

# Select Quality Growth & Income Portfolio

## Fact Sheet

As of 3/31/2024



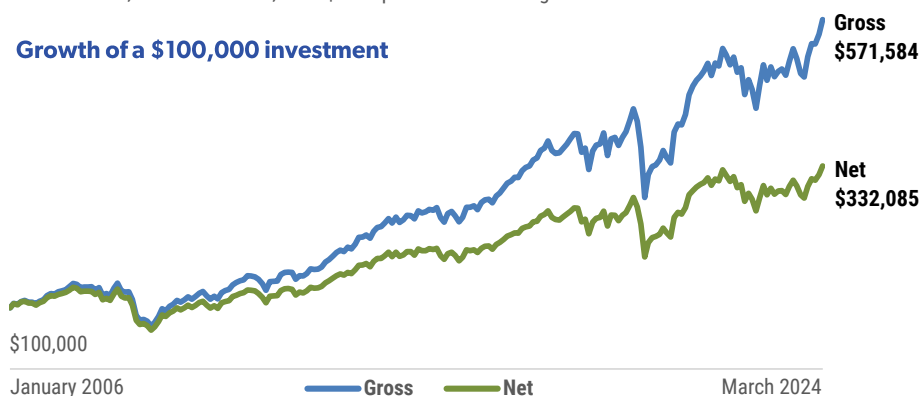
### Highlights

- Seeks to generate capital appreciation and income growth over the long-term without taking undue risk through diversification, quality, and style balance**
  - Holds 30 concentrated positions
  - Diversified sector exposure seeks to mitigate portfolio risk
  - While stock selection discipline results generally in a value bias, the portfolio actively seeks opportunities to add core growth positions
  - Core growth positions represent approximately 20% of the portfolio
- Long-Term Capital Appreciation**
  - Selection discipline focuses on stocks that we believe have become undervalued due to investor over-/underreaction to news
  - Spotlight on dividend growers
  - Exposure to select non-dividend paying, secularly-advantaged growth stocks
- Portfolio Considerations**
  - Moderate turnover with changes reviewed for tax efficiency<sup>1</sup>
  - Dividend yield in line with benchmark
  - Value bias with exposure to select growth names seeks to benefit during value outperformance while maintaining consistent exposure to core growth names

### Performance Overview

December 31, 2005–March 31, 2024 | Past performance is no guarantee of future results.

#### Growth of a \$100,000 investment



The growth of \$100,000 chart presented herein is for illustrative purposes only. The chart illustrates the growth of \$100,000 had it been invested at the time of inception and includes reinvestment of dividends. It does not assume withdrawals or contributions. Any results shown above may not represent the actual experience of individual investors. Individual account performance may differ due to, e.g., account size, cash flows, investment restrictions, economic factors, and fees.

|             | Total Returns |       |       | Annualized Returns |       |       |       |       | Calendar-Year Returns |       |       |       |        |       |       |       |        |       |
|-------------|---------------|-------|-------|--------------------|-------|-------|-------|-------|-----------------------|-------|-------|-------|--------|-------|-------|-------|--------|-------|
|             | 3-Mos         | 6-Mos | YTD   | 1-yr               | 3-yr  | 5-yr  | 10-yr | Incp. | 2014                  | 2015  | 2016  | 2017  | 2018   | 2019  | 2020  | 2021  | 2022   | 2023  |
| Gross %     | 7.43          | 18.21 | 7.43  | 17.39              | 8.41  | 9.19  | 9.47  | 10.02 | 14.59                 | -0.23 | 14.83 | 25.64 | -9.71  | 30.46 | -5.82 | 30.81 | -9.92  | 12.61 |
| Benchmark % | 10.56         | 23.48 | 10.56 | 29.88              | 11.49 | 15.05 | 12.96 | 10.36 | 13.69                 | 1.38  | 11.96 | 21.83 | -4.38  | 31.49 | 18.40 | 28.71 | -18.11 | 26.29 |
| S&P EWI %   | 7.91          | 20.72 | 7.91  | 19.38              | 8.16  | 12.35 | 10.92 | 10.19 | 14.49                 | -2.20 | 14.80 | 18.90 | -7.64  | 29.24 | 12.83 | 29.63 | -11.45 | 13.87 |
| Net %       | 6.62          | 16.43 | 6.62  | 13.93              | 5.25  | 6.01  | 6.26  | 6.80  | 11.17                 | -3.15 | 11.40 | 21.99 | -12.41 | 26.74 | -8.57 | 27.01 | -12.56 | 9.33  |

As of 3/31/2024; Inception — January 1, 2006; Benchmark = S&P 500 Index; S&P EWI = S&P 500 Equal Weight Index; Please note the above returns reflect representative portfolio performance.<sup>1</sup> See important disclosures at the end of this presentation.

