

# SEWERAGE & WATER BOARD OF NEW ORLEANS

## PENSION COMMITTEE MEETING

TUESDAY, DECEMBER 10, 2019

10:00 AM

6 2 5 S T . J O S E P H S T R E E T  
2 <sup>N D</sup> F L O O R B O A R D R O O M

Joseph Peychaud, Chair • Jay H. Banks

- Ralph Johnson • Alejandra Guzman Maurice Sholas Chante Bivens • Christopher Bergeron  
Latressia Matthews • Harold Heller

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### FINAL AGENDA

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1. ROLL CALL

2. ACTION ITEMS

3. INFORMATION ITEMS

- a. Comparative Performance Analysis October 31, 2019
- b. Raymond James Presentation – Consultant's Presentation December 10, 2019

4. DISCUSSION ITEM

- c. Sustainable Investing Explained

5. EXECUTIVE SESSION

6. PUBLIC COMMENT

7. ADJOURNMENT



FFC INVESTMENT ADVISORS

*of*

**RAYMOND JAMES®**

# Comparative Performance Analysis Report

Sewerage and Water Board of New Orleans ERS

October 31, 2019

Pension Committee

October 2019

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## Sewerage and Water Board of New Orleans ERS Total Composite

Market Performance

As of October 31, 2019

Name	Description	Oct-19	Last 3 Months	Fiscal YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs
<b>US Equity</b>								
Russell 3000	Broad	2.15	1.83	22.68	13.49	14.47	10.31	13.62
S&P 500	Large Cap Core	2.17	2.43	23.16	14.33	14.91	10.78	13.70
Russell 1000	Large Cap Core	2.12	1.99	23.09	14.15	14.73	10.55	13.72
Russell 1000 Growth	Large Cap Growth	2.82	2.04	26.77	17.10	18.92	13.43	15.41
Russell 1000 Value	Large Cap Value	1.40	1.93	19.46	11.21	10.51	7.61	11.96
Russell MidCap	Mid Cap Core	1.05	0.11	23.21	13.72	12.28	8.67	13.70
Russell 2000	Small Cap Core	2.63	-0.40	17.18	4.90	10.96	7.37	12.27
Russell 2000 Growth	Small Cap Growth	2.85	-2.40	18.62	6.40	13.22	8.38	13.38
Russell 2000 Value	Small Cap Value	2.42	1.67	15.55	3.22	8.60	6.24	11.08
<b>International Equity</b>								
MSCI ACWI	Global Equity	2.74	2.41	19.38	12.59	11.33	7.08	8.81
MSCI World ex USA	International Equity	3.23	3.52	17.24	11.08	8.33	4.05	5.28
MSCI EAFE	Developed Equity	3.59	3.80	16.86	11.04	8.48	4.31	5.41
MSCI Emerging Markets	Emerging Equity	4.22	1.03	10.36	11.86	7.36	2.93	3.78
<b>Fixed Income</b>								
91 Day T-Bills	Cash and Cash Equivalents	0.14	0.46	1.81	2.21	1.58	1.00	0.53
BBgBarc US Aggregate TR	Fixed Core	0.30	2.35	8.85	11.51	3.29	3.24	3.73
BBgBarc US Govt/Credit TR	Fixed Core	0.28	2.77	10.03	12.61	3.59	3.46	3.94
BBgBarc US Municipal TR	Fixed Muni	0.18	0.94	6.94	9.42	3.62	3.55	4.40
BBgBarc US High Yield TR	Fixed High Yield	0.28	1.04	11.71	8.38	6.03	5.18	7.78
FTSE WGBI TR	Global Fixed	0.54	1.87	6.84	9.92	2.55	1.96	1.73
FTSE WGBI ex US TR	International Fixed	0.84	1.44	6.27	9.25	2.46	1.61	1.22
<b>Real Estate</b>								
FTSE NAREIT All REIT	Real Estate	1.14	6.79	28.82	24.21	11.28	9.31	13.99
NCREIF Property Index	Real Estate	0.00	1.41	4.79	6.23	6.76	8.57	9.77
<b>Alternatives</b>								
HFRI Fund of Funds Composite Index	Hedge Funds	0.51	-0.66	5.75	3.55	3.43	2.18	2.73
<b>Inflation</b>								
Consumer Price Index	Inflation	0.23	0.30	2.43	1.76	2.11	1.62	1.76

Sewerage and Water Board of New Orleans ERS  
Total Composite  
Investment Analysis

## Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total  
Composite Performance

As of October 31, 2019

	Market Value (\$)	% of Portfolio	1 Mo (%)	3 Mo (%)	Fiscal YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
<b>Sewerage and Water Board of New Orleans ERS Total Composite</b>	<b>221,110,389</b>	<b>100.00</b>	<b>1.08</b>	<b>1.71</b>	<b>14.79</b>	<b>11.10</b>	<b>6.17</b>	<b>7.94</b>	<b>5.25</b>	<b>6.41</b>	<b>7.01</b>	<b>6.08</b>	<b>Jul-02</b>
<i>Strategic Asset Allocation</i>			1.55	2.42	15.59	12.43	6.62	8.56	5.19	6.31	7.18	5.88	Jul-02
<b>Equity Composite</b>	<b>103,874,271</b>	<b>46.98</b>	<b>2.52</b>	<b>1.94</b>	<b>20.88</b>	<b>12.32</b>	--	--	--	--	--	<b>6.17</b>	<b>Jan-18</b>
<i>Equity Balanced Index</i>			2.64	2.02	21.36	12.71	--	--	--	--	--	6.45	Jan-18
Earnest Partners	43,151,482	19.52	3.00	1.05	13.86	7.75	-0.98	7.61	4.00	5.25	--	6.78	Oct-11
<i>MSCI ACWI ex USA</i>			3.49	2.87	15.45	11.27	1.04	8.07	3.82	5.47	--	6.53	Oct-11
NewSouth Capital	18,995,496	8.59	-0.25	-2.59	18.90	11.55	9.32	11.57	7.74	10.99	--	12.92	Sep-11
<i>Russell 2500 Value</i>			1.44	0.92	17.07	6.10	3.14	8.47	6.36	10.41	--	12.73	Sep-11
iShares S&P 500 Growth ETF	16,112,139	7.29	1.71	1.51	23.16	14.34	12.64	17.07	--	--	--	--	Feb-16
<i>S&amp;P 500 Growth</i>			1.74	1.31	23.17	14.28	12.85	17.23	--	--	--	--	Feb-16
Chicago Equity Partners	15,255,745	6.90	1.52	1.37	19.45	9.40	7.68	13.00	8.90	12.41	13.15	8.49	Jun-06
<i>Russell 1000</i>			2.12	1.99	23.09	14.15	10.51	14.73	10.55	13.83	13.72	9.06	Jun-06
Barrow, Hanley, Mewhinney, & Strauss	10,359,409	4.69	1.53	4.14	21.47	13.55	9.39	10.65	8.19	11.99	11.14	7.31	Aug-06
<i>Russell 1000 Value</i>			1.40	1.93	19.46	11.21	7.05	10.51	7.61	11.60	11.96	6.94	Aug-06
<b>Fixed Income Composite</b>	<b>78,377,107</b>	<b>35.45</b>	<b>0.50</b>	<b>2.11</b>	<b>9.68</b>	<b>11.45</b>	--	--	--	--	--	<b>4.86</b>	<b>Jan-18</b>
<i>Fixed Income Balanced Index</i>			0.32	2.15	9.15	11.36	--	--	--	--	--	4.75	Jan-18
Pyramis Global Advisors	78,339,139	35.43	0.50	2.11	9.67	11.43	4.65	3.85	3.86	3.56	5.04	5.10	Apr-07
<i>BBgBarc US Universal TR</i>			0.32	2.15	9.15	11.36	4.49	3.57	3.49	3.06	4.11	4.50	Apr-07

## Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total  
Composite Performance

As of October 31, 2019

	Market Value (\$)	% of Portfolio	1 Mo (%)	3 Mo (%)	Fiscal YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
Zazove Associates, LLC (Residual Asset)	37,968	0.02	-2.30	0.57	50.59	44.01	--	--	--	--	--	38.66	Jan-18
ICE BofAML Convertibles Securities TR			1.83	-0.96	15.67	11.51	--	--	--	--	--	8.66	Jan-18
<b>Real Estate Composite</b>	<b>19,975,064</b>	<b>9.03</b>	<b>1.13</b>	<b>7.24</b>	<b>29.94</b>	<b>25.36</b>	--	--	--	--	--	<b>11.64</b>	<b>Jan-18</b>
Real Estate Balanced Index			1.36	7.55	27.42	22.11	--	--	--	--	--	10.45	Jan-18
Vanguard Real Estate ETF	19,975,064	9.03	1.13	7.24	29.94	25.36	11.90	9.70	8.19	10.18	--	10.79	May-10
MSCI US REIT			1.36	7.55	27.42	22.11	10.69	8.50	6.97	8.90	--	9.58	May-10
<b>Alternatives Composite</b>	<b>17,617,715</b>	<b>7.97</b>	<b>-0.65</b>	<b>0.65</b>	<b>5.49</b>	<b>2.16</b>	--	--	--	--	--	<b>0.55</b>	<b>Jan-18</b>
Alternatives Balanced Index			0.45	-0.65	5.76	3.56	--	--	--	--	--	0.82	Jan-18
Prisma Capital Partners LP	17,599,256	7.96	-0.65	0.65	5.50	2.16	1.10	3.00	1.67	3.23	3.36	2.86	May-07
HFRI Fund of Funds Composite Index			0.51	-0.66	5.75	3.55	1.20	3.43	2.18	3.29	2.73	1.39	May-07
Equitas Capital Advisors (Residual Asset)	18,459	0.01	0.00	-0.87	-1.82	-2.18	--	--	--	--	--	-2.01	Jan-18
HFRI Fund of Funds Composite Index			0.51	-0.66	5.75	3.55	--	--	--	--	--	0.81	Jan-18
<b>Cash &amp; Equivalents</b>	<b>1,266,231</b>	<b>0.57</b>											
Cash Account	1,266,231	0.57											

- Strategic Asset Allocation = 27% Russell 3000 / 20% MSCI ACWI ex USA / 35% BBgBarc US Universal TR / 8% HFRI Fund of Funds Composite Index / 9% MSCI US REIT / 1% FTSE T-Bill 1 Month TR

- Equity Balanced Index = Weighted Average of MSCI ACWI ex USA / Russell 2500 / S&P 500 Growth / Russell 1000 / Russell 1000 Value

- Fixed Income Balanced Index = Weighted Average of BBgBarc US Universal TR / ICE BofAML All US Convertibles TR

- Real Estate Balanced Index = Weighted Average of MSCI US REIT

- Alternatives Balanced Index = Weighted Average of HFRI Fund of Funds Composite Index

-Performance for all accounts and composites reported net of fees unless otherwise indicated.

As of October 31, 2018

## Strategic Asset Allocation Policy

**12/31/1989 - 08/31/1994**

75% CG Broad Bond  
25% S&P 500

**09/01/1994 - 08/31/1997**

55% CG Broad Bond  
25% Russell 1000 Value  
11% Russell 1000 Growth  
9% Russell 2000 Growth

**09/01/1997 - 02/28/1999**

45% CG Broad Bond  
30% Russell 1000 Value  
14% Russell 1000 Growth  
11% Russell 2000 Growth

**03/01/1999 - 08/31/2000**

45% CG Broad Bond  
30% Russell 1000 Value  
14% S&P 500  
11% Russell 2000 Growth

**09/01/2000 - 08/31/2001**

45% CG Broad Bond  
30% Russell 1000 Value  
14% Russell 1000 Growth  
11% Russell 2000 Growth

**09/01/2001 - 01/31/2002**

45% CG Broad Bond  
30% Russell 1000 Value  
14% Russell 1000 Growth  
11% Russell 2000

**02/01/2002 - 02/28/2005**

35% CG Broad Bond  
30% Russell 1000 Value  
14% Russell 1000 Growth  
11% Russell 2000  
10% ML IG Conv. Bonds

**03/01/2005 - 06/30/2007**

40% Russell 3000  
7.75% MSCI ACWI xUS  
25% CG Broad Bond  
10% CG World Gvt Bond  
7.25% CSFB Tremont/Hdge  
10% 90-Day US T-Bill

**07/01/2007 - 08/31/2008**

40% Russell 3000  
7.75% MSCI ACWI xUS  
25% CG Broad Bond  
10% CG World Gvt Bond  
7.25% CSFB Tremont/Hdge  
10% DJ Global Index

**09/01/2008 - 11/30/2008**

40% Russell 3000  
7.75% MSCI ACWI xUS  
25% CG Broad Bond  
10% CG World Gvt Bond  
7.25% CSFB Tremont/Hdge  
5% DJ Wilshire xUS RESI

**12/01/2008 - 04/30/2009**

40% Russell 3000  
7.75% MSCI ACWI xUS  
25% CG Broad Bond  
10% CG World Gvt Bond  
7.25% CSFB Tremont/Hdge  
5% DJ Wilshire REIT  
5% 90 Day US T-Bill

**05/01/2009 - 09/30/2009**

30% Russell 3000  
7.75% MSCI ACWI xUS  
25% Barclays Agg Bond  
10% Barclays Global TIPS  
7.25% CSFB Tremont/Hdge  
20% 90 Day US T-Bill

**10/01/2009 - 03/31/2010**

33.5% Russell 3000  
8.5% MSCI ACWI xUS  
28% Barclays Agg Bond  
9% Barclays Global TIPS  
8.75% CSFB Tremont/Hdge  
7.25% S&P GSCI  
1.75% DJ Wil ex US RESI  
3.25% MSCI REIT

**04/01/2010 - 04/30/2014**

33.5% Russell 3000  
8.5% MSCI ACWI xUS  
28% Barclays Agg Bond  
9% Barclays Global TIPS  
8.75% CSFB Tremont/Hdge  
7.25% S&P GSCI  
3.25% MSCI REIT  
1.75% FTSE EPRA/NAREIT xUS

**05/01/2014 - 11/30/2015**

33% Russell 3000  
9% MSCI ACWI xUS  
28% Barclays Agg Bond  
9% Barclays Global TIPS  
8.75% HFRI Fund of Funds  
7.25% S&P GSCI  
3.25% MSCI REIT  
1.75% FTSE EPRA/NAREIT xUS

**12/01/2015 - 02/28/2016**

33% Russell 3000  
9% MSCI ACWI xUS  
37% Barclays Agg Bond  
8.75% HFRI Fund of Funds  
7.25% S&P GSCI  
3.25% MSCI REIT  
1.75% FTSE EPRA/NAREIT xUS

