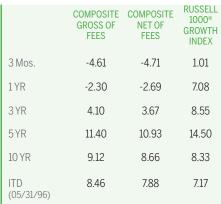
# U.S. Large-Cap Growth

## QUARTERLY STRATEGY UPDATE

Fourth Quarter 2016





Provided as supplemental information

### **REP. ACCOUNT CHARACTERISTICS**

|                                       | LARGE-CAP<br>GROWTH<br>REP. ACCT. | RUSSELL 1000®<br>GROWTH INDEX |
|---------------------------------------|-----------------------------------|-------------------------------|
| Weighted Avg.<br>Market Cap.          | \$89.2 B                          | \$152.1 B                     |
| Weighted<br>Median<br>Market Cap.     | \$32.7 B                          | \$73.2 B                      |
| Earnings<br>Growth (3-5<br>Year Est.) | 16.9%                             | 13.4%                         |
| P/E Ratio<br>(FY2 Est.)               | 22.6x                             | 17.8x                         |
| PEG Ratio                             | 1.3x                              | 1.3x                          |
| Portfolio<br>Turnover<br>(3 Yr. Avg.) | 27.5%                             |                               |

### REP. ACCOUNT TOP 10 PORTFOLIO HOLDINGS

| SECURITY               | % PORTFOLIO |
|------------------------|-------------|
| Alphabet Inc.*         | 4.5         |
| Visa Inc. Class A      | 4.5         |
| Amazon.com Inc.        | 4.4         |
| Cash & Equivalents     | 4.3         |
| Starbucks Corp.        | 4.3         |
| Facebook Inc.          | 4.2         |
| Costco Wholesale Corp. | 3.9         |
| Amphenol Corp. Class A | 3.8         |
| Danaher Corp.          | 3.8         |
| Ecolab Inc.            | 3.7         |
| TOTAL                  | 41.4        |

\*Alphabet Inc. represents a 1.4% holding position in class A and 3.1% in class C shares of the stock.





## Review & Outlook

It was a challenging year for the Large Cap Growth strategy, in which it trailed its benchmark, the Russell 1000® Growth Index by a notable margin. Our portfolio—which we believe is well-positioned for long-term growth—struggled during three separate episodes of sector rotation during the year causing considerable volatility in both absolute and relative returns.

After stocks got off to a rough start to the year—posting one of the worst months for January in many years—markets began to rebound in late February. The portfolio trailed the market during the initial downdraft, then recovered much of the relative losses as fundamentals remained intact and valuations eventually recuperated through May. The second market-moving episode occurred at the end of June when the U.K. voted to exit the European Union, roiling worldwide markets. The portfolio was naturally not positioned toward the low-volatility, high-dividend-yielding stocks that subsequently drove the benchmark's performance. This shift, combined with the weak stock performance of **Stericycle** and **Bristol-Myers Squibb**, contributed to the portfolio's underperformance. As the initial shock from the Brexit vote began to wear, investors returned to fundamentally analyzing stocks and the gap in relative performance once again began to shrink.

During the fourth quarter, our progress reversed because of uncertainty prompted by the results of the U.S. presidential election. The drag, representing our deepest underperformance of the year, was primarily attributable to a handful of companies whose stock prices underperformed including **TripAdvisor**, **FleetCor**, **DexCom** and **Alexion Pharmaceuticals**. We remain invested with high conviction in these business models, as we believe that our thesis remains intact.

Consumer discretionary was the worst performing sector for the year. Weakness in **TripAdvisor**, the online travel company, was the primary detractor. The company has faced near-term growth headwinds from the slower-than-expected transition to its Instant Booking (IB) platform. The IB platform, launched in the fourth quarter of 2015, represents the company's evolution into an end-to-end platform for users to begin their travel research, book their trip, utilize features at the destination and submit feedback when they return. We believe that with this platform, **TripAdvisor** stands to capture substantially more of the economics in the online travel value chain and will close the monetization gap compared with its peers. In doing so, we believe that the company can more than double revenue over the medium term as the IB offering achieves greater adoption from online consumers. In short, the market has become too pessimistic and focused on the company's near-term results in our view.

