

# Large Cap Advantage Concentrated Equity

Third Quarter 2017

## Investment Philosophy

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

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

We buy these companies in a concentrated, 30-name portfolio to provide exposure to the highest-ranked stocks across the core, growth, and value models.

## Investment Process

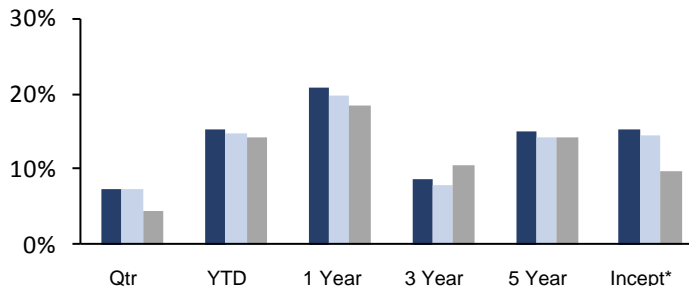
Our investment process: a rules-based process focused on positive earnings surprise. The objective is to build a concentrated portfolio consisting of the highest-ranked stocks in the Advantage core, growth, and value models without portfolio constraints. This product is intended to be used as an alpha source.

1. Begin with aggregated portfolio holdings of Advantage core, growth, and value
  - Approximately 150 stocks
1. Rank security set
  - Using the base (core) multi-factor model, rank all current holdings
2. Identify 30 top-ranked securities
  - The 30 top-ranked stocks will be selected for inclusion in the portfolio
3. Portfolio construction and monitoring
  - Each stock will be weighted equally in the portfolio
  - Holdings will be reassessed quarterly to minimize turnover



## Performance Summary

(Annualized as of 9/30/17)



■ Large Cap Advantage Concentrated Equity - Gross	7.47%	15.38%	20.71%	8.80%	14.94%	15.24%
■ Large Cap Advantage Concentrated Equity - Net	7.27%	14.73%	19.81%	8.00%	14.08%	14.38%
■ Russell 1000 Index	4.48%	14.17%	18.54%	10.63%	14.27%	9.82%

\*Composite Inception: 12/31/11

1 Source: Advent APX®. **Past performance is no guarantee of future results.** The net results reflect the deduction of 0.75%, representing the maximum advisory fees charged to client accounts invested in that investment style during the respective periods. Please see PNC Capital Advisors' Form ADV for information regarding current advisory fees. Please refer to our GIPS compliant presentation, which includes performance footnotes, fee schedules, index descriptions, and disclosures located at the end of this report. Performance disclosure statements are an integral part of the firm's performance presentation.

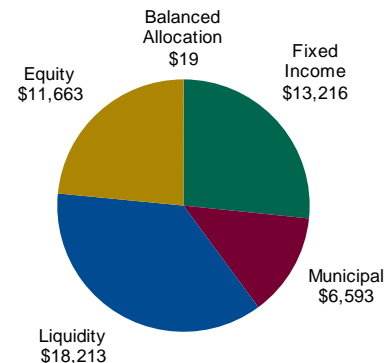
## FIRM OVERVIEW

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>

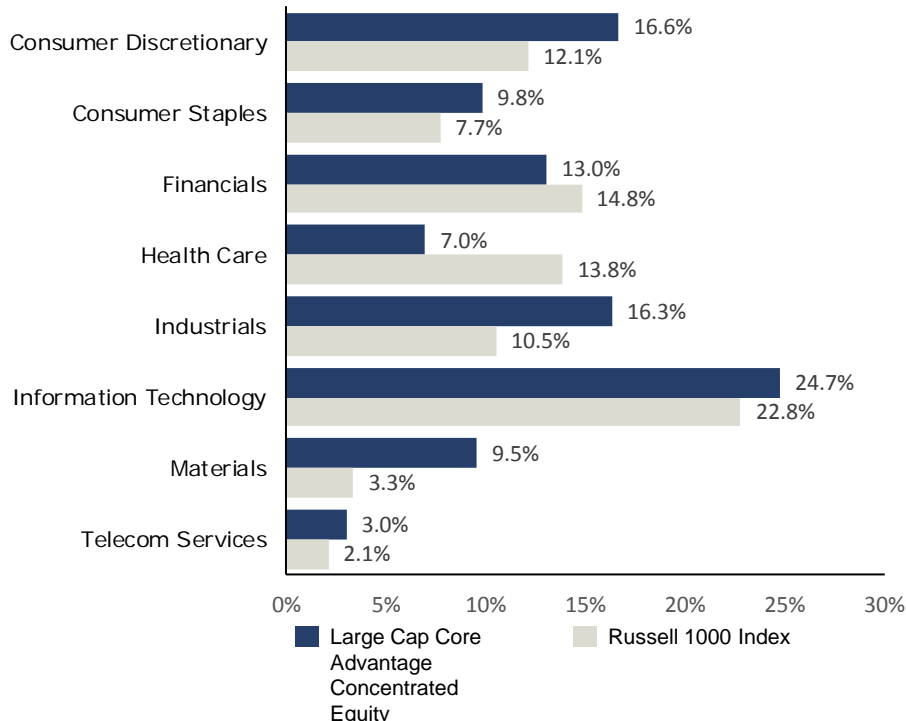
Total Firm:	\$49,704 million
Total Equity:	\$11,663 million
Large Cap Advantage Concentrated Equity:	\$139 million
Inception Date:	12/31/11

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



2 AUM totals in millions for the period ending September 30, 2017. PNC Capital Advisors is an SEC-registered investment adviser and a subsidiary of The PNC Financial Services Group, Inc.

