

CROSSMARKGLOBAL.COM

### Strategy Objective:

The Crossmark Large Cap Core Growth solution seeks to provide above average long-term growth.

### Offering Investors:

- Large Cap Core Growth Oriented Securities
- Quantitative Analysis
- Qualitative Security Overlay
- Diversified Equity Portfolio

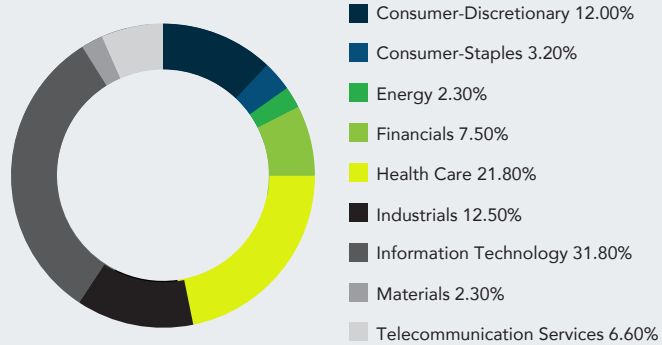
### Model Portfolio Characteristics <sup>2</sup>

	Large Cap Core Growth	Russell 1000 Growth
Market Capitalization	\$ 236.60 B	\$ 319.77 B
Price/Earnings Ratio <sup>1</sup>	24.59x	29.21x
Price/Book Ratio <sup>1</sup>	6.39x	8.06x
Dividend Yield	1.46%	1.16%

### Top 10 Model Holdings <sup>2</sup>

	Weight
1. Microsoft Corp.	6.04%
2. Apple, Inc.	5.75%
3. Home Depot, Inc.	3.66%
4. JP Morgan Chase & Co.	3.37%
5. Cisco Systems, Inc.	3.20%
6. CDW Corp.	3.18%
7. UnitedHealth Group, Inc.	3.17%
8. Honeywell Intl, Inc.	3.03%
9. O'Reilly Automotive, Inc.	3.00%
10. Harris Corp.	2.92%
Total of Portfolio	37.32%

### Model Sector Distribution <sup>2</sup>



### Composite Trailing Returns – 10 Years <sup>3</sup>



<sup>1</sup> Median.

<sup>2</sup> Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

<sup>3</sup> Returns greater than one year are annualized.

The current quarter's data is preliminary. Net performance was calculated using the hypothetical highest annual all-inclusive wrap fee of 3% applied quarterly.

# Large Cap Core Growth Fact Sheet

## Composite Calendar Year Returns – 10 Years

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<b>Large Cap Core Growth - Gross</b>	-37.12%	24.89%	14.26%	2.86%	10.82%	30.15%	12.29%	5.22%	10.49%	27.20%
<b>Large Cap Core Growth - Net</b>	-39.22%	21.36%	10.97%	-0.19%	7.61%	26.53%	9.05%	2.14%	7.29%	23.64%
<b>Russell 1000 Growth</b>	-38.43%	37.20%	16.71%	2.64%	15.26%	33.48%	13.05%	5.67%	7.08%	30.21%
<b>S&amp;P 500</b>	-36.99%	26.47%	15.06%	2.12%	16.00%	32.41%	13.69%	1.38%	11.96%	21.83%

The current quarter's data is preliminary. Net performance was calculated using the hypothetical highest annual all-inclusive wrap fee of 3% applied quarterly.

### Investment Process:

Crossmark's Large Cap Core Growth portfolios offer investors high quality, large capitalization core and growth stocks.

- A disciplined, bottom-up approach, which combines objective, quantitative analysis with subjective stock evaluation.
- Provides above average long-term growth in our clients' portfolios, while at the same time explicitly controlling for portfolio risk.
- Universe is screened using several measures which fall under five basic criteria:
  - o free cash flow
  - o rising earnings estimates
  - o quality of earnings
  - o relative strength
  - o stock valuation



### Our Firm:

Crossmark Global Investments is an innovative investment management firm. We provide a full suite of investment management solutions to institutional investors, financial advisors and the clients we serve. We have a multi-decade legacy of specializing in values based investment strategies for clients. Founded in 1987, the firm is headquartered in Houston, Texas and manages approximately \$5.2 billion in AUM.



**MELVILLE L. CODY**  
Senior Portfolio Manager

### Portfolio Manager:

The Strategy is managed by Mel Cody, Senior Portfolio Manager. Mr. Cody, has over 30 years' experience as a securities analyst and portfolio manager. Before joining Crossmark, Mr. Cody was co-CEO of Roger H. Jenswold & Co. He joined Crossmark in 2010 and was named co-portfolio manager as of March 13, 2012.

Supported by the entire Crossmark Global Investments team.

Crossmark Global Investments, Inc. is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. 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)

Crossmark Large Cap Core Growth Equity Wrap Composite contains fully discretionary wrap core equity large cap growth accounts. Large Cap Core Growth Equity portfolios are invested in growth stocks of large companies most of which pay dividends. The composite excludes portfolios 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 measured against 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. We also show the S&P 500 as an additional comparison. The S&P 500 Index is large capitalization weighted index of 500 U.S. companies generally considered to be representative of stock market activity.

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.

Past performance is not an indicator of future results. Investments made using this strategy involve risk of loss, including the potential loss of principle.

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