**03/01/2016 - 04/30/2016**

33% Russell 3000  
9% MSCI ACWI xUS  
37% Barclays Agg Bond  
8.75% HFRI Fund of Funds  
3.25% MSCI REIT  
9% 30 Day US T-Bill

**5/1/2016 -8/31/2019**

Russell 3000	40.25%
MSCI ACWI exUS	9.00%
Barclays Universal	37.00%
HFRI Fund of Funds	8.75%
MSCI REIT	3.25%
30 Day T-Bill	1.75%

**9/01/2019 - Present**

Russell 3000	27.00%
MSCI ACWI exUS	20.00%
Barclays Universal	35.00%
HFRI Fund of Funds	8.00%
MSCI REIT	9.00%
30 Day T-Bill	1.00%



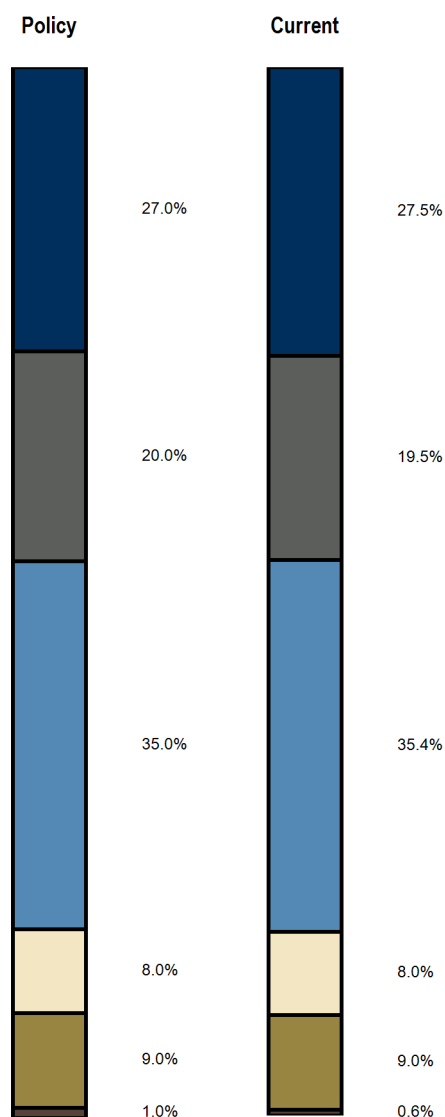
As of October 31, 2019







Allocation vs. New Targets and Policy						
	Current Balance	Current Allocation	Target	Difference	Target Range	Within IPS Range?
US Equity	\$60,722,789	27.5%	27.0%	\$1,022,984	15.0% - 35.0%	Yes
Non-US Equity	\$43,151,482	19.5%	20.0%	-\$1,070,596	15.0% - 30.0%	Yes
US Fixed Income	\$78,377,107	35.4%	35.0%	\$988,471	25.0% - 50.0%	Yes
Alternatives	\$17,617,715	8.0%	8.0%	-\$71,116	5.0% - 12.0%	Yes
Real Estate	\$19,975,064	9.0%	9.0%	\$75,129	5.0% - 12.0%	Yes
Cash	\$1,266,231	0.6%	1.0%	-\$944,873	0.0% - 1.0%	Yes
<b>Total</b>	<b>\$221,110,389</b>	<b>100.0%</b>	<b>100.0%</b>			

## Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total  
Composite Allocation

