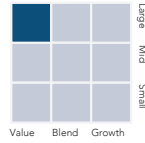


# COVERED CALL INCOME

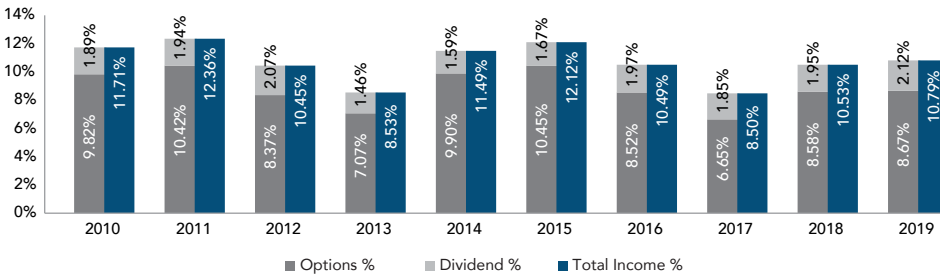
Covered Call Income is a separately managed account investment strategy

## Fact Sheet – 6/30/2020

All data below is current as of 6/30/2020 unless otherwise specified.



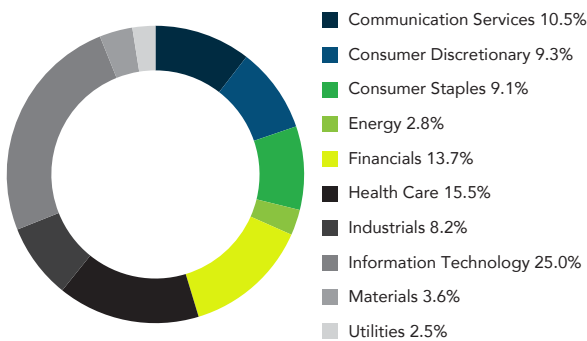
### Annual Income Breakdown <sup>1</sup>



### Composite Returns – 10 Years

	Trailing 1-Year	Annualized					2Q20	YTD 6/30/20
		3-Years	5-Years	7-Years	10-Years			
Gross	-2.24%	4.38%	5.21%	6.02%	8.15%	15.63%	-9.74%	
Net	-5.21%	1.26%	2.08%	2.87%	4.95%	14.77%	-11.19%	
CBOE S&P 500 BuyWrite Index	-10.94%	-0.48%	2.81%	4.47%	6.34%	9.14%	-15.11%	

### Underlying Sector Weightings <sup>1</sup>



May not equal 100% due to rounding.

### Composite Calendar Year Returns – 10 Years

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Gross	11.52%	1.16%	11.07%	21.94%	7.92%	-1.90%	7.10%	16.20%	-4.47%	21.25%
Net	8.30%	-1.91%	7.84%	18.38%	4.73%	-4.86%	3.96%	12.79%	-7.37%	17.75%
CBOE S&P 500 BuyWrite Index	5.86%	5.72%	5.21%	13.26%	5.64%	5.24%	7.07%	13.00%	-4.77%	15.68%

<sup>1</sup> Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

Net performance was calculated using the hypothetical highest annual all-inclusive wrap fee of 3% applied quarterly.

### Morningstar Rating™



OVERALL

Overall rating in the Options-based category as of 6/30/2020.

### Strategy Objective:

The Crossmark Covered Call Income strategy seeks to generate current income with capital appreciation.

- Current Income
- Capital Appreciation
- Decreased Volatility

### Model Portfolio Characteristics <sup>1</sup>

Number of underlying holdings: 36

Number of stocks covered: Typically 90-100%

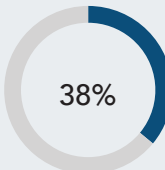
Average option duration: Market directed (average 1 - 3 months)

### Underlying Stock Model Characteristics <sup>1</sup>

Market Capitalization \$ 116.00 Billion

Dividend Yield: 2.60%

### Top 10 Model Holdings <sup>1</sup>

- 
- Microchip Technology, Inc.
  - Micron Technology, Inc.
  - Nike, Inc.
  - Fiserv, Inc.
  - Medtronic PLC
  - Abbott Labs
  - Qualcomm, Inc.
  - DuPont de Nemours, Inc.
  - Target Corp.
  - Walmart, Inc.

