



**PORTFOLIO MANAGER COMMENTARY  
 Fourth Quarter 2019**

**STRALEM LARGE CAP EQUITY STRATEGY**

**SUMMARY**

- After the best first-half return for the S&P 500 since 1997 (+18.5%), there was not much of a let up in the second-half of 2019 (+10.9%) as the market continued to make new all-time highs on the way to an incredibly strong +31.5% annual return – second only to 2013 (+32.4%) in the past 20 years.
- In the fourth quarter, Stralem’s Large Cap Equity Strategy (“LCES”) returned 6.88% gross of fees, versus the S&P 500 index return of 9.07%, for a relative underperformance of -2.19%. While the quarterly underperformance given the absolute strength of the market is not overly surprising, for the full year the LCES returned +24.4% vs the S&P 500 return of +31.5%. Unlike the record volatility in 2018, 2019 saw almost no volatility. The S&P 500 made record high after record high without any meaningful pullback that would allow the downside protection in Stralem’s Participation with Protection philosophy to shine through.
- While every sector, other than REITs, was positive in the quarter, Technology (+14.3%), Healthcare (+14.3%) and Financials (+10.5%) were the clear winners, and REITs (-0.6%), Utilities (+0.8%) and Staples (+4.1%) were the laggards. The LCES maintains a healthy portfolio allocation to stocks and sectors that protect the downside, and in such a robust quarter (and year) it is very difficult for our style to outperform.
- Analyzing the portfolio in Stralem terms, for Q4 the two largest negative effects on performance were a) the over-allocation to Down Market securities (which detracted -0.74%) and b) the impact of not owning Apple which negatively impacted performance by -0.85%. The allocation to Down Market remains an integral part of our discipline and process and with the market entering 2020 at an all-time high, after an 11 year bull market and trading at an extended valuation, we do not believe altering this allocation is prudent.
- During Q4 there were two securities sold and four securities bought, increasing the total number of holdings to 35. Within the Up Market, the Fund sold Carnival (CCL) and within the Down Market the fund sold Bank of New York (BK). As replacements, the Fund purchased KeySight Technologies (KEYS) and Raytheon (RTN) in the Up Market and Tyson Foods (TSN) along with Coca Cola (KO) in the Down Market.

	Annualized Returns (12/31/19)							10 YR	Std. Dev.
	YTD 12/31/19	1 YR	3 YR	5 YR	10 YR	15 YR	20 YR		
<b>Stralem Composite (Gross)</b>	<b>24.4%</b>	<b>24.4%</b>	<b>12.2%</b>	<b>9.7%</b>	<b>11.3%</b>	<b>9.0%</b>	<b>7.9%</b>	11.1%	
S&P 500	31.5%	31.5%	15.3%	11.7%	13.6%	9.0%	6.1%	12.4%	
<b>Difference</b>	<b>-7.1%</b>	<b>-7.1%</b>	<b>-3.1%</b>	<b>-2.0%</b>	<b>-2.3%</b>	<b>0.0%</b>	<b>1.8%</b>	-1.3%	
<b>Stralem Composite (Net)</b>	<b>23.5%</b>	<b>23.5%</b>	<b>11.5%</b>	<b>9.0%</b>	<b>10.5%</b>	<b>8.2%</b>	<b>6.9%</b>	11.1%	

## MARKET COMMENTARY

After the best first-half return for the S&P 500 since 1997 (+18.5%), there was not much of a let up in the second-half (+10.9%) as the market continued to make new all-time highs on the way to a monster +31.5% annual return – second only to 2013 (+32.4%) in the past 20 years! This result was not what any market prognosticators had forecasted heading into the 11<sup>th</sup> year of this unending bull market amid a trade related global growth slowdown, increasingly volatile and uncertain geopolitical developments, and a U.S. monetary policy reversal that led to an inverted yield curve.

In the fourth quarter, Stralem's Large Cap Equity Strategy ("LCES") returned 6.88% gross of fees, versus the S&P 500 index return of 9.07%, for a relative underperformance of -2.19%. While the quarterly underperformance given the absolute strength of the market is not overly surprising, for the full year the LCES returned +24.4% vs the S&P 500 return of +31.5%. Unlike the record volatility in 2018, 2019 saw almost no volatility. The S&P 500 made record high after record high without any meaningful pullback that would allow the downside protection in Stralem's Participation with Protection philosophy to shine through.

