

**Company / Strategy Information**

- Founded in 1983
- Investment Philosophy: Bottom-Up
- Total Firm Assets: **\$8.9 Billion**
  - Assets Under Management: \$3.3 Billion
  - Assets Under Advisement: \$5.6 Billion<sup>1</sup>

**Strategy Facts**

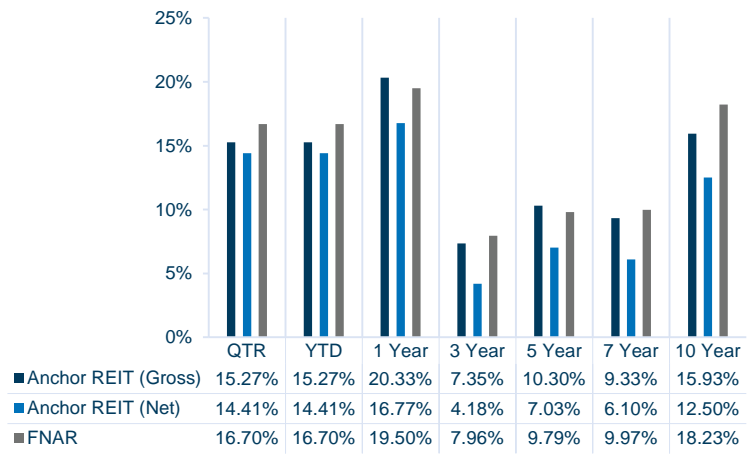
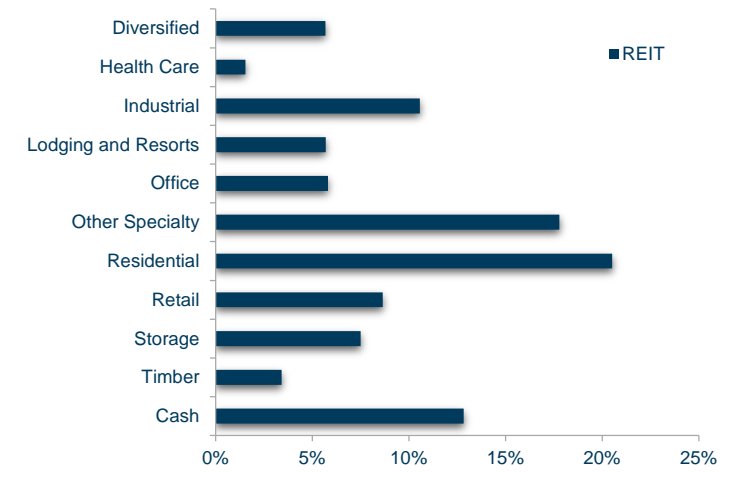
- Portfolio Manager: Stephen Mead, Jr., CFA®
- Primary Benchmark: FTSE Nareit All REITs
- Total Strategy Assets: **\$11.4 Million**
  - Assets Under Management: \$11.2 Million
  - Assets Under Advisement: \$ 0.2 Million

**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 FTSE NAREIT All REITs. 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.

Statistics 5 Years	REIT	FNAR
Alpha	0.9%	0.0%
Beta	1.0x	1.0x
Standard Deviation	13.3%	13.5%
Information Ratio	0.2x	0.0x
Sharpe Ratio	0.7x	0.7x
R-Squared	93.9%	100.0%

Portfolio Characteristics	REIT	FNAR
Wtd. Avg. Market Cap (\$B)	\$9.1	\$23.7
Median Market Cap (\$B)	\$7.0	\$2.2
Wtd. Avg. P/E (LTM)	29.7x	31.1x
Median ROE	7.6%	5.5%
Dividend Yield	4.6%	4.2%
Active Share	81.4%	-
Percent Cash	12.8%	-
Turnover (Trailing 12 Months)	23.6%	-
Number of Holdings	24	222

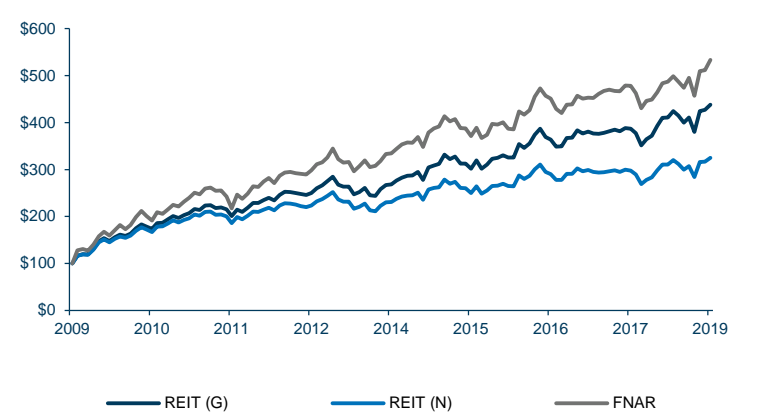
**Annualized Returns<sup>2</sup> as of most recent quarter**

**Sector Allocation**

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

Period	Gross	Net	FNAR
2018	-1.76%	-4.67%	-4.42%
2017	5.49%	2.37%	9.27%
2016	11.07%	8.07%	9.28%
2015	6.02%	3.02%	2.29%
2014	27.88%	24.88%	27.15%
2013	-2.36%	-5.36%	3.21%
2012	14.20%	11.20%	20.14%
2011	7.62%	4.62%	7.28%
2010	26.15%	23.15%	27.58%
2009	30.60%	27.60%	27.45%

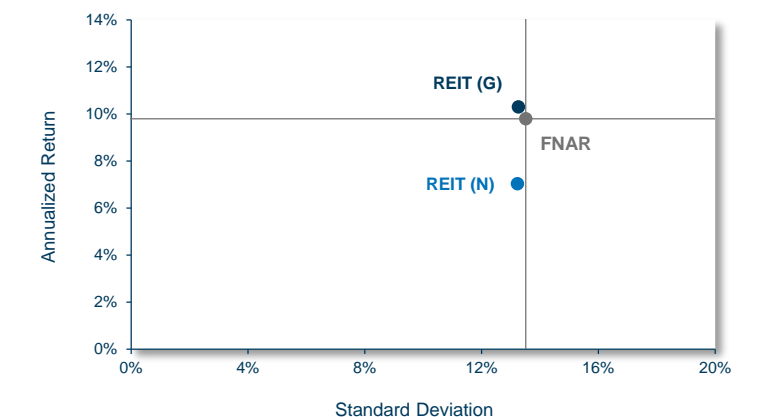
**Top 10 Holdings<sup>3</sup>**

1. STORE Capital Corporation	5.7%
2. OUTFRONT Media Inc.	5.7%
3. American Campus Communities, Inc.	5.5%
4. Lamar Advertising Company Class A	4.9%
5. Sun Communities, Inc.	4.6%
6. CoreCivic, Inc.	4.5%
7. National Storage Affiliates Trust	4.2%
8. STAG Industrial, Inc.	4.0%
9. Monmouth Real Estate Investment Corporation Class A	4.0%
10. Mid-America Apartment Communities, Inc.	3.8%

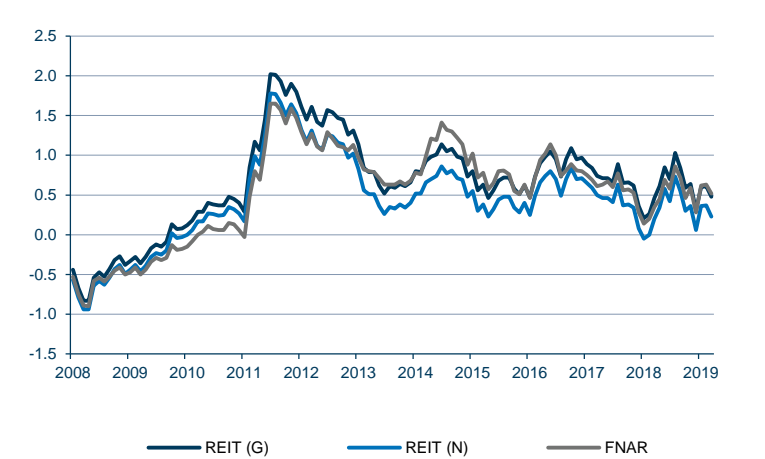
### Growth of \$100 (10 Year)



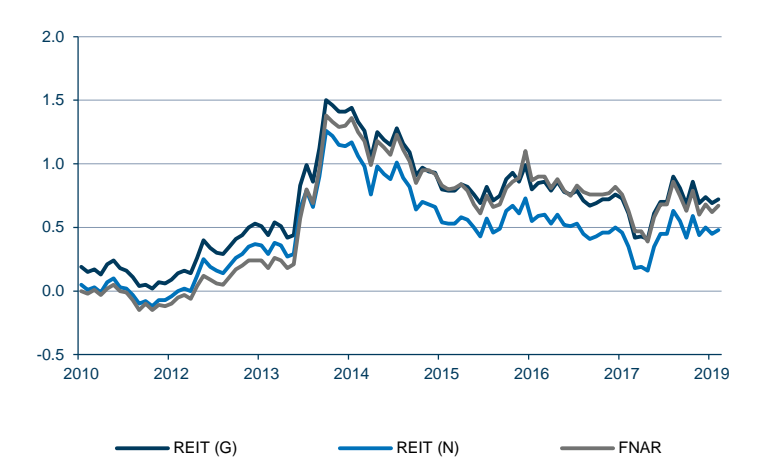
### Risk vs. Return (5 Year)



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



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



### Disclosures

**MODEL DESCRIPTION:** The Anchor Managed Accounts REIT model was created on 09/30/2016. 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 account REIT sponsor program portfolios in aggregate. The investment objective for the model is to achieve a high rate of return through the purchase of real estate investment trusts.

**MODEL DISCLOSURES:** The results prior to 9/30/2016 presented herein represent those of the Anchor Capital Institutional and Private Client Investment Management Division. The results from 9/30/2016 through 9/30/2019 for the Institutional and Private Client Investment Management REITs strategy were published in the product presentation. The model transaction history does not reflect all portfolio transaction activity for accounts in the sponsor programs. Model transactions correspond with trading activity generated in the course of investment for substantially all accounts in the sponsor REIT 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 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 Russell Indices exclude fees. The Managed Accounts REIT 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/Inforna 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 FTSE NAREIT US Real Estate Index Series is designed to present investors with a comprehensive family of REIT performance indexes that spans the commercial real estate space across the US economy. The index series provides investors with exposure to all investment and property sectors. In addition, the more narrowly focused property sector and sub-sector indexes provide the facility to concentrate commercial real estate exposure in more selected markets. The FTSE NAREIT All REITs Index is a market capitalization-weighted index that includes all tax-qualified real estate investment trusts (REITs) that are listed on the New York Stock Exchange, the American Stock Exchange or the NASDAQ National Market List. The FTSE NAREIT All REITs Index is not free float adjusted, and constituents are not required to meet minimum size and liquidity criteria. 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. The performance results presented herein represent those of the Anchor Capital Institutional and Private Client Investment Management Division REIT Strategy. The Managed Accounts strategy will be managed in tandem with the Institutional and Private Client Investment Management Division strategy. Past performance is not guarantee of future results. Inherent in any investment is the possibility of loss. The historical performance returns presented herein have been corrected, as a previous version of this document published in January of 2018 misstated these figures. For further information contact Anchor Capital Advisors at (617-368-3800) or info@anchorcapital.com.  
<sup>3</sup>Percentages stated are based on the total model  
<sup>4</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.