it was the new 5G content wins that buoyed the stock. The company has also been optimizing its portfolio at a fast clip, announcing two acquisitions and one divestiture of a noncore business in the quarter.

We added a new semiconductor name, **Analog Devices**. Analog has one of the widest solution sets in analog technology—that is, semiconductor chips that can translate mechanical signals from the physical world (including temperature, vibrations, light) into electrical signals that enable connectivity and controls in applications ranging from vehicle electrification to health care diagnostics. We believe that Analog Devices is well-positioned in a consolidating industry at a time when applications for analog chips are rapidly growing. Many of these new applications are a basis the company's Sustainable Business Advantage (SBA): We expect strong revenue growth from market segments such as smart grid and power line monitoring, vehicle safety applications, energy harvesting (converting thermal, vibration, solar energy into electrical), and internet-of-things devices that require ultra low power and efficient processing.

The poor performance this quarter within our Industrials holdings was led by **J. B. Hunt** and **A. O. Smith**. J.B. Hunt continues to suffer through some macroeconomic sensitivity—illustrated by declining volumes and weak pricing.

A. O. Smith was down nearly 14% in the quarter given the weakness in China, compounded by the company's mis-execution in the online water heater channel. The Chinese market has become increasingly competitive, which is extremely concerning given part of our investment thesis had been centered on A. O. Smith's strong market position in the region. After conducting our own primary research on channel inventory, it became clear that the inventory overhang in China might take longer than expected to clear. We exited the stock and swapped the position into Analog Devices, with confidence that this is an upgrade to the portfolio.

Other activity in the quarter was limited to opportunistic capital allocation, such as taking advantage of recent weakness in **UnitedHealth** and Intuit, while managing our position sizes in **Marvell** and **Ecolab** after strong stock performance.

We remain fully invested and disciplined in our process of finding investment opportunities at the intersection of strong fundamentals, sustainable business advantages and attractive valuation. This philosophy has served us well over the last nine and a half years, and we believe it will continue to do so in the years ahead. **B**

Sector Diversification

- Sector allocation in both absolute and relative terms did not change materially during the quarter.
- Consistent with prior quarters, the portfolio is overweight health care and materials and underweight consumer staples, energy and financials. We do not use sector rotation as a driver of return; our sector weightings are primarily determined by where we find opportunities in our bottom-up stock selection process.
- As we have previously noted, we believe that many of our industrial and information technology holdings could be categorized within other sectors. One of our industrial companies primarily serves the insurance sector, while several technology holdings are involved in financial services.

| SECTOR | LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT (%) | RUSSELL 1000® GROWTH INDEX (%) | DIFFERENCE (%) | LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT (%) | |
|------------------------|---|--------------------------------------|-------------------|---|--------|
| | Q2 '19 | Q2 '19 | Q2 '19 | Q1 '19 | Q2 '18 |
| Communication Services | 3.52 | 11.99 | -8.46 | 4.04 | 6.93 |
| Consumer Discretionary | 13.71 | 15.26 | -1.55 | 13.70 | 13.42 |
| Consumer Staples | 2.21 | 5.74 | -3.53 | 2.24 | 2.20 |
| Energy | -- | 0.69 | -0.69 | -- | -- |
| Financials | -- | 4.45 | -4.45 | -- | -- |
| Health Care | 25.63 | 12.62 | 13.01 | 23.90 | 21.31 |
| Industrials | 10.64 | 11.49 | -0.84 | 13.62 | 14.90 |
| Information Technology | 32.98 | 33.55 | -0.57 | 31.29 | 31.56 |
| Materials | 6.67 | 1.86 | 4.81 | 6.53 | 5.25 |
| Real Estate | 4.63 | 2.35 | 2.27 | 4.70 | 4.44 |

