

# Dividend Focus Equity

First Quarter 2018

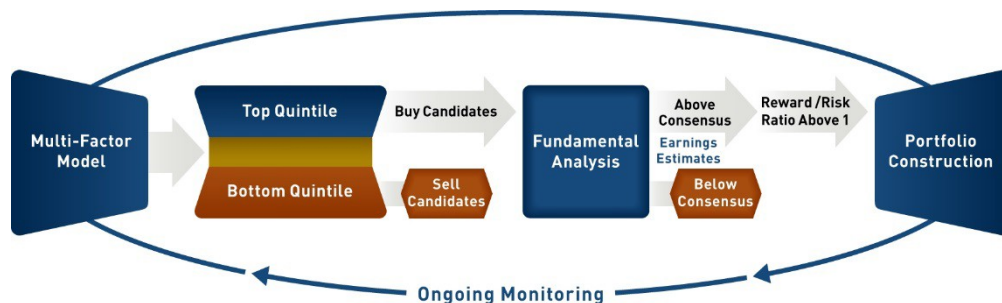
## Investment Philosophy

We believe earnings drive stock prices. Therefore we focus on companies that we believe will exceed consensus earnings estimates. We buy companies we believe have:

- The ability to exceed consensus earnings estimates
- Stable-to-improving fundamentals
- Competitive valuations

## Investment Process

Our investment process: a rules-based process focused on unanticipated positive earnings.



### 1. Multi-Factor Model

- Stability of earnings
- Growth factors
- Value factors

### 2. Fundamental Analysis

- Above consensus proprietary earnings estimates
- Key merits and risks
- High-low price targets
- Risk/reward ratios above one

### 3. Portfolio Construction

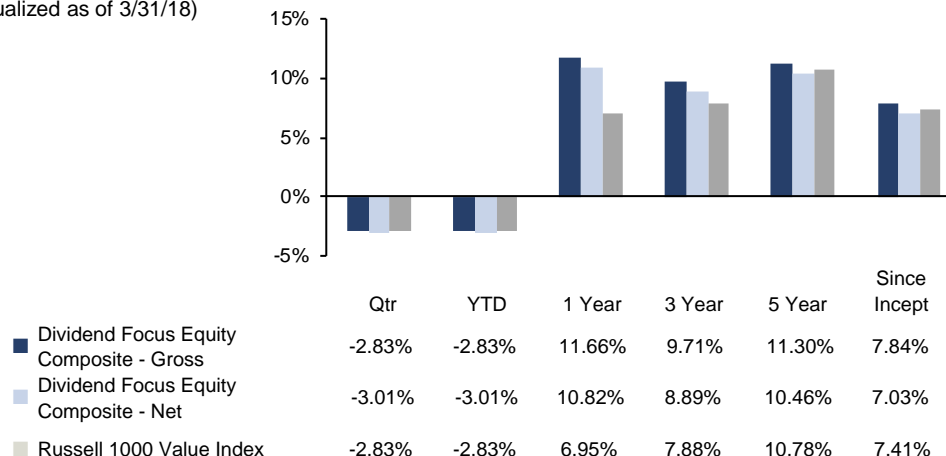
- Risk-reward context
- Risk model tool
- Tracking error
- Sector and security constraints
- Indicated to beat or miss tool

### 4. Ongoing Monitoring

- Multi-factor model run daily
- Weekly portfolio and holdings review
- Stocks re-evaluated as earnings are reported
- Strict sell discipline

## Performance Summary<sup>1</sup>

(Annualized as of 3/31/18)



<sup>1</sup> Data as of 3/31/18. Source: Advent Portfolio Exchange® (APX). Performance returns are presented gross and net of fees and include the reinvestment of all income. Gross of fee performance returns do not reflect the payment of investment advisory fees and other expenses. Actual returns will be reduced by advisory fees and other expenses that may be incurred in the management of the account. Net of fee performance was calculated using the highest management fee of 0.75%, representing the maximum advisory fees charged to client accounts invested in the Dividend Focus Equity Composite during the respective period. For information regarding the current investment advisory fees of PNC Capital Advisors, LLC, please refer to Form ADV, Part 2A, which is available at: <https://pnccapitaladvisors.com>. Please refer to our GIPS®-compliant presentation, which includes additional important disclosures and is located at the end of this presentation. **Past performance is no guarantee of future results.**

