Fourth Quarter 2019

LARGE-CAP SUSTAINABLE GROWTH REVIEW AND OUTLOOK

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The strategy gained 7.2% in the fourth quarter of 2019 but trailed the Russell 1000® Growth Index, which was up 10.6%. For the calendar year 2019, the strategy was up 36.1%, which was slightly behind the benchmark (up 36.4%).

The market responded positively to a number of developments in the fourth quarter, including the decisive outcome in the British election, the announcement of a phase one trade deal between the U.S. and China, and the solid performance of the domestic economy. Central banks have kept monetary policy accommodative amid tepid inflation. Despite these encouraging events, many risks to the global economy remain. Middle East tensions and the Hong Kong protests are still kindling. The health care debate in the U.S. is expected to rage louder during an election year. While domestic growth remains relatively steady, there are indications that industrial activity has weakened in many areas, including transportation and manufacturing.

Turning to the quarter's results, information technology and health care were the greatest detractors from a sector standpoint in the period. Encouragingly, the strategy's stocks performed well but simply could not keep pace with the Index. Within the materials sector, Ecolab and Ball negatively impacted performance, as both stocks pulled back after strong runs. Only our industrials holdings, led by Fortive and Nordson, provided a relative boost, but this was not enough to offset declines elsewhere.

Within information technology, the number one factor in the relative underperformance was not owning Apple. The stock was up 31% in the quarter and represents over 7% of the benchmark; therefore, the negative effect of not owning the stock was larger than the impact of any stock we did own. At times, our strategy can certainly be out of step with large weights in the benchmark. At the risk of stating the obvious, many benchmarks are designed to have the greatest exposure to the largest companies. Our process is designed to have high exposure to high-conviction ideas. Therefore, we do not hesitate to "look" different from the benchmark. Swapping out of Apple over four years ago is a good example of our process of consistently "upgrading" the portfolio into companies with better business models with higher conviction. Recall that in the fall of 2015 (when we sold the stock), Apple was just entering the iPhone 6s and iPad Pro product cycles. Given the large number of variables driving Apple's growth, we came up with fairly wide bands for potential upside and downside scenarios. We decided to swap into American Tower, a company with better visibility due to its long-term service contracts and wider competitive moat. In hindsight, as it turns out, both have been good investments in the time frame we have held American Tower, despite Apple's strong returns in the fourth quarter of 2019.

Both stocks have posted 178% total shareholder return (September 17, 2015 – December 31, 2019). But American Tower has posted those returns with much less volatility, which fits our preference for steady, stable growth companies.

As is typical, throughout the quarter, we took advantage of temporary weakness in some names and added to Analog Devices, Aspen Technologies, Fortive and Etsy. At the same time, we trimmed a number of large position sizes to manage risk, including in Microsoft, Danaher and Thermo Fisher.

We also found two opportunities to upgrade the portfolio with new holdings. While Mettler-Toledo has been a strong performer during our holding period, we believe that Bio-Rad Laboratories has greater runway to both increase margins and close a valuation gap with its peers. Bio-Rad is a globally diversified manufacturer of life science and clinical diagnostic instruments, consumables, software and services. The company has leadership positions in DNA and cell analysis, biochromatography, blood typing, quality control and consumables for infectious disease testing. We believe the company's sustainable business advantage (SBA) advances the discovery process and improves health care. The company's technology is used for early diagnosis of disease, notably in oncology, that can save lives and reduce health care costs. The company also provides products used in food and water safety testing, as well as quality control to improve laboratory performance in immunology, hematology and chemistry.

We also took the opportunity to sell Aptiv Technologies on the strength of a good year for the company (though the trade was not fully completed before year end). The automotive end markets are challenged and cyclical, and we are happy with our exposure to the fastest-growing areas of vehicle electrification and active safety through other holdings, such as Analog Devices. We swapped out of Aptiv into a higher-conviction name with a more attractive business model: Nike. We are very familiar with this company, having owned it before. We believe this is a great time to own it again because for the first time in recent memory, the company should be able to grow revenue and margins simultaneously. Margin improvement should result from Nike's increased shift to direct-to-consumer sales, cost reductions and pricing power. Revenue growth, we believe, will come from product mix shift and share gains. While a new CEO will have to prove himself, and with room to improve on some ESG characteristics, we believe the company has evolved from approaching sustainability as reputation management to a more proactive view of sustainability as a source of innovation and growth.