Quarterly Attribution Detail by Sector

- Health care was our strongest sector and remains our largest relative overweight. **Danaher**, **Thermo Fisher** and **Illumina** performed well in the quarter. As drug discovery, development and manufacturing move away from small molecules toward biologics and cell therapies, we expect many of our health care companies should benefit. Furthermore, as diagnostic imaging moves toward incorporating genetic analysis, we expect Illumina to perform well going forward.
- Many of our information technology companies performed well in the quarter, including **Microsoft**, Marvell Technology, **Visa** and **Aspen Technology**. Stock selection within the sector was strong, which led to our performance. Broadly speaking, we have found good opportunities within the software and semiconductor sub-segments of the sector.
- We are pleased that stock selection (as opposed to sector allocation) led to the outperformance during the quarter. As noted in prior commentaries, we do not take a top-down view of any sector but rather build the portfolio from the bottom up on a stock-by-stock basis.
- Poor stock selection in industrials and communication services partially offset good stock selection in other sectors. Alphabet underperformed primarily due to regulatory concerns, as mentioned previously. J.B. Hunt and A. O. Smith led to the negative performance in industrials.

| SECTOR | LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT | | RUSSELL 1000® GROWTH INDEX | | ATTRIBUTION ANALYSIS | | |
|------------------------|---|---------------|----------------------------|---------------|-----------------------------|--|------------------------|
| | AVERAGE WEIGHT (%) | RETURN (%) | AVERAGE WEIGHT (%) | RETURN (%) | ALLOCATION EFFECT (%) | SELECTION AND INTERACTION EFFECT (%) | TOTAL EFFECT (%) |
| Communication Services | 3.88 | -7.99 | 12.26 | 3.62 | 0.11 | -0.47 | -0.37 |
| Consumer Discretionary | 13.75 | 5.92 | 15.21 | 5.52 | -0.01 | 0.06 | 0.05 |
| Consumer Staples | 2.24 | 4.86 | 5.77 | 4.80 | -- | -- | -- |
| Energy | -- | -- | 0.72 | -3.32 | 0.06 | -- | 0.06 |
| Financials | -- | -- | 4.42 | 8.86 | -0.18 | -- | -0.18 |
| Health Care | 24.24 | 8.94 | 12.58 | 0.18 | -0.43 | 2.09 | 1.66 |
| Industrials | 12.68 | -0.70 | 11.58 | 2.65 | -0.04 | -0.47 | -0.52 |
| Information Technology | 32.13 | 8.91 | 33.26 | 6.61 | -0.02 | 0.73 | 0.71 |
| Materials | 6.42 | 16.33 | 1.82 | 7.96 | 0.17 | 0.48 | 0.65 |
| Real Estate | 4.67 | 4.67 | 2.38 | 3.61 | -0.03 | 0.07 | 0.04 |
| Total | 100.00 | 6.74 | 100.00 | 4.64 | -0.37 | 2.47 | 2.10 |

Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions.

