

# GROWTH THROUGH VALUE INVESTING

## INDIVIDUALLY MANAGED ACCOUNT PROGRAM

### Value Investing:

Our success is based on the adherence to these three concepts:

- Application of sound value investing principles
- Implementation of a methodical and disciplined evaluation process
- Utilization of our investment experience and research capabilities for the benefit of our clients and the development of long-term relationships

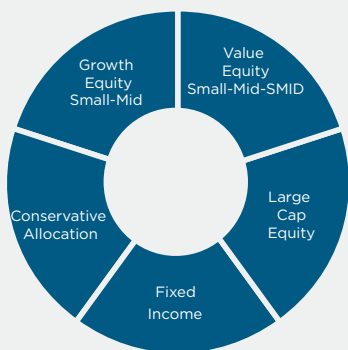
Although we are continually working to enhance our clients' investment returns under a myriad of investment environments, the one constant is our value philosophy.

### About Chartwell (as of 6.30.2018)

Year Founded	1997
AUM	\$9.4B*
# of Professionals	60-65

\*Assets Under Management reflect the Columbia Partners acquisition as of 4/6/2018.

### Investment Teams



The April 2016 acquisition of The Killen Group (“TKG”) by Chartwell, a 20+ year old \$9.4 billion\* (as of 06.30.2018), institutionally-focused investment management firm, has augmented the resources and capabilities of our firm to successfully serve the needs of affluent investors.

For over 45 years, our Individually Managed Account Program (IMAP) has been creating and preserving financial wealth for clients. Our disciplined, consistent approach to managing clients' wealth, “growth through value,” has never been more pertinent to investors seeking capital appreciation while being mindful of preserving and protecting their wealth during adverse investment climates.

With a focus on deep value, the IMAP's investment universe has evolved over the ensuing five decades since the founding of TKG in 1982, but its performance has remained strong under a variety of dynamic market conditions. Now, coupled with the similar culture and philosophy of the Chartwell team, the result is an even more robust product offering, which continues to be implemented with discipline and also affords the flexibility to address a range of investors' performance needs.

Supported by our fundamental passion for buying “value,” investment strategies are available in separately managed accounts to accommodate individual goals and account sizes.

### Investment Products

Chartwell offers three types of managed accounts for our individual clients.

#### ALL EQUITY PORTFOLIOS

Chartwell's traditional, actively managed equity product utilizes our value style to identify investment opportunities with unrecognized growth potential. We construct a portfolio consisting of value-oriented stocks, across a range of market capitalizations, that is consistent with the client's investment objectives as well as the prevailing investment environment. Our goal is to create a portfolio that can deliver above average, long-term growth, with the capability of withstanding the volatility inherent in the investment process.

#### DIVIDEND VALUE PORTFOLIOS

Chartwell's Dividend Value product, a more defensive product than our All Equity product, focuses on the purchase of mid-cap and large-cap stocks with above average dividend yields<sup>1</sup>. The product is oriented towards clients that are seeking the comfort of a steady and growing dividend income stream, but who are also interested in long-term appreciation of their portfolio. In an environment of low interest rates, this product offers appeal to conservative investors.

#### BALANCED PORTFOLIOS

Investors seeking long-term growth, but unwilling to accept the volatility of an all equity portfolio, have found our Balanced Portfolio as a preferred approach. Using Chartwell's in-depth fixed income capabilities, we offer a number of alternatives to deliver the desired level of risk aversion in a cost-effective manner. This investment approach, coupled with our history of portfolio rebalancing at certain time intervals, has resulted in impressive long-term portfolio growth, at a reduced risk level.

<sup>1</sup> Generally dividend yields of 2.5% or greater.