Health care stocks were also a source of portfolio underperformance in 2016. Election-year rhetoric has injected a new level of volatility into biotech and pharma stocks, and **Alexion** was not immune to this. Additionally, in December the company launched an internal investigation into potential improper sales practices of its flagship drug, Soliris, which weighed heavily on the stock. The investigation was completed during the first week of January with no significant repercussions, and the stock has subsequently rebounded. Still, the uncertainty posed a meaningful drag on stock performance during 2016.

Looking past the recent uncertainty, the outlook for **Alexion's** underlying business model has improved thanks to its plan to diversify the company with two approved drugs coming to market. Also, the competitive landscape for Soliris brightened when its closest competitor failed in a clinical trial.

There were several bright spots within our health-care sector holdings, such as **Intuitive Surgical** and **Danaher**. That being said, we made several changes to the complexion of our health-care holdings during the year, selling both **Express Scripts** and **Bristol-Myers Squibb**. During the third quarter

Continued on next page

we started a new position in **DexCom**, which is the market leader in continuous glucose monitoring (CGM) devices used to manage diabetes. Due to recent advances in accuracy, we believe that the CGM market will grow at double-digit rates for the next several years as patients increasingly migrate away from the current method of using a finger stick to draw blood. CGM is a much safer method to manage diabetes and it leads to fewer hospitalizations, reducing overall health-care costs. As we started building our position, the stock fell when Medtronic announced a new version of its competing device. While expected, the announcement came earlier than anticipated and the market overreacted to the perceived competitive threat. We believe the market is growing quickly enough to support multiple players, and we view **DexCom** as the leader in terms of the accuracy and functionality of its technology.

Our technology holdings represented several of our biggest positive contributors during 2016. Both **NetSuite** and **NXP Semiconductors** became acquisition targets during the year. Long-term holding Amphenol, which sells highly engineered connectors into industrial end markets, has executed well in spite of a less-than-favorable macro backdrop.

## **Sector Diversification**

- The portfolio remains diversified across economic sectors. As we have previously discussed, the overweight to technology stems more from the categorization methodology used by the benchmark than it does from an intentional portfolio allocation. Stocks such as Facebook, VISA, FleetCor, PayPal and Amphenol are not traditional technology companies. Their end markets are diverse and their business models are not as tied to the traditional technology cycle as a manufacturer of memory chips or a semiconductor company.
- The technology weighting rose by about 340 basis points during the year in large part because of the relative performance of the group.

| SECTOR                     | LARGE-CAP GROWTH<br>REP. ACCOUNT (%) | RUSSELL 1000®<br>GROWTH INDEX<br>(%) | DIFFERENCE<br>(%) | LARGE-CAP GROWTH<br>REP. ACCOUNT (%) |        |
|----------------------------|--------------------------------------|--------------------------------------|-------------------|--------------------------------------|--------|
|                            | Q4 '16                               | Q4 '16                               | Q4 '16            | Q3 '16                               | Q4 '15 |
| Consumer Discretionary     | 13.77                                | 20.70                                | -6.93             | 14.73                                | 14.86  |
| Consumer Staples           | 10.27                                | 9.52                                 | 0.75              | 10.34                                | 10.19  |
| Energy                     |                                      | 0.63                                 | -0.63             |                                      | 1.55   |
| Financials                 |                                      | 2.89                                 | -2.89             |                                      | 3.50   |
| Health Care                | 15.65                                | 16.06                                | -0.40             | 15.71                                | 19.28  |
| Industrials                | 10.34                                | 11.09                                | -0.75             | 7.48                                 | 7.09   |
| Information Technology     | 43.17                                | 31.50                                | 11.66             | 45.50                                | 40.39  |
| Materials                  | 3.85                                 | 3.62                                 | 0.22              | 3.56                                 | 3.14   |
| Real Estate                |                                      | 2.70                                 | -2.70             |                                      |        |
| Telecommunication Services | 2.95                                 | 1.26                                 | 1.69              | 2.68                                 |        |
| Utilities                  |                                      | 0.03                                 | -0.03             |                                      |        |

Sector diversification excludes cash and cash equivalents.

