

9/30/20

**Firm overview**

Federated Hermes, Inc. is a leading \$614.8 billion global investment manager (assets under management as of 9/30/20). Guided by our conviction that responsible investing is the best way to create wealth over the long term, Federated Hermes offers world-class investment management and engagement services. Our products span equity, fixed-income, alternative/private markets, multi-asset and liquidity management strategies and a range of separately managed account strategies, all distributed through a network of institutions and intermediaries worldwide.

**Composite**

Federated Hermes Strategic Value Dividend SMA

**Index**

Dow Jones U.S. Select Dividend Index

**Secondary index**

S&P 500 Index

**Key investment team**

Daniel Peris, Ph.D., CFA®

Deborah Bickerstaff

Jared Hoff

Michael Tucker

**Philosophy**

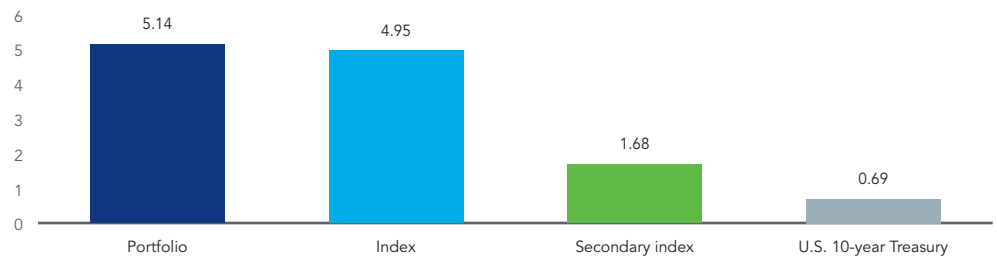
We view ourselves as investors in businesses and, as such, we believe a diversified portfolio of high-dividend-paying stocks with the potential for a rising dividend income stream can produce attractive total returns over time while limiting risk.

**Objective**

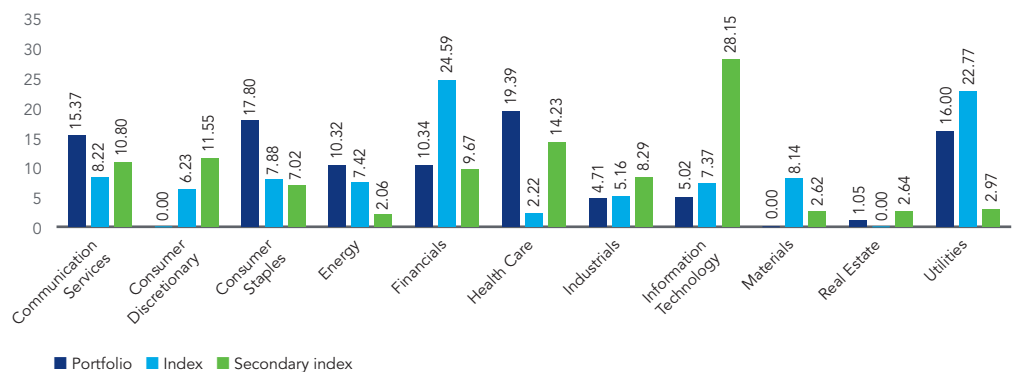
The strategy's objective is to provide a high level of current income, long-term capital appreciation driven by dividend growth and lower downside risk.

- Pursues a substantially higher dividend yield than the broad market average.
- Invests in companies that are positioned to increase their dividend distribution over time.
- Seeks to offer competitive performance in strong market environments and lower downside risk in periods of broad market weakness.

**Dividend yield (%)**



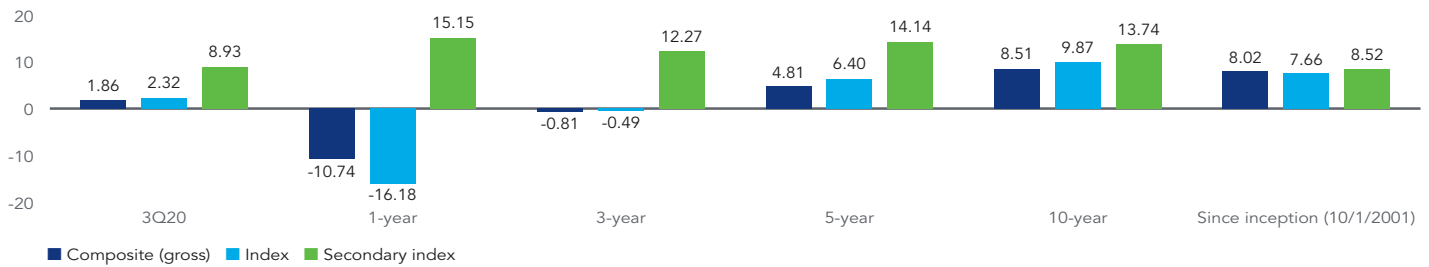
**Sector weightings (%)**



Data as of 9/30/20. Information is supplemental to the attached GIPS report.

