



## Firm Overview

Farr, Miller & Washington, established in 1996, is a **GIPS** (Global Investment Performance Standards) compliant, conservative manager of assets and wealth. Our longstanding investment philosophy and discipline are grounded in fundamental research of **individual stocks, bonds and ETFs**.

We offer a dedicated client service team with an unwavering focus on our clients and their goals. Each portfolio is **customized** and managed individually based on the client's particular risk tolerance, tax status, existing positions, long-term goals and cash flow needs. Clients enjoy a close relationship with Portfolio Managers as well as access to our team of Research Analysts.

## Portfolio Objective

- Seeks capital appreciation through a diversified portfolio of long-term investments using fundamental, bottom-up research
- Invests in common stock of 30-40 high quality companies
- Focuses on valuation providing downside protection and capital preservation in weak markets
- The Investment Committee uses best efforts to minimize short and long-term capital gains taxes

## Investment Strategy

The Investment Committee invests in companies with a history of consistent profits and high returns on capital that are trading at a reasonable valuation. Particular attention will be paid to balance sheet strength, low reinvestment requirements, growing cash flow, absolute and relative valuation, dividend coverage, secular growth drivers and competitive advantages. The Investment Committee selects companies that have good prospects for capital appreciation over a three to five year time period.

## Investment Process

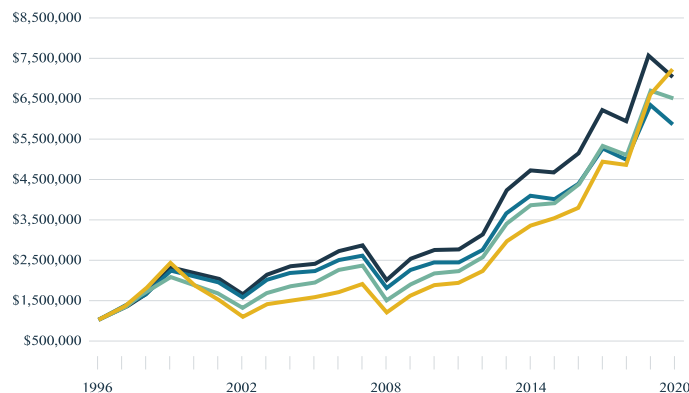
- 1 New Idea Generation:** Our research process identifies potential investments through qualitative and quantitative approaches.
- 2 Proprietary Research:** Once a potential investment is identified, we rigorously analyze the company's financial history and assess its prospects. We develop long-range financial projections and assess the risks associated with meeting these projections. We perform extensive valuation work to determine an "intrinsic value" range for the company.
- 3 Portfolio Construction:** Upon completion of the proprietary research, the investment is presented to the committee. Those investments approved by the committee will be added to the portfolio. Individual portfolios typically consist of 30-40 securities.
- 4 Sell Discipline:** The firm will look to trim or sell a stock if its market value rises considerably past our "intrinsic value," if we believe management has become disingenuous, if our original investment thesis changes, or if there is a deterioration in company fundamentals.

### Annualized Returns 12/31/96-6/30/20<sup>1</sup>

FMW (Gross)	FMW (Net)	S&P 500	Russell 1000 Growth
8.67%	7.84%	8.31%	8.81%

(1) Past performance is not indicative of future results. Please refer to the annual disclosure presentation found on the reverse side.

### Large Cap Growth Equity Composite<sup>1</sup> Growth of \$1,000,000 invested on 12/31/96 through 6/30/20



FMW (Gross)	FMW (Net)	S&P 500	Russell 1000 Growth
6/30/20 Value: \$7,049,558	6/30/20 Value: \$5,888,384	6/30/20 Value: \$6,520,247	6/30/20 Value: \$7,266,974

### Top 5 Holdings 6/30/20<sup>1\*\*</sup>

1. Microsoft Corp
2. Alphabet Inc
3. Johnson & Johnson
4. Lowes Companies Inc
5. Procter & Gamble Co

\* Individual stock weightings are inclusive of cash. This supplemental information complements the attached annual disclosure presentation found on the reverse side.

\*\* The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable.

### Sector Allocation<sup>2</sup>

Healthcare	24.2%
Information Technology	17.1%
Industrials	13.0%
Consumer Staples	12.9%
Communications Services	12.9%
Consumer Discretionary	11.0%
Financials	8.9%
Energy	0%
Basic Materials	0%

(2) Industry weightings are exclusive of cash. This supplemental information complements the attached annual disclosure presentation found on the reverse side.

## Our Offices

### Washington D.C.

1020 19th Street, NW Suite 200  
Washington, DC 20036  
(202) 530-5600

### Naples, Florida

599 Tamiami Trail North, Suite 201  
Naples, FL 34102  
800-390-3277

### Devon, Pennsylvania

237 W. Lancaster Ave, Suite 110  
Devon, PA 19333  
1 (800) 390-3277

### Memphis, Tennessee

4646 Poplar Avenue, Suite 244  
Memphis, TN 38117  
(202) 530-0828

**Portfolio Characteristics\***
**FMW Large Cap Growth**
**S&P 500 Index**

Number of Stocks	28	505
Weighted Average Market Cap	\$337.40 Billion	\$401.22 Billion
Forward P / E	25.39 x	21.88 x
Long-Term EPS Growth	9-11%	6%
Dividend Yield	1.60%	1.86%
Beta (Since Inception) vs SPX	0.91	1.00
Upside Capture (Since Inception) vs SPX <sup>1</sup>	95.11%	100.0%
Downside Capture (Since Inception) vs. SPX <sup>1</sup>	90.49%	100.0%

\* This supplemental information complements the annual disclosure presentation below. 1. Source - PSN Informa