As of October 31, 2019

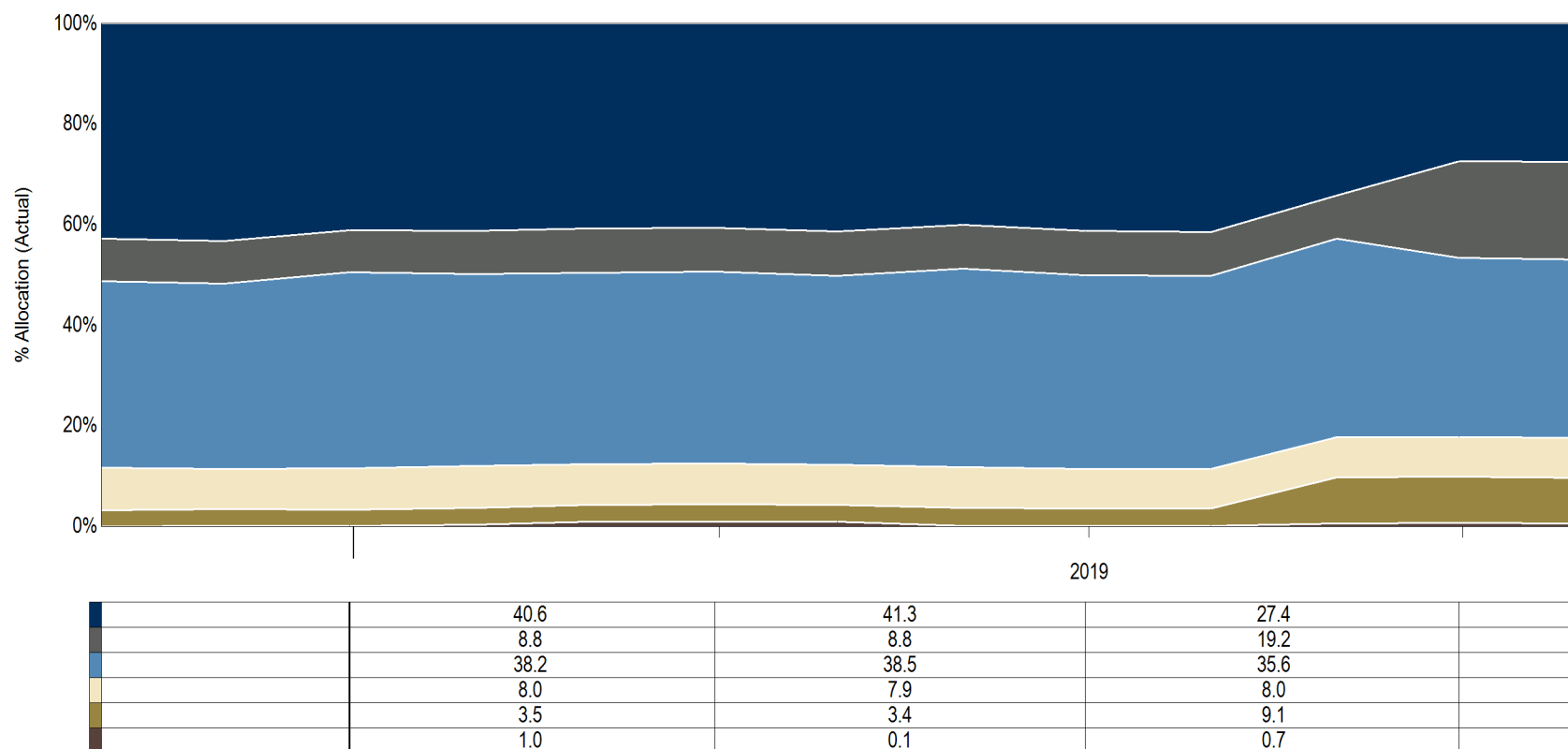


Allocation vs. Targets and Policy							
		Current Balance	Current Allocation	Target	Target Range	Difference	Within IPS Range?
	US Equity	\$60,722,789	27.5%	27.0%	15.0% - 35.0%	0.5%	Yes
	NewSouth Capital	\$18,995,496	8.6%	8.7%	7.8% - 9.6%	-0.1%	Yes
	iShares S&P 500 Growth ETF	\$16,112,139	7.3%	7.3%	6.5% - 12.0%	0.0%	Yes
	Chicago Equity Partners	\$15,255,745	6.9%	6.7%	6.1% - 7.4%	0.2%	Yes
	Barrow, Hanley, Mewhinney, & Strauss	\$10,359,409	4.7%	4.3%	3.9% - 4.7%	0.4%	Yes
	Non-US Equity	\$43,151,482	19.5%	20.0%	15.0% - 30.0%	-0.5%	Yes
	Earnest Partners	\$43,151,482	19.5%	20.0%	18.0% - 22.0%	-0.5%	Yes
	US Fixed Income	\$78,377,107	35.4%	35.0%	25.0% - 50.0%	0.4%	Yes
	Pyramis Global Advisors	\$78,339,139	35.4%	34.0%	31.5% - 38.5%	1.4%	Yes
	Zazove Associates, LLC (Residual Asset)	\$37,968	0.0%	1.0%	0.0% - 1.1%	-1.0%	Yes
	Alternatives	\$17,617,715	8.0%	8.0%	5.0% - 12.0%	0.0%	Yes
	Prisma Capital Partners LP	\$17,599,256	8.0%	7.5%	7.2% - 8.8%	0.5%	Yes
	Equitas Capital Advisors (Residual Asset)	\$18,459	0.0%	0.5%	0.0% - 1.0%	-0.5%	Yes
	Real Estate	\$19,975,064	9.0%	9.0%	5.0% - 12.0%	0.0%	Yes
	Vanguard Real Estate ETF	\$19,975,064	9.0%	9.0%	8.1% - 9.9%	0.0%	Yes
	Cash	\$1,266,231	0.6%	1.0%	0.0% - 1.0%	-0.4%	Yes
	Cash Account	\$1,266,231	0.6%	1.0%	0.0% - 1.0%	-0.4%	Yes
Total		\$221,110,389	100.0%	100.0%			

## Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total  
Composite Allocation History

As of October 31, 2019

Asset Allocation History  
1 Year Ending October 31, 2019

■ US Equity

■ Non-US Equity

■ US Fixed Income

■ Alternatives

■ Real Estate

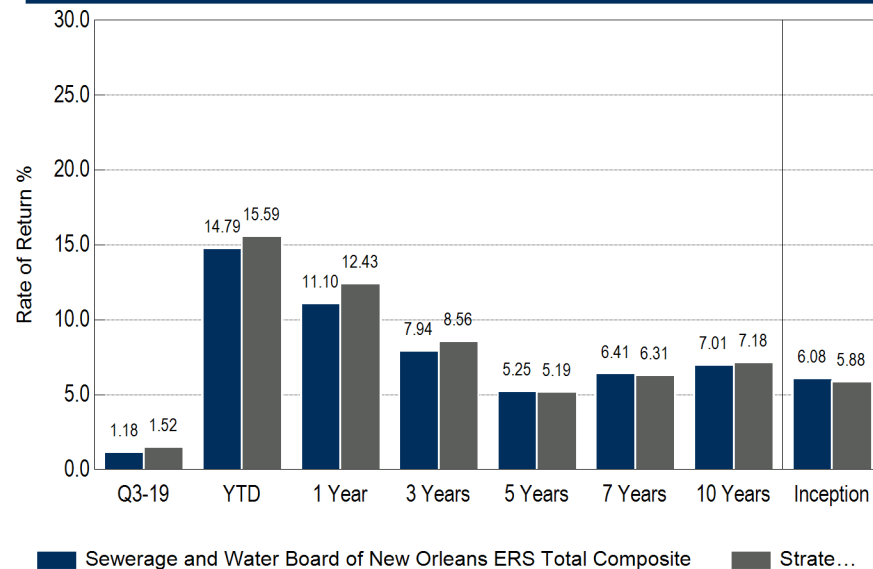
■ Cash

## Sewerage and Water Board of New Orleans ERS Total Composite

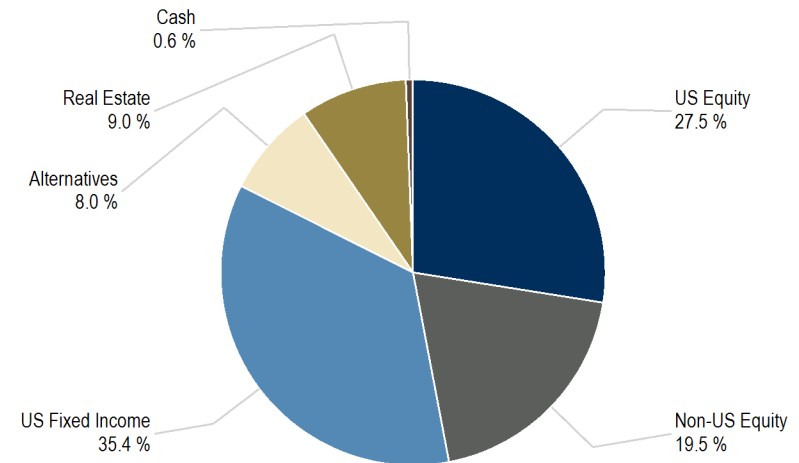
Sewerage and Water Board of New Orleans ERS Total  
Composite Performance

As of October 31, 2019

## Return Summary (%)



## Current Allocation



## Summary of Cash Flows

	Quarter-To-Date	Year-To-Date
Beginning Market Value	\$222,745,304	\$204,983,835
Contributions	\$4,164,553	\$88,586,359
Withdrawals	-\$8,179,394	-\$102,356,751
Net Cash Flow	-\$4,014,841	-\$13,770,392
Net Investment Change	\$2,379,926	\$29,896,946
Ending Market Value	\$221,110,389	\$221,110,389
Net Change	-\$1,634,915	\$16,126,554

