



Benchmark

Morningstar US Large Value Index
S&P 500 Value Index (secondary)

Strategy Inception

October 1, 1989

Attributes

- Large Cap Value
- + Yield/Income
- + Active Management
- = Downside protection & desirable risk-adjusted returns

Characteristics[^]

	Strategy	MS LV
Wghtd Avg Mkt Cap (\$B)	101.1	175.7
Avg Mkt Cap (\$B)	94.4	84.6
Med Mkt Cap. (\$B)	49.3	44.6
# of holdings	54	79
P/E (trailing 12 months)	19.2 x	15.1 x
P/S	1.5 x	1.5 x
Dividend Yield (%)	2.8%	2.8%
Active Share (%)	72.8	--
Turnover (% 1yr)	21.5	--

Investment Philosophy

SKBA believes stock prices routinely overshoot true changes in the underlying fundamentals of a company, both on the upside and downside, due to excessive pessimism or exuberant optimism. The firm believes insightful proprietary research conducted within a consistent process provides the best opportunity for investment returns and that inexpensive securities will outperform the overall market in the long-run.

Our Approach

The firm's valuation framework begins with the evaluation of a company's current and long-term Relative Dividend Yield (RDY) in relation to SKBA's proprietary universe of 500 of the largest dividend-paying companies. A high RDY compared to a company's history can identify when the market has a pessimistic view of its underlying earning power.

These companies are subjected to further in-depth fundamental analysis where analysts determine a company's normal earnings power – its long-term ability to generate profit for reinvestment or distribution to shareholders – and if an investment would offer sufficient return potential. Analysts focus on balance sheet and income statement strength, competitive position, industry prospects, management's alignment with shareholders' interests and dividend safety.

| Composite Total Returns (%)

as of March 31, 2018

	1Q 2018	YTD	One Year	Three Years	Five Years	Seven Years	Ten Years
Gross of Fees	-1.2	-1.2	15.3	11.0	11.8	11.7	10.4
Net of Fees	-1.3	-1.3	14.9	10.6	11.4	11.3	10.0
Morningstar LV	-3.1	-3.1	8.8	9.9	10.7	10.2	6.8
S&P 500 Value	-3.6	-3.6	7.7	8.4	10.9	10.9	7.4

Performance for periods greater than one year is annualized and include the reinvestment of dividends and income. Past performance is not indicative of future results. Please refer to the Annual Disclosure Presentation for additional details on the ValuePlus composite.

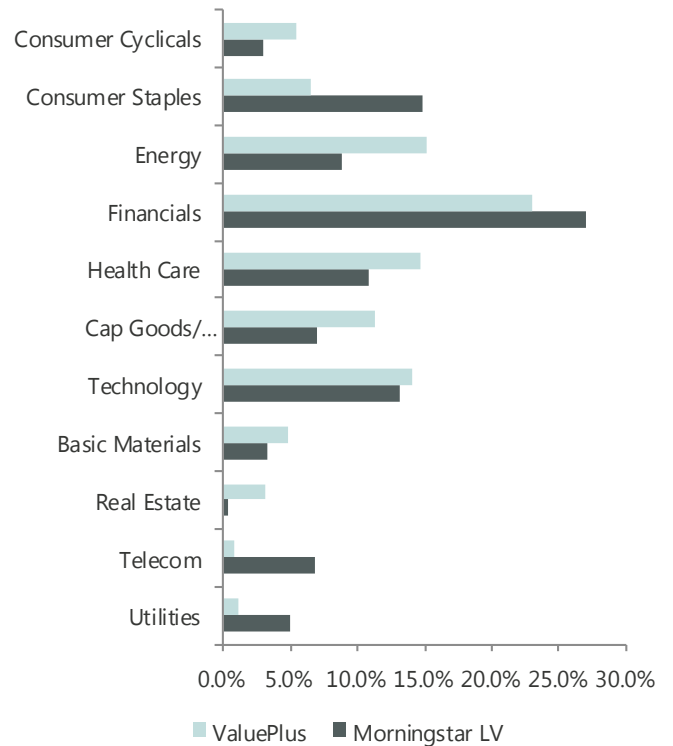
Why ValuePlus?

The ValuePlus strategy seeks to achieve long-term capital appreciation by investing in dividend paying, undervalued equity securities. The Plus is the dividend yield in excess of the market, aimed at generating attractive income, capturing alpha and dampening volatility.