Net returns reflect the deduction of the maximum managed account fee of 3.00% which includes the wrap sponsor fee and EquityCompass investment management fees. Actual fees may vary.

### Objective

Seeks to provide capital appreciation and income through a diversified portfolio of quality stocks

### Portfolio Characteristics

|                                  |                 |
|----------------------------------|-----------------|
| Inception                        | January 1, 2006 |
| Number of Holdings               | 30              |
| Benchmark                        | S&P 500         |
| Weighted Avg. Dvd. Yield (%)     | 2.1             |
| Weighted Avg. Mkt. Cap. (\$ Bln) | 528.3           |
| Forward Price/Earnings Multiple  | 17.1x           |
| Annual Turnover - 2023 (%)       | 12.6            |

### Risk Statistics

|                         | Portfolio | Benchmark |
|-------------------------|-----------|-----------|
| Standard Deviation (%)  | 16.47     | 15.09     |
| Sharpe Ratio            | 0.49      | 0.77      |
| Beta                    | 1.01      | 1.00      |
| R-Squared               | 0.86      | 1.00      |
| Alpha (%)               | -3.01     | 0.00      |
| Batting Average (%)     | 45.00     | 100.00    |
| Up-Market Capture (%)   | 92.78     | 100.00    |
| Down-Market Capture (%) | 107.59    | 100.00    |

All risk measures are based on a 10-year time period using monthly returns.

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### Holdings by Market Cap

|                               | %     |
|-------------------------------|-------|
| Large Cap - > \$10 bn (%)     | 97.84 |
| Mid Cap - \$3.5 - \$10 bn (%) | --    |
| Small Cap - < \$3.5 bn (%)    | 2.16  |

### Top Portfolio Holdings by Weight

|                         | %    |
|-------------------------|------|
| Applied Materials, Inc. | 5.74 |
| Microsoft Corp.         | 4.60 |
| Morgan Stanley          | 4.41 |
| Apple Inc.              | 4.34 |
| EOG Resources, Inc.     | 4.20 |
| Kroger Co.              | 4.02 |
| JPMorgan Chase & Co.    | 3.87 |
| Alphabet Inc. Class A   | 3.86 |
| Allstate Corp.          | 3.79 |
| Comcast Corp. Class A   | 3.57 |

For illustrative purposes only and not intended as personalized recommendations. The specific securities identified and described herein do not represent all of the securities purchased, sold, or recommended to advisory clients, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. A complete list of all recommendations made by the firm is available upon request.

### Sector Allocation

|                        | %     |
|------------------------|-------|
| Information Technology | 28.11 |
| Consumer Staples       | 12.59 |
| Financials             | 12.29 |
| Health Care            | 10.08 |
| Communication Services | 9.34  |
| Industrials            | 8.99  |
| Consumer Discretionary | 5.82  |
| Energy                 | 4.28  |
| Utilities              | 3.12  |
| Real Estate            | 2.80  |
| Materials              | 2.58  |

### Portfolio Management Team



**Michael S. Scherer**  
Senior Portfolio Manager



**Timothy M. McCann**  
Senior Portfolio Manager

### About EquityCompass

EquityCompass is a Baltimore-based SEC registered investment adviser offering a broad range of portfolio strategies and custom plans for individuals, financial intermediaries, and institutional clients in the U.S. Formally organized in 2008, EquityCompass provides portfolio strategies with respect to total assets of approximately \$5.0 billion as of March 31, 2024.\*

The EquityCompass team of professionals represents deep industry experience in security analysis, capital markets, and portfolio management. We are committed to a consistent investment process that relies on enduring principles, sound empirical reasoning, and the recognition of a dynamic investment environment with a global reach.

All charts and tables are calculated by EquityCompass using data provided by FactSet Research Systems, Inc.

