



Large Cap Value Equity

Investment Overview & Process

Strategy Overview:

- 40 to 50 companies in our fully invested, concentrated portfolio
- 39 year track record
- \$3.4 billion Large Cap Value assets under management as of 3/31/2016
- 101% upside market capture ratio since 2000
- 80% downside market capture ratio since 2000

GUIDES

Philosophy

- Fundamentals drive stock prices
- Capital preservation improves returns
- Culture shapes investment decisions

SHAPES

Process

- Thorough, proprietary research by career analysts
- Focus on valuation and risk controls
- Team environment - group discussion/analyst decision

GENERATES

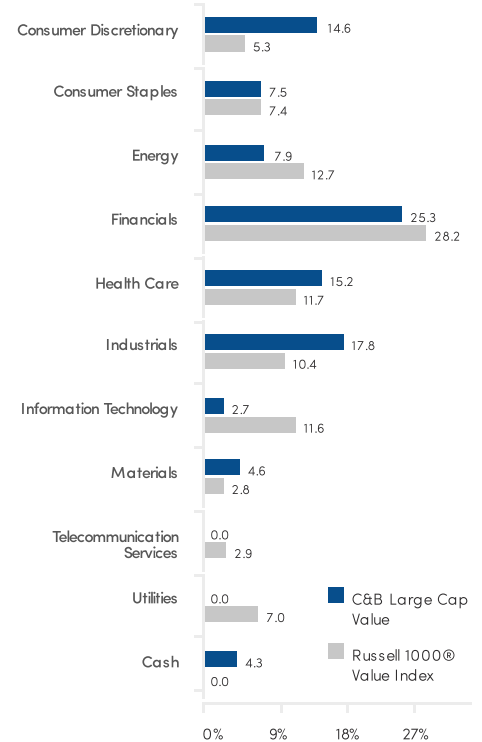
Portfolio

- Concentrated and diversified
- Long-term/low turnover
- Fully invested/limit on cash

Philosophy

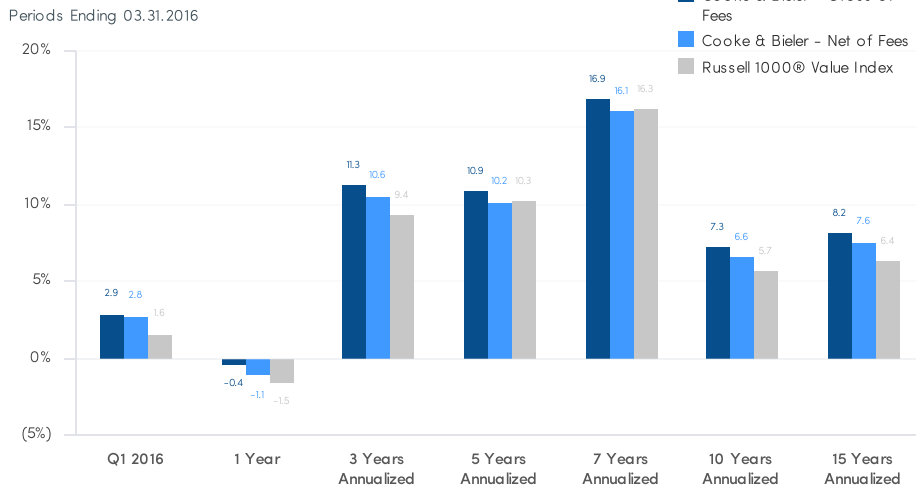
- Consistent pattern of results
- Objective: Outperform the benchmark over the longer term

Sector Weights



Source: Factset and Russell®

Large Cap Value Equity Composite Performance



Source: Factset and Russell®

Past Performance is not indicative of future results

Quality Characteristics

	C&B Large Cap Value [†]	Russell 1000 Value Index
ROC 5 Year Avg	8.0%	4.7%
Cash Interest Coverage	10.4x	7.3x
Debt/EBITDA	2.1x	2.6x
Forecasted P/E	16.6x	17.3x
P/Normalized Earnings**	14.0x	-

* Median

** Weighted average of analysts' internal assessment

Source: Factset and Russell®



Portfolio Attributes

Top 10 Holdings

	C&B Large Cap Value [†]	Russell 1000® Value Index [*]
# Holdings	48	684
Market Cap (\$B) Range	2.3 - 347.1	0.2 - 436.8
Marketing Cap (\$B) WTD Avg.	69.8	109.7
Annual Turnover	28%	

Source: Factset and Russell®

Omnicom Group Inc.	3.4%
Laboratory Corp. of America	3.2%
State Street Corp.	3.0%
Gildan Activewear Inc.	3.0%
Progressive Corp.	2.9%
UnitedHealth Group Inc.	2.9%
Twenty-First Century Fox	2.8%
Wells Fargo & Co.	2.8%
JPMorgan Chase & Co.	2.6%
Exxon Mobil Corp.	2.6%