# Quarterly Attribution Detail by Sector

- The fourth quarter was very challenging in terms of stock-specific performance. Growth companies faltered after the presidential election, as expectations for increased domestic infrastructure spending pushed up industrials and industrial-related stocks.
- Consumer discretionary holdings faced headwinds as both **TripAdvisor** and **Under Armour** came under selling pressure after announcing plans to make reinvestments in their respective businesses and dampening expectations for short-term profit margins.
- Health care was also a meaningful detractor, driven largely by DexCom, which sold off after Medtronic publicized the anticipated release of its next-generation glucose monitor. As noted previously, we believe DexCom's technology to be well ahead of Medtronic's.

| SECTOR                     | LARGE-CAP GROWTH<br>REP. ACCOUNT |               | RUSSELL 1000®<br>GROWTH INDEX |               | ATTRIBUTION ANALYSIS        |  |                        |
|----------------------------|----------------------------------|---------------|-------------------------------|---------------|-----------------------------|--|------------------------|
|                            | AVERAGE WEIGHT<br>(%)            | RETURN<br>(%) | AVERAGE WEIGHT<br>(%)         | RETURN<br>(%) | ALLOCATION<br>EFFECT<br>(%) | SELECTION AND<br>INTERACTION<br>EFFECT (%) | TOTAL<br>EFFECT<br>(%) |
| Consumer Discretionary     | 14.29                            | -13.01        | 20.69                         | 2.11          | -0.07                       | -2.25                                      | -2.32                  |
| Consumer Staples           | 10.26                            | -5.68         | 9.51                          | -0.45         |                             | -0.55                                      | -0.54                  |
| Energy                     |                                  |               | 0.62                          | -0.89         | 0.01                        |  | 0.01                   |
| Financials                 |                                  |               | 2.82                          | 6.64          | -0.15                       |  | -0.15                  |
| Health Care                | 15.69                            | -9.23         | 16.25                         | -3.53         | 0.05                        | -0.97                                      | -0.92                  |
| Industrials                | 8.66                             | 2.51          | 10.82                         | 6.84          | -0.14                       | -0.34                                      | -0.48                  |
| Information Technology     | 44.69                            | -1.75         | 31.78                         | 1.06          | 0.03                        | -1.20                                      | -1.18                  |
| Materials                  | 3.62                             | -3.40         | 3.60                          | 2.09          | -0.01                       | -0.18                                      | -0.19                  |
| Real Estate                |                                  |               | 2.69                          | -5.25         | 0.17                        |  | 0.17                   |
| Telecommunication Services | 2.78                             | -7.94         | 1.19                          | 4.55          | 0.07                        | -0.37                                      | -0.30                  |
| Utilities                  |                                  |               | 0.03                          | 3.69          |                             |  |                        |
| Total                      | 100.00                           | -4.89         | 100.00                        | 1.00          | -0.03                       | -5.86                                      | -5.89                  |

Sector attribution excludes cash and cash equivalents.

# Year-to-Date Attribution Detail by Sector

- 2016 was a very volatile and challenging year for the strategy, and stock selection was the primary driver of underperformance. Slow growth, yield-oriented stocks within the benchmark were the primary drivers of its returns for the year.
- Both the consumer staples and discretionary sectors were meaningful detractors in 2016. While **TripAdvisor** and **Under Armour** accounted for most of the underperformance, **Estee Lauder, Starbucks** and **Mead Johnson** stumbled as well. Amazon was the lone positive contributor among our consumer holdings.
- The technology sector was a negative contributor to performance, even though the portfolio included two companies acquired during the year and three out of the best five performers in the portfolio were technology companies.