**Farr, Miller & Washington, LLC Large Cap Growth Equity Composite Annual Disclosure Presentation**

Year End	Total Firm	Composite Assets		Annual Performance Results					Ex Post Standard Deviation (Rolling 3 Years)		
	Assets (millions)	USD (millions)	Number of Accounts	Composite Gross	Composite Net	S&P 500	Russell 1000 Growth	Composite Dispersion	Composite	S&P 500	Russell 1000 Growth
2019	1866	594	115	28.00%	27.15%	31.49%	36.39%	0.7%	11.50%	11.93%	13.07%
2018	1513	482	132	-4.44%	-5.09%	-4.38%	-1.51%	0.5%	10.39%	10.80%	12.13%
2017	1485	518	132	20.86%	20.03%	21.83%	30.21%	0.6%	9.34%	9.92%	10.54%
2016	1258	440	140	10.33%	9.55%	11.96%	7.08%	0.7%	9.90%	10.59%	11.15%
2015	1174	441	149	-1.30%	-2.00%	1.38%	5.67%	0.6%	10.71%	10.47%	10.70%
2014	1208	421	144	12.29%	11.48%	13.69%	13.05%	0.5%	9.69%	8.97%	9.59%
2013	1058	364	117	34.55%	33.65%	32.39%	33.48%	0.7%	12.04%	11.94%	12.18%
2012	804	255	106	13.79%	12.98%	16.00%	15.26%	0.6%	14.64%	15.09%	15.66%
2011	782	162	108	0.63%	-0.09%	2.11%	2.64%	0.6%	16.05%	18.71%	17.76%
2010	719	183	121	9.00%	8.21%	15.06%	16.71%	0.5%	18.71%	21.85%	22.11%
2009	662	144	104	26.88%	25.90%	26.46%	37.21%	1.4%	16.27%	19.63%	19.73%
2008	459	115	111	-30.70%	-31.24%	-37.00%	-38.44%	1.2%	13.89%	15.08%	16.40%
2007	575	187	134	5.34%	4.53%	5.49%	11.81%	1.3%	08.09%	07.68%	08.54%
2006	550	161	124	12.93%	12.05%	15.79%	9.07%	1.1%	07.62%	06.82%	08.31%
2005	485	161	142	2.59%	1.77%	4.91%	5.26%	1.2%	08.80%	09.04%	09.53%
2004	487	163	135	9.94%	9.05%	10.88%	6.30%	2.3%	13.72%	14.86%	15.44%
2003	434	132	114	29.94%	28.89%	28.68%	29.75%	4.2%	16.31%	18.07%	22.66%
2002	298	104	105	-18.76%	-19.45%	-22.10%	-27.88%	3.4%			
2001	345	139	128	-7.59%	-8.34%	-11.89%	-20.42%	3.3%			
2000	362	135	108	-5.34%	-6.10%	-9.10%	-22.42%	7.0%			
1999	321	89	82	35.41%	34.32%	21.04%	33.16%	13.8%			
1998	240	64	63	30.95%	29.82%	28.58%	38.71%	8.3%			
1997	188	47	52	30.31%	29.04%	33.36%	30.49%	3.7%			

Farr, Miller & Washington, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Farr, Miller & Washington, LLC has been independently verified for the periods December 31, 2016 through December 31, 2018 by ACA Performance Services, LLC, and for the period January 1, 1997 through December 31, 2016 by Ashland Partners & Company LLP. 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 Growth Equity composite has been examined for the periods January 1, 1997 through December 31, 2018. The verification and performance examination reports are available upon request.

**Notes:**

- Farr, Miller & Washington, LLC is a registered investment adviser and defined as an independent management firm.
- Large Cap Growth Equity composite contains fully discretionary taxable and tax-exempt growth accounts managed in accordance with the company growth style. Growth Equity portfolio is a conservative diversified portfolio of 30 to 40 high-quality growth companies. The portfolio employs a buy to hold philosophy. The goal is to exceed the performance of the market over a full market cycle (3 to 5 years) without taking on more risk than overall market. Individual weightings are no greater than 4% of total assets at purchase and the portfolio is fully invested with at target cash position of approximately 5%. Farr Miller seeks leading companies in industries with attractive secular growth prospects that have strong management teams, great long term track records, conservative balance sheets, high return on capital, and sustainable free cash flow. The firm performs in depth valuation work to determine whether each stock has a reasonable chance of out performing the market over the subsequent 5 years. The firm believes that this long term mindset allows it to ignore the short term noise in favor of long term fundamentals. The risk/reward proposition must make sense for long term investors and our focus on valuation has historically provided downside protection and preservation of capital in weak markets. The account minimum for the composite is \$200 thousand.
- For comparison purposes, the composite is measured primarily against the S&P 500 and secondarily versus the Russell 1000 Growth index. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- The Russell 1000 Growth Index was introduced effective January 1, 2006 as a supplemental benchmark to further exhibit the management style.
- Prior to January 1, 2010 less than 1% of composite assets were comprised of equity segment of balanced accounts as carve outs and performance reflects required total segment plus cash returns, with all cash allocated to equity segment.
- 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.
- Valuations are computed and performance is reported in U.S. dollars.
- 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.
- The investment management fee schedule is as follows: 1.00% for the first \$4 million, 0.80% for the next \$6 million, and 0.60% for \$10 million and greater. Actual investment advisory fees incurred by clients may vary.
- The annual composite dispersion presented is an equal-weighted standard deviation calculated for the accounts in the composite for the entire year.
- The Large Cap Growth Equity Composite was created January 1, 1997. A complete list of composite descriptions is available upon request.
- The three year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36 month period. The standard deviation is not present for 1997 through 2002 because monthly composite and benchmark returns were not available, and is not required for periods prior to 2011.
- The name of the composite has been changed from Growth Equity to Large Cap Growth Equity since February 25, 2015.