Large Cap Value Equity Composite

Year	Total Return Gross of Fees (%)	Total Return Net of Fees (%)	Russell 1000 Value Index (%)	S&P 500 Index (%)	Russell 1000 Value Index 3-yr Std. Dev. (%)	S&P Index 3-Yr Std. Dev. (%)	Composite 3-Yr Std. Dev (%)	Composite Dispersion (%)	Market Value (\$Millions)	Total Firm Assets (\$Millions)	% of Total Firm Assets	# of Portfolios
2006	22.64	21.88	22.25	15.79	-	-	-	0.68	2,622.4	9,248.0	28	42
2007	(0.72)	(1.12)	(0.17)	5.49	-	-	-	0.41	1,751.4	7,854.3	22	37
2008	(33.15)	(33.46)	(36.85)	(37.00)	-	-	-	0.59	732.1	3,910.4	19	32
2009	28.67	27.97	19.69	26.46	-	-	-	0.66	1,066.9	5,004.0	21	32
2010	15.86	15.23	15.51	15.06	-	-	-	0.19	1,814.1	4,841.5	38	52
2011	0.49	(0.16)	0.39	2.11	20.69	18.71	19.55	0.17	1,814.1	4,471.6	41	52
2012	11.55	10.85	17.51	16.00	15.51	15.09	14.94	0.21	1,703.6	4,434.6	38	48
2013	37.71	36.88	32.53	32.39	12.70	11.94	11.55	0.28	1,709.1	4,724.5	36	45
2014	12.03	11.33	13.45	13.69	9.20	8.97	9.09	0.20	1,693.8	4,921.9	34	43
2015	(1.69)	(2.33)	(3.83)	1.38	10.68	10.47	10.54	0.12	1,544.2	4,804.9	32	42

Cooke & Bieler, L.P. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Cooke & Bieler has been independently verified for the period January 1, 1993 through December 31, 2014.

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. The Large Cap Value Equity Composite has been examined for the period from January 1, 1993 through December 31, 2014. The verification and examination reports are available upon request.

The Firm is defined as Cooke & Bieler, L.P., an independent investment management firm, and is registered as an investment adviser under the Investment Advisers Act of 1940. Registration does not imply a certain level of skill or training.

Effective January 1, 2013, the Cooke & Bieler Large Cap Value Equity Composite (Composite) includes all fully discretionary, fee paying, large cap value equity tax-exempt portfolios managed for more than one quarter. Prior to 2013, the minimum market value for inclusion in the composite was \$1 million. Prior to July 1, 2010, the Composite included only employee benefit tax-exempt portfolios. For investment purposes, our style is most closely related to the large cap equity investor. We generally purchase securities whose market capitalizations are within the range of the Russell 1000® Index at the time of purchase. Securities are selected using the firm's fundamental, bottom-up approach. Portfolios are more concentrated, typically holding approximately 40-50 securities. The Composite was created in January 1997.

Rates of return are expressed in U.S. dollars. Portfolios are valued monthly on a trade date basis. Portfolio returns reflect the reinvestment of dividend and interest income and are calculated using the Modified Dietz method. Beginning January 1, 1997, composite returns are calculated monthly by weighting portfolio returns according to the size of each portfolio at the beginning of the month. Previously, composite returns were calculated quarterly by weighting quarterly portfolio returns according to the size of each portfolio at the beginning of the quarter.

Performance returns are presented both gross and net of fees. Gross of fee returns do not reflect the deduction of investment advisory fees. Individual client returns will be reduced by investment advisory fees and other expenses that it may incur in the management of its investment advisory account. Investment advisory fees are described in Part 2A of Form ADV. The standard fee agreement is 0.65% of 1% per annum on the first \$20 million of principal, 0.60% of 1% per annum on the next \$20 million of principal, 0.50% of 1% per annum on the next \$60 million of principal, and 0.40% of 1% per annum on the balance, however fees are negotiable. As an example, the "cost" of the investment advisory fee of a \$20 million portfolio is .65% on an annualized basis. In a ten-year period, the effect of the investment advisory fee will reduce a 5% annual return by as much as 10.3% on a cumulative basis. The actual fee charged may depend on the asset size and type of portfolio. Net of fee returns are calculated quarterly by deducting one quarter of the maximum fee rate of 0.65% from the gross of fee Composite return. From 1/1/2007 through 12/31/2010, net of fee returns reflected the deduction of actual management fees, and were calculated in the same manner as gross of fee returns.

The dispersion is measured using an asset weighted standard deviation of portfolio returns represented within the Composite for the full year. A list of composite descriptions is available upon request. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are also available upon request.

For comparison purposes, the composite is measured against the Russell 1000® Value Index and the S&P 500® Index. Prior to 1/1/15, the S&P 500 Index was shown as the primary benchmark and the Russell 1000® Value was the secondary benchmark. The change was made to better reflect how the strategy is managed. The indices returns are provided to represent the environment existing during the periods shown and are not covered by the report of the independent verifiers. For comparison purposes, each index is fully invested and includes the reinvestment of income. The returns for each index do not include any transaction costs, management fees or other costs. Russell Investment Group is the source and owner of the trademarks, service marks and copyrights related to the Russell Indexes. Russell® is a trademark of Russell Investment Group. The S&P 500® Index is a trademark of McGraw-Hill, Inc. and has been licensed for use by Cooke & Bieler.

The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the preceding 36-month period. The three-year annualized ex-post standard deviation is not required to be presented for periods prior to 2011 or when 36 monthly composite returns are not available. Past performance is not indicative of future results.

The AUM figure presented includes only the equity segment from Large Cap Balanced accounts.

†Supplemental information to the C&B Large Cap Value Equity Composite. The Sector Weights, Quality Characteristics, Portfolio Attributes, and Top 10 Holdings were obtained from an institutional representative account that complements the compliant C&B Large Cap Value Equity Composite.

‡The data shown represents the aggregate characteristics of all securities held in the institutional representative Large Cap Value account. There is no guarantee that holding securities with relatively high or low portfolio characteristics will cause the portfolio to outperform its benchmark.

Holdings are as of 3/31/16 and are subject to change and may no longer be held in client portfolios. The holdings of any particular account may vary based on investment restrictions applicable to the account. It should not be assumed that investments in any top 10 holdings were or will be profitable.