| SECTOR                     | LARGE-CAP GROWTH<br>REP. ACCOUNT |               |                       | RUSSELL 1000®<br>GROWTH INDEX |                             | ATTRIBUTION ANALYSIS                       |                        |  |
|----------------------------|----------------------------------|---------------|-----------------------|-------------------------------|-----------------------------|--|------------------------|--|
|                            | AVERAGE WEIGHT<br>(%)            | RETURN<br>(%) | AVERAGE WEIGHT<br>(%) | RETURN<br>(%)                 | ALLOCATION<br>EFFECT<br>(%) | SELECTION AND<br>INTERACTION<br>EFFECT (%) | TOTAL<br>EFFECT<br>(%) |  |
| Consumer Discretionary     | 14.67                            | -15.49        | 20.91                 | 6.25                          |                             | -3.28                                      | -3.28                  |  |
| Consumer Staples           | 10.54                            | -5.99         | 10.76                 | 3.85                          | -0.15                       | -1.04                                      | -1.19                  |  |
| Energy                     | 0.09                             | -20.79        | 0.57                  | 22.88                         | -0.22                       | -0.04                                      | -0.27                  |  |
| Financials                 | 1.50                             | -24.70        | 2.76                  | 13.84                         | -0.32                       | -0.73                                      | -1.05                  |  |
| Health Care                | 17.74                            | -12.56        | 16.49                 | -6.80                         | -0.10                       | -1.08                                      | -1.18                  |  |
| Industrials                | 6.94                             | 1.67          | 10.74                 | 15.77                         | -0.15                       | -0.79                                      | -0.94                  |  |
| Information Technology     | 42.79                            | 7.34          | 29.56                 | 11.13                         | 0.56                        | -1.53                                      | -0.98                  |  |
| Materials                  | 3.50                             | 3.75          | 3.57                  | 10.96                         | -0.02                       | -0.23                                      | -0.25                  |  |
| Real Estate                |                                  |               | 2.82                  | 1.86                          | 0.12                        |  | 0.12                   |  |
| Telecommunication Services | 2.23                             | 6.41          | 1.75                  | 23.46                         | -0.40                       | -0.19                                      | -0.59                  |  |
| Utilities                  |                                  |               | 0.06                  | -9.42                         |                             |  |                        |  |
| Total                      | 100.00                           | -2.54         | 100.00                | 7.07                          | -0.69                       | -8.92                                      | -9.61                  |  |

Sector attribution excludes cash and cash equivalents.

# Quarterly Contribution to Return

- Akamai Technologies rebounded after a tough second-quarter reporting period. Although it continues to work through sluggishness in the large customer segment, the remainder of the business is performing well in our view.
- Elliott, an activist investor, took a position in Cognizant -- pushing up the stock price.
- Costco benefited from improving store-traffic metrics. Also, the recent transition of its co-branded credit card to VISA is starting to bear fruit.
- During the third quarter, **Danaher** spun off its industrial business lines into a new company called **Fortive**. The stock rallied along with the industrials sector after the U.S. presidential election.
- Amphenol performed well after announcing that a recent acquisition had exceeded the Street's profit-margin expectations. Analysts had expected that the acquired company would take much longer to reach Amphenol's profitmargin level.
- Medtronic publicized the release of its next generation glucose monitor. Although the technology lags **DexCom's** product, **DexCom's** stock fell because of a perceived competitive threat.
- **TripAdvisor** missed quarterly performance expectations because of the continued aggressive rollout of its Instant Booking platform. Under this transition, **TripAdvisor** is sacrificing revenue in the short term for the long-term opportunity to improve monetization.
- Under Armour reduced profit expectations while making plans to invest for future growth. This surprised investors, prompting a decline it its stock price.
- Despite beating expectations during the quarter, FleetCor fell on concerns that macroeconomic headwinds will persist into 2017.
- Amazon's stock pulled back in the fourth quarter after increasing from its February lows. The company missed quarterly profit expectations, disappointing some investors. Historically, Amazon's investments have been erratic, and one quarter is not indicative of along-term trend in our view.

