

# Large Value Managed Account

## BENCHMARK:

Russell 1000® Value Index

## TOP TEN HOLDINGS (%)

AerCap Holdings NV	3.81
Berkshire Hathaway Inc. Class B	3.64
NextEra Energy, Inc.	3.31
Citigroup Inc.	3.22
JPMorgan Chase & Co.	3.20
Alphabet Inc. Class C	3.15
Intercontinental Exchange, Inc.	3.14
Bank of America Corp	3.05
General Motors Company	2.98
Cigna Group	2.95

Largest company weights are based on market value of the representative account and not necessarily held in all client portfolios. The information shown is not intended to be, nor should it be construed to be, a recommendation to buy or sell an individual security. A list of all holdings from the prior one-year period is available upon request.

## PORTFOLIO MANAGEMENT

Name	Industry	Start Date
James M. Tringas, CFA Senior Portfolio Manager		1994
Bryant VanCronkhite, CFA, CPA Senior Portfolio Manager		2004

CFA® and Chartered Financial Analyst® are trademarks owned by CFA Institute.

**Market Risk:** Stock values fluctuate in response to the activities of individual companies and general market and economic conditions. **Management Risk:** Investment decisions, techniques, and analyses implemented by the manager may not lead to expected returns of the team. **Style Risk:** Style factor exposure including but not limited to, beta, growth, value, liquidity, etc. can perform differently and shift in and out of favor through a market cycle.

## Investment philosophy

- The strategy's portfolio managers, along with the entire Special Global Equity team, execute their strategy using a process based on a CPA's knowledge and approach to analyzing financial statements.
- The strategy employs a rigorous qualitative research process to identify companies with sustainable competitive advantages.
- The strategy seeks to own companies that possess the following three criteria:
  - A durable asset base that provides a long-term competitive advantage.
  - Strong and sustainable Free Cash Flow (FCF) that provides stability and consistency.
  - A flexible balance sheet that is available for accretive deployment.

We invest when a target company meets our criteria, and has a market price that allows for meaningful appreciation to our intrinsic value price target and limited loss of capital to our worst-case price target.

## Investment process

- Fundamental and financial statement analysis: Combine rigorous fundamental research with CPA-trained financial statement analysis
- Calculate valuation targets: Determine value using financial buyer model
- Calibrate reward/risk: Identify investment opportunities using reward/risk model
- General guidelines
  - Benchmark: Russell 1000 Value Index
  - Number of securities: Approximately 40
  - Position limits: 6% at market
  - Sector guidelines: Maximum 35% of portfolio
  - Market cap minimum: \$2 billion
  - Cash: Typically less than 5%

## Supplemental Information

Annualized returns (%)	3	1	3	5	10	Since	
	months <sup>1</sup>	YTD <sup>1</sup>	year	years	years	inception	
Composite — Pure Gross <sup>2</sup> (incept 1-1-10)	10.10	10.10	27.34	10.50	12.60	10.35	11.97
Composite — Net <sup>3</sup>	9.27	9.27	23.56	7.23	9.28	7.10	8.68
Russell 1000® Value Index	8.99	8.99	20.27	8.11	10.32	9.01	10.98

The Russell 1000® Value Index measures the performance of those Russell 1000 companies with lower price/book ratios and lower forecasted growth values. You cannot invest directly in an index.

## Return and Risk Characteristics

	Portfolio (3 Year)
Alpha	2.43%
Beta	0.97
R <sup>2</sup>	96%
Tracking Error	3.48%
Sharpe Ratio	0.48
Standard Dev.	16.08%

## Portfolio Characteristics

Statistic	Portfolio	Benchmark
Dividend Yield	1.70%	2.13%
Price/Book	2.34x	2.62x
P/E (trailing 1-year)	18.39x	19.90x
ROE	19.34%	15.08%
EPS 3-5 Year est	9.93%	9.03%
Historical 5 Yr EPS Growth	9.51%	10.04%
Wtd. Avg. market cap (\$B)	292.20	158.66

## Sector Weightings<sup>4</sup> (% equities)

Sector	Portfolio	Benchmark
Communication services	3.93	4.60
Consumer discretionary	3.98	5.01
Consumer staples	7.28	7.68
Energy	7.46	8.06
Financials	23.82	22.64
Health care	13.31	14.24
Industrials	14.98	14.32
Information technology	9.07	9.40
Materials	5.13	4.78
Real estate	5.72	4.60
Utilities	3.31	4.67
Cash & equivalents	2.01	-

**Performance is historical and does not guarantee future results.** For more information, please refer to the attached GIPS composite report. Sector weightings, portfolio characteristics, holdings, and return and risk characteristics are based on a representative account within the Allspring Global Investments composite. Allspring Global Investments provides the sub-advisory services for the Allspring Funds Management retail managed account product.

1. Returns of less than one year are not annualized. 2. The gross performance data is a pure gross-of-fees return and does not reflect the deduction of any management fees or transaction costs. 3. The net return is calculated based on the gross returns reduced by a typical 3% maximum annual wrap fee that could be charged to an account. 4. Sector weightings may not add up to 100% due to rounding.