## Sewerage and Water Board of New Orleans ERS Total Composite

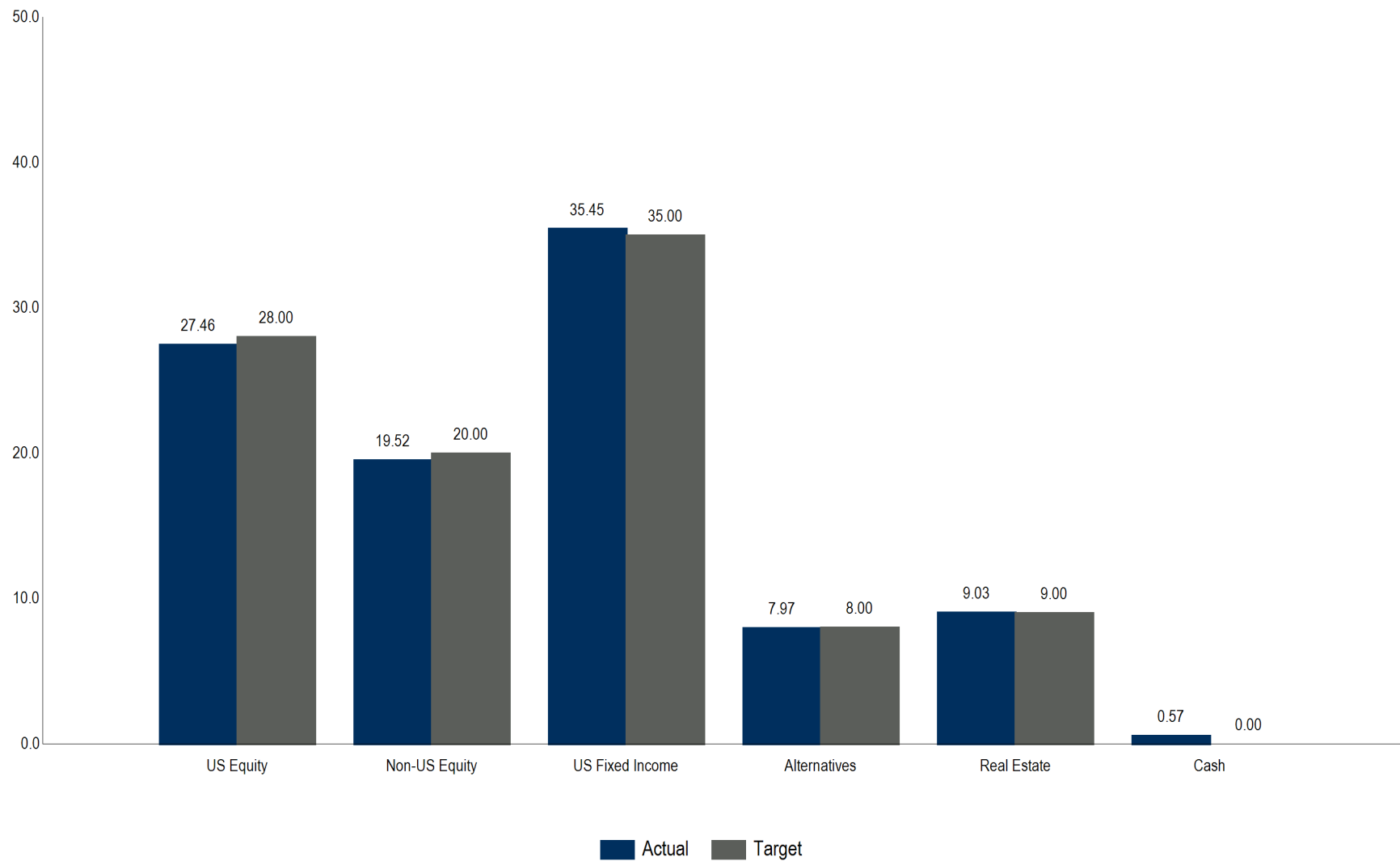
As of October 31, 2019

## Asset Allocation by Manager vs. Difference from Target

As Of October 31, 2019

	Total Market Value	% of Portfolio	US Equity	Non-US Equity	US Fixed Income	Alternatives	Real Estate	Cash
<b>US Equity</b>								
NewSouth Capital	\$18,995,496	8.6%	\$18,995,496					
iShares S&P 500 Growth ETF	\$16,112,139	7.3%	\$16,112,139					
Chicago Equity Partners	\$15,255,745	6.9%	\$15,255,745					
Barrow, Hanley, Mewhinney, & Strauss	\$10,359,409	4.7%	\$10,359,409					
<b>Non-US Equity</b>								
Earnest Partners	\$43,151,482	19.5%		\$43,151,482				
<b>US Fixed Income</b>								
Pyramis Global Advisors	\$78,339,139	35.4%			\$78,339,139			
Zazove Associates, LLC (Residual Asset)	\$37,968	0.0%			\$37,968			
<b>Alternatives</b>								
Prisma Capital Partners LP	\$17,599,256	8.0%				\$17,599,256		
Equitas Capital Advisors (Residual Asset)	\$18,459	0.0%				\$18,459		
<b>Real Estate</b>								
Vanguard Real Estate ETF	\$19,975,064	9.0%					\$19,975,064	
<b>Cash</b>								
Cash Account	\$1,266,231	0.6%						\$1,266,231
<b>Total</b>	<b>\$221,110,389</b>	<b>100.0%</b>	<b>\$60,722,789</b>	<b>\$43,151,482</b>	<b>\$78,377,107</b>	<b>\$17,617,715</b>	<b>\$19,975,064</b>	<b>\$1,266,231</b>
Percent of Total			27.5%	19.5%	35.4%	8.0%	9.0%	0.6%
Difference from Target (%)			-0.5%	-0.5%	0.4%	0.0%	0.0%	0.6%
Difference from Target (\$)			-\$1,188,120	-\$1,070,596	\$988,471	-\$71,116	\$75,129	\$1,266,231

Actual vs Target Allocation (%)  
As of October 31, 2019



## **IMPORTANT DISCLOSURES**

This information is provided for your convenience, but should not be used as a substitute for your account's monthly statements and trade confirmations. Material is provided for informational purposes only and does not constitute a recommendation. It has been gathered in a manner which we believe to be reliable, but accuracy is not guaranteed. It is not intended as tax advice. Past performance does not guarantee future results.

Diversification and strategic asset allocation does not ensure a profit or protect against a loss. No investment strategy can guarantee success. Investments are subject to market risk, including possible loss of principal.

Investing in small and mid-cap stocks are riskier investments which include price volatility, less liquidity and the threat of competition. International investing involves additional risks such as currency fluctuations, differing financial accounting standards and possible political and economic instability. These risks are greater in emerging markets. Alternative investment strategies involve greater risks and are only appropriate for the most sophisticated, knowledgeable and wealthiest of investors. Managed futures involve specific risks that maybe greater than those associated with traditional investments and may be offered only to clients who meet specific suitability requirements, including minimum net worth tests. You should consider the special risks with alternative investments including limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Commodities are generally considered speculative because of the significant potential for investment loss. REITs are financial vehicles that pool investors' capital to purchase or finance real estate. REITs involve risks such as refinancing, economic conditions in the real estate industry, changes in property values and dependency on real estate management.

Alternative investments such as Hedge Funds involve substantial risks that may be greater than those associated with traditional investments and are not suitable for all investors. They may be offered only to clients who meet specific suitability requirements, including minimum-net-worth tests. These risks include, but are not limited to, limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Investors should only invest in hedge funds if they do not require a liquid investment and can bear the risk of substantial losses. There is no assurance that any investment will meet its investment objectives or that substantial losses will be avoided. Investors should carefully review any offering materials or prospectuses prior to investing. A Non marketable security is typically a debt security, that is difficult to buy or sell due to the fact that they are not traded on any normal, major secondary market exchanges. Such securities, if traded in any secondary market, are usually only bought and sold through private transactions or in an over-the-counter (OTC) market. For the holder of a non-marketable security, finding a buyer can be difficult, and some non-marketable securities cannot be resold at all because government regulations prohibit any resale.

**Performance:** Performance results are annualized for time periods greater than one year and include all cash and cash equivalents, realized and unrealized capital gains and losses, and dividends, interest and income. The investment results depicted herein represent historical performance. As a result of recent market activity, current performance may vary from the figures shown. Please contact your Financial Advisor for up to date performance information.

**Indices:** Raymond James reserve the right to change the indices at any time. Benchmark indices and blends included in this material are for informational purposes only, are provided solely as a comparison tool and may not reflect the underlying composition and/or investment objective(s) associated with the account(s). In some circumstances, the benchmark index may not be an appropriate benchmark for use with the specific composite portfolio. For instance, an index may not take into consideration certain changes that may have occurred in the portfolio since the inception of the account(s), (e.g., changes from a brokerage to an advisory account or from one advisory program to another, asset class changes, or index changes for individual managers). The volatility of the index used for comparison may be materially different from that of the performance shown. Indices are unmanaged and not available for direct investment. Index returns do not take into account fees or other charges. Such fees and charges would reduce performance. Please see the Benchmark Definitions section of this material for additional information on the indices used for comparison.