% of Total Portfolio: 38%

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Not FDIC Insured - No Bank Guarantee - May Lose Value

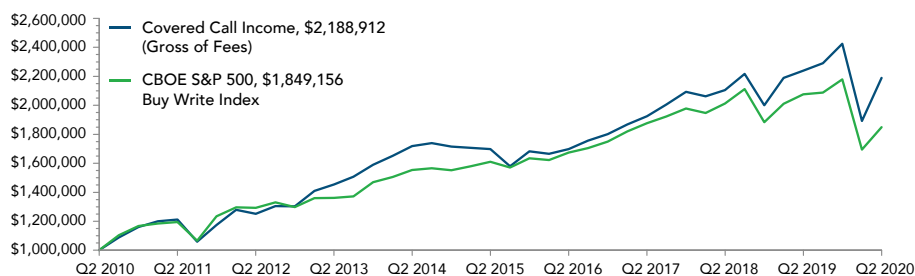
# COVERED CALL INCOME

Covered Call Income is a separately managed account investment strategy

## Fact Sheet – 6/30/2020

All data below is current as of 6/30/2020 unless otherwise specified.

### Composite Growth of \$1 Million – 10 Years <sup>1</sup>



<sup>1</sup> Source: Zephyr StyleADVISOR.

### Investment Process

The Strategy employs a five-step process that combines dividend income style with relative risk controlled portfolio construction and values screening policies:



Crossmark Global Investments, Inc. (Crossmark) is an investment adviser registered with the Securities and Exchange Commission that provides discretionary investment management services to mutual funds, institutions, and individual clients. Crossmark claims compliance with the Global Investment Performance Standards (GIPS®). Prospective clients can obtain a compliant presentation and/or list of composite descriptions by sending a request to: [advisorsolutions@crossmarkglobal.com](mailto:advisorsolutions@crossmarkglobal.com)

The Crossmark Covered Call Income Wrap Composite includes all fully discretionary wrap accounts that are invested in the Covered Call Income strategy. The composite excludes accounts for which the clients have imposed restrictions or requirements that impede the manager from fully executing their strategy such that the results will not be representative of the strategy. For comparison purposes the composite is compared against the CBOE S&P 500 Buy Write Index (BXM). The CBOE S&P 500 Buy Write Index is a benchmark index designed to reflect the hypothetical return on a portfolio that consists of a long position in the stocks in the S&P 500 Index and a short position in an S&P 500 call option.

The U.S. Dollar is the currency used to express performance. The performance reflects the reinvestment of dividends and other earnings to the extent that client accounts included in the composite elected to reinvest dividends and earnings. Performance figures shown gross of fees do not reflect the payment of investment advisory fees.

**All investments are subject to risks, including the possible loss of principal. Past performance does not guarantee future results.** The Covered Call Income strategy may not achieve its objective if the managers' expectations regarding particular securities or markets are not met. Equity investments generally involve two principal risks—market risk and selection risk. The value of equity securities will rise and fall in response to general market and/or economic conditions (equity market risk). The value of any individual equity security will rise and fall in response to the market's perception of the issuer's revenues, earnings, balance sheet, credit worthiness, business plan, and overall perception of the viability of the issuer's business (selection risk).

Options are not suitable for every investor. Writing call options to generate income and to potentially hedge against market declines by generating option premiums involves risk. These risks include, but are not limited to, potential losses if equity markets or an individual equity security do not move as expected, and the potential for greater losses than if these techniques had not been used. If the market price of a security increases, a call option written against that security limits the gain that can be realized. And, there are significant differences between the securities and options markets that could result in an imperfect correlation between these markets, causing a given transaction not to achieve its objectives.

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**Global Investment Performance Standards**

SMA-CCI-FS 07/20

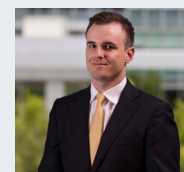
### Our Firm:

Crossmark Global Investments is a boutique investment management firm that provides a full suite of investment strategies to institutional investors, financial advisors, and the clients they serve. For over 30 years we have delivered uniquely-constructed products based on our proprietary, disciplined, and repeatable process. We are especially known for helping our clients align their investments with their values by creating socially-conscious, responsible investment strategies. Founded in 1987, we are headquartered in Houston, Texas and manage approximately \$4.9 billion in AUM as of June 30, 2020.

### Portfolio Managers



**PAUL TOWNSEN**  
Managing Director



**RYAN CAYLOR, CFA®**  
Portfolio Manager /  
Head of Research

36 years of combined experience.

Supported by the entire Crossmark Global Investments team.

### Morningstar Rating™

★★★★	OVERALL
★★★★	3 YEAR
★★★★	5 YEAR
★★★★	10 YEAR

Overall, 3 Year, 5 Year and 10 Year rating in the Options-based category as of 6/30/2020.

The Morningstar Rating™ or "star rating", is calculated for separate accounts with at least a three-year history. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods.

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