## GIPS® Composite Report

Period	"Pure" Gross Annual Return (%)*	Net Annual Return (%)	Primary Index Return (%)	Secondary Index Return (%)	Composite 3-Yr Std. Dev. (%)	Primary Index 3-Yr Std. Dev. (%)	Secondary Index 3-Yr Std. Dev. (%)	Internal Dispersion (%)	Number of Accounts	Composite Assets (\$-mm)	Total Firm Assets (\$-mm)
2023	14.60	11.20	11.46	26.29	16.40	16.51	17.29	0.09	39	75.27	432,838
2022	-5.35	-8.16	-7.54	-18.11	20.93	21.25	20.87	0.24	42	70.97	374,321
2021	23.88	20.28	25.16	28.71	18.09	19.06	17.17	0.15	61	174.31	483,747
2020	6.63	3.48	2.80	18.40	19.19	19.62	18.53	0.26	88	291.27	508,914
2019	30.50	26.72	26.54	31.49	12.08	11.85	11.93	0.26	102	288.01	419,579
2018	-4.62	-7.45	-8.27	-4.38	11.10	10.82	10.80	0.28	397	384.34	371,582
2017	16.83	13.42	13.66	21.83	10.24	10.20	9.92	0.14	455	392.74	N/A
2016	8.25	5.07	17.34	11.96	10.86	10.77	10.59	0.17	611	466.45	N/A
2015	-0.36	-3.31	-3.83	1.38	10.73	10.68	10.47	N/A	691	443.38	N/A
2014	11.33	8.06	13.45	13.69	9.32	9.20	8.97	N/A	742	554.25	N/A

Primary: Russell 1000® Value Index

Secondary: S&P 500 Index

\* "Pure" gross annual returns do not reflect the deduction of any expenses, including trading costs. "Pure" gross returns are supplemental to the net returns.

Source: Allspring Global Investments

Allspring Global Investments (Allspring) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Allspring has been independently verified for the periods January 1, 1997 - December 31, 2022. The verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

For the purpose of complying with GIPS, the GIPS firm is defined as Allspring. Since the GIPS firm's creation in 1996, the firm has acquired a number of investment teams and/or assets through mergers or acquisitions which include assets and/or investment teams from Wells Capital Management, EverKey Global Partners, Wells Fargo Asset Management (International) Limited, Analytic Investors, LLC, Golden Capital Management, LLC, Wells Fargo Asset Management Luxembourg S.A. and Wells Fargo Funds Management, LLC (WFFM).

The Large Value Managed Account Composite (Composite) contains all discretionary client portfolios managed with a view toward conservative capital appreciation through large cap holdings. Investment results are measured versus the Russell 1000® Value Index and the S&P 500 Index. The Composite was acquired from Allspring Global Investments, LLC by the Wells Fargo Managed Account Services (WF MAS) GIPS Firm on January 31, 2016; Allspring became sub-advisor on that date. From a GIPS firm perspective, WF MAS joined Allspring on July 1, 2018 and as such the "Total Firm Assets" are only applicable since that date. The performance shown through June 30, 2018 represents results achieved by the team while associated with a prior firm. The Composite creation date is January 1, 2006. The composite inception date is January 1, 2010. Since inception, wrap accounts represent 100% of the Composite assets.

Composite returns are expressed in US dollars and reflect the reinvestment of dividends and other earnings. A wrap-fee account is an account under which a client is charged a specified fee or fees not based directly on transactions in the client's account for investment advisory services and execution of client transactions. A typical wrap-fee account client pays an all-inclusive "wrap fee" for the advisory, brokerage, custody and other services associated with the account. Net returns are net of the maximum wrap account fee, which includes commissions and transaction costs and are calculated by deducting 1/12th of the annual wrap fee from the Composite's monthly pure gross return. Actual fees may vary depending on the applicable fee schedule. The maximum fee used for the portfolios in the strategy is 3.00%. Some accounts in the Composite may pay commissions in addition to the wrap fee. Additional information regarding Allspring's policies for valuing investments, calculating performance, and preparing GIPS Composite Reports is available upon request. A list of composite descriptions, a list of limited distribution pooled fund descriptions, and a list of broad distribution pooled funds are available upon request.

Internal dispersion is the equal weighted standard deviation of the annual pure gross returns of all accounts included in the Composite for the entire year. For years where there are 5 or fewer accounts in the Composite for the entire year, dispersion is not presented as it is not a meaningful statistical calculation. The 3-year annualized standard deviation measures the variability of the pure gross Composite returns and the index returns over the preceding 36-month time period.

Actual performance results may differ from Composite returns, depending on the size of the account, investment guidelines and/or restrictions, inception date and other factors. Performance for some accounts in this Composite may be calculated by third parties that use different security pricing and performance methodologies. **Past performance is not indicative of future results.** As with any investment vehicle, there is always the potential for gains as well as the possibility of losses. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

Allspring Managed Account Services (the firm) is a unit within Allspring Global Investments and is responsible for the management and administration of the Allspring Funds Management, LLC, retail separately managed account portfolios (wrap portfolios). Allspring Funds Management acts as a discretionary manager for separately managed accounts ("SMA") and as a non-discretionary model provider in a variety of managed account or wrap fee programs ("MA Programs") sponsored by third party investment advisers, broker-dealers, or other financial services firms (a "Sponsor"). When acting as non-discretionary model provider, Allspring Funds Management responsibility is limited to providing non-discretionary investment recommendations (in the form of model portfolios) to the Sponsor. The Sponsor may use these recommendations in connection with its management of MA Program accounts. In these "model-based" programs, the Sponsor serves as the investment manager and maintains trade implementation responsibility.

Allspring Global Investments™ is the trade name for the asset management firms of Allspring Global Investments Holdings, LLC, a holding company indirectly owned by certain private funds of GTCR LLC and Reverence Capital Partners, L.P. These firms include but are not limited to Allspring Global Investments, LLC, and Allspring Funds Management, LLC. Certain products managed by Allspring entities are distributed by Allspring Funds Distributor, LLC (a broker-dealer and Member FINRA/SIPC). MID-24Q1-MAFSO30 04-24