## INVESTMENT PERFORMANCE DISCLOSURE

## SELECT QUALITY GROWTH &amp; INCOME PORTFOLIO WRAP COMPOSITE (01/01/2016 – 12/31/2022)

| Year-End | Gross-of-Fees | Net-of-Fees | Benchmark | Composite      | Benchmark      | Composite  | Internal   | Portfolios   | Composite  | Strategy    | Firm & Advisory |
|----------|---------------|-------------|-----------|----------------|----------------|------------|------------|--------------|------------|-------------|-----------------|
|          | Return*       | Return**    | Return    | 3 Yr. Ex Post  | 3 Yr. Ex Post  | Number of  |            | With Bundled | Assets     |             | Assets          |
|          |               |             |           | Std. Deviation | Std. Deviation | Portfolios | Dispersion | Fees         | (USD Mil.) | (USD Mil.)† | (USD Mil.)      |
| 2016     | 14.6%         | 11.2%       | 12.0%     | N/A            | N/A            | 9          | N/A        | 100%         | \$13       | \$151       | \$2,714         |
| 2017     | 25.7%         | 22.0%       | 21.8%     | N/A            | N/A            | 9          | 0.04%      | 100%         | \$15       | \$261       | \$3,785         |
| 2018     | -9.5%         | -12.2%      | -4.4%     | 11.3%          | 11.0%          | 11         | 0.12%      | 100%         | \$12       | \$238       | \$3,831         |
| 2019     | 30.9%         | 27.2%       | 31.5%     | 13.9%          | 12.1%          | 6          | 0.07%      | 90%          | \$11       | \$282       | \$4,294         |
| 2020     | -6.2%         | -8.9%       | 18.4%     | 24.1%          | 18.8%          | 8          | 0.27%      | 90%          | \$12       | \$192       | \$4,012         |
| 2021     | 31.2%         | 27.4%       | 28.7%     | 23.3%          | 17.4%          | 9          | 0.14%      | 89%          | \$15       | \$234       | \$5,038         |
| 2022     | -9.9%         | -12.5%      | -18.1%    | 24.0%          | 21.2%          | <6         | N/A        | 75%          | \$9        | \$205       | \$4,469         |

\* Supplemental information. Please see Fees section for details. \*\* Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis) from the gross composite return. † Supplemental Information.

EquityCompass Investment Management, LLC ("EquityCompass") claims compliance with the Global Investment Performance Standards ("GIPS®") and has prepared and presented this report in compliance with the GIPS standards. EquityCompass has been independently verified for the periods 06/01/14–12/31/22. The verification report is 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.

#### Definition of the Firm

EquityCompass is registered as an investment adviser with the Securities and Exchange Commission. The firm provides a broad range of investment strategies to individuals, financial intermediaries, and institutions in the United States. EquityCompass, a wholly owned subsidiary of Stifel Financial Corp., was organized as an entity in 2007, and has been registered with the SEC since May 5, 2008. SEC Registration does not imply a certain level of skill or training. Please refer to the firm's ADV Part 2 for additional disclosures regarding the firm and its practices. To obtain a GIPS Report or a list of our composite descriptions and/or policies for valuing investments, calculating performance, and preparing GIPS reports, please call (443) 224-1231 or send an e-mail to info@equitycompass.com.

#### Composite Description

The performance results displayed herein represent the investment performance record for the Select Quality Growth & Income Portfolio Wrap Composite. The composite includes wrap and non-wrap accounts that are invested in the composite strategy and managed on a discretionary basis by EquityCompass. Select Quality Growth & Income Portfolio is a sector-balanced equity strategy that seeks to outperform its benchmark by investing in high-quality, underpriced stocks with favorable value and price momentum characteristics. It is available in wrap fee programs through third-party intermediaries (each, a "Sponsor") that have engaged EquityCompass to manage client accounts on a discretionary basis or to provide non-discretionary investment recommendations in the form of model portfolios. The Composite was created in January 2017 and the inception date is January 1, 2016.

#### Benchmark Description

The benchmark is the S&P 500 Total Return Index. The S&P 500 Index is an unmanaged, capitalization-weighted index that includes the reinvestment of dividends but does not include adjustments for brokerage, custodian, and advisory fees. This index is generally considered representative of the U.S. large capitalization market. All benchmark returns are shown on a total return basis and assume that all cash distributions, such as dividends, are reinvested. The volatility of the indices identified in this report may be materially different from the volatility of the model portfolios presented by EquityCompass. Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

#### Fees

Gross-of-fees returns, are gross of portfolio management and custody fees and net of all trading costs in the case of non-wrap accounts and those wrap accounts traded by EquityCompass. Trading costs are not deducted from gross-of-fee return calculation if the wrap account trades are executed by the Sponsor. Net returns are calculated by subtracting the highest applicable annual wrap fee (3.00%, by deducting 0.75% quarterly) from the gross composite return. The EquityCompass management fee schedule per annum is 0.35% on up to 1,000,000, 0.32% on 1,000,000–2,500,000 million, 0.28% on 2,500,000–5,000,000, 0.25% on 5,000,000–10,000,000, and negotiable over 10,000,000. Clients are typically charged a wrap fee which includes, in addition to the manager fee, trading expenses, as well as custody and administrative fees. The wrap fee schedule varies by Sponsor and is available upon request.