## 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  
 30 years industry experience

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

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

**Total Advantage Equity Investment Management Staff**  
 Portfolio Managers: 3  
 Analysts: 8  
 Holding CFAs: 4  
 Average Experience: 21 years

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## Characteristics<sup>3</sup>

	Large Cap Core Advantage Concentrated Equity	Russell 1000 Index
Weighted Average Market Cap (\$MM)	\$81,154.01	\$160,471.95
Median Market Cap (\$MM)	\$39,589.70	\$9,646.62
Price to Earnings (12-month forward)	15.6x	18.3x
Price to Earnings (12-month trailing)	17.4x	20.4x
Price to Cash Flow	12.7x	16.4x
Price to Sales	2.0x	2.1x
Return on Equity	26.89%	17.03%
Dividend Yield	1.47%	1.84%
Turnover (12-month trailing)	200.54%	N/A
# of Holdings	30	981

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

	% of Portfolio
1. Applied Materials Inc	3.99%
2. Lam Research Corp	3.92%
3. Thor Industries Inc	3.76%
4. Texas Instruments Inc	3.57%
5. Biogen Inc	3.51%
6. Northrop Grumman Corp	3.40%
7. Tyson Foods Inc Cl A	3.38%
8. Amgen Inc	3.37%
9. Sherwin Williams Co	3.34%
10. Citizens Financial Group	3.33%
<b>Total</b>	<b>35.57%</b>

<sup>3</sup> Supplemental information. Data as of 9/30/17. Characteristics, sector weightings, and holdings 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 or index. Indices are unmanaged and not available for direct investment. The views expressed herein represent the opinions of PNC Capital Advisors, LLC, and are not intended as investment advice, a forecast or guarantee of future results. PNC Capital Advisors uses a proprietary methodology for the sector assignment of foreign ADRs not classified in the benchmark. The sectors or industries discussed herein should not be perceived as investment recommendations and securities within a sector or industry may no longer be held in an account's portfolio. It should not be assumed that investments in any of the sectors or industries listed were or will prove profitable. Specific securities identified and described do not represent all of the securities purchased, sold, or recommended for advisory clients. Sector and industry weights of any particular client may vary based on investment restrictions applicable to the account. The data represents the aggregate characteristics of all securities held in the representative portfolio. Data is obtained from FactSet® (a registered trade mark of FactSet Research Systems, Inc. and its affiliates). This information is for illustrative purposes only, is subject to change at any time, and should not be considered investment advice or a recommendation to buy or sell any particular security. Please refer to our GIPS compliant presentation, which includes performance footnotes, fee schedules, index descriptions, and disclosures located at the end of this report. Past performance is no guarantee of future results.

# Large Cap Advantage Concentrated Equity

**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:

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.

- 1) Assets under management of PNC Municipal Investment Group, formerly a part of PNC Bank, N.A., now a business unit of PNC Capital Advisors.
- 2) 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.
- 3) Wrap program assets managed by Allegiant Advisory Services, formerly a part of Allegiant Asset Management Company.
- 4) 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 Large Cap Advantage Concentrated Equity Composite has been examined by Ashland Partners & Company LLP for the period January 1, 2012 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 since its inception, February 11, 2008, through September 29, 2009. Performance that may accompany this report for the period prior to February 11, 2008, occurred while the portfolio management team was with a predecessor firm, PNC Institutional Investment Group ("PNC IIG"), a part of PNC Bank, N.A. PNC IIG's compliance with the GIPS standard was verified for the period January 1, 1993 through December 31, 2007, by Ashland Partners & Company LLC. 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 Large Cap Advantage Concentrated Equity

Composite Inception Date: January 1, 2012  
Composite Creation Date: January 1, 2012

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	1.15	0.40	11.93	12.05	10.69	512	0.17	174.4	48,659
2015	3.91	2.57	11.11	0.92	10.48	531	0.22	193.3	41,592
2014	23.34	21.90	10.86	13.24	9.12	262	0.20	88.6	41,062
2013	32.67	31.00	N/A	33.11	N/A	130	0.15	38.5	36,882
2012	13.87	12.42	N/A	16.42	N/A	49	0.11	12.6	34,425

**Composite Description:** The Large Cap Advantage Concentrated Equity Composite contains fully discretionary actively managed concentrated equity accounts. For comparison purposes the Large Cap Advantage Concentrated Equity Composite is measured against the Russell 1000 Index. Results from all accounts have been continuous from the first full month under management to present or last full month under management. The Large Cap Advantage Concentrated Equity Composite was created January 1, 2012.

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

**Minimum Account Size:** All discretionary accounts in excess of \$100,000 have been included in the PNC Capital Advisors Large Cap Advantage Concentrated 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 Advantage Concentrated Equity Composite. The three-year annualized ex-post standard deviation of the composite is not presented in 2012 and 2013 because 36 monthly returns are not available. 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 Large Cap Core Advantage Concentrated 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

**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.

**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.