(Continued on the following page)

Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients.

LARGE-CAP SUSTAINABLE GROWTH REVIEW AND OUTLOOK

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Finally, we are excited to reflect on our 10-year anniversary for the strategy. We are pleased that our long-term results have demonstrated that there does not have to be a trade-off between strong performance and “smart” investments that help address some of our trickiest sustainability challenges. We are also humbled by all that we have learned over the past 10 years and all that we have yet to learn. While our process and philosophy have not changed since inception, investing is a process of continuous improvement, and we remain eager and hungry for opportunities to learn from our mistakes going forward. We are also thankful to be working alongside phenomenal colleagues and expect to embark on another decade of continuous learning and improvement together.

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 10-years, and we believe it will continue to do so in the years ahead.

Fourth Quarter 2019

SECTOR DIVERSIFICATION

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- Sector allocation in both absolute and relative terms did not change significantly 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, 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	REPRESENTATIVE LARGE-CAP SUSTAINABLE GROWTH ACCOUNT (%)	RUSSELL 1000® GROWTH INDEX (%)	DIFFERENCE (%)	REPRESENTATIVE LARGE-CAP SUSTAINABLE GROWTH ACCOUNT (%)	
	Q4'19	Q4'19	Q4'19	Q3'19	Q4'18
Communication Services	4.00	11.49	-7.49	3.94	4.30
Consumer Discretionary	14.85	13.92	0.93	15.46	13.09
Consumer Staples	1.93	4.64	-2.71	2.18	2.46
Energy	--	0.26	-0.26	--	--
Financials	--	3.12	-3.12	--	--
Health Care	25.53	14.71	10.81	25.13	24.54
Industrials	8.91	9.26	-0.35	8.81	13.47
Information Technology	35.07	38.87	-3.80	33.86	30.81
Materials	5.03	1.36	3.67	5.79	6.37
Real Estate	4.67	2.36	2.31	4.84	4.96
Utilities	--	--	--	--	--

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. The portfolio information provided is based on a representative Large-Cap Sustainable Growth account and is provided as supplemental information. Sector diversification excludes cash and cash equivalents. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions.

QUARTER-TO-DATE ATTRIBUTION DETAIL BY SECTOR

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	REPRESENTATIVE LARGE-CAP SUSTAINABLE GROWTH ACCOUNT		RUSSELL 1000® GROWTH INDEX		ATTRIBUTION ANALYSIS		
SECTOR	AVERAGE WEIGHT (%)	RETURN (%)	AVERAGE WEIGHT (%)	RETURN (%)	ALLOCATION EFFECT (%)	SELECTION & INTERACTION EFFECT (%)	TOTAL EFFECT (%)
Communication Services	4.05	9.69	11.57	10.78	-0.02	-0.04	-0.06
Consumer Discretionary	15.12	4.91	14.08	6.14	-0.05	-0.17	-0.22
Consumer Staples	2.09	-3.55	4.77	3.62	0.19	-0.16	0.03
Energy	--	--	0.26	6.35	0.01	--	0.01
Financials	--	--	3.14	8.90	0.05	--	0.05
Health Care	25.36	10.02	14.52	16.21	0.56	-1.47	-0.91
Industrials	8.87	4.10	9.63	2.65	0.06	0.11	0.17
Information Technology	34.52	10.40	38.21	14.41	-0.14	-1.29	-1.43
Materials	5.35	-6.04	1.41	2.02	-0.35	-0.48	-0.83
Real Estate	4.65	4.39	2.42	0.89	-0.23	0.16	-0.07
Utilities	--	--	--	--	--	--	--
Total	**100.00**	**7.36**	**100.00**	**10.62**	**0.07**	**-3.34**	**-3.27**

- Stock selection was decidedly negative during the quarter. Our performance in health care and information technology fell well below that of the Index.
- Our stock selection in industrials and real estate were the lone bright spots in the quarter. Nordson and Fortive performed well within industrials, and American Tower outpaced the real estate sector.
- The broad health care sector had a major reversal from earlier in the year, when heath care considerably lagged the Index due to regulatory/political fears. Our overweight to the sector helped, though stock-specific performance lagged the subsector returns.
- Our underweight in consumer staples, energy and financials was a positive, given those three sectors were among the worst contributors to the market Index.

