Brown Advisory Equity Income Strategy

We believe that our strategy of investing in a concentrated portfolio of high-quality companies that offer above-average dividend yields and a strong potential for future income growth at reasonable valuations can produce long-term outperformance versus its S&P 500 Index benchmark with lower volatility and better downside protection.

Brown ADVISORY
Thoughtful Investing.



BRIAN GRANEY, CFA
Portfolio Manager

July 2018 Monthly Report

Performance Contributors

TOP FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
MSFT	Microsoft Corporation	Information Technology	5.63	7.58	0.41
JPM	JPMorgan Chase & Co.	Financials	3.52	10.91	0.37
NVS	Novartis AG Sponsored ADR	Health Care	2.94	11.07	0.31
VFC	V.F. Corporation	Consumer Discretionary	2.54	12.94	0.31
MRK	Merck & Co., Inc.	Health Care	3.50	8.52	0.29

BOTTOM FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
NLSN	Nielsen Holdings Plc	Industrials	1.47	-28.52	-0.48
WY	Weyerhaeuser Company	Real Estate	2.84	-6.25	-0.18
HCSG	Healthcare Services Group, Inc.	Industrials	2.10	-6.78	-0.15
AVGO	Broadcom Inc.	Information Technology	1.46	-8.60	-0.14
ACN	Accenture Plc Class A	Information Technology	2.78	-2.60	-0.07

Monthly Portfolio Activity

NEW INVESTMENT

TICKER	NAME	REASON FOR DECISION
	None	

DELETION

TICKER	NAME	REASON FOR DECISION
NLSN	Nielsen Holdings Plc	We have lost confidence in the management team's ability to generate growth within portions of its business that we believe should not be difficult to grow.

Top 10 Equity Holdings (%)

Cash and equivalents: 5.9%

1.	Microsoft Corp.	5.3	6.	Merck & Co, Inc.	3.4
2.	Apple, Inc.	4.2	7.	McDonald's Corp.	3.1
3.	Altria Group, Inc.	3.8	8.	Automatic Data Processing, Inc.	3.0
4.	Cisco Systems, Inc.	3.7	9.	United Technologies Corp.	2.9
5.	JPMorgan Chase & Co.	3.4	10.	Novartis AG Sponsored ADR	2.9

INSIDE THE STRATEGY

Inception: 09/30/2010	Typical Top 10 Weight: 30%–50%
Benchmark: S&P 500® Index	Typical Position Size: 1%–5%
Typical Portfolio: 35–45 Holdings	Typical Cash Position: 0%–7%, max. 10%

Portfolio Comments

In July, the Brown Advisory Equity Income Composite rose 3.4% (net of fees), underperforming its benchmark, the S&P 500® Index, which rose 3.7%.

July was one of the Index's strongest months of the year, second only to January. Strong performance of the financials, industrials and health care sectors allowed the Index to rise higher during the month.

The portfolio benefitted from stock selection within the financials and consumer discretionary sectors, offset by relatively weak performance of industrial and real estate holdings.

Microsoft, the portfolio's largest holding, was the portfolio's top contributor for the month. The company released its fourth-quarter earnings, and the stock rose modestly on the back of strong organic revenue growth, particularly in its cloud computing business, Azure.

We eliminated Nielsen Holdings from the portfolio during the month. Nielsen offers an attractive yield, but has been a drag to performance within the last year. We have concerns about the company's deteriorating cash flows and we have lost confidence in the management team's ability to generate growth within portions of its business that we believe should not be difficult to grow.

*Source: FactSet®. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. The security returns listed represent the period of when the security was held during the month. Top five and bottom five contributors exclude cash and cash equivalents. Contribution to return is calculated by multiplying a security's beginning weight in the portfolio by the security's return on a daily basis, and geometrically linking the return for the reporting period. The top 10 equity holdings include cash and equivalents. Please see disclosure statements at the end of this presentation for additional information and for a complete list of terms and definitions. Past performance is not indicative of future results. The composite performance shown above reflects the Equity Income Composite, managed by Brown Advisory Institutional. Brown Advisory Institutional is a GIPS Compliant firm and is a division of Brown Advisory LLC. Please see the Brown Advisory Equity Income disclosure statement at the end of this presentation for a GIPS compliant presentation.