Despite the unbelievable strength of the S&P 500 in 2019, it is quickly forgotten that 2018 ended very poorly as the Federal Reserve increased rates for the 4<sup>th</sup> time and the market sold-off hard into the year-end producing a -4.4% return, the first annual loss since 2008. The annualized total return across 2018 and 2019 for the S&P 500 was +12.1%, which is more in-line with its long-term historical average.

This two-year market volatility underscores the conflicting inputs that investors are facing: unease about remaining fully invested in equities which sit at all-time highs after a record long and unyielding bull market run and the FOMO (Fear Of Missing Out) on continued equity expansion during a period when interest rates are historically low and investment options appear limited. This dilemma extends beyond the high-level decision of equities versus debt, and is further confused by the fact that the current U.S. economic backdrop remains favorable as GDP continues to grind along at ~2%, inflation remains subdued below 2%, interest rates near historic lows, employment at a 50-year high, and wage growth finally beginning to accelerate – resulting in very strong consumer confidence and consumption data. However, while the consumer remains healthy, at the same time, the Phase 1 China trade deal did little to end the war or eliminate the tariffs which has caused a U.S. manufacturing recession that is impacting certain sectors and negatively affecting many companies' ability to forecast and plan for growth and investments. It's difficult to commit to spending investor capital without understanding the permanent rules to the game.

Additionally, the U.S. remains at odds with many long-standing allies on numerous topics, but most notably military engagement with Iran – a very scary prospect – at the same time political gridlock extends to the President's impeachment, which remains ongoing and promises to make the run-up to the 2020 election particularly bitter, divisive and expensive, for both sides.

The 2017 Trump tax cut that led to a blip in economic growth and corporate earnings in 2018, had no real impact in 2019 and led to slower year-over-year economic growth and slowing corporate earnings growth. In order to combat this, and to prevent a global growth downward spiral, the Federal Reserve reversed its interest rate tightening strategy at the end of 2018, and elected to cut interest rates on three separate occasions in 2019—in hopes of stimulating growth and offset the negative repercussions of the trade war. The rate cuts, along with concerns about China and Iran over the Summer, led to a yield curve inversion (when longer term rates are LOWER than shorter term rates) that is traditionally thought of as an early indication of an impending recession. In the Fall, when the phase 1 trade deal came to fruition, the yield curve steepened but remains incredibly flat—which portends a very slow growth environment.

While the slowing growth in the U.S. is a concern that bears watching, Europe remains stuck in the mud and cannot accelerate its way out of 0-1% GDP growth, while China experienced its lowest growth (+6%) in over 30 years and although the economy continues to grow in absolute dollars, the tariffs and trade war are clearly taking an economic toll on the country and the rest of Asia that relies on the Chinese economic engine.

This global slowdown has a profound impact on the large multi-national companies that make up the bulk of the S&P 500. Many of these companies, whether technology, healthcare, industrial or consumer staple, rely on developed international markets and faster-growing emerging markets for 30-50% of sales. The health of these economies is critical to current and future growth and critical to continuing to develop and maintain diverse and lower-cost supply chains. The disruption to global growth from trade wars can be felt both on the corporate top-line and within the cost structure, and future uncertainty only serves to paralyze capital investment, which negatively affects both buyer and supplier alike.

All this divergent data must be put into the context of where we are in the economic and market cycles. As the stock market flirts with new all-time highs more than 11 years into a bull market, 2019 also saw a rotation into fixed income as investors seem to want some protection and safety in their portfolios. From Treasuries to investment grade corporates to municipal bonds, as interest rates continued lower around the world, fixed income securities continued to rally and produced very strong investment returns – at the same time equities did the same. This is clearly not the historic norm and gives some indication of just how “easy” money really is in the world and how confused investors remain about how best to invest their capital.

## **PORTFOLIO PERFORMANCE & COMMENTARY**

In the fourth quarter, Stralem’s Large Cap Equity Strategy (“LCES”) returned 6.88% gross of fees, versus the S&P 500 index return of 9.07%, for a relative underperformance of -2.19%. While the quarterly underperformance given the absolute strength of the market is not overly surprising, for the full year the LCES returned +24.4% vs the S&P 500 return of +31.5%. However, when performance is viewed from the end of Q318 through the end of 2019 – which includes the large market sell-off in Q419 and the record rebound in 2019 – the LCES is +12.0% vs the S&P 500 of +13.7%. This underperformance is a disappointment to us, but it does highlight the value of Stralem’s Participation with Protection philosophy.