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QUARTER-TO-DATE TOP FIVE CONTRIBUTORS TO RETURN

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Representative Large-Cap Sustainable Growth Account Top Five Contributors

	NAME	DESCRIPTION	AVERAGE WEIGHT (%)	RETURN (%)	CONTRIBUTION TO RETURN (%)
UNH	UnitedHealth Group Incorporated	Provides hospital and medical service plans	3.98	35.78	1.26
MSFT	Microsoft Corporation	Develops, manufactures and distributes software products	5.25	13.83	0.72
ADSK	Autodesk Inc.	Designs and develops multimedia software products	2.96	24.22	0.68
ADBE	Adobe Inc.	Develops software solutions for web and print publishing	2.89	19.39	0.54
MAR	Marriott International Inc. Class A	Operates and franchises hotels and related lodging facilities	2.27	22.15	0.48

- UnitedHealth Group posted strong results in the most recent quarter and raised its outlook for the year. The stock responded well to diminished Medicare-for-All rhetoric. During the quarter, UnitedHealth announced an agreement to buy Diplomat to strengthen its specialty pharmacy offering. We consider UnitedHealth to be a core holding and maintained our position.
- Microsoft had another strong quarter, driven by its cloud business (Azure). During the quarter, the company was awarded a multibillion-dollar contract by the Department of Defense to update its aging computer infrastructure. We believe the award validates Microsoft as a worthy competitor to Amazon in the cloud. In keeping with our discipline, we trimmed our position in Microsoft after the stock's strong performance pushed the position above the 5% threshold.
- Autodesk posted solid revenue, billings and operating margins during the most recent quarter. The company remains on track to achieve its multiyear financial targets. Multiple tailwinds continue to benefit the company, including digital transformation in manufacturing/construction, the conversion of noncompliant users and the move to the subscription model. We maintained our position during the period.
- Adobe delivered better-than-expected growth in Digital Media and issued year-ahead guidance in line with consensus estimates. Digital Experience and Document Cloud also performed well. We believe Adobe has a very strong competitive position within creative software across all media types. Adobe remains a core holding, and we maintained our position during the quarter.
- Marriott International outperformed its peers in the most recent quarter, which, we believe, puts the company in a strong position for the year ahead and beyond. The company has done an admirable job of growing its membership base (Bonvoy), expanding its offering and accelerating growth in its all-inclusive segment. We believe Marriot has a very strong business model with the ability to withstand periods of slow top-line growth. We maintained our position during the quarter.

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QUARTER-TO-DATE BOTTOM FIVE CONTRIBUTORS TO RETURN

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Representative Large-Cap Sustainable Growth Account Bottom Five Contributors

	NAME	DESCRIPTION	AVERAGE WEIGHT (%)	RETURN (%)	CONTRIBUTION TO RETURN (%)
ETSY	Etsy Inc.	Operates an online marketplace for buying and selling of handmade and vintage goods	1.43	-21.47	-0.35
BLL	Ball Corporation	Supplies metal and plastic packaging to the beverage and food industries	2.26	-10.97	-0.29
VRSK	Verisk Analytics Inc.	Provides decision analytics and risk assessment services	3.62	-5.42	-0.24
HD	Home Depot Inc.	Retails and rents an assortment of building materials and home improvement products	2.35	-5.27	-0.13
IDXX	IDEXX Laboratories Inc.	Manufactures animal health products	2.43	-3.98	-0.11

- Etsy posted a strong third quarter but guided its fourth quarter below expectations. There are multiple reasons for this weaker-than-expected guide, including a higher sales tax in a number of key states, fewer-than-expected shippers including the price of shipping in the cost of the item and confusion over changes to the advertising platform. While some of management's changes to the platform had negative short-term results, we believe the company is making the right moves to ultimately attract more buyers to the site. We took advantage of the sell-off and added to our position.
- Ball Corporation warned investors that startup costs related to the building of new plants would negatively impact results over the next few quarters. While revenue remains robust, Ball's current infrastructure cannot handle the increase in demand. While we expect muted results in the short term due to startup cost pressures, we believe Ball should emerge from the period of increased investment a stronger supplier to the beverage industry.
- Verisk Analytics recorded solid organic revenue growth but suffered a negative outcome from a court ruling on a patent infringement case in its aerial imagery business. As a result, the company's margins should be negatively affected in the short term. Despite the setback, Verisk's Insurance business continues to be very strong, and the energy business is gaining traction.
- Home Depot issued disappointing same-store sales results and lowered its revenue forecast for the fourth quarter. Management blamed the miss on slower-than-expected implementation of some internal initiatives. Despite the weaker top line, the company maintained its earnings guidance and performed well on the margin line. We believe Home Depot is a very well-run retailer, and the company has consistently gained share in the professional category. We maintained our positon during the quarter.
- IDEXX Laboratories reported strong third-quarter results and issued in-line guidance for 2020. Investors may have been disappointed by the lack of organic growth acceleration implied by the guidance. During the quarter, the company acquired a reference lab to bolster its position in the market and announced a CEO transition. We believe IDEXX's position in the veterinary diagnostic market is unrivaled, and we maintained our position.