**Performance Inception Month End:** Performance Inception Month End refers to performance calculated from the end of the month in which the accounts became eligible for performance. Calculating performance from the Performance Inception Month End allows for a comparison to be made to appropriate benchmarks. Performance Inception Month End does not necessarily correspond to the account opening date.

**Realized/Unrealized Gain/Loss:** The gain and loss information is provided for informational purposes only, may not be complete, is not a substitute 1099 form (or any other appropriate tax form), and should not be used for tax planning or preparation. Gain and loss values are estimates and should be independently verified. We are not responsible for any gain and loss information provided by you or another financial institution. You are responsible for ensuring the accuracy of such information.

**Projected 12 Month Income:** Projected Next 12 Months income includes cash income such as interest and cash dividends, based on current yields and may include income from Raymond James & Associates, Inc. and externally held accounts where data is available. These are projections based on historical data and the actual income may be lower or higher than the projections. Raymond James & Associates, Inc. member New York Stock Exchange/SIPC. Investment advisory services offered through Raymond James & Associates.

*Investors should consider the investment objectives, risks, charges and expenses of an investment company carefully before investing. The prospectus contains this and other information and should be read carefully before investing. The prospectus is available from your investment professional.*

## Index Descriptions

It is not possible to invest directly in an index.

**31 Day T-Bills** – The average discount rate at which the US government is issuing short term-debt.

**BBgBarc Municipal Bond: 1-10 Year Blend** - A component of the BBgBarc Capital Municipal Bond Index with municipal bonds in the 1-10 year blend (1-12) maturity range.

**BBgBarc 1-5 Government/Credit** - BBgBarc 1-5 Year Government/Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar-denominated bonds that have maturities of between 1 and 5 years and are publicly issued.

**BBgBarc 1-5 Year Government** - An inclusion of securities within the BBgBarc Government Index that have a maturity range from 1 up to (but not including) 5 years.

**BBgBarc 1-5 Year Treasury** - The 1-5 year component of the BBgBarc Capital U.S. Treasury Index with securities in the maturity range from 1 year up to (but not including) 5 years.

**BBgBarc Credit 1-3 Year** - BBgBarc 1-5 Year Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar denominated bonds that have maturities of between 1 and 3 years and are publicly issued.

**BBgBarc U.S. Government/Credit (BCGC)** - The Government/Credit component of the U.S. Aggregate. The government portion includes treasuries (public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (publicly issued debt of the U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit portion includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Must be a publicly issued, dollar-denominated and non-convertible, U.S. Government or Investment Grade Credit security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

**BBgBarc Intermediate U.S. Government/Credit (BCIGC)** - The intermediate component of the BBgBarc Capital Government/Credit Index with securities in the maturity range from 1 up to (but not including) 10 years.

**BBgBarc Global Aggregate** - The index is designed to be a broad based measure of the global investment-grade, fixed rate, fixed income corporate markets. The major components of this index are the US Aggregate, Pan-European Aggregate, and the Asian-Pacific Aggregate Indices. The index also includes Eurodollar and Euro-Yen corporate bonds, Canadian government, agency and corporate securities.

**BBgBarc Global Aggregate Intermediate** - The intermediate component of the BBgBarc Global Aggregate index with securities in the maturity range from 1 up to (but not including) 10 years.

**BBgBarc U.S. Government: Intermediate** - The intermediate component of the BBgBarc Capital U.S. Government Index with securities in the maturity range from 1 up to (but not including) 10 years.

**BBgBarc U.S. Government: Long** - The long component of the BBgBarc Capital U.S. Government Index with securities in the maturity range from 10 years or more.

**BBgBarc LT Muni** - A component of the BBgBarc Capital Municipal Bond Index with municipal bonds with a maturity range greater than 20 years.

**BBgBarc Municipal Bond Index** - A rules-based, market-value weighted index that is engineered for the long-term tax-exempt bond market. Bonds must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch. The bonds must be fixed rate, have a dated-date after December 31, 1990, have an outstanding par value of at least \$7million, and be issued as part of a transaction of at least \$75 million. The four main sectors of the index are: general obligation bonds, revenue bonds, insured bonds (including all insured bonds with a Aaa/AAA rating), and prefunded bonds. Remarketed issues, taxable municipal bonds, floating rate bonds, and derivatives, are excluded from the benchmark.

**BBgBarc U.S. Treasury** - A component of the U.S. Government Index. Must be publicly issued, dollar-denominated and non-convertible, fixed rate (although it may carry a coupon that steps up or changes according to a predetermined schedule) U.S. Treasury security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

**BBgBarc U.S. Treasury: Intermediate (BCIT)** - The intermediate component of the BBgBarc Capital U.S. Treasury Index with securities in the maturity range from 1 year (but not including) 10 years.

**BBgBarc U.S. Treasury: Long** - The long component of the BBgBarc Capital U.S. Treasury Index with securities in the maturity range from 10 years or more.

**BBgBarc U.S. Treasury: U.S. TIPS** - Comprised of Inflation-Protection securities issued by the U.S. Treasury. Must be a fixed rate, publicly issued U.S. Treasury Inflation Note that is dollar-denominated and non-convertible. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

**BBgBarc High Yield Composite BB** - A component of the BBgBarc U.S. Corporate High Yield Bond Index with bonds in the BB or better.

**FTSE 1-3 Year U.S. Treasury** - Component of the FTSE U.S. Treasury that measures total returns for U.S. Treasuries with a maturity between 1-3 years.

**FTSE 3 Month U.S. Treasury Bill** - This index measures monthly return equivalents of yield averages that are not marked to market. The Three-Month Treasury Bill Indices consist of the last three three-month Treasury bill issues.

**FTSE World Government Bond** - FTSE World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating.

**FTSE World Government Bond ex US** – Similar to the FTSE World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating but excludes bonds from the United States.



**Consumer Price Index** - All Urban Consumers (CPI-U) - As an economic indicator, and as the most widely used measure of inflation, the Consumer Price Index (CPI) is an indicator of the effectiveness of government policy, and as a guide in making economic decisions for business executives, labor leaders, and other private citizens. Published on a monthly basis by the U.S. Bureau of Labor Statistics (BLS), the CPI is a measure of the average change in prices over time of goods and services purchased by households. CPI for All Urban Consumers (CPI-U) encompasses approximately 87 percent of the total U.S. population which includes, in addition to wage earner and clerical worker households, groups such as professional, managerial, and technical workers, the self-employed, short-term workers, the unemployed, and retirees and others not in the labor force.

**Dow Jones UBS Commodity** - Provides a diversified representation of commodity markets as an asset class. The index is comprised of exchange-traded futures on physical commodities; representing 19 commodities which are weighted for economic significance and market liquidity. To promote diversification, weighting restrictions are placed on individual commodities and commodity groups.

**FTSE NAREIT U.S. Real Estate** - All REITs - The index is designed to represent a comprehensive performance of publicly traded REITs which covers the commercial real estate space across the US economy, offering exposure to all investment and property sectors. It is not free float adjusted, and constituents are not required to meet minimum size and liquidity criteria.