# GROWTH THROUGH VALUE INVESTING

## IMA Portfolio Management Team

Robert Killen

Senior Portfolio Manager

49 Years of Experience

Peter Schofield, CFA

Senior Portfolio Manager

34 Years of Experience

Jeffrey Bilsky

Senior Portfolio Analyst

13 Years of Experience

Thomas Coughlin, CFA, CMT

Analyst, Fixed Income

13 Years of Experience

Luis Sepulveda

Trader

14 Years of Experience

## Relationship Management

Michael Magee

Chief Operating Officer, Retail Division

29 Years of Experience

Melissa Haupt

Director, Client Administration

12 Years of Experience

## Investment Philosophy

### Equities:

We adhere to a strict value approach to investment management. Our equity selection process focuses on undervalued, temporarily out of favor securities, with strong fundamentals. We believe a diversified portfolio of these securities, constructed over time in a disciplined manner, could provide long-term outperformance while seeking to reduce risk during volatile periods.

Portfolios are diversified by number of holdings, industry sectors, and a range of market capitalizations.

### Fixed Income:

We seek value in investment grade and high yield corporate bonds, including convertible bonds. Many of our positions are in companies undergoing fundamental, positive changes. Bond maturities generally align closely with the benchmark, and we rely primarily on our in-house credit analysis and security selection to add value over time.

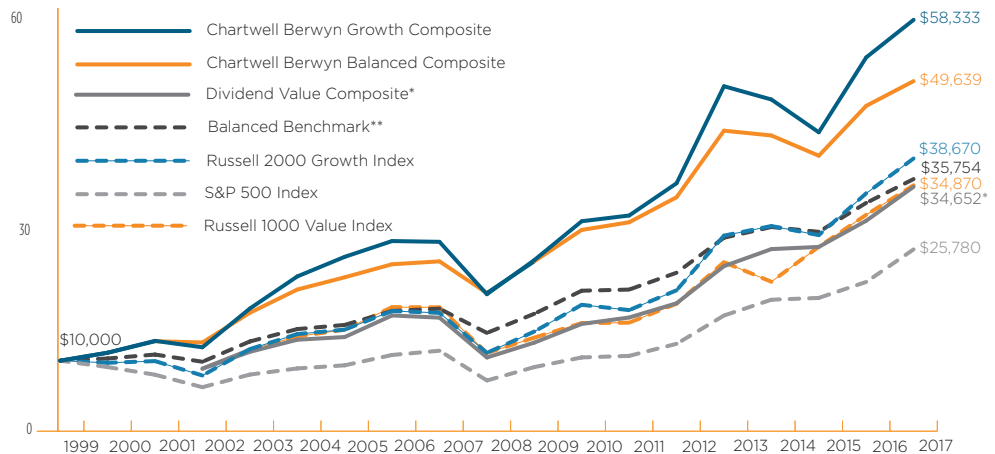
Portfolios are guided by prevailing economic and market conditions. We analyze credit quality, sector yield spreads, interest rate sensitivity, and the shape of the yield curve.

Our approach seeks preservation of principal in inflation-adjusted terms.

## Exhibit 1: Growth of \$10k

### Performance of the Chartwell Berwyn Growth Strategy, Chartwell Berwyn Balanced Strategy and Chartwell Dividend Value Strategy

The exhibit below illustrates the performance of the Chartwell Berwyn Growth and Chartwell Berwyn Balanced strategies from 1999 through 2017 and the Chartwell Dividend Value strategy from July 2002 to 2017. As one can see, the performance of the Berwyn Chartwell Growth strategy, Chartwell Berwyn Balanced strategy and the Chartwell Dividend Value strategy has remained strong through 2017. All of the strategy's results compare favorably versus their respective benchmarks and the S&P 500.



All data is as of 12/31/2017.

\*The Dividend Value composite inception on 07/01/2002.

\*\*Balanced benchmark is a combination of 62.5% Russell 2000 Index/37.5% FTSE US Broad Investment Grade Index

Performance results for the Chartwell Berwyn Growth and Chartwell Berwyn Balanced strategies include performance results obtained by TKG prior to being acquired by Chartwell in April 2016.

