



The Firm

- Over \$56 Billion in Assets Under Management
- Institutional Investment Advisor based in Charlotte, NC; offices in Raleigh, Virginia Beach, Philadelphia, Atlanta, San Francisco, Richmond, and Washington, DC
- 132 Professionals Providing Investment Management and Client Service
- Focus on Delivering Outstanding Long-Term Performance and Service to Existing Clients

Strong Partnership with BB&T

- Independently-managed firm backed by BB&T Corporation – one of the largest and most respected financial services institutions in the country
- Relationship Formed in 2005

Investment Strategies

Equity

Fundamental Small to Mid Cap Value

Mid Cap Value
Small Cap Value
Small/Mid Cap Value

Focused Factor

Small Cap Value Focused Factor
Large Cap Value Focused Factor
International Equity Focused Factor

Equity Opportunities

Equity Income
Special Opportunities
Global Leaders
Insight
SMID Opportunities

Stratton Relative

Small Cap Relative Value
Mid Cap Relative Value
REIT

Fixed Income

Taxable

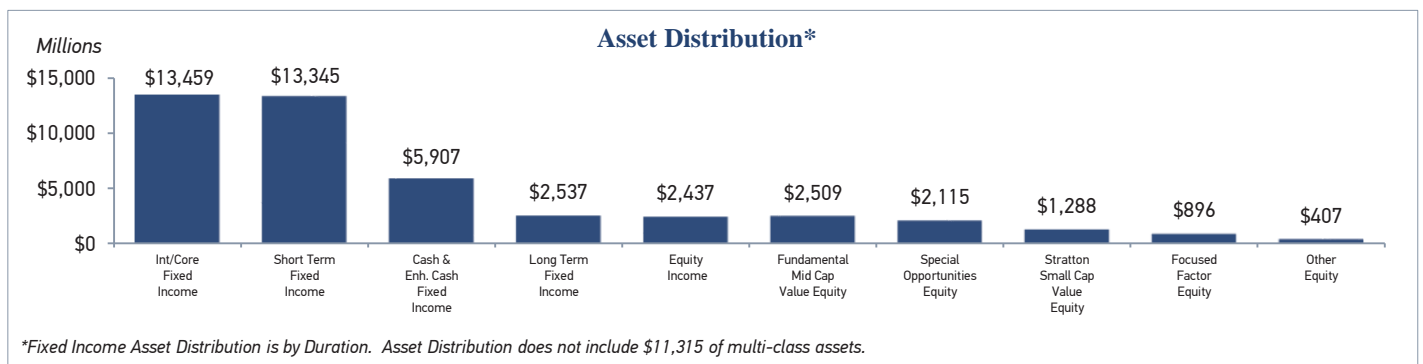
Working Capital
Intermediate
Core
Corporate Only
TIPS
Offshore

Municipal

Working Capital
Intermediate
State Specific
National
Crossover

Advisory Solutions

Asset Allocation
Investment Policy Consulting
Open Architecture Portfolio Construction
Manager Due Diligence Selection & Monitoring
Liquid Alternatives – Long/Short Equity





Representative Client List

HEALTH CARE

Baptist Health Care
Carolinas HealthCare System
Charleston Area Medical Center
Cullman Regional Medical Center
FirstHealth of the Carolinas
Health First
High Point Comm. Health Fund, Inc.
Inova Health System
Norton Healthcare
Parkview Health System, Inc.
SSM Health Care
St. Elizabeth Medical Center, Inc.
Sentara Healthcare
SCL Health
Southeast Alabama Medical Center
The Pines at Davidson
Transformant Healthcare Solutions, LLC
WakeMed Health & Hospitals
West Orange Healthcare District
Western Maryland Health System Corporation

INSURANCE

Amerisure Insurance
BB&T Assurance Company, Ltd.
Builders Mutual Insurance
Edison Insurance
Federated National Insurance
Florida Peninsula Insurance
Healthcare Providers Insurance
Louisiana Hospital Association
National Teachers Assoc. Life Ins.
Optima Health Insurance
ProAssurance Corporation
Virginia Farm Bureau Mutual Insurance

SUB-ADVISORY/MODEL/WRAP

BB&T Scott & Stringfellow
Danske Bank
Knighthead Capital Management LLC
Natixis Global Asset Management
Robert W. Baird & Company
Sterling Capital Funds

TAFT-HARTLEY

Cleveland Bakers & Teamsters Pension Fund
IBEW Local #164
IBEW Pension Benefit Fund
Refrigeration, AC & Service Division (UA-NJ) - Pension Fund
Union Electrical Industry Master Trust

CORPORATE

Adobe Systems, Inc.
Amazon.com
Atara Biotherapeutics, Inc.
Atrion Corporation
Autodesk, Inc.
BB&T Corporation
Bellicum Pharmaceuticals, Inc.
Cato Corporation
Electronic Arts, Inc.
Electronics for Imaging, Inc.
Environmental Chemical Corporation
Evapco Inc.
Horry Telephone Cooperative, Inc.
KLA-Tencor Corporation
L&L Investments
Marine Products Corporation
Murata Machinery USA, Inc.
NetApp, Inc.
SanDisk Corporation
ServiceSource International
Symantec Corporation
Telenav
TriNet USA, Inc.
Viavi Solutions
Waters Pacific Pte Ltd.
Workday Limited
ZenDesk, Inc.

NON-PROFIT

Archdiocese of Baltimore
Archdiocese of Cincinnati
Archdiocese of San Francisco
Charlotte Country Day School
Elon University
Episcopal Diocese of North Carolina
Foundation for the Carolinas
Global Endowment Management
Peach Bowl Inc.
Richard King Mellon Foundation
Samaritan's Purse
Seabrook Village, Inc.
The Cooper Foundation
The Fdn for Public Broadcasting in GA

PUBLIC SECTOR

State of Alabama, State Treasurer
CalSTRS
City of Fort Lauderdale
City of Montgomery, Alabama – Employees Retirement System
County of Henrico
West Travis County Public Utility Agency