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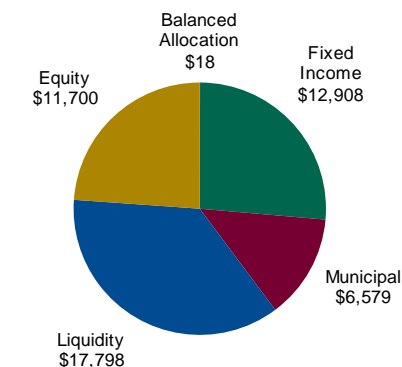
## FIRM OVERVIEW

PNC Capital Advisors, LLC and its predecessors have provided institutional asset management services for over two decades. Our investment team approach allows portfolio managers to do what they do best – manage money. Each team follows a disciplined process with a focus on style purity, consistency, and risk management. The teams are supported by centralized sales, client service, performance measurement, and compliance capabilities. PNC Capital Advisors offers a comprehensive array of investment strategies across both equity and fixed income classes to serve the investment requirements of corporate, public, multi-employer, foundations, endowments, and other tax-exempt clients, as well as select individual clients.

## ASSETS UNDER MANAGEMENT<sup>2</sup>

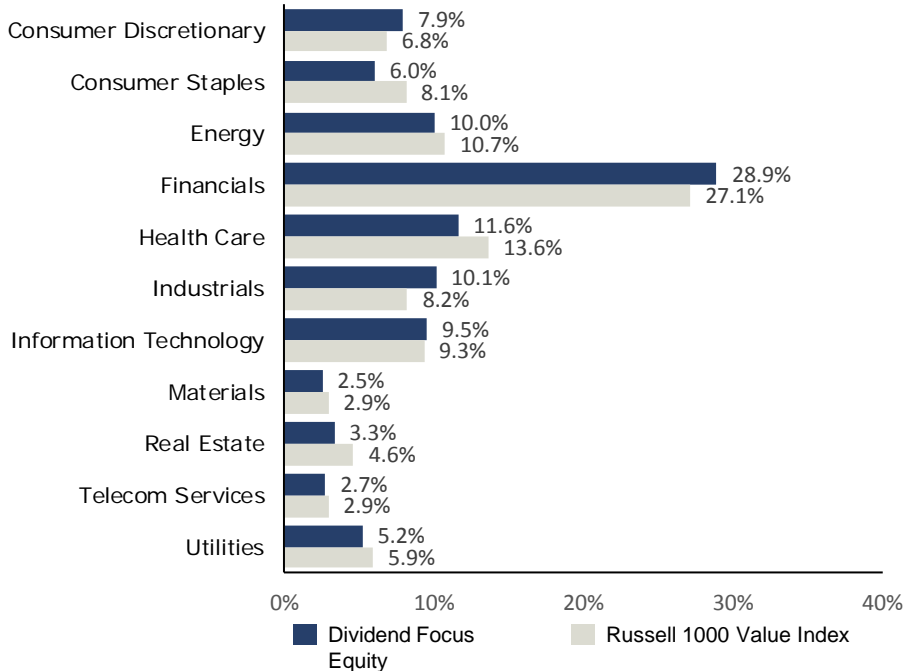
Total Firm:	\$49,003 million
Total Equity:	\$11,700 million
Dividend Focus Equity:	\$1,303 million
Inception Date:	5/31/08

## BY ASSET CLASS<sup>2</sup>



<sup>2</sup> AUM totals in millions for the period ending March 31, 2018.

## Sector Allocation<sup>3</sup>



## MANAGEMENT TEAM

Our Advantage Equity investment team consists of experienced investment management professionals:

**Douglas J. Roman, CFA, CMT**  
 Managing Director,  
 Advantage Equity  
 31 years industry experience

**Mark W. Batty, CFA**  
 Senior Portfolio Manager  
 28 years industry experience

**Steven Baumgarten**  
 Portfolio Manager  
 20 years industry experience

**Total Advantage Equity  
 Investment Management Staff**  
 Portfolio Managers: 4  
 Analysts: 8  
 Average Experience: 22 years

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## Characteristics<sup>3</sup>