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Fourth Quarter 2019

QUARTER-TO-DATE ADDITIONS/DELETIONS

Representative Large-Cap Sustainable Growth Account Portfolio Activity

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- We added Nike during the quarter. We have owned the stock previously and believe this is a great time to own it again. For the first time in recent memory, the company should be able to grow revenue and margins simultaneously. Margin improvement should come from the increased shift to direct-to-consumer sales, cost reductions and pricing power. Revenue growth should come from product mix shift and share gains. While a new CEO will have to prove himself, and with room to improve on some ESG characteristics, we believe the company has evolved from approaching sustainability as a reputation management issue to embracing sustainability more broadly as a source of innovation and growth. We swapped out of Aptiv Technologies, another consumer discretionary name, to make room for Nike, given Nike's superior business model and stronger cash generation. (Due to timing, we were not able to complete all of the Aptiv sale before year end).
- Bio-Rad is a globally diversified manufacturer of life science and clinical diagnostic instruments, consumables, software and services. The company has leadership positions in DNA and cell analysis, biochromatography, blood typing, quality control and consumables for infectious disease testing. We believe the company's sustainable business advantage SBA advances the discovery process and improves health care. The company's technology is used for early diagnosis of disease, notably in oncology, that can save lives and reduce health care costs. The company also provides products used in food and water safety testing, as well as quality control to improve laboratory performance in immunology, hematology and chemistry. We swapped out of Mettler-Toledo to make room for Bio-Rad, given Bio-Rad's more attractive margin opportunity and lower valuation.

SYMBOL	ADDITIONS	SECTOR
BIO	Bio-Rad Laboratories Inc. Class A	Health Care
NKE	NIKE Inc. Class B	Consumer Discretionary