While there is no assurance that the strategy will achieve its objective, the advisor endeavors to do so by selecting securities in the manner described in this document. Performance data quoted represents past performance, which is not indicative of future results.

## Annualized returns (%)\*



## Portfolio characteristics

	Portfolio	Index	Secondary index
<b>Dividend yield (%)***</b>	5.14	4.95	1.68
<b>EPS growth (next 5 years)***(%)</b>	6.38	6.09	12.71
<b>P/E ratio (LTM)**</b>	17.83x	16.09x	32.69x
<b>Price/book value ratio**</b>	2.77x	1.79x	6.37x
<b>Price/cash flow ratio**</b>	8.87x	6.51x	19.77x
<b>Market capitalization (mil.)***</b>	\$110,679	\$47,784	\$452,958
<b>Turnover (trailing 1-year) (%)</b>	38.04	—	—
<b>Number of holdings</b>	39	100	500

## Top holdings (%)

	Portfolio
<b>Philip Morris International Inc.</b>	4.71
<b>Verizon Communications</b>	4.70
<b>AT&amp;T, Inc.</b>	4.55
<b>Pfizer, Inc.</b>	4.26
<b>AbbVie Inc.</b>	4.25
<b>Canadian Imperial Bank of Commerce</b>	4.21
<b>British American Tobacco PLC</b>	3.77
<b>BCE, Inc.</b>	3.66
<b>Gilead Sciences, Inc.</b>	3.34
<b>Duke Energy Corp.</b>	3.33

## Calendar year returns (%)\*

	Composite (gross)	Index	Secondary index
<b>2011</b>	16.85	12.42	2.11
<b>2012</b>	7.53	10.84	16.00
<b>2013</b>	21.59	29.06	32.38
<b>2014</b>	12.34	15.36	13.68
<b>2015</b>	4.00	-1.64	1.37
<b>2016</b>	10.05	21.98	11.95
<b>2017</b>	15.64	15.44	21.82
<b>2018</b>	-7.89	-5.94	-4.40
<b>2019</b>	20.43	23.11	31.49
<b>2020 (YTD)</b>	-14.84	-19.86	5.57

Portfolio information is derived from a model portfolio managed in the strategy as of 9/30/20. Since this is a managed portfolio and market conditions can fluctuate suddenly and frequently, the portfolio holdings and investment mix will change. Information is supplemental to the attached GIPS report.

Total returns for periods of one year or less are cumulative.

\*For a comparison of gross to net returns, see chart on page 5. "Pure" gross-of-fees returns do not reflect the deduction of any expenses, including trading costs. "Pure" gross-of-fees returns are supplemental to net returns. This information is supplemental to the attached GIPS report, which should be referred to for the current performance, including the net figures and index changes.

\*\*Weighted Median

\*\*\*Weighted Average

<sup>1</sup> Versus the S&P 500. The 3-year beta is derived using three years of monthly linked returns to calculate the covariance of the portfolio and the broad market divided by the variance of the 3-year monthly linked returns of the broad market.

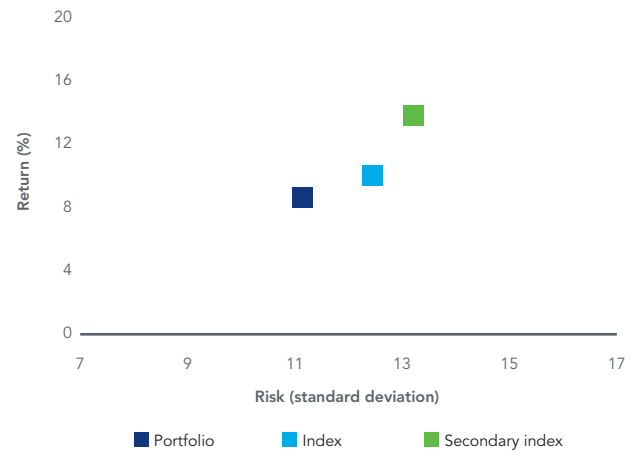
<sup>2</sup> 5-year weighted average beta of the underlying stocks versus their local market.