Brown Advisory Equity Income Composite

Year	Composite Total Gross Returns (%)	Composite Total Net Returns (%)	Benchmark Returns (%)	Composite 3-Yr Annualized Standard Deviation (%)	Benchmark 3-Yr Annualized Standard Deviation (%)	Portfolios in Composite at End of Year	Composite Dispersion (%)	Composite Assets ($USD Millions)*	GIPS Firm Assets ($USD Millions)*
2017	21.5	20.8	21.8	8.7	9.9	49	0.3	289	33,155
2016	10.5	9.9	12.0	9.7	10.6	44	0.2	252	30,417
2015	-4.4	-5.0	1.4	10.1	10.5	53	0.2	331	43,746
2014	11.3	10.7	13.7	8.3	9.0	72	0.3	446	44,772
2013	29.2	28.5	32.4	8.6	11.9	84	0.3	450	40,739
2012	12.8	12.1	16.0	NA	NA	67	0.2	350	26,794
2011	11.6	11.0	2.1	NA	NA	43	0.2	120	19,962
2010*	6.5	6.5	10.8	NA	NA	8	N/A	22	16,859

*Return is for period Oct. 1, 2010, through Dec. 31, 2010.

Brown Advisory claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brown Advisory has been independently verified for the periods from January 1, 1993 through December 31, 2017. The Verification reports are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. GIPS® is a registered trademark owned by CFA Institute.

1. *For the purpose of complying with the GIPS standards, the firm is defined as Brown Advisory Institutional, the Institutional and Balanced Institutional asset management divisions of Brown Advisory. As of July 1, 2016, the firm was redefined to exclude the Brown Advisory Private Client division, due to an evolution of the three distinct business lines.
2. The Equity Income Composite includes all discretionary portfolios invested in the equity income strategy. The strategy invests primarily in U.S. equities that exhibit above-average dividend yields, dividend growth and return on equity. The minimum account market value required for composite inclusion is $1.5 million.
3. This composite was created in 2010.
4. The benchmark is the S&P 500® Index. The S&P 500 Index is a capitalization-weighted index of 500 stocks that is designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. Index returns assume reinvestment of dividends and do not reflect any fees or expenses. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers. Standard & Poor's, S&P ®, and S&P 500® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"), a subsidiary of S&P Global Inc..
5. The dispersion of annual returns is measured by the equal weighted standard deviation of portfolio returns. The composite dispersion is not applicable (N/A) for periods where there were five or fewer accounts in the composite for the entire period.
6. Gross-of-fees performance returns are presented before management fees but after all trading commissions. Net-of-fee performance returns reflect the deduction of actual management fees and all trading commissions. Other expenses can reduce returns to investors. The standard management fee schedule is as follows: 0.80% on the first $10 million; 0.65% on the next $15 million; 0.50% on the next $25 million; and 0.40% on the balance over $50 million. Further information regarding investment advisory fees is described in Part II A of the firm's form ADV. Actual fees paid by accounts in the composite may differ from the current fee schedule.
7. The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the 36-month period ended on December 31. The three-year annualized standard deviation is not presented as of December 31, 2010, 2011 and 2012 because 36 month returns for the composite were not available (N/A).
8. Valuations and performance returns are computed and stated in U.S. dollars. All returns reflect the reinvestment of income and other earnings.
9. A complete list of composite descriptions, policies for valuing portfolios, calculating performance and preparing compliant presentations is available upon request.
10. Past performance does not indicate future results.
11. This piece is provided for informational purposes only and should not be construed as a research report, a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy , including whether or not to buy, sell or hold any of the securities mentioned, including any mutual fund managed by Brown Advisory.

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The **S&P 500® Index** represents the large-cap segment of the U.S. equity markets and consists of approximately 500 leading companies in leading industries of the U.S. economy. Criteria evaluated include market capitalization, financial viability, liquidity, public float, sector representation and corporate structure. An index constituent must also be considered a U.S. company.

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The **Average Weight** of a position or sector refers to the daily average for the period covered in this report of a stock's value as a percentage of the portfolio. The **Total Return** of an equity security is the sum of the return from price movement and the return due to dividend payments or other sources of income. Standard benchmark-, sector- and portfolio-level returns are the sums of the weights of each security multiplied by its return, summed and calculated daily and summed over the period covered by the report or by an otherwise-noted period. **Contribution to Return** is calculated by multiplying a security's beginning portfolio weight by its daily return and geometrically linking the security's daily contribution to return over the entire reporting period.