When the S&P 500 produces a return as strong as Q419, the assumption would be that it was led by the highest growth and highest beta sectors. This is not exactly true about Q419. While every sector, other than REITs, was positive in the quarter, Technology (+14.3%), Healthcare (+14.3%) and Financials (+10.5%) were the clear winners, and REITs (-0.6%), Utilities (+0.8%) and Staples (+4.1%) were the laggards. The LCES maintains a healthy portfolio allocation to stocks and sectors that protect the downside, and in such a robust quarter (and year) it is very difficult for our style to outperform.

The under-allocation to Staples and REITs benefited the portfolio and offset our over-allocation to Utilities. Likewise, our strong overweight to Healthcare, largely offset our underweight to Financials. However, the sector that negatively affected the portfolio’s performance the most in the quarter was Technology, where our holdings were +8.0% and the benchmark was +14.3%. We tend to prefer strong cash flow, market share leaders with fortress balance sheets and attractive valuations like Oracle and Cisco Systems, but the market wanted growth regardless of valuation and those stocks led the way. In addition, Apple, which now has a market cap in excess of \$1.2 trillion and represents over 4.5% of the S&P 500 was +31.5% in the quarter! Not owning it was the largest single contributor to underperformance in the quarter.

Besides Apple, the portfolio owns Progressive Insurance (PGR) which was -6.2% in the quarter for no obvious reason other than it was +33.3% for the first 9 months of the year versus the S&P 500 at +20.6% - so perhaps

there was some profit taking. However, Boeing was the holding that negatively impacted performance the most as it was -13.9% in the quarter. The company's issues with its 737 Max are well publicized and while recertification has dragged out longer than originally planned (current expectation is mid-2020) and ultimately cost the CEO his job, we remain confident this is nothing more than a short-term hiccup that while costly, will not have a material impact on the company, its client base, its multi-year backlog or its future opportunities in commercial aircraft. There are several lessons learned and it is our belief the company will come out the other side a stronger, safer and likely a more profitable company.

The portfolio did benefit from some strong stock selection in the quarter that helped drive the strong absolute return. Adobe, a maker of software tools for online advertising, has been on a strong and consistent growth trajectory for several years, but after reporting a mixed quarter earlier in 2019 where the growth slowed, some investors assumed the growth had peaked. But Adobe's last two quarters have returned it to the same growth trajectory (+20%) and the stock was rewarded producing a 19.4% return in Q4. Similarly, Broadcom is a highly profitable semiconductor company that makes communication chips for Apple, and other technology companies. The company benefits from Apple's growth as well as growth in smart, connected devices. In 2018 when there were concerns about Apple's growth, Broadcom sold off, but in 2019 Apple flexed their muscle and Broadcom produced a 15.6% gain in the quarter. Tyson Foods, the largest protein producer in the U.S., was +16.6% in the quarter and benefited from the China phase 1 trade deal as it opened the door for Tyson to sell chicken and pork to China, a protein that is the staple of their diet and a product they desperate need given the Asian Swine Flu that forced the country to destroy a significant portion of its pig population.

Analyzing the portfolio in Stralem terms, for Q4 the two largest negative effects on performance were a) the over-allocation to Down Market securities (which detracted -0.74%) and b) the impact of not owning Apple which negatively impacted performance by -0.85%. The allocation to Down Market remains an integral part of our discipline and process and with the market entering 2020 at an all-time high, after an 11 year bull market and trading at an extended valuation, we do not believe altering this allocation is prudent.

## **PORTFOLIO ACTIVITY & OUTLOOK**

During the Q4 there were two securities sold and four securities bought, increasing the total number of holdings to 35. Within the Dominant Companies category of the Up Market, the Fund sold Carnival (CCL) and within the Low Price to Cash Flow category of the Down Market the fund sold Bank of New York (BK).

In the Up Market, the Fund purchased KeySight Technologies (KEYS) in the New Products category and Raytheon (RTN) in the Dominant Companies category while in the Down Market the Fund bought Tyson Foods (TSN) in the Low Price to Cash Flow category and Coca Cola (KO) in the High Yield category.