**HFRI Equity Hedge Fund Index** - The index is designed to represent strategies which maintain positions both long and short in primarily equity and equity derivative securities. A wide variety of investment processes can be employed to arrive at an investment decision, including both quantitative and fundamental techniques; strategies can be broadly diversified or narrowly focused on specific sectors and can range broadly in terms of levels of net exposure, leverage employed, holding period, concentrations of market capitalizations and valuation ranges of typical portfolios. Equity Hedge managers would typically maintain at least 50% exposure to, and may in some cases be entirely invested in, equities - both long and short.

**HFRI (Hedge Fund Research, Inc.) Fund of Funds Composite Index (1)** - The index only contains fund of funds, which invest with multiple managers through funds or managed accounts. It is an equalweighted index, which includes over 650 domestic and offshore funds that have at least \$50 Million under management or have been actively trading for at least 12 months. All funds report assets in US Dollar, and Net of All Fees returns which are on a monthly basis.

**MSCI ACWI** - A free float-adjusted market capitalization index that is designed to measure the equity market performance of both developed and emerging markets. This "All Country World Index" reflects performance across the Americas, Europe & the Middle East, Africa, Asia, and the Pacific.

**MSCI EAFE** - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. As of December 31, 2010 the MSCI EAFE Index consists of 22 developed market country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom.

**MSCI EAFE Value -Net Dividend** - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Value attribute for index construction is defined using: book value to price ratio, 12-months forward earnings to price ratio, and dividend yield. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

**MSCI EAFE Growth -Net Dividend** - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Growth attribute for index construction is defined using: long-term forward earnings per share (EPS) growth rate, short-term forward EPS growth rate, current internal growth rate, long-term historical EPS growth trend, long-term historical sales per share growth trend. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

**MSCI Emerging Markets** - A free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. As of December 31, 2010, the MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

**MSCI World** - A free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets. As of December 31, 2010, the MSCI World Index consists of the following 24 developed market country indices: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the United Kingdom, and the United States.

**NCREIF** - The index is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the private market for investment purposes only. Information on this index is available at [ncreif.com](http://ncreif.com).

**Russell 1000** - Based on a combination of their market cap and current index membership, this index is comprised of approximately 1,000 of the largest securities from the Russell 3000. Representing approximately 92% of the Russell 3000, the index is created to provide a full and unbiased indicator of the large cap segment.

**Russell 1000 Growth** - Measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 1000 Value** - Measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower expected growth values.

**Russell 2000** - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,000 of the smaller securities from the Russell 3000. Representing approximately 8% of the Russell 3000, the index is created to provide a full and unbiased indicator of the small cap segment.

**Russell 2000 Growth** - Measures the performance of those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 2000 Value** - Measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower expected growth values.

**Russell 2500** - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,500 of the smallest securities from the Russell 3000. Measures the performance of the small to mid-cap (smid) segment of the U.S. equity universe.

**Russell 2500 Growth** - Measures the performance of those Russell 2500 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 2500 Value** - Measures the performance of those Russell 2500 companies with lower price-to-book ratios and lower expected growth values.

**Russell 3000** - Representing approximately 98% of the investable U.S. equity market, the Russell 3000 index measures the performance of the largest 3,000 U.S. companies.

**Russell 3000 Growth** - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 3000 Value** - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values.

**Russell Midcap** - A subset of the Russell 1000 index, the Russell Midcap index measures the performance of the mid-cap segment of the U.S. equity universe. Based on a combination of their market cap and current index membership, includes approximately 800 of the smallest securities which represents approximately 27% of the total market capitalization of the Russell 1000 companies. The index is created to provide a full and unbiased indicator of the mid-cap segment.

**Russell Midcap Growth** - Measures the performance of those Russell Mid-cap companies with higher price-to-book ratios and higher forecasted growth values.

**Russell Midcap Value** - Measures the performance of those Russell Mid-cap companies with lower price-to-book ratios and lower expected growth values.

**Standard & Poor's 400 MidCap** - Comprised of 400 domestic stocks that are chosen based upon market capitalization, liquidity and industry representation. The medium size US firms range with a market capitalization between \$2 billion to \$10 billion, and are between the S&P 500 Index and the S&P Smallcap 600 Index. It is a market-weighted index, which represents approximately 7% of the aggregate market value of US companies.

**Standard & Poor's 500** - Representing approximately 75% of the investable US equity market, the S&P 500 measures changes in stock market conditions based on the average performance of 500 widely held common stocks. It is a market-weighted index calculated on a total return basis with dividend reinvested.

**Stark 300 Trader** - The Stark 300 index tracks the performance of the top-300 futures and forex traders. The index is calculated monthly using an equity-weighted formula to determine performance.

## Index Abbreviations

**Bloomberg Barclays** – Abbreviated as BBgBarc and then a descriptor. For example BBgBarc US Aggregate TR is the Bloomberg Barclays United States Aggregate Total Return.

## Statistics and General Definitions

**Alpha** – Measures how well a portfolio performed versus its benchmark after factoring in the amount of risk (as measured by beta) taken. Technically, alpha is the difference between the excess return of a portfolio and the excess return of the benchmark multiplied by beta. Excess return is simply the actual return minus the return of the risk-free asset, U.S. Treasury Bill. A positive alpha indicates the portfolio has performed better than the benchmark on a risk-adjusted basis.

**Allocation Effect** – Attributable to the asset allocation of the portfolio.

**Annual Standard Deviation** – A measure of variability in returns. The annual standard deviation measures the dispersion of annual returns around the average annualized return.

**Annualized Return** – A statistical technique whereby returns covering periods greater than one year are converted to cover a one year period.

**Attribution** – Analytical technique used to evaluate the performance of the portfolio relative to a benchmark. Attribution shows where value was added or subtracted as a result of the investment manager's decisions. The four main attribution effects are: Selection or Manager Effect, Allocation Effect, Currency Effect, and Interaction Effect.

**Beta** – A coefficient measuring a portfolio's relative volatility with respect to its market. Technically, beta is the covariance of a portfolio's return with the benchmark portfolio's return divided by the variance of the benchmark portfolio's return. Thus, a portfolio with a beta greater than 1.00, indicates the portfolio experienced greater volatility than the benchmark, whereas a portfolio with a beta less than 1.00, indicates the portfolio experienced less volatility than the benchmark.

**Commitments** – Also called Committed Capital. The amount an investor has agreed to contribute towards the funding of a venture capital fund. May be paid at one time or over a longer period.

**Consumer Price Index** – Measures the change in consumer prices, as determined by a monthly survey of the U.S. Bureau of Labor Statistics. CPI components include housing costs, food, transportation and electricity.

**Correlation** – Measures the strength of association between two variables. The value ranges between -1 and +1. The strongest linear relationship is indicated by a correlation of -1 or +1. The weakest linear relationship is indicated by a correlation of 0. Positive correlation means if one variable gets bigger, the other variable tends to get bigger. Negative correlation means that if one variable gets bigger, the other variable tends to get smaller.

**Currency Effect** – The effect that changes in currency exchange rates over time affect excess performance

**Downside Capture Ratio** – Measures investment manager's performance in down markets relative to a particular benchmark. A down-market is defined as those periods (months or quarters) in which market return is less than 0%.