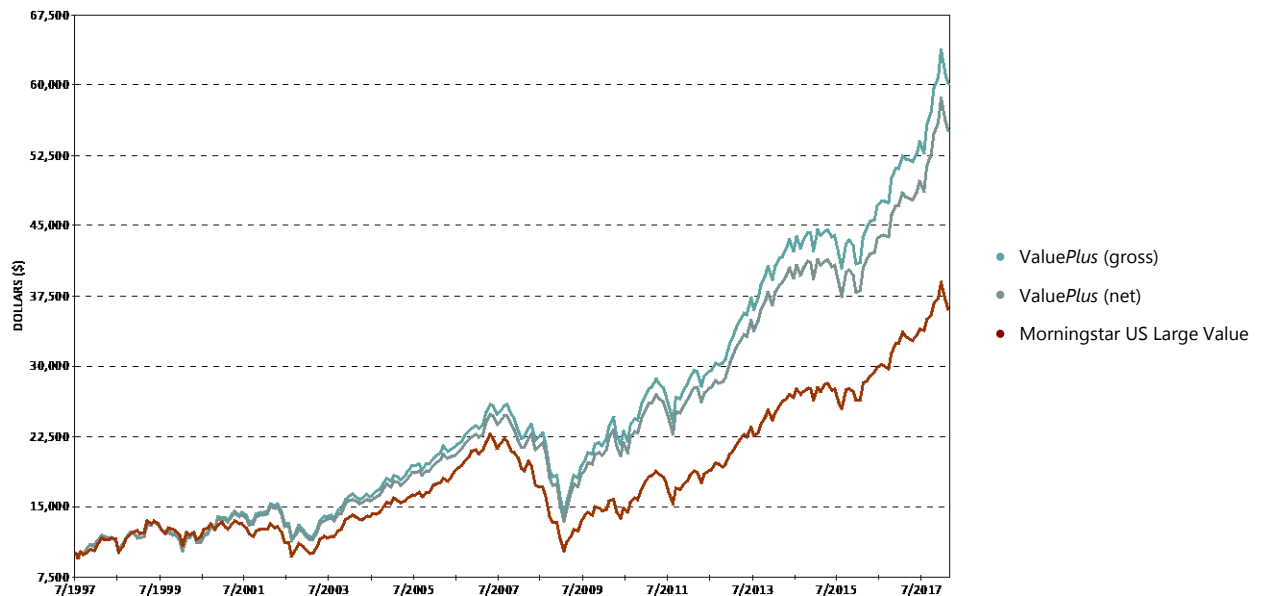
| Ten Largest Holdings (%)

M&T Bank Corporation	3.5%
Cisco Systems, Inc.	3.5%
Intel Corporation	3.4%
Walmart Inc.	3.3%
International Business Machines Corporation	3.1%
Royal Philips NV Sponsored ADR	3.0%
ConocoPhillips	3.0%
Morgan Stanley	3.0%
U.S. Bancorp	2.9%
Occidental Petroleum Corporation	2.9%
Total	31.5%

| Sector Weights (%)



| Growth of an Investment (\$)^^ - Value of \$10,000 Invested



^^Past performance is not indicative of future results. Returns are cumulative and include the reinvestment of dividends and income. Please refer to the Annual Disclosure Presentation for additional details on the ValuePlus composite. The ValuePlus strategy has an inception date of 9/1989. The start date of 7/1997 has been used due to the fact that it is the inception date of the Morningstar US Large Value Index.

SKBA Capital Management

SKBA Capital Management, LLC is an independent San Francisco based boutique investment management firm founded in 1989. The firm manages equity and fixed income portfolios for institutions and private clients using its time-tested value investing approach seeking to preserve and increase clients' capital while maintaining appropriate risk exposure and downside protection.

Reader should not assume that investments in the securities identified were or will be profitable. The securities identified and described do not represent all the securities purchased, sold or recommended for the client accounts. Holdings are subject to change. Percentages are based on total equity holdings market value excluding cash. The Equity Characteristics, Ten Largest Holdings and Sector Weights are included as supplemental information to the ValuePlus Composite and complements the attached full disclosure presentation which complies with the requirement of the GIPS® standards.

^Source: FactSet. Equity characteristics, Ten Largest Holdings and Sector Weights are based upon a representative account of the ValuePlus Composite. Turnover source: SKBA's portfolio accounting system. Active Share source: FactSet.

| ValuePlus Composite Annual Disclosure Presentation

Year	Composite Assets			Annual Performance Results						3-Yr Standard Deviation		
	Total Firm Assets	USD	Number of Accounts	Composite Gross	Composite Net	Morningstar Large Cap Value	S&P 500 Value	Composite Dispersion	Percentage Carve-Out	Composite	Morningstar Large Cap Value	S&P 500 Value
2017	854	736	15	19.2%	18.8%	15.1%	15.4%	0.6%	1.6%	10.1%	10.1%	10.3%
2016	949	825	15	18.9%	18.5%	18.9%	17.4%	0.6%	1.3%	10.2%	10.3%	10.7%
2015	1,093	953	19	(3.0%)	(3.4%)	(1.4%)	(3.1%)	0.2%	1.0%	9.9%	10.4%	10.6%
2014	1,413	1,017	18	8.9%	8.5%	9.2%	12.3%	0.3%	0.9%	8.4%	9.0%	9.5%
2013	958	758	21	32.0%	31.4%	28.9%	32.0%	0.4%	1.2%	11.1%	12.2%	13.0%
2012	765	473	19	12.7%	12.2%	12.9%	17.7%	0.1%	1.3%	14.3%	14.7%	15.8%
2011	546	312	16	4.7%	4.3%	2.2%	-0.5%	0.3%	1.9%	19.6%	19.0%	21.1%
2010	645	401	13	18.9%	18.4%	14.7%	15.1%	0.1%	1.9%			
2009	546	322	11	19.7%	19.3%	11.4%	21.2%	0.2%	2.0%			
2008	395	216	7	(24.9%)	(25.1%)	(36.1%)	(39.2%)	0.5%	1.3%			