The Russell 2000 Growth Index measures the performance of the 2000 small-cap companies and is designed to represent the small-cap segment of the U.S. equity universe.

The S&P 500 measures the performance of market capitalizations of 500 large companies having common stock listed on the NYSE or NASDAQ.

The Russell 1000 Value Index represents approximately 1,000 of the largest companies in the U.S. equity market.

## GROWTH THROUGH VALUE INVESTING

### Relationships with Lasting Benefits

#### An All-Inclusive, Individually Customized Approach

Chartwell provides tailored portfolios that encompass each of our clients' guidelines, restrictions and other considerations, including:

- Concentration of holdings
- Risk tolerance
- Income requirements
- Specific tax situations

Chartwell also works with our clients' outside advisors, trustees, attorneys and accountants.

Successful investing is predicated not only on being current with all sources of news flow that can affect our companies' businesses and stock prices, but more importantly, on establishing a disciplined approach based upon realistic long-term objectives.

We believe our experience is especially valuable in today's world of volatile markets. In an arena where investor objectives are often unrealistic and results disappointing, we are particularly proud of our history of careful investment and responsible stewardship of our clients' assets.

For more information on our investment capabilities please contact us at 610-296-1400 or [www.chartwellip.com](http://www.chartwellip.com).

Past performance is no guarantee of future performance. Investment involves a risk of loss. An investor may experience higher or lower returns which will be reduced by fees and expenses. An investor cannot invest directly in an index. The Index returns are provided to show an example of alternate return potential during the relevant time periods; however, indices may possess different investment attributes that may make comparisons difficult such as volatility, liquidity, market capitalization, and security types.

#### Risks:

- Fixed income investment includes the following risks: credit, prepayment, call and interest rate risk. Credit risk refers to the loss in the value of a security based on a default in the payment of principle and/or interest of the security, or the perception of the market of such default. As interest rates rise the value of bond prices will decline. High-yield bonds have a higher risk of default or other adverse credit events, but have the potential to pay higher earnings over investment grade bonds. The higher risk of default, or the inability of the creditor to repay its debt, is the primary reason for the higher interest rates on high-yield bonds. The strategy may invest in foreign and emerging market securities which involves certain risks such as currency volatility, political and social instability and reduced market liquidity. The strategy may also invest in ETFs (Exchange-Traded Funds) and therefore would be subject to the same risks as the underlying securities in which the ETF invests as well as entails higher expenses than if invested into the underlying ETF directly.
- Equity Securities Risk - Equity securities, such as common stocks, are subject to market, economic and business risks that may cause their prices to fluctuate.
- Growth Investing Risk - The risk of investing in growth stocks may be more volatile than other stocks because they are more sensitive to investor perceptions of the issuing company's growth potential.
- Value Style Risk - Value investing involves the risk that an investment made in undervalued securities may not appreciate in value as anticipated or remain undervalued for long periods of time.

Chartwell's Individually Managed Account Program minimum is \$1 million.

This commentary is for informational purposes only. It is not an offer to buy or sell any security and should not be construed as investment advice. The views in this report were those of the Adviser at the time of writing this report and may not reflect our views on the date this report is first published or anytime thereafter.

\*The Chartwell Berwyn Growth Strategy Composite includes all fully discretionary, fee-paying equity accounts with a growth objective whose asset size is \$300,000 or greater at the beginning of the measurement period.

\*The Chartwell Berwyn Balanced Strategy Composite includes all fully discretionary, fee-paying accounts with a balance between growth and income as a principal objective whose asset size is \$300,000 or greater at the beginning of the measurement period.