**Duration** – A measure of the price sensitivity of a bond or bond portfolio to a change in interest rates.

**Information Ratio** – Describes the risk / reward trade-off of alpha and tracking error. Because the formula for calculating information ratio is Alpha divided by Tracking Error, the larger the information ratio, the more attractive the portfolio is from an overall risk return profile.

**Interaction Effect** – The portion that is not accounted for by the Selection/Manager Effect or Allocation effects.

**R2** – Also called the coefficient of determination. On the detail page, R2 measures how much of the variation in the investment manager's returns can be explained by movements in the market (benchmark).

**Sharpe Ratio** – A risk-adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better the manager's historical risk-adjusted performance.

**Selection or Manager Effect** – attributable to the investment manager's stock selection decisions

**Tracking Error** – A measure that describes the volatility of the expected excess return (alpha) achieved through active management. Since excess return can only be achieved through a portfolio that actively differs from the benchmark, the level of tracking error is indicative of how different the portfolio will perform relative to any given benchmark.

**Upside Capture Ratio** – Measures investment manager's performance in up markets relative to a particular benchmark. An up-market is defined as those periods (months or quarters) in which market return is greater than 0%.

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## **SUSTAINABLE INVESTING EXPLAINED**

Making an impact on your portfolio and the world

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**RAYMOND JAMES**



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Sustainable investing, an approach that integrates environmental, social and governance (ESG) criteria, is becoming a much sought-after strategy in the financial industry. Whether implemented through socially responsible investing (SRI) screening, ESG integration or impact investing, sustainable investing offers a growing number of options for investors interested in achieving goals beyond financial growth when building their portfolios.

Sustainable investing considers that progress toward solving global challenges such as climate change, social inequality and unfair business practices can be made by investing in companies and enterprises that promote sustainability or have sustainable business practices. This is not to imply that other forms of investing are unsustainable, rather these approaches aim to equip investors with additional information for choosing investments to meet all of their goals.

Through sustainable investing, not only can investors aim to make a positive impact on society and the environment, they can potentially improve the risk/return characteristics of their portfolios by factoring ESG criteria into their investment decisions.



## WHAT IS SUSTAINABLE INVESTING?

Sustainable investing describes investment strategies that incorporate ESG considerations into investment decisions to better assess risk and opportunities. These strategies usually seek to reach one or more of the following objectives:

- Encourage positive environmental, social or governance practices
- Align investments with personal values
- Improve portfolio risk/return characteristics

## IT'S NOT JUST ABOUT FEELING GOOD

Beyond achieving the confidence that your investments are having a positive impact, studies have shown that some companies that operate in a sustainable manner may provide better investment performance.<sup>1</sup> There are many factors playing into why these companies may outperform, ranging from the ability to attract and retain better human capital to sourcing resources using sustainable means. There is a growing belief that companies that ignore ESG factors may become vulnerable to increased regulation or be required to pay punitive fines to governments. The GSI Alliance found that major motivations for the use of sustainable investing strategies are the desire to minimize risk and to improve financial performance over time.<sup>2</sup>

<sup>1</sup> Eccles, Robert G. and Ioannou, Ioannis and Serafeim, George, "The Impact of Corporate Sustainability on Organizational Processes and Performance." (November 23, 2011). Management Science, Forthcoming.

<sup>2</sup> Global Sustainable Investment Alliance, "2018 Global Sustainable Investment Review." 2018.

Disclaimer: There is no assurance that sustainable investing companies will meet these objectives. Investing involves risks including the possible loss of capital.

This investment strategy may result in investment returns that may be lower or higher than if decisions were based solely on investment considerations.





## DIFFERENT APPROACHES TO SUSTAINABLE INVESTING

While there is a common theme of pursuing a greater purpose, there is much variety within sustainable investment strategies, particularly in how they are implemented. Implementation generally takes the form of one or more of the following approaches:

### Exclusionary screening

- Viewed as the original approach to “responsible” investing
- Also known as socially responsible investing or negative screening
- Excludes individual companies or entire industries from portfolios if their activities conflict with an investor’s values, such as fossil fuels, gambling or alcohol
- Limits investable universe, which could impact diversification

### Integration

- Combines ESG criteria with traditional financial considerations
- Gaining momentum as portfolio managers consider ESG themes in their decision-making process
- Sometimes implemented as a best-in-class\* approach by identifying and investing in companies that are the highest ESG performers within a sector or industry group
- A study conducted by the CFA Institute cites integration is the most commonly used method<sup>1</sup>



### Impact investing<sup>2</sup>

- Aims to have a social or environmental impact alongside financial return, with a focus on intentionality and measurement of impact
- Ranges from grant support to private equity; liquidity risk and return target can vary dramatically
- Most common products are funds invested in private equity and venture capital
- Accredited investors and funds are the leaders in impact investment by asset level

### Other dimensions

- Thematic investing – focuses on a specific ESG theme, and structures a portfolio around companies or industries that support that theme
- Shareholder engagement (activism) – actively engages with a company, directly working with management or exercising shareholder rights to effect change

<sup>1</sup> CFA Institute, “ESG Issues in Investing: Investors Debunk the Myths,” 2015.

<sup>2</sup> Global Impact Investing Network, “What You Need to Know About Impact Investing,” <https://thegiin.org/impact-investing/need-to-know/#s2>

\* Best in class (ESG) investment refers to the composition of portfolios by the active selection of only those companies that meet a defined ranking hurdle established by environmental, social and governance criteria.

## DESIRED OUTCOMES

Whereas conventional investing is focused on risk/return, and philanthropy seeks solely to benefit charities and causes without return or income consideration, sustainable investing looks to accomplish both in varying degrees along a spectrum of possible outcomes.

### CONVENTIONAL INVESTING

Seeks an acceptable risk/return profile with no investing limitations beyond suitability

### EXCLUSIONARY SCREENING

Aims to align investing with client values through exclusion of companies whose practices are contradictory to the beliefs of the investor



The growing interest for sustainable or ESG investing has reached **\$12 trillion** in these strategies as of year-end 2017, which is more than three times the 2012 figure of \$3.7 trillion.<sup>1</sup>

Assets under management using sustainable, responsible and impact strategies account for more than **one out of every four dollars** under professional management in the United States.<sup>1</sup>

## WHY INVESTORS MAY CONSIDER SUSTAINABLE INVESTING

**Risk mitigation** – Companies that ignore their social and environmental impacts may face regulatory and governance risks.

**More conscious approach to investing** – Investors may aim for a positive impact or avoid ties to questionable activities.

**Long-term performance** – Companies with a negative reputation or poor business practices may not be sustainable.

**Align investing with personal or religious values** – Investors may not feel comfortable investing in companies whose business practices they view as morally objectionable.

**Fiduciary duty** – Professional asset managers have a responsibility to invest within certain standards that represent their clients' interests, which would likely make investments in companies with unsustainable practices less appropriate.

To learn more about sustainable investing, and if it's right for your long-term financial plan, talk to your financial advisor today.

<sup>1</sup> US SIF Foundation, "SRI Basics." 2018.



### INTEGRATION

A strategy that considers ESG criteria as part of its analysis and portfolio construction to mitigate risks or invest in high quality companies

### IMPACT INVESTING

An intentional and measurable social or environmental impact through investing

### PHILANTHROPY

The promotion of causes through direct financial support

The paths to achieving effective global stewardship and possible growth are coming together in the investor mindset. Sustainable investing, when incorporated into a well-defined, long-term investment plan, can be a powerful tool in addressing global challenges while seeking to achieve personal financial goals.

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