A significant driver of Carnival's investment thesis was the company's plans to expand in Europe and Asia while launching new destinations in the Caribbean. Both of those drivers were impacted by the global economic slowdown due to the trade wars that had a chilling effect on demand in some of the previously strong growth markets in Europe and Asia. And while cruising remains an affordable indulgence for many, we became concerned about a secular impact in demand, and decided to exit the position.

Bank of New York's attractiveness as an investment was because it is largely a stable, fee-centric, custody bank with margins below its peers. The company became intriguing with the hiring of Charlie Scharf, Jamie Dimon protégé, from Visa, who convinced investors he could cut costs, drive higher margins, increase investment in technology and innovation, and take advantage of the rising rate environment. However, while interest rates rose initially, they quickly reversed, and Mr. Scharf was recruited to become CEO of Wells Fargo. With limited progress to date on Scharf's restructuring plan and a search underway for a new CEO, we decided it was time to exit the position.

Keysight Technologies is a test and measurement company that was spun-off of Agilent Technologies (which itself was spun-off of Hewlett Packard) in 2014 and the company has a niche in the technology hardware and infrastructure market. One of the largest drivers of growth is the expected expansion of next-gen wireless cellular capabilities via 5G, which will allow increasing broadband functionality over cellular networks. With customers up and down the Communications supply chain, Keysight expects to be a big beneficiary as this new technology continues to roll out in 2019 and beyond.

Raytheon Technologies will become one of the largest Commercial Aerospace and Defense manufacturers when it completes its merger with United Technologies in 2020. In conjunction with the merger, UTX also intends to sell-off its Otis Elevator and Carrier business units and become more focused on next generation aerospace. The new company will be a dominant player in several commercial aerospace categories that will enable it to grow as the world's airlines continue to expand along with the rising middle class' desire to travel. The Department of Defense is very supportive of the merger and the combined company will have a strong balance sheet and steady cash flow to enable it to invest in R&D, innovate and potentially perform tuck-in acquisitions.

Tyson Foods, the nation's largest public packaged food producer (larger than Pepsi) with an almost exclusive focus on protein-based foods (beef, pork, chicken) caters to the growing global middle class and their desire for a more complex diet. China is a significant end market and while the tariffs are having a near-term impact on demand, it is offset by the Asian Swine Flu (ASF) that forced China to kill-off a significant portion of its existing pig population. Pork is the #1 protein consumed in China and it can take several years to rebuild a pig herd which enables Tyson to be in a strong position to benefit on both a cyclical and secular basis. In addition, in developed markets, Tyson is becoming more vertically integrated and through several acquisitions can now offer more packaged and prepared foods that not only address a growing need from U.S. consumers, but these products carry a much higher margin. The combination of limited global suppliers, secular and cyclical demand and improving margins makes the company quite attractive.

Lastly, Coca-Cola is a well-known brand that is undergoing an internal restructuring under a new management team that has created more growth opportunities, more innovation, and more of a focus on capital allocation and profit generation – all music to our ears. Previously the company was too focused on brand Coca Cola and, when consumers sought lower sugar options, Coke lacked options. The new management team sold off many of the capital-intensive bottling operations and plowed the proceeds into acquisitions buying Costa Coffee and developing a partnership with Monster Energy drinks. This is radical innovation for Coke but the management brought process and discipline to innovation that should improve the probability of success. Already the product portfolio has been transformed and packaging changes implemented which has created a growth engine that is less focused on mere volume growth, but rather on profits. The company has started to see results and we expect the success to continue.

The Stralem philosophy is about preparing for the future rather than trying to predict it. We believe that despite the record length of this economic expansion and bull market, the portfolio is well suited for the additional market volatility that likely lies ahead. With the Fed cutting rates and buying bonds (Quantitative Easing), and the U.S. economy stable at ~2% GDP growth, we think investors will apply more focus to the ongoing trade negotiations with China post phase one and its impact on global growth while watching the manufacturing sector for spillover into consumer spending and confidence. The market wants a solution that will re-invigorate growth in the 2<sup>nd</sup> largest economy in the world and still one of the fastest growing. We remain skeptical that a broader and superior deal can be completed, and we also have some concerns about what lies ahead as political attention turns to the election in 2020. As candidates jockey for position, it is very likely that proposals presented may impact certain sectors or stocks more than others. We will look through all the rhetoric and remain focused on the fundamentals.