	Dividend Focus Equity	Russell 1000 Value Index
Weighted Average Market Cap (\$MM)	\$125,653.9	\$120,808.1
Median Market Cap (\$MM)	\$83,610.1	\$9,434.0
Price to Earnings (12-month forward)	14.3x	14.4x
Price to Earnings (12-month trailing)	17.7x	17.1x
Price to Cash Flow	11.2x	9.9x
Price to Sales	2.2x	1.6x
Return on Equity	17.8%	11.3%
Dividend Yield	2.8%	2.4%
Turnover (12-month Rolling)	26.0%	N/A
# of Equity Holdings	62	711

## Top 10 Equity Holdings<sup>3</sup>

	% of Portfolio
1. JPMorgan Chase & Co	3.8%
2. Cisco Systems Inc	3.4%
3. Johnson & Johnson	3.2%
4. Bank of America Corp	2.9%
5. T Rowe Price Group Inc	2.8%
6. SunTrust Banks Inc	2.7%
7. Royal Dutch Shell Plc Cl A ADR	2.6%
8. Prudential Financial Inc	2.4%
9. Pfizer Inc	2.3%
10. Carnival Corp	2.2%
<b>Total</b>	<b>28.3%</b>

<sup>3</sup> Supplemental information. Data as of 3/31/18. Source: FactSet®. It should not be assumed that investments in any of the sectors listed were or will prove profitable. The sectors discussed herein should not be perceived as investment recommendations and securities within a sector may no longer be held in an account's portfolio. Sector allocations are subject to change. The information shown is derived from a representative account deemed to appropriately represent this investment strategy. Sector weights of any particular client may vary, sometimes significantly, based upon factors applicable to the account such as investment restrictions. The Top Ten Equity Holdings, which exclude cash, cash equivalents, and derivatives, do not represent all securities purchased, sold, or recommended for clients; individual account holdings will vary. Each individual security is calculated as a percentage of the aggregate market value of the securities held in strategy. There is no assurance that any of these securities will be purchased in the future and it should not be assumed that investments in the securities identified were or will be profitable. A complete list of holdings for the previous 12 months is available upon request. Portfolio characteristics are based on a representative account within the composite that we believe most closely reflects current portfolio management style for this strategy. Performance is not a consideration in the selection of the representative account. Characteristics are subject to change and should not be considered as investment recommendations. There is no guarantee that holding securities with relatively high (or low) price to earnings, price to sales, price to cash, return on equity, or dividend yield will cause the portfolio to outperform its benchmark index. Indexes are unmanaged and not available for direct investment. **Past performance is no guarantee of future results.**

**Firm Description:** As of September 29, 2009, PNC Capital Advisors, Inc. and its affiliate Allegiant Asset Management Company each merged into and with PNC Capital Advisors, LLC ("PNC Capital Advisors" or "the Firm"). PNC Capital Advisors, a registered investment adviser and direct wholly owned subsidiary of The PNC Financial Services Group, Inc. ("PNC"), provides investment advice with respect to equity and fixed income securities for a variety of clients, including institutional accounts and registered investment companies.

For Global Investment Performance Standards (GIPS®) purposes, PNC Capital Advisors, LLC includes:

- 1) Assets under management of PNC Bank, N.A. that were previously attributed to a predecessor firm, Mercantile, which prior to September 14, 2007 was defined to include the assets of Mercantile-Safe Deposit and Trust Company and its subsidiary, Mercantile Capital Advisors, Inc. Effective September 14, 2007, Mercantile-Safe Deposit and Trust Company was merged into PNC Bank, N.A., and in conjunction with such merger, PNC Capital Advisors, Inc. became a subsidiary of PNC Bank, N.A. PNC Capital Advisors, Inc. commenced serving as subadvisor to certain clients of PNC Bank, N.A. effective February 11, 2008.
- 2) Assets under management of PNC Municipal Investment Group, formerly a part of PNC Bank, N.A., now a business unit of PNC Capital Advisors.
- 3) Assets under management of the Advantage Equity Portfolio Management Team, formerly a part of PNC Institutional Investment Group ("PNC IIG"), a part of PNC Bank, N.A., now a business unit of PNC Capital Advisors.
- 4) Wrap program assets managed by Allegiant Advisory Services, formerly a part of Allegiant Asset Management Company.
- 5) Assets under management of Allegiant Asset Management Company (excluding Allegiant Advisory Services), formerly a wholly owned subsidiary of National City Corporation, now an institutional subsidiary of the PNC Financial Services Group, Inc. and part of PNC Capital Advisors.