The composites do not include accounts where total cash flows exceed 10% of the account's value during any quarterly period or accounts holding securities purchased by anyone other than the Advisor. No accounts using leverage or short positions are included in the composites. An individual client's account may have performed better or worse than the composites' returns presented above. The composites contain taxable and non-taxable accounts. The returns are before taxes and net of all advisory fees and commission charges. The net performance results for each composite are presented after deducting the actual fee charged to each account in the composite based on the management fee schedule in the Firm's Brochure or the fee negotiated between the account holder and Chartwell. Returns include the reinvestment of dividends and interest (total return). Returns for other Chartwell composites are available upon request.

As of 03/31/2018, Chartwell managed \$8.3 billion in assets, \$7.7 billion as advisor and \$0.6 billion as sub-advisor. During the most recent quarter, the Chartwell Berwyn Growth Strategy Composite consisted of 20 accounts which represented 16.8% of total Berwyn Strategy Individually Managed Accounts and 0.3% of total Chartwell assets. During the most recent quarter, the Chartwell Berwyn Balanced Strategy Composite consisted of 29 accounts which represented 39.5% of total Berwyn Strategy Individually Managed Accounts and 0.7% of total Chartwell assets.

GIPS standards. Chartwell Investment Partners has been independently verified for the nineteen-year period ended June 30, 2017. Chartwell Investment Partners, LLC (Chartwell), founded in 1997, is an investment management firm registered under the Investment Advisors Act of 1940. Chartwell manages a variety equity, fixed income and balanced assets for Institutional, Sub-Advisory, as well as WRAP/Retail clients. Chartwell's firm assets of \$8.3 billion include \$953 million in Model assets as of 12/31/17.

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 policy and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Dividend Value Institutional composite has been examined for the period January 1, 2007 to June 30, 2017. The verification and performance examination reports are available upon request.

The performance data quoted represents past performance; past performance does not guarantee future results. Current performance may be lower or higher than the performance data quoted. The gross returns were calculated on a time weighted basis, including all dividends and interest, accrual income, realized and unrealized gains or losses and are net of all brokerage commissions, execution costs and do not give effect to investment advisory fees, which would reduce such returns. The net returns presented above were calculated by applying the highest institutional investment advisory fee paid by a client of Chartwell. The investment advisory fee schedule for institutional portfolios is: 0.70% on first \$10 million, 0.60% on the next \$30 million, 0.50% on the next \$30 million, 0.40% on the next \$30 million, 0.25% on all additional assets. Fees for WRAP/SMA portfolios are different and will vary per platform.

The Russell 1000 Value Index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, the index is fully invested and includes the reinvestment of income. The returns for the index do not include any trading costs, management fees, or other costs. Index returns have been taken from published sources.

The Dividend Value Institutional composite, composed of portfolios invested in U.S. equities which have a market capitalization of \$2.0bil and above was initially created in August 2006 and includes all fee paying, discretionary accounts with comparable investment objectives and a market value in excess of \$250,000. Non-fee paying accounts are excluded from the composites. Trade date accounting is utilized and cash equivalents are included in performance returns. Returns are calculated by geometrically linking the monthly and quarterly returns respectively. Valuations are computed and performance reported in U.S. Dollars. Composite dispersion is calculated using the asset-weighted standard deviation method, which determines the dollar-weighted mean return using the beginning-of-year market values. There is no use of leverage or derivatives. The results of individual accounts and for different periods may vary. Other performance calculation methods might produce different results. Investors should not rely on prior performance data as a reliable indication of future performance.

To receive a complete list and description of Chartwell Investment Partners' composites and/or a presentation that adheres to the GIPS' standards, please contact Lynette Treible by phone (610)407-4870, email [treible@chartwellip.com](mailto:treible@chartwellip.com), or by mail to 1205 Westlakes Drive, Suite 100, Berwyn, PA 19312.



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Suite 100  
Berwyn, PA 19312

*Chartwell Investment Partners LLC, is an investment management firm dedicated solely to the investment advisory business. Chartwell's philosophy is to rely on proprietary, bottom-up research to find high quality investments across its various product offerings.*

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