## CONCLUSION

While we recognize that our style may not result in the sexiest portfolio or the highest-flying investment returns, our disciplined process is time-tested and proven over 50+ years of our history. We've managed through periods where the idea of any amount of portfolio protection seems foolish and weighs on results. Yet the past year has provided the perfect opportunity to demonstrate the value of protecting capital when markets fall and participating when they rebound. Markets are always difficult to predict and rarely behave as expected, but one thing we at Stralem believe without question is that over time, "participation with protection" is the best way to achieve long term wealth creation. And this is why we too invest our money right alongside our clients.

Please feel free to contact us if you would like to receive a copy of our quarterly "West of the Hudson" letter or to be added to any update lists. We appreciate your on-going interest in Stralem & Company and look forward to seeing you in the near future.

Sincerely,



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## GIPS Disclosure

Large Cap Equity Strategy Composite Annual Disclosure Presentation											
Year End	Total Firm	Composite Assets		Annual Performance Results				3 Year Annualized Performance		3 Year Annualized Ex-Post Standard Deviation (based on monthly returns)	
	Assets (millions)	Assets (millions)	Number of Accounts	Composite		S&P 500	Composite Dispersion	Composite	S&P 500	Composite	S&P 500
				Gross	Net						
2019	253	186	19	24.39%	23.54%	31.49%	0.36%	12.16%	15.27%	11.43%	11.93%
2018	292	181	19	-3.35%	-3.96%	-4.38%	0.34%	7.37%	9.27%	9.88%	10.80%

2017	685	545	34	17.37%	16.65%	21.83%	0.30%	9.65%	11.41%	9.18%	9.92%
2016	958	838	51	9.14%	8.46%	11.96%	0.40%	6.65%	8.87%	9.79%	10.59%
2015	1,129	955	64	2.91%	2.19%	1.38%	0.40%	12.95%	15.13%	10.33%	10.48%
2014	2,297	2,089	140	8.01%	7.27%	13.69%	0.30%	15.03%	20.41%	8.50%	8.98%
2013	3,522	3,352	246	29.65%	28.76%	32.39%	0.60%	15.32%	16.18%	10.29%	11.94%
2012	3,434	3,283	278	8.69%	7.95%	16.00%	0.60%	9.44%	10.87%	12.35%	15.09%
2011	3,695	3,584	296	8.83%	8.06%	2.11%	0.60%	13.58%	14.11%	15.73%	18.70%
2010	3,292	3,059	306	10.82%	10.06%	15.06%	0.50%	-0.76%	-2.85%	18.89%	22.16%
2009	2,514	2,292	265	21.49%	20.65%	26.46%	0.70%	0.06%	-5.63%	17.30%	19.91%
2008	1,803	1,649	206	-27.41%	-27.93	-37.00%	0.50%	-3.00%	-8.36%	13.36%	15.29%
2007	2,092	1,938	176	13.59%	12.74%	5.49%	0.40%	12.58%	8.62%	7.12%	7.79%
2006	1,631	1,472	152	10.68%	9.88%	15.79%	0.40%	13.83%	10.44%	6.62%	6.92%
2005	1,106	786	86	13.51%	11.85%	4.91%	0.70%	18.01%	14.39%	8.35%	9.17%
2004	644	387	38	17.42%	15.72%	10.88%	0.60%	5.15%	3.60%	11.30%	15.07%
2003	350	152	14	23.30%	21.50%	28.68%	1.70%	-0.02%	-4.05%	12.84%	18.33%
2002	234	76	6	19.70%	-20.91	-22.06%	n/a	-4.95%	-14.55%	12.98%	18.81%
2001	267	93	≤5	0.95%	-0.54%	-11.93%	n/a	12.51%	-1.04%	12.87%	16.94%
2000	266	85	≤5	5.93%	4.38%	-9.10%	n/a	24.33%	12.26%	14.13%	17.66%
1999	326	33	≤5	33.16%	31.88%	21.04%	n/a	33.15%	27.56%	14.59%	16.76%
1998	288	25	≤5	36.23%	34.91%	28.58%	n/a	29.85%	28.23%	16.84%	16.24%
1997	260	29	≤5	30.13%	28.86%	33.36%	n/a	30.55%	31.15%	14.83%	11.30%
1996	230	24	≤5	23.51%	22.31%	22.96%	n/a	22.82%	19.68%	14.10%	9.72%
1995	121	23	≤5	38.42%	37.08%	37.58%	n/a	15.38%	15.34%	11.00%	8.34%
1994	104	16	≤5	8.37%	7.30%	1.32%	n/a	5.17%	6.27%	10.11%	8.06
1993	106	14	≤5	2.40%	1.40%	10.08%	n/a				
1992	80	12	≤5	4.82%	3.79%	7.62%	n/a				

## Performance Notes

Stralem & Company (“Stralem”) is an independent, SEC registered investment adviser established in 1966. Registration does not imply a certain level of skill or training. The Large Cap Equity Strategy™ Composite (LCES) consists of fully discretionary large capitalization equity accounts. The investment objective of the LCES is to deliver above market returns with less risk during both up and down markets. The investment philosophy of the Large Cap Equity Strategy is predicated on the belief that there are four types of market environments, two types of bull markets and two types of bear markets each characterized by momentum and valuation factors. Market environments affect portfolio structure, so it is critical to identify and prepare for changing market environments. The Large Cap Equity Strategy adds value by purchasing a set of fundamentally solid growth companies along with a set of companies that deliver strong cash flow and adjusting the balance between these two groups depending on where we are in the market cycle. Stralem defines the LCES as a conservative growth strategy that also focuses on preserving capital during down markets.

For comparison purposes, the composite is measured against the S&P 500 index. The S&P 500 index is widely recognized as a leading indicator of the U.S. equity markets. Prior to 7/1/2014, the Russell 1000 growth index was presented in addition to the S&P 500 as an additional benchmark for the LCES composite.

Stralem claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Stralem has been independently verified for the periods January 1, 1992 through December 31, 2018. 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 Large Cap Equity Strategy Composite has been examined for the periods January 1,

1992 through December 31, 2018. The verification and performance examination reports are available upon request.

The Large Cap Equity Strategy Composite was created July 1, 2002.

The firm maintains a complete list and description of composites, which is available upon request. To receive a complete list and description of Stralem's composites contact Stralem at 212-888-8123.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

The U.S. Dollar is the currency used to express performance. Returns are presented both gross and net of management fees and include the reinvestment of all income. There are portfolios included in the composite which have directed brokerage arrangements and are not charged trading commissions by their broker. These portfolios currently represent 0% of composite assets. Performance for these accounts do not include transaction costs, and it has been determined that there is no material impact on composite performance. Returns are presented gross of custodial fees and withholding taxes but net of all trading expenses. Gross returns will be reduced by investment advisory fees and other expenses that may be incurred in the management of the account. Actual investment advisory fees incurred by clients may vary. Net of fee performance is calculated using a weighted-average fee based on actual fees. From 2008 to 2015, net performance is calculated using a model fee of 0.70%. From 2006 to 2008, net performance is calculated using a weighted-average fee based on actual fees. Prior to 2006, net performance is calculated using the highest client's management fee in the composite. From 2000 - 2005 the highest fee was 1.50%. Prior to 2000 the highest fee was 1.00%. A fee schedule is an integral part of a complete presentation and is described in Part 2 of the firm's ADV, which is available upon request. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. The investment management fee schedule is as follows: 0.80% on the first \$5 million, 0.70% on the next \$20 million, and 0.50% on the remainder. Clients may have different fee arrangements than the above fee schedule with fees that are higher or lower depending on when the contract was entered into and the services provided. Accounts that require additional resources for administration, management and servicing may be charged an advisory fee of up to 1.25% per annum. Upon request, Stralem will also provide its clients with a fulcrum fee arrangement, which includes a lower, fixed advisory fee plus a performance based fee. Fulcrum fees arrangements may vary among clients.

Prior to 1997, carve-outs are included in this composite and performance reflects required total segment plus cash returns. All cash not directly related to fixed income is included in the equity carve-out. 100% of composite assets were comprised of carve-out segments prior to 1997. There are no carve-out segments in the composite subsequent to 1996.

**Definitions:**

Standard Deviation is a measure of absolute volatility of returns.