Quarterly Contribution to Return

- Microsoft posted encouraging results in its most recent quarter driven by strong execution and robust growth across the entire portfolio. The company's public cloud business (Azure) continues to be the fastest-growing unit within Microsoft. Office 365 and LinkedIn also recorded impressive results. Management's focus on operational efficiency continues to pay off as operating margins exceeded consensus earnings reports. Microsoft remains the largest position in our portfolio given the broad-based strength across the top and bottom lines.
- Marvell Technology made a number of deals during the period to expand its networking portfolio and strengthen its underlying competitive position. The company announced the divestiture of its noncore connectivity business to NXP, the acquisition of Avera (Global Foundry's custom chip business) and the acquisition of Aquantia (Ethernet product portfolio to infrastructure and automotive end markets). We believe these deals strengthen Marvell's portfolio given the increased exposure to the 5G infrastructure market and the exit of a subscale business with lower profitability than the corporate average.
- **Ball Corporation** posted strong revenue growth in the first quarter. The majority of new beverage offerings are being packaged in cans, which is a dramatic shift from just a few years ago, when most used plastic bottles. Ball has successfully delivered from the Rexam acquisition and should return the majority of its cash flow to investors via stock buybacks going forward.
- **IDEXX Laboratories** continued its run of steady execution by posting another double-digit revenue growth quarter. Also encouraging was strong gross margin improvement aided by the water, livestock, poultry and dairy businesses. IDEXX appears to be capturing market share across multiple parts of its business driven by the effectiveness of its direct sales force and its product innovation.
- Visa reported another strong quarter and raised guidance for the year despite continued deceleration in cross-border transactions and weaker volumes, demonstrating the tremendous flexibility in its business model. We continue to see multiple growth opportunities for Visa, including enabling business-to-business transactions, faster growth in Europe and Visa Direct.
- Alphabet declined during the second quarter on regulatory fears regarding the company's dominant position in internet search. The U.S. Department of Justice is preparing to open an investigation into Google's compliance with antitrust laws. Antitrust investigations are difficult to predict. We maintained our position in Alphabet given the difficulty we foresee in convincing judges that Google has undermined competition combined with the low likelihood that the company would be broken up.
- A. O. Smith declined on disappointing results from the company's operations in China. After many years of strong results in China, growth has slowed meaningfully and turned negative. Inventories of water heaters within the country are abnormally high and will likely take many quarters to work through. During the period, we sold our position in A. O. Smith in favor of a new position in Analog Devices, which we believe has a more durable business model and faster growth rate going forward.

Portfolio Activity

- We established a new position in Analog Devices, which is a leading global high-performance analog technology company. The company translates real-world phenomena, such as temperature, pressure and light, into an electrical signal to accurately sense, measure, connect, interpret and power various applications. We believe that the company's business model is extremely strong with high gross margins, good cash flow generation and consistent reinvestment into research and development. Energy efficiency has increased the adoption of analog chips, which has helped make numerous applications smarter, safer, more accurate and more efficient. Analog Devices offers solutions in clean energy production, vehicle electrification, environmental control systems, remote health care analyzers and diagnostics, and wireless connectivity. Moreover, Analog Devices is committed to operating in a way that minimizes adverse impacts to the environment and conserves resources used in its operations, citing both environmental stewardship and cost savings as key motivators behind its sustainability initiatives. Notably, Analog Devices is an industry leader in conserving water and reducing the use of toxic chemicals.

| LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT TOP FIVE CONTRIBUTORS | | | | |
|---|------------------------------------|-----------------|------------|----------------------------|
| TICKER | NAME | AVG. WEIGHT (%) | RETURN (%) | CONTRIBUTION TO RETURN (%) |
| MSFT | Microsoft Corporation | 5.22 | 14.00 | 0.70 |
| MRVL | Marvell Technology Group Ltd. | 2.65 | 20.37 | 0.66 |
| BLL | Ball Corporation | 2.90 | 21.26 | 0.59 |
| IDXX | IDEXX Laboratories, Inc. | 2.34 | 23.14 | 0.51 |
| V | Visa Inc. Class A | 4.40 | 11.28 | 0.49 |
| LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT BOTTOM FIVE CONTRIBUTORS | | | | |
| GOOGL | Alphabet Inc. Class A | 3.88 | -7.99 | -0.34 |
| AOS | A. O. Smith Corporation | 1.49 | -13.44 | -0.31 |
| JBHT | J.B. Hunt Transport Services, Inc. | 2.51 | -9.51 | -0.30 |
| CRM | salesforce.com, inc. | 2.32 | -4.19 | -0.11 |
| EW | Edwards Lifesciences Corporation | 2.46 | -3.44 | -0.09 |

