

**Company / Strategy Information**

- Founded in 1983
- Investment Philosophy: Bottom-Up
- Total Firm Assets: **\$8.1 Billion**
  - Assets Under Management: \$3.0 Billion
  - Assets Under Advisement: \$5.1 Billion<sup>1</sup>

**Strategy Facts**

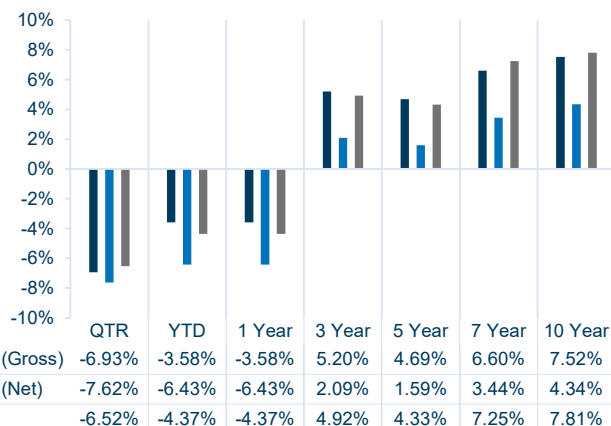
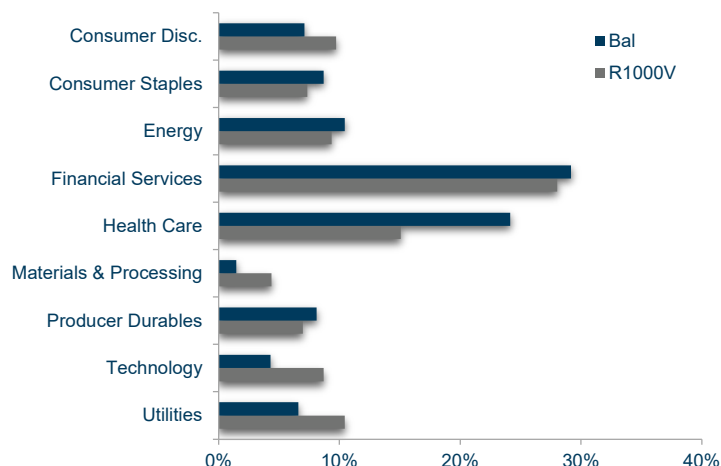
- Portfolio Manager: William J. Hickey
- Primary Benchmark: 60%R1000V/30%BCIGC/  
10%CG90DayTBill
- Total Strategy Assets: **\$2.9 Billion**
  - Assets Under Management: \$0.6 Billion
  - Assets Under Advisement: \$2.3 Billion

Statistics 5 Years	Bal	60/30/10
Alpha	0.3%	0.0%
Beta	1.0x	1.0x
Standard Deviation	6.8%	6.4%
Information Ratio	0.2x	0.0x
Sharpe Ratio	0.6x	0.6x
R-Squared	91.9%	100.0%

**Strategy Process and Description**

Anchor's investment philosophy is bottom-up and value-oriented. Initially a broad universe is screened using different valuation criteria: low valuation (low P/E, P/CF, etc.), high dividend yield or dividend growth, and a discount to private market value. Analysts then do fundamental research to develop the value thesis and identify a trigger for the recognition of value. Anchor strives for its portfolios to have a higher yield, lower P/E and higher growth than comparable indices such as the Russell 1000 Value. The firm's Investment Committee approves all new stocks prior to inclusion in the portfolio. Stocks are sold if the fundamentals deteriorate, if they reach our price objective, or if a more attractive investment is found. The fixed income portion of a balanced portfolio involves the active management of both issue selection and maturity positioning, for maximum return and minimum risk. Only investment-grade bonds are considered.