**Compliance Statement:** PNC Capital Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. PNC Capital Advisors, LLC has been independently verified by Ashland Partners & Company LLP for the period September 29, 2009 through December 31, 2016. 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. The Dividend Focus Equity Composite has been examined by Ashland Partners & Company LLP for the period June 1, 2008 through December 31, 2016. The verification and performance examination reports are available upon request.

**Verification:** Compliance with the GIPS standards for the predecessor firm (PNC Capital Advisors, Inc.) was verified by Ashland Partners & Company LLC for the period February 11, 2008, through September 29, 2009. Copies of the verification reports as well as policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. A list of composite descriptions is also available upon request.

### PNC Capital Advisors Dividend Focus Equity Composite

Composite Inception Date: May 31, 2008

Composite Creation Date: May 31, 2008

Year	Gross of Fees Return %	Net of Fees Return %	3 Yr Ex-Post Std Dev Comp %	Benchmark Return %	3 Yr Ex-Post Std Dev Benchmark %	Number of Portfolios (Year-end)	Composite Dispersion (Std Dev)	Composite Assets (\$ millions)	Firm Assets (\$ millions)
2016	13.28	12.43	9.72	17.34	10.77	1,608	0.14	937.2	48,659
2015	0.06	(0.68)	10.09	(3.83)	10.68	1,561	0.12	817.5	41,592
2014	10.35	9.52	9.02	13.45	9.20	1,530	0.14	837.2	41,062
2013	31.43	30.45	11.22	32.53	12.70	1,095	0.18	616.7	36,882
2012	16.98	16.12	14.02	17.51	15.51	636	0.19	320.1	34,425
2011	3.78	3.01	17.84	0.39	20.69	402	0.22	213.8	35,113
2010	14.99	14.14		15.51		269	0.28	133.4	33,318
2009	11.39	10.56		19.69		200	0.16	86.7	32,318
2008	-29.22*	-29.55*		-33.93*		7	-	27.9	13,190

\*Represents return from 5/31/08 (date of inception) through 12/31/08.

**Composite Description:** The investment objective of the Dividend Focus Equity Composite is to seek capital appreciation by investing in a diversified portfolio of large-capitalization equity securities that provide relatively high dividend yield and increasing dividend income. For comparison purposes the Dividend Focus Equity Composite is measured against the Russell 1000® Value Index. The Dividend Focus Equity Composite was created May 31, 2008. The composite was named the PNC Large Cap Value Dividend Focus Composite from May 31, 2008 through December 31, 2009 and the Large Cap Value Dividend Focus Equity Composite from January 1, 2010 to September 27, 2012. Effective September 28, 2012, the name was changed to Dividend Focus Equity to better reflect the portfolio management team's focus on identifying dividend paying stocks with the potential for growth in the income stream. Results from all accounts have been continuous from the first full month under management to present or last full month under management.

**Benchmark:** The benchmark for the composite is the Russell 1000 Value Index.

**Minimum Account Size:** All discretionary accounts in excess of \$100,000 have been included in the PNC Capital Advisors Dividend Focus Equity Composite.

**Calculation of Results:** Accounts are valued using trade date accounting and are denominated in U.S. dollars. Performance results reflect the reinvestment of interest, dividends, and realized capital gains and include cash, cash equivalents, convertible securities, and preferred securities, if applicable. Dividends and interest are recorded on an accrual basis and are net of all applicable foreign withholding taxes, if any. The net results reflect the deduction of 0.75%, representing the maximum advisory fees charged to client accounts during the respective periods in the Large Cap Value Dividend Focus Equity Composite. All returns are net of execution costs and exclude the effect of any income taxes. Past performance is no guarantee of future results.

**Significant Cash Flows:** As of January 1, 2012, PNC Capital Advisors, LLC defines a significant cash flow for the portfolios of the Dividend Focus Equity Composite as one or more external cash outflows equaling an absolute value greater than 20%, or one or more external cash inflows equaling an absolute value greater than 50% of the portfolio's assets at the beginning of the month.

**Dispersion:** The dispersion of annual return is measured by the standard deviation across asset-weighted portfolio returns represented within the composite for a full year. Prior to October 1, 2009, the dispersion of annual return was calculated across equal-weighted portfolio returns.

**Fee Schedule:** The management fee schedule is as follows: 0.75% of amounts up to \$5 million, 0.60% on next \$10 million, 0.50% on next \$35 million, and 0.45% on amounts over \$50 million. The actual fees paid by a client may vary based on assets under management and other factors.

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