| LARGE-CAP GROWTH REP. ACCOUNT TOP FIVE CONTRIBUTORS |  |                             |               |                                  |  |  |  |
|---|--|-----------------------------|---------------|----------------------------------|--|--|--|
| TICKER  | NAME   | AVG.<br>WEIGHT<br>(%)       | RETURN<br>(%) | CONTRIBUTION<br>TO RETURN<br>(%) |  |  |  |
| AKAM  | Akamai Technologies,<br>Inc.                             | 2.71                        | 25.84         | 0.54                             |  |  |  |
| CTSH  | Cognizant Technology<br>Solutions Corporation<br>Class A | 2.54                        | 17.44         | 0.38                             |  |  |  |
| COST  | Costco Wholesale<br>Corporation                          | 3.84                        | 5.31          | 0.21                             |  |  |  |
| FTV   | Fortive Corp.  | 2.93                        | 5.50          | 0.17                             |  |  |  |
| APH   | Amphenol Corporation<br>Class A                          | 3.85                        | 3.75          | 0.14                             |  |  |  |
|   | LARGE-CAP GRO<br>BOTTOM FIV                              | OWTH REP. AC<br>E CONTRIBUT |               |                                  |  |  |  |
| DXCM  | DexCom, Inc.   | 2.47                        | -31.90        | -0.92                            |  |  |  |
| TRIP  | TripAdvisor, Inc.  | 2.87                        | -26.61        | -0.92                            |  |  |  |
| UAA   | Under Armour, Inc.<br>Class A                            | 0.90                        | -24.90        | 0.55                             |  |  |  |
| UA  | Under Armour, Inc.<br>Class C                            | 1.42                        | -25.66        | -0.65                            |  |  |  |
| FLT   | FleetCor Technologies, Inc.                              | 2.77                        | -18.54        | -0.56                            |  |  |  |
| AMZN  | Amazon.com, Inc.   | 4.76                        | -10.44        | -0.51                            |  |  |  |

## Year-to-Date Contribution to Return

- Amphenol was the best performing stock in the portfolio in 2016. Although the company dealt with several headwinds from the broad economy, it has executed very well. Also, as noted, a recent acquisition is performing better than expected.
- NetSuite, the only pure cloud-based enterprise resource software provider, was acquired by Oracle for a healthy premium.
- Akamai was not immune to technology-sector volatility during the year, but the stock responded positively to improving fundamentals during the fourth quarter.
- Amazon outperformed during 2016 even though it missed third-quarter profit expectations, causing its stock to retreat a bit. The AWS cloud business is performing well, and the company continuously finds innovative ways to maximize its powerful e-commerce platform.
- Despite a choppy fourth quarter, Intuitive Surgical stock rose during 2016.
   Procedure growth for its robotic surgical system was robust and overseas growth accelerated.
- The rollout and adoption of TripAdvisor's Instant Booking platform has taken longer than many investors expected. This has weighed heavily on the stock price. However, some of the important metrics are starting to show improvements. We believe the risk-reward profile for TripAdvisor is very compelling.
- Alexion withheld the release of its quarterly report because of an internal investigation into potentially improper sales practices. The company has said it does not expect to restate previously reported results or pay any fines, giving us comfort that the worst-case scenario is very unlikely at this point.
- While we built a position in **DexCom**, a recent addition to the portfolio, the share price declined because of the perceived competitive threat from Medtronic. We believe that the diabetes market for glucose monitors will grow fast enough to support several players, and DexCom is the technology leader.
- Charles Schwab was eliminated from the portfolio during the third quarter. Despite strong fundamental performance, the stock has traded in lockstep with interest-rate expectations. Given that our skill set is analyzing business models and not predicting interest rates, we swapped out of Schwab in favor of a stock that is not tied to the shift in rates.

| LARGE-CAP GROWTH REP. ACCOUNT TOP FIVE CONTRIBUTORS |                                 |                              |               |                                  |  |  |  |  |
|---|---------------------------------|------------------------------|---------------|----------------------------------|--|--|--|--|
| TICKER  | NAME                            | AVG.<br>WEIGHT<br>(%)        | RETURN<br>(%) | CONTRIBUTION<br>TO RETURN<br>(%) |  |  |  |  |
| APH   | Amphenol Corporation<br>Class A | 3.44                         | 29.88         | 0.94                             |  |  |  |  |
| N   | NetSuite Inc.                   | 1.94                         | 28.81         | 0.71                             |  |  |  |  |
| AKAM  | Akamai Technologies,<br>Inc.    | 2.28                         | 26.70         | 0.65                             |  |  |  |  |
| AMZN  | Amazon.com, Inc.                | 4.92                         | 10.95         | 0.62                             |  |  |  |  |
| ISRG  | Intuitive Surgical, Inc.        | 3.64                         | 16.11         | 0.55                             |  |  |  |  |
|   | LARGE-CAP GRO<br>BOTTOM FIV     | OWTH REP. AC<br>E CONTRIBUTO |               |                                  |  |  |  |  |
| TRIP  | TripAdvisor, Inc.               | 3.08                         | -45.61        | -1.97                            |  |  |  |  |
| ALXN  | Alexion Pharmaceuticals, Inc.   | 2.84                         | -35.86        | -1.12                            |  |  |  |  |
| DXCM  | DexCom, Inc.                    | 0.96                         | -33.34        | -1.02                            |  |  |  |  |
| SCHW  | Charles Schwab<br>Corporation   | 1.50                         | -24.70        | -0.92                            |  |  |  |  |
| UAA   | Under Armour, Inc.<br>Class A   | 1.36                         | -29.56        | -0.77                            |  |  |  |  |
| UA  | Under Armour, Inc.<br>Class C   | 1.04                         | -39.01        | -0.//                            |  |  |  |  |

 Under Armour announced plans to invest heavily in growth projects, setting back the outlook for short-term profit margins.

# Portfolio Activity

- NetSuite was acquired by Oracle for \$109 per share. The deal was announced in July and, after some public negotiating, was completed in early November.
- In late December we started building a position in **A.O. Smith**, a leading global supplier of residential and commercial water heaters, water treatment and air filtration systems. The company generates stable cash flows from its North American operations which, in turn, fuel growth throughout the rest of the world, particularly in China. We expect earnings-per-share growth in the mid-teens during the next several years because of further penetration in rapidly growing markets such as China and India, and due to consistent demand in North America driven primarily by replacement and some market share gains.

| LARGE-CAP GROWTH REP. ACCOUNT<br>PORTFOLIO ACTIVITY |                         |                        |  |  |  |  |
|---|-------------------------|------------------------|--|--|--|--|
| ADDITIONS SECTOR                                    |                         |                        |  |  |  |  |
| AOS   | A. O. Smith Corporation | Industrials            |  |  |  |  |
| DELETIONS   |                         | SECTOR                 |  |  |  |  |
| N   | NetSuite Inc.           | Information Technology |  |  |  |  |

### Large-Cap Growth Institutional Composite

| Year | Composite Total<br>Gross Returns (%) | Composite Total Net<br>Returns (%) | Benchmark Returns<br>(%) | Composite 3-Yr<br>Annualized Standard<br>Deviation (%) | Benchmark 3-Yr<br>Annualized Standard<br>Deviation (%) | Portfolios in<br>Composite at End<br>of Year | Composite<br>Dispersion (%) | Composite Assets<br>(\$USD<br>Millions) | Firm<br>Assets<br>(\$USD Millions) |
|------|--------------------------------------|------------------------------------|--------------------------|--|--|--|-----------------------------|---|------------------------------------|
| 2015 | 7.8                                  | 7.4                                | 5.7                      | 10.2   | 10.7   | 168  | 0.3                         | 12,583                                  | 43,746                             |
| 2014 | 7.1                                  | 6.6                                | 13.1                     | 11   | 9.6  | 181  | 0.2                         | 14,674                                  | 44,772                             |
| 2013 | 30.3                                 | 29.7                               | 33.5                     | 15.5   | 12.2   | 212  | 0.3                         | 15,740                                  | 40,739                             |
| 2012 | 16.7                                 | 16.2                               | 15.3                     | 18.7   | 15.7   | 148  | 0.4                         | 8,525                                   | 26,794                             |
| 2011 | 0.4                                  | 0                                  | 2.6                      | 19.7   | 17.8   | 102  | 0.3                         | 5,622                                   | 19,962                             |
| 2010 | 25.7                                 | 25.3                               | 16.7                     | 22.5   | 22.1   | 65   | 0.5                         | 3,936                                   | 16,859                             |
| 2009 | 53.3                                 | 53                                 | 37.2                     | 20   | 19.7   | 41   | 0.6                         | 1,191                                   | 11,058                             |
| 2008 | -35.7                                | -36.3                              | -38.4                    | 16.5   | 16.4   | 32   | 0.3                         | 120                                     | 8,547                              |
| 2007 | 12.1                                 | 11.8                               | 11.8                     | 8.9  | 8.5  | 30   | 0.3                         | 160                                     | 7,385                              |
| 2006 | 15.7                                 | 15.2                               | 9.1                      | 8.6  | 8.3  | 26   | 0.2                         | 68                                      | 6,770                              |