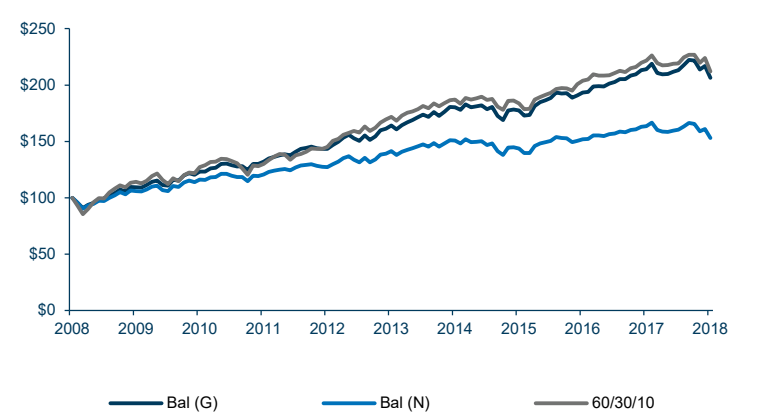
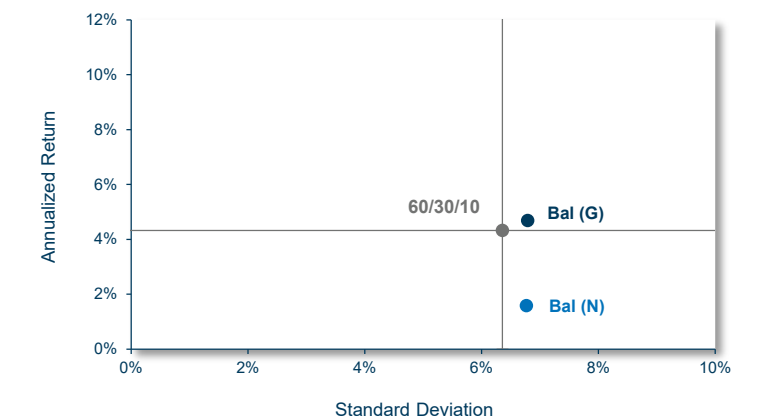
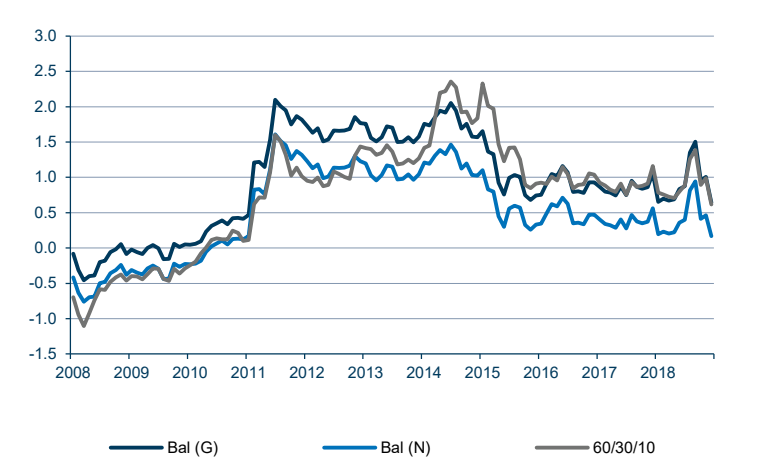
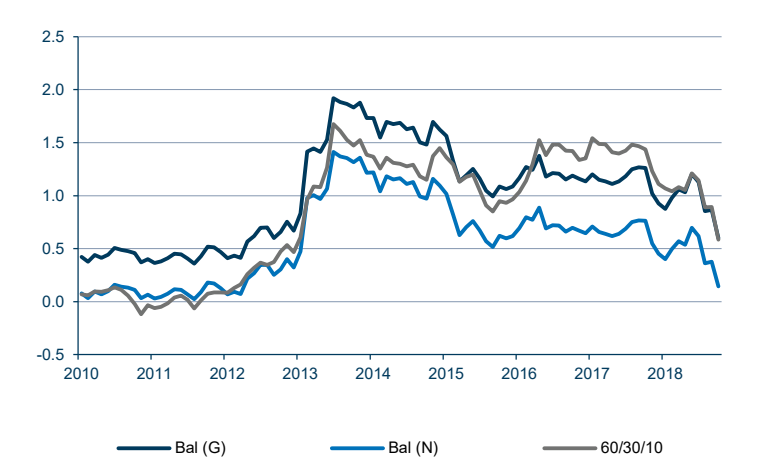
Portfolio Characteristics	Bal	R1000V <sup>3</sup>
Wtd. Avg. Market Cap (\$B)	\$112.9	\$118.0
Median Market Cap (\$B)	\$47.6	\$8.3
Wtd. Avg. P/E (LTM)	16.7x	12.5x
Median ROE	11.2%	10.7%
Dividend Yield	3.0%	2.8%
Active Share	77.5%	-
Duration	2.1	3.9*
Percent Cash	4.1%	-
Turnover (Trailing 12 Months)	24.8%	-
Number of Holdings	48	725

**Annualized Returns<sup>2</sup> as of most recent quarter**

**Sector Allocation<sup>3</sup>**

**Calendar Year Returns<sup>2</sup>**

Period	Gross	Net	60/30/10
2018	-3.58%	-6.43%	-4.37%
2017	10.83%	7.55%	8.82%
2016	8.98%	5.98%	10.98%
2015	-1.68%	-4.68%	-1.80%
2014	9.84%	6.84%	8.97%
2013	14.49%	11.49%	18.31%
2012	8.62%	5.62%	11.60%
2011	7.24%	4.24%	2.29%
2010	12.83%	9.83%	11.46%
2009	9.12%	6.12%	14.00%

**Top 10 Holdings<sup>4</sup>**

1. Johnson & Johnson	1.9%
2. Royal Dutch Shell Plc Sponsored ADR Class B	1.9%
3. Pfizer Inc.	1.9%
4. Abbott Laboratories	1.9%
5. Berkshire Hathaway Inc. Class B	1.7%
6. PepsiCo, Inc.	1.7%
7. Occidental Petroleum Corporation	1.7%
8. PayPal Holdings Inc	1.6%
9. Zimmer Biomet Holdings, Inc.	1.6%
10. Chubb Limited	1.5%

**Growth of \$100 (10 Year)**

**Risk vs. Return (5 Year)**

**Sharpe Ratio (36-Month Moving Windows)**

**Sharpe Ratio (60-Month Moving Windows)**

**Disclosures**

**MODEL DESCRIPTION:** The Anchor Managed Accounts Balanced (Bal) model was created on 12/31/05. The model returns do not reflect actual trading. Anchor Capital's Managed Accounts Division created this model for purposes of presenting performance results which approximate those of the Managed Accounts Balanced sponsor program portfolios in aggregate. The investment objective for the model is to achieve a high rate of return through the purchase of equity and fixed income securities.