#### Reporting Currency

Valuations are computed and performance reported in U.S. dollars (USD).

#### Annualized Standard Deviation

The three-year annualized ex post standard deviation measures the variability of the monthly returns of the composite (gross-of-fee) and the benchmark over the preceding 36-month period; it is not presented for periods of less than three years.

#### Internal Dispersion

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns of all accounts that were in the composite for the entire year; it is not presented for periods less than one year or when there were fewer than five accounts in the composite for the entire year.

#### Assets

Strategy Assets include all discretionary and non-discretionary accounts invested in the Select Quality Growth & Income Portfolio strategy. Accounts that are excluded from the composite because of significant cash flows or for other reasons are also included in Strategy Assets. This is presented as supplemental information.

#### Trademark Disclosures

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**Representative Portfolio Performance:** Returns reflect the performance of two representative portfolios that have been strung together for the life of the strategy. One portfolio was selected because it is the oldest account in the strategy with a continuous track record that also did not have large cash flows or mandate changes. The other portfolio was selected to capture returns from the strategy's inception up to the open date of the oldest continuous account referenced above. EquityCompass believes the representative performance is useful in terms of presenting the objectives and character of the strategy, however, returns are calculated separately for each portfolio, and therefore, performance may differ from one portfolio to another. There is no assurance that EquityCompass will make any investments with the same characteristics as the representative account presented. Portfolio 1 reflects returns from 1/1/06 – 3/31/06 and Portfolio 2 reflects returns starting 4/1/06. Gross-of-fees returns are not reduced by any fees, expenses, or transaction costs. Net-of-fees returns are presented after the deduction of the manager fee of 0.50% until 6/30/18 and 0.35% starting 7/1/18. There will be additional wrap fees that include trading expenses, as well as custody and administrative fees. The wrap-fee schedule vary by wrap sponsor and are available upon request from the respective wrap sponsor.

The **S&P 500 Equal Weight Index** is based on the S&P 500. All index constituents are members of the S&P 500 and follow the eligibility criteria for that index. The S&P EWI is maintained in accordance with the index methodology of the S&P 500, which measures 500 leading companies in leading U.S. industries. The S&P EWI measures the performance of the same 500 companies, in equal weights. As such, sector exposures in the S&P EWI will differ.

\*Total assets combines both Assets Under Management and Assets Under Advisement as of March 31, 2024. Assets Under Management represents the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.

## DESCRIPTION OF TERMS

### Alpha

Alpha is a measure of performance vs. a benchmark on a risk-adjusted basis. A positive alpha of 1.0 means the portfolio has outperformed its benchmark index by 1%. Correspondingly, a similar negative alpha would indicate an underperformance of 1%.

### Batting Average

A measure of a manager's ability to beat the market consistently, the Batting Average is calculated by dividing the number of quarters in which the manager beat or matched an index by the total number of quarters in the period. For example, a manager who meets or outperforms the market every quarter in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50.

### Beta

Measures the sensitivity of an investment to the movement of its benchmark. A beta higher than 1.0 indicates the investment has been more volatile than the benchmark and a beta of less than 1.0 indicates that the investment has been less volatile than the benchmark.

### Down-Market Capture Ratio

Measures the manager's overall performance to the benchmark's overall performance, considering only quarters that are negative in the benchmark. A down-market capture ratio of less than 1.0 indicates a manager who outperforms the relative benchmark in the benchmark's negative quarters and protects more of a portfolio's value during down markets.

### R-Squared

Measures the strength of the linear relationship between a fund and its benchmark. R-squared at 1.00 implies perfect linear relationship and zero implies no relationship exists.

### Sharpe Ratio

Sharpe Ratio is a risk-adjusted measure, calculated using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better a portfolio's historical risk-adjusted performance.

### Standard Deviation

Measures the risk or volatility of an investment's return over a particular time period; the greater the number, the greater the risk.

### Up-Market Capture Ratio

Measures the manager's overall performance to the benchmark's overall performance, considering only quarters that are positive in the benchmark. An up-market capture ratio of more than 1.0 indicates a manager who outperforms the relative benchmark in the benchmark's positive quarters.

**Past performance does not guarantee future performance or investment results.**

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