ValuePlus Composite contains all fee-paying and non-fee paying institutional or tax-exempt discretionary accounts that employ SKBA's ValuePlus strategy. ValuePlus is a large-capitalization, value-oriented investment philosophy that seeks to achieve long-term capital appreciation by investing in undervalued equity securities as identified by the firm's Relative Dividend Yield (RDY) valuation discipline. The benchmarks used for comparison purposes were retroactively changed on October 1, 2017. The primary benchmark for comparison was changed from the Russell 1000 Value Index to the Morningstar Large Cap Value Index. The benchmark for general market comparison purposes was changed from the S&P 500 Index to the S&P 500 Value Index. These changes were made to better align the benchmark characteristics with those of the composite. Index Data Source: Morningstar. The composite includes institutional or tax-exempt accounts with a minimum market value of \$500,000. Prior to January 1, 2004, the minimum size for inclusion was \$100,000. The ValuePlus Composite was created October 1, 1989.

SKBA Capital Management, LLC ("SKBA") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. SKBA has been independently verified for the periods January 1, 1996 through December 31, 2017.

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. The ValuePlus composite has been examined for the periods October 1, 1989 through December 31, 2017. The verification and performance examination reports are available upon request.

SKBA, an investment advisory firm registered with the Securities & Exchange Commission, was founded in 1989 as an independent investment advisory firm. In 1999, SKBA became an affiliate of Convergent Capital Management LLC ("CCM"). In 2003 CCM was acquired by City National Corporation ("CNC"). Effective May 2011 SKBA employee shareholders bought back a majority controlling share of the business from CCM, with CCM Holdings III, LLC maintaining a minority stake. In November 2015, CNC was merged into RBC USA Holdco Corporation, which is a wholly-owned subsidiary of Royal Bank of Canada. SKBA operates independently from CCM Holdings III, LLC, RBC USA Holdco Corporation and Royal Bank of Canada. SKBA manages a variety of equity, fixed-income & balanced assets for U.S. institutional and high net worth clients. Firm assets under management are defined as all institutional & private client accounts managed by SKBA. A complete list of composite descriptions is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Between October 1, 2008 through November 30, 2013 one account was included in the composite which did not pay an actual fee, due to the account's fund administration fee superseding the management fee. This account was composed exclusively of proprietary assets and represented less than 2% of total managed assets. Composite performance is presented net of foreign withholding taxes. Capital gains, dividends and interest received on ADR's may be subject to withholding tax imposed by the country of origin and such taxes may not be recoverable. Past performance is not indicative of future results.

Effective January 1, 2010, a significant cash flow (SCF) is defined as any inflow or outflow occurring during the calendar month which is equal to or greater than 35% of an account's beginning month value.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees, except for the case of the one account described above, that has not paid an actual fee yet, for which net performance is calculated using the highest fee per the standard fee schedule. The annual composite dispersion is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

Standard Fee Schedule: For accounts up to \$25 million: 1.00% on the first \$2 million, 0.85% on the next \$3 million, 0.50% on the next \$20 million. For accounts over \$25 million: 0.50% on the first \$25 million, 0.35% on the next \$25 million, 0.30% on the next \$25 million, and 0.25% on the next \$25 million. For accounts over \$100 million: 0.33% on the first \$100 million, 0.25% on the next \$50 million, 0.20% on the next \$100 million, and 0.15% on the next \$100 million. Actual investment advisory fees incurred by clients may vary.

Carve-out accounts were included in this composite since January 1, 2004. Starting on January 1, 2010, 100% of cash reserves are managed with the equity segment of the account. Under the prior method, cash reserve returns were allocated to equity returns relative to (in proportion to) the size of the equity weight within the total weight of stocks and bonds.

Bundled fee accounts were included in this composite for the period December 1, 2010 through December 31, 2013. For this period, gross returns for bundled fee accounts were not calculated using actual trading expenses, however the impact on the composite is immaterial. Bundled fee accounts pay a fee based on a percentage of assets under management. Other than brokerage commissions this fee may include investment management, portfolio monitoring, consulting services, and custodial services. As of 12/31/10 bundled fee paying accounts represented 0.3% of composite assets, as of 12/31/11 they represented 0.4%, as of 12/31/12 they represented 0.3%, and as of 12/31/13 they represented 1.8%. Prior to December 1, 2010 there were no bundled fee paying accounts in the composite.