SYMBOL	DELETIONS	SECTOR
MTD	Mettler-Toledo International Inc.	Health Care

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Fourth Quarter 2019

PORTFOLIO CHARACTERISTICS

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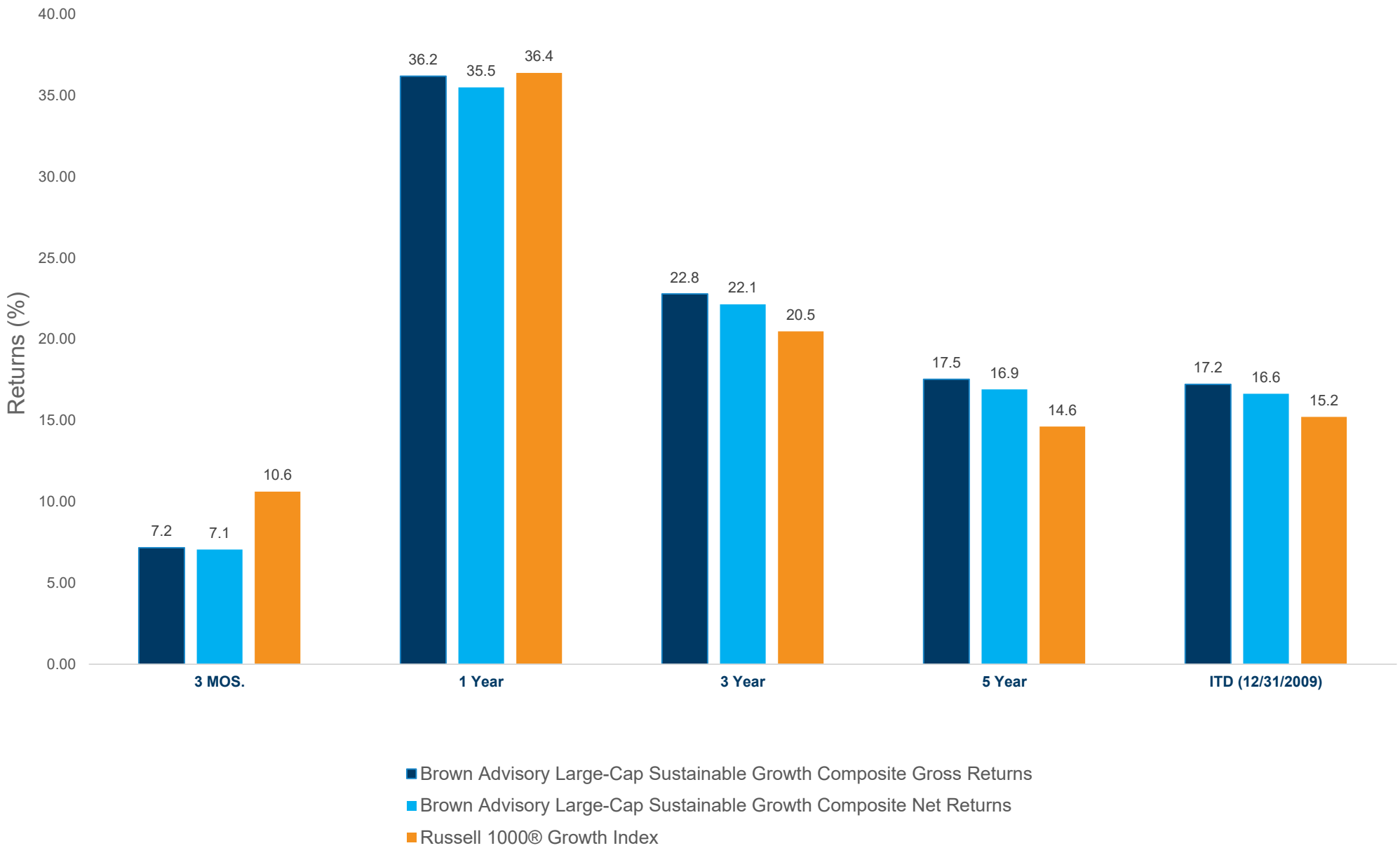
	REPRESENTATIVE LARGE-CAP SUSTAINABLE GROWTH ACCOUNT	RUSSELL 1000® GROWTH INDEX
Number of Holdings	34	530
Market Capitalization ($ B)		
Weighted Average	217.3	394.2
Weighted Median	68.2	141.8
Maximum	1,203.9	1,304.8
Minimum	5.3	1.2
EV/FCF (FY2 Est) (x)	28.2	33.3
Dividend Yield (%)	0.7	1.1
Top 10 Equity Holdings (%)	43.0	36.9
Three-Year Annualized Name Turnover (%)	14.8	--

Source: FactSet. The portfolio information provided is based on a representative Large-Cap Sustainable Growth account and is provided as supplemental information. Portfolio characteristics exclude cash and cash equivalents. Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions.

COMPOSITE PERFORMANCE



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 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 Composite disclosure statement at the end of this presentation for a GIPS compliant presentation.

