

Brown Advisory Flexible Equity Strategy

We believe that our strategy of investing in companies with attractive business economics, shareholder-oriented managements and the potential for future growth, purchased at bargain prices, can outperform the S&P 500 Index with less risk over a full market cycle.

B Brown ADVISORY
Thoughtful Investing.

March 2018 Monthly Report

Performance Contributors

TOP FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
EW	Edwards Lifesciences Corporation	Health Care	3.04	4.38	0.13
SU	Suncor Energy Inc.	Energy	1.44	5.85	0.08
SBAC	SBA Communications Corp. Class A	Real Estate	1.01	8.68	0.08
BKNG	Booking Holdings Inc.	Consumer Discretionary	3.44	2.28	0.07
CAG	Conagra Brands, Inc.	Consumer Staples	1.24	2.08	0.03

BOTTOM FIVE CONTRIBUTORS*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
WFC	Wells Fargo & Company	Financials	3.65	-10.27	-0.38
FB	Facebook, Inc. Class A	Information Technology	2.80	-10.39	-0.29
QCOM	QUALCOMM Incorporated	Information Technology	1.49	-14.75	-0.23
AAPL	Apple Inc.	Information Technology	3.39	-5.81	-0.20
BRK.B	Berkshire Hathaway Inc. Class B	Financials	5.26	-3.73	-0.19

Monthly Portfolio Activity

NEW INVESTMENT

TICKER	NAME	REASON FOR DECISION
	None	

DELETION

TICKER	NAME	REASON FOR DECISION
	None	

Top 10 Equity Holdings (%)

Cash and equivalents: 2.1%

1. Visa, Inc.	5.7	6. Wells Fargo & Co.	3.5
2. Berkshire Hathaway, Inc. Cl B	5.2	7. Microsoft Corp.	3.4
3. Alphabet, Inc. (Class A & C)*	4.8	8. Booking Holdings, Inc.	3.4
4. Mastercard, Inc.	4.7	9. JPMorgan Chase & Co.	3.3
5. Charles Schwab Corp.	3.6	10. Apple, Inc.	3.3

*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 #Alphabet Inc. represents a 2.0% holding in Class A shares of the stock and a 2.7% holding in Class C shares of the stock. Numbers may not total due to rounding. The portfolio information provided is based on a representative Flexible Equity account and is provided as supplemental information. This representative account may differ from specific client portfolios. 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 Flexible Equity 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 Flexible Equity disclosure statement at the end of this presentation for a GIPS compliant presentation.



R. HUTCHINGS VERNON, CFA
Portfolio Manager



MANEESH BAJAJ, CFA
Portfolio Manager

INSIDE THE STRATEGY: FACTS & TYPICAL PORTFOLIO FIGURES

Inception: 12/31/1984	Top 10 Weight: 30%–50%
Benchmark: S&P 500® Index	Position Size: 1%–6%, max. 8%
Portfolio: 35–45 Holdings	Cash Position: 0%–5%, max. 10%

Portfolio Comments

The Brown Advisory Flexible Equity Composite fell 3.0% (net of fees) for the month of March, underperforming its benchmark, the S&P 500® Index which fell 2.5% for the month. Top performers were Edward Lifesciences, Suncor Energy and SBA Communications.

Edward Lifesciences was up modestly for the month, having experienced a year-to-date run up in its stock price. The manufacturer of heart valve systems continues to benefit from market expectations for their new product, Sapient 3 Ultra, as well as performance of their Centra product. The company remains a leader in the transcatheter aortic valve replacement market.

Suncor Energy performed relatively well for the month, having experienced a pullback earlier in the year. The positive news that they are able to limit maintenance downtime at one of their Canadian facilities buoyed the stock, but we remain positive in this differentiated energy company and management's focus on operational efficiency and capital allocation.

A new position last month, SBA Communications was largely higher during March after reporting better-than-expected results for the quarter. Revenues grew year-over-year, and management guided higher for their full year results, with a continued focus on expanding its portfolio of wireless communications tower structures. SBA is well-positioned to benefit from wireless technology's secular growth, and we believe management's focus on both organic growth and tower acquisitions will drive the company higher. The company is poised to benefit from an eventual increase in carrier spending during the next upgrade cycle.

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The two largest detractors for the month were Qualcomm and Facebook. A U.S. government ruling protecting Qualcomm quashed the potential for a management change or a takeover offer from Broadcom, causing the stock to decline. While we would have liked to see a management change at Qualcomm, we agree with the current management that the company's technology holds a great deal of yet unrealized earnings potential.

Facebook is experiencing a well-publicized public relations issue, given the recent news that Cambridge Analytica contracted third-party Facebook applications to pull data about their subscribers, potentially impacting 50 million users. While there has been a calling for users to leave the social media platform, the largest concern stems from potential regulatory changes. We continue to monitor the situation and look to update our thinking as new information presents itself.

There were no additions or deletions in the portfolio for the month. [B](#)

Brown Advisory Institutional Flexible Equity 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)
2016	9.9	9.4	12.0	12.1	10.6	52	0.2	2,883	30,417
2015	-2.0	-2.4	1.4	11.1	10.5	56	0.2	2,686	43,746
2014	14.0	13.5	13.7	9.2	9.0	49	0.2	3,195	44,772
2013	37.5	36.9	32.4	11.9	11.9	44	0.4	2,247	40,739
2012	19.9	19.5	16.0	14.6	15.1	40	0.3	1,818	26,794
2011	5.8	5.4	2.1	18.5	18.7	43	1.1	1,714	19,962
2010	11.1	10.3	15.1	22.7	21.9	45	0.7	1,811	16,859
2009	37.1	36.0	26.5	21.3	19.6	48	3.4	1,905	11,058
2008	-36.5	-37.0	-37.0	16.6	15.1	51	1.9	1,541	8,547
2007	-6.7	-7.4	5.5	8.3	7.7	84	1.9	4,070	N/A

*Returns prior to 2008 were earned at ABIM; therefore, firm assets are not applicable

Brown Advisory Institutional claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brown Advisory Institutional has been independently verified for the periods from January 1, 1993 through December 31, 2016. 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.

- 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.
- The Institutional Flexible Equity Composite includes all actual, discretionary, institutional accounts with a flexible value equity objective of 100%. The strategy seeks bargains in "value" as well as "growth" stocks and invests primarily in the common stock of domestic companies with market capitalizations greater than \$2 billion at the time of purchase. This composite has been examined for the periods from July 1, 2008 through December 31, 2009. The examination reports are available upon request. As of January 1, 2013, the minimum account market value required for composite inclusion is \$1.5 million. Prior to August 2013 the name of this composite was Institutional Flexible Value. The strategy remains the same considerations.
- Prior to January 1, 2000, this composite consisted of accounts based on their tax-exempt status, which would have included individual IRAs and excluded taxable corporation assets. Subsequent to January 1, 2000, the composite was redefined to include all institutional accounts regardless of taxable status. Rates of return for taxable accounts may vary due to tax considerations.
- As of January 1, 1993, the composite calculation weights accounts based on assets under management. Previously, accounts were weighted on an equal basis in the composite calculation.
- This composite was created in 1985.
- 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.
- The dispersion of annual returns is measured by the equal weighted standard deviation of portfolio returns. From January 2000, through December 2008, dispersion is calculated using the asset-weighted standard deviation of the annual gross returns of those accounts included in the composite for the full year.

- Between October 2006 and December 2008, a significant cash flow policy was adopted for this composite. A significant cash flow is defined as a single flow of cash or securities of more than 25% of the portfolio's market value at prior month end. Accounts with significant cash flows are excluded from the composite for a grace period, defined as the month during which the flow occurred. Additional information regarding significant cash flow policies are available upon request.
- Gross-of-fees performance returns are presented before management fees but after all trading commissions, and gross of foreign withholding taxes (if applicable). Net-of-fee performance returns reflect the deduction of actual management fees and all trading commissions. Other expenses can reduce returns to investors. Prior to 2011, net performance is based on a model fee using the highest fee in effect. Actual fees may vary, depending on, among other things, the applicable fee schedule and portfolio size. The highest applicable fee schedule is as follows: 0.60% on the first \$25 million; 0.50% on the next \$25 million; 0.45% on the next \$50 million; and 0.40% on the balance over \$100 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.
- 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.
- Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- Past performance does not indicate future results.
- 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. 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. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. 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.