



THE FIRM

- Founded in 1970
- Over \$52 billion in assets under management
- Institutional investment advisor based in Charlotte, NC; offices in Raleigh, Virginia Beach, Philadelphia, San Francisco, Richmond and Washington, DC
- Independently-managed firm that is part of BB&T Corporation – one of the largest and most respected financial services institutions in the country

THE PEOPLE

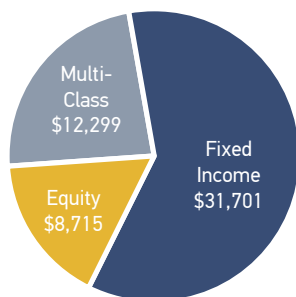
- 163 seasoned investment professionals, client service and administrative associates
- Highly motivated personnel with varied experience to act as subject matter experts:
 - 46 CFA® designees in the firm
 - Independent fundamental equity and credit research
 - Quantitative proprietary risk modeling

Experience	Average Years
Portfolio Managers	24
Investment Analysts	14
Traders	20
Client Strategists	19

37	24	5	26	7	40	7	17
Portfolio Managers	Investment Analysts	Traders	Client Strategists	Client Analysts	Operations	Compliance	Staff

DIVERSIFIED INVESTMENT STRATEGIES

Assets Under Management (Millions)



Total AUM: \$52,715 MM

Equity	Fixed Income	Yield-Focused
Large Cap	Treasuries	Investment Grade
Mid Cap	Municipals	Corporate
Small Cap	Government Related	Preferreds
All Cap	Investment Grade Corporate	High Yield
Opportunistic	High Yield Corporate	Corporate
International	Securitized	Securitized
Behavioral Finance	Inflation Protected	Dividend Equity
Active/Factor	Floating Rate	
Focused/Diversified	Multi-Sector	
Real Estate	Unconstrained	

CLIENT TYPE

Consultants	Foundation & Endowments	Financial Institutions	Family Offices	Corporate D.C.	Corporate D.B.	Public Pension	Wealth
Corporation	Government	Healthcare	Insurance	Wrap	Non-Profit	Multi-Employer	Sovereigns

As of 03.31.2019.

The Chartered Financial Analyst® (CFA) charter is a graduate-level investment credential awarded by the CFA Institute — the largest global association of investment professionals. To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified professional investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct. The opinions contained in the preceding commentary reflect those of Sterling Capital Management LLC, and not those of BB&T Corporation or its executives. The stated opinions are for general information only and are not meant to be predictions or an offer of individual or personalized investment advice. They are not intended as an offer or solicitation with respect to the purchase or sale of any security. This information and these opinions are subject to change without notice. Any type of investing involves risk and there are no guarantees. Sterling Capital Management LLC does not assume liability for any loss which may result from the reliance by any person upon such information or opinions. Investment advisory services are available through Sterling Capital Management LLC, a separate subsidiary of BB&T Corporation. Sterling Capital Management LLC manages customized investment portfolios, provides asset allocation analysis and offers other investment-related services to affluent individuals and businesses. Securities and other investments held in investment management or investment advisory accounts at Sterling Capital Management LLC are not deposits or other obligations of BB&T Corporation, Branch Banking and Trust Company or any affiliate, are not guaranteed by Branch Banking and Trust Company or any other bank, are not insured by the FDIC or any other federal government agency, and are subject to investment risk, including possible loss of principal invested.

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REPRESENTATIVE CLIENT LIST

CORPORATE

Adobe Systems, Inc.
Amazon.com
Atara Biotherapeutics, Inc.
Atrion Corporation
BB&T Corporation
Bellicum Pharmaceuticals, Inc.
Cato Corporation
Environmental Chemical Corporation
Evapco Inc.
KLA-Tencor Corporation
L&L Investments
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.

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

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 Foundation for Public Broadcasting in GA

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
Optima Health Insurance
ProAssurance Corporation
Virginia Farm Bureau Mutual Insurance

SUB-ADVISORY/MODEL/WRAP

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

PUBLIC SECTOR

State of Alabama, State Treasurer
CalSTRS
City of Fort Lauderdale
City of Montgomery, Alabama – Employees Retirement System
County of Henrico
The Ohio State University
West Travis County Public Utility Agency
West Virginia Board of Treasury Investments

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