- J.B. Hunt posted a disappointing quarter, and the stock declined in part due to fears surrounding a slowing pricing cycle. Transportation volumes have been weak across multiple modalities, including rail and truck. Therefore, lower freight prices will likely negatively affect J.B. Hunt later this year and into next year. Compounding the difficult macro situation is the closure of a number of unprofitable intermodal routes by the company's rail partners. Recognizing that these issues will likely continue to hurt performance in the near term, we trimmed our position during the quarter.
- **Salesforce.com** declined after the announcement of its intention to acquire Tableau for \$15.7 billion in an all-stock transaction. Investors seemingly balked at the high cost of the transaction. We believe Tableau gives Salesforce additional expertise in its drive to provide customers analytical insight into its operational data. The transaction builds off of the recent Mulesoft acquisition and should provide a comprehensive platform for data recognition and analysis.
- **Edwards Lifesciences** pulled back slightly after a strong first quarter. Over the next few quarters, investors expect Edwards' growth will inflect given TAVR's (transcatheter aortic valve replacement) low-risk label expansion. TAVR demonstrated clinical superiority over open-heart surgery in a head-to-head trial and should be considered a best practice for patients with aortic stenosis going forward.

| LARGE-CAP SUSTAINABLE GROWTH REP. ACCOUNT PORTFOLIO ACTIVITY | | |
|---|-------------------------|------------------------|
| ADDITIONS | | SECTOR |
| ADI | Analog Devices, Inc. | Information Technology |
| DELETIONS | | SECTOR |
| AOS | A. O. Smith Corporation | Industrials |

- We exited our position in A. O. Smith to make room for Analog Devices. We consider Analog Devices to have a better business model with stronger growth opportunities ahead of it.

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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.

- *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 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.
- 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.
- 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.
- 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.
- 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. The 3 year annualized standard deviation is not presented as of December 31, 2010 and December 31, 2011 because 36 month returns for the composite were not available (NA).
- 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.

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Composite performance is based on the Brown Advisory Large-Cap Sustainable Growth Composite and was obtained through FactSet®. All information and returns shown are as of 6/30/2019 for each period. Returns greater than one year are annualized. Past performance is not indicative of future results. Representative account characteristics and top 10 holdings were obtained through FactSet. This information is based on a representative Large-Cap Sustainable Growth account and is provided as supplemental information. Account characteristics exclude cash and cash equivalents; top 10 holdings list includes cash and cash equivalents. FactSet® is a registered trademark of FactSet Research Systems, Inc.

References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. The security returns listed represent the period of when the security was held during the quarter. Top five and bottom five contributors exclude cash and cash equivalents. Sector diversification and sector attribution excludes cash and cash equivalents. Total portfolio return figures provided reflect the sum of the returns of the equity holdings in the representative account portfolio due to price movements and dividend payments or other sources of income, and exclude cash. Performance figures may vary from actual portfolio performance, as calculations are based on end-of-day security prices and do not incorporate the actual cost basis or sale price of individual securities. 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. The individual amounts shown for top ten holdings, sector diversification and quarterly attribution may not sum to the total amount shown due to rounding.

Please see composite disclosure statements above for additional information.

Terms and Definitions For Representative Account Calculations

All financial statistics and ratios are calculated using information from FactSet as of the report date unless otherwise noted. **Market Capitalization** refers to the aggregate value of a company's publicly traded stock. **Weighted Average Market Cap** refers to 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). **Enterprise Value/Free Cash Flow (EV/FCF)** is the enterprise value of a company (defined as market value plus debt minus cash and minority interests) divided by its free cash flow (defined as operating cash flow minus net capital expenditure). EV/FCF 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. **Name 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. 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. 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. **Allocation Effect** measures the impact of the decision to allocate assets differently than those in the benchmark. **Selection and Interaction Effect** reflects the combination of selection effect and interaction effect. Selection effect measures the effect of choosing securities that may or may not outperform those of the benchmark. Interaction effect measures the effect of allocation and selection decisions (i.e., did we overweight the sectors in which we underperformed). **Total Effect** reflects the combination of Allocation, Selection and Interaction effects. Totals may not equal due to rounding. **Contribution To Return** is calculated by multiplying a security's beginning weight as a percentage of a portfolio by that security's return for the period covered in the report.