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TOP 10 PORTFOLIO HOLDINGS

Representative Large-Cap Sustainable Growth Account

As of 12/31/2019

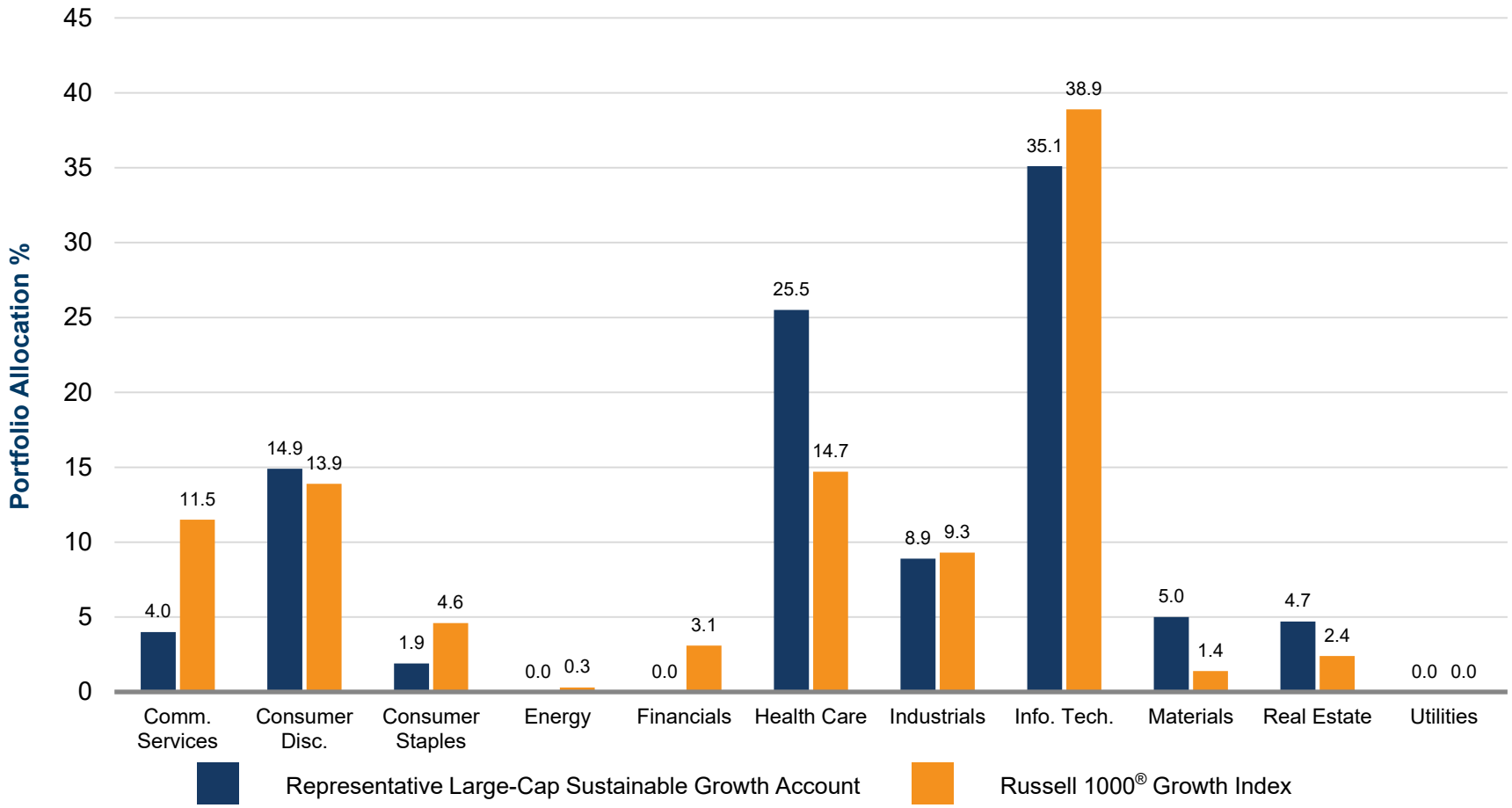
Top 10 Portfolio Holdings

TOP 10 HOLDINGS	% OF PORTFOLIO
Microsoft Corp.	5.2
Danaher Corp.	4.6
American Tower Corp.	4.6
Visa, Inc.	4.5
Intuit, Inc.	4.2
Amazon.com, Inc.	4.0
Thermo Fisher Scientific, Inc.	4.0
Alphabet. Inc. Class A	3.9
Verisk Analytics, Inc.	3.9
UnitedHealth Group, Inc.	3.6
Total	**42.5%**

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. Portfolio information is based on a representative Large-Cap Sustainable Growth account and is provided as supplemental information. Please see disclosure statement at the end of this presentation for additional information. Figures in chart may not total due to rounding.

SECTOR DIVERSIFICATION

Global Industry Classification Standard (GICS) as of 12/31/2019



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DISCLOSURE

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Figures shown on sector diversification and quarterly attribution by detail slides may not total due to rounding.

TERMS AND DEFINITIONS

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

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 in the portfolio by the security's return on a daily basis, and geometrically linking the return to the reporting period.

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.

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.

Dividend Yield is the ratio of a stock's projected annual dividend payment per share for the fiscal year currently in progress, divided by the stock's price.

Three-Year Annualized 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.

LARGE-CAP SUSTAINABLE GROWTH COMPOSITE

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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 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 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 month returns for the composite were not available (N/A).
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.