**MODEL DISCLOSURES:** The model transaction history does not reflect all portfolio transaction activity for accounts in the sponsor program. Model transactions correspond with trading activity generated in the course of investment for substantially all accounts in the sponsor Balanced program. Model transactions and holdings do not reflect individual portfolio activity for new account investments, or account activity and holdings in various individual portfolios subject to tax considerations or individual client discretion. Model performance may differ materially from individual client portfolio results.

**CALCULATION OF RATES OF RETURN:** All securities in the model are valued at last sale price, as provided by independent pricing services. The portfolio valuation is reflected on a trade date basis. Model investment returns include the reinvestment of dividends and other earnings. Effective 1/1/2010, dividends (excluding income on money market securities) are credited on an accrual basis. Time-weighted portfolio returns are calculated for each monthly period in the prior quarter. Monthly model results are linked to determine annual returns. Individual client portfolio results may vary from the results presented for the model because of different investment objectives, tax status and other considerations. Returns of individual client accounts will be reduced by advisor fees and other expenses which might be incurred to provide investment management, custody, administrative, actuarial, accounting or other services to the client. The benchmark indices exclude fees. The Managed Accounts Balanced model returns are calculated on a pure gross of fee basis, before the deduction of Anchor Capital management and sponsor wrap fees. For all periods presented, the net of fee returns are presented after debiting the gross or pure gross of fee results by 3%, which represents the highest known annual wrap fee charged by any of the sponsors of the Separately Managed Account program that Anchor participates in. Effective 6/30/2017, the net returns presented are calculated using Style Advisor/Informa Investment Solutions. The monthly net return is compounded to calculate the quarterly, YTD and annual returns. The numbers may be slightly different from net returns published prior to 6/30/2017, which were calculated by simply subtracting 3% from the annual gross return. Additional information regarding policies for calculating and reporting model returns is available upon request.

**BENCHMARK DESCRIPTION:** Information about indices is provided to allow for comparison of the performance of the Adviser to that of certain well-known and widely recognized indices. There is no representation that such index is an appropriate benchmark for such comparison. You cannot invest directly in an index, which also does not take into account trading commissions and costs. The volatility of indices may be materially different from the performance of the Adviser. In addition, the Adviser's recommendations may differ significantly from the securities that comprise the indices. The benchmark is a static blend of: 60% Russell 1000 Value Index; 30% Barclays Capital U.S. Government/Credit Intermediate Bond Index; 10% Citigroup 90-Day Treasury Bill Index. The Russell 1000 Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 Index companies with lower price-to-book ratios and lower expected growth values. The Russell 1000 Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics. The Barclays Capital U.S. Intermediate Government/Credit Bond Index measures the performance of U.S. dollar denominated U.S. Treasuries, government-related and investment grade U.S. corporate securities that have a remaining maturity of greater than or equal to 1 year and less than 10 years. Securities have \$250 million or more of outstanding face value and must be fixed rate and non-convertible. The Citigroup 90-Day Treasury Bill Index measures the average return of the last three-month U.S. Treasury Bill issues. U.S. Treasury Bills are short-term securities issued by the U.S. government with maturities of up to one year. They are backed by the faith and credit of the U.S. government who guarantees full payment of principal and interest at maturity. Total return comprises price appreciation/depreciation and income as a percentage of the original investment. All benchmark returns include the reinvestment of income.

Data presented herein was populated using Factset financial data and analytics and Zephyr, StyleAdvisor.  
<sup>1</sup>Assets Under Advisement represent non-discretionary/UMA assets  
<sup>2</sup>Gross of fee returns are presented pure gross and are calculated before management fees, custodial fees and transaction costs. Past performance is not guarantee of future results. Inherent in any investment is the possibility of loss.  
<sup>3</sup>Anchor is not able to obtain characteristics/data for 60/30/10 blended Index and therefore use the equity portion of the index, Russell 1000 Value for comparison against characteristics. \*The duration characteristic is compared to the Barclays Capital Intermediate Gov't/Credit.  
<sup>4</sup>Percentages stated are based on the equity portion of the portfolio  
<sup>5</sup>As of 9/1/18 the Median P/E (LTM) was changed to Weighted Average P/E (LTM) to more accurately represent industry standards.

For a complete listing of all strategies contact Anchor Capital Advisors LLC (617) 338-3800.