

# 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.



**BRIAN GRANEY, CFA**  
*Portfolio Manager*

## May 2018 Monthly Report

### Performance Contributors

#### TOP FIVE CONTRIBUTORS\*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
AAPL	Apple Inc.	Information Technology	4.49	13.51	0.56
ADP	Automatic Data Processing, Inc.	Information Technology	3.33	10.11	0.33
MSFT	Microsoft Corporation	Information Technology	5.37	6.15	0.32
OXY	Occidental Petroleum Corporation	Energy	2.32	8.98	0.20
LOW	Lowe's Companies, Inc.	Consumer Discretionary	1.16	15.26	0.17

#### BOTTOM FIVE CONTRIBUTORS\*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
BBY	Best Buy Co., Inc.	Consumer Discretionary	1.87	-10.82	-0.20
MCD	McDonald's Corporation	Consumer Discretionary	3.56	-4.44	-0.16
CSCO	Cisco Systems, Inc.	Information Technology	4.16	-3.57	-0.15
JNJ	Johnson & Johnson	Health Care	2.63	-4.73	-0.13
HCSG	Healthcare Services Group, Inc.	Industrials	1.91	-5.93	-0.12

### Monthly Portfolio Activity

#### NEW INVESTMENT

TICKER	NAME	REASON FOR DECISION
	None	

#### DELETION

TICKER	NAME	REASON FOR DECISION
WLTW	Willis Towers Watson Public Limited Company	The company's share price reached our estimate of fair value, resulting in a dividend yield that was less attractive on both an absolute and relative basis to other holdings in the portfolio.

### Top 10 Equity Holdings (%)

Cash and equivalents: 5.5%

1. Microsoft Corp.	5.2	6. McDonald's Corp.	3.3
2. Apple, Inc.	4.3	7. Merck & Co, Inc.	3.2
3. Cisco Systems, Inc.	3.9	8. Automatic Data Processing, Inc.	3.1
4. Altria Group, Inc.	3.8	9. Weyerhaeuser Co.	2.9
5. JPMorgan Chase & Co.	3.3	10. United Technologies Corp.	2.8

\*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.

#### 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 May, the Brown Advisory Equity Income Composite rose 1.3% (net of fees) underperforming its benchmark, the S&P 500® Index, which rose 2.4%.

The technology sector led the Index higher during May, surging over 7%. While three of the strategy's top five contributors were within the technology sector, overall our technology holdings did not keep up with the strong return of those within the Index.

Consumer staples experienced another disappointing month as a result of weak earnings from several companies. However, for the second consecutive month, consumer discretionary stocks performed better than staples. Home improvement company Lowe's was the portfolio's best absolute performer during the month, up more than 15%.

During April, we eliminated Willis Towers Watson from the portfolio. The company's share price reached our estimate of fair value, resulting in a dividend yield that was less attractive on both an absolute and relative basis to other holdings in the portfolio. [LE](#)

## 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-fees 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.

## Disclosures

The views expressed are those of the author and Brown Advisory as of the date referenced and are subject to change at any time based on market or other conditions. These views are not intended to be and should not be relied upon as investment advice and are not intended to be a forecast of future events or a guarantee of future results. Past performance is not a guarantee of future performance and you may not get back the amount invested. 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. To the extent specific securities are mentioned, they have been selected by the author on an objective basis to illustrate views expressed in the commentary and do not represent all of the securities purchased, sold or recommended for advisory clients. The information contained herein has been prepared from sources believed reliable but is not guaranteed by us as to its timeliness or accuracy, and is not a complete summary or statement of all available data. This piece is intended solely for our clients and prospective clients, is for informational purposes only, and is not individually tailored for or directed to any particular client or prospective client. Please see composite disclosure statements above for additional information.

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.

An investor cannot invest directly into an index. S&P® and S&P 500® are registered trademarks of Standard & Poor's Financial Services LLC. FactSet® is a registered trademark of FactSet Research Systems, Inc. GICS® is a registered trademark of MSCI and Standard & Poor's Financial Services LLC.

## Terms and Definitions for Representative Account Calculations

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.