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, 2015. 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.

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   The Large-Cap Growth Institutional Composite includes all discretionary institutional portfolios (and carve-outs through 2009) invested in U.S. equities with strong earnings growth characteristics and large market
- The Large-Cap Growth Institutional Composite includes all discretionary institutional portfolios (and carve-outs through 2009) invested in U.S. equities with strong earnings growth characteristics and large market
  capitalizations. This composite has been examined for the periods from January 1, 2006 through December 31, 2009. The examination reports are available upon request. The minimum account market value required for
  composite inclusion is \$1.5 million.
- 3. Through 2009, cash was allocated to carve-outs based on a strategic asset allocation percentage.
- This composite was created in 1997.
- The benchmark is the Russell 1000® Growth Index. The Russell 1000® Growth Index measures the performance of the large-cap growth segment of the U.S. equity universe. It includes those Russell 1000® Index companies with higher price-to-book ratios and higher forecasted growth values. The Russell 1000® Growth Index is constructed to provide a comprehensive and unbiased barometer for the large-cap growth segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect growth characteristics. The Russell 1000® Growth Index and Russell® are trademarks/service marks of the London Stock Exchange Group companies. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- 6. The dispersion of annual returns is measured by the equal weighted standard deviation of portfolio returns. Prior to 2004 the dispersion of annual returns is measured by the range between the high and low portfolio
- 7. 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. 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.
- 8. For calendar year end 2006-2009 the percent of the composite composed of carve-outs was 85%, 38%, 33% and 5% respectively.
- 9. 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.
- 10. Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- 11. A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- 12. Past performance does not indicate future results.
- 13. This piece is provided for informational purposes only and should not be construed as a research report, a recommendation, or an offer to buy or sell a security, including any mutual fund managed by Brown Advisory.

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### **Terms and Definitions for Representative Account Calculations**

All financial statistics and ratios are calculated using information from FactSet as of the report date unless otherwise noted. Market Capitalization refers to the aggregate value of a company's publicly-traded stock. Statistics are calculated as follows: Weighted Average: equals the average of each holding's market cap, weighted by its relative position size in the portfolio (in such a weighting scheme, larger positions have a greater influence on the calculation). Weighted Median: the value at which half the portfolio's market capitalization weight falls above and half falls below. Earnings Growth 3-5 Year Estimate is the average predicted annual earnings growth over the next three to five years based on estimates provided to FactSet by various outside brokers, calculated according to each broker's methodology. Price-Earnings Ratio (P/E Ratio) is the ratio of the share of a company's stock compared to its per-share earnings. P/E calculations presented use FY2 earnings estimates; FY1 estimates refer to the next unreported fiscal year, and FY2 estimates refer to the fiscal year following FY1. P/E / Growth Ratio, or PEG Ratio, is the ratio of a portfolio's P/E Ratio divided by its Est. 3-5 Yr. EPS Growth rate. All of the above ratios for a portfolio are expressed as a weighted average of the relevant ratios of each portfolio holding. EXCEPT for P/E ratios, which are expressed as a weighted harmonic average. Portfolio Turnover (3 yr. avg.) is the ratio of the lesser of the portfolio during that period, calculated on a monthly basis. 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