**Past performance is no guarantee of future results.**

## Risk statistics

	Portfolio	Index	Secondary index
<b>Beta using monthly returns (3-year)<sup>1</sup></b>	0.72	0.77	1.00
<b>Beta of underlying stocks*** (5-year)<sup>2</sup></b>	0.78	1.01	1.00
<b>R-squared (5-year) vs. index</b>	0.80	1.00	—
<b>R-squared (5-year) vs. secondary index</b>	0.62	—	1.00
<b>Standard deviation (5-year)</b>	12.81	14.80	14.76
<b>Upside capture ratio (10-year) (%)</b>	—	80	63
<b>Downside capture ratio (10-year) (%)</b>	—	72	66

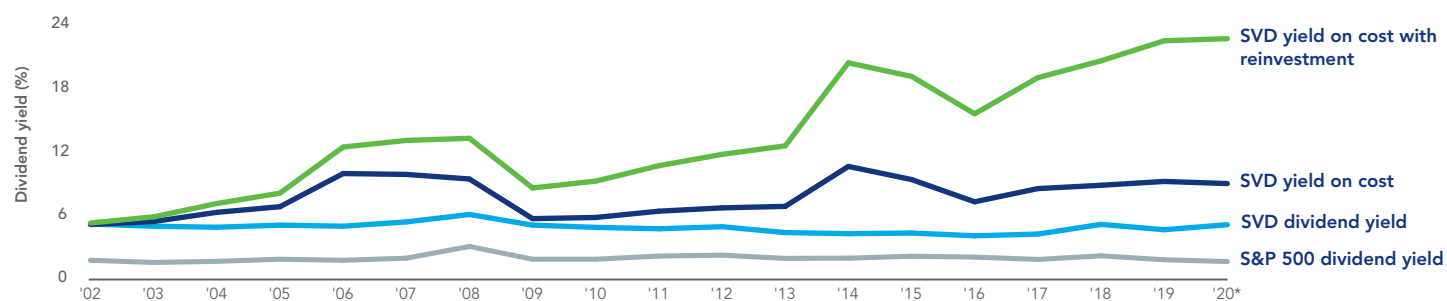
## 10-year risk/return trade-off\*



## Country weightings (%)

	Portfolio
<b>United States</b>	72.98
<b>United Kingdom</b>	14.84
<b>Canada</b>	12.18

## Yield history



Past performance is not indicative of future results. Data reflects the representative portfolio of the wrap composite.

\*As of 9/30/20.

## Top ten consecutive dividend payers

Company	GICS sector	Prospective dividend yield (%)	Paid dividend consecutively since
<b>Canadian Imperial Bank of Commerce</b>	Financials	5.87	1868
<b>GlaxoSmithKline PLC</b>	Health Care	5.51	1889
<b>AT&amp;T, Inc.</b>	Communication Services	7.30	1893
<b>Verizon Communications</b>	Communication Services	4.22	1893
<b>General Mills, Inc.</b>	Consumer Staples	3.31	1899
<b>American Electric Power Co., Inc.</b>	Utilities	3.43	1910
<b>Exxon Mobil Corp.</b>	Energy	10.14	1911
<b>Chevron Corp.</b>	Energy	7.17	1912
<b>3M Company</b>	Industrials	3.67	1916
<b>International Business Machines Corp.</b>	Information Technology	5.36	1916

Dividend payment histories account for structural changes companies have experienced.

Information is supplemental to the attached GIPS report.

## Dividend increases/cuts

	Increases	Cuts		Increases	Cuts
<b>2011</b>	33	1	<b>2016</b>	35	0
<b>2012</b>	33	0	<b>2017</b>	31	0
<b>2013</b>	33	1	<b>2018</b>	32	0
<b>2014</b>	40	0	<b>2019</b>	31	2
<b>2015</b>	35	0	<b>2020 (YTD)</b>	18	4

## Purchases during the quarter

### Established positions within the portfolio

Crown Castle International Corp. (CCI)  
Eaton Corp. PLC (ETN)  
General Mills, Inc. (GIS)  
JPMorgan Chase & Co. (JPM)

### Increased positions within the portfolio

American Electric Power Co., Inc. (AEP)  
Bristol-Myers Squibb Company (BMY)  
British American Tobacco P.L.C. – ADR (BTI)  
Gilead Sciences, Inc. (GILD)  
Merck & Co., Inc. (MRK)  
TC Energy Corporation (TRP)

## Sells during the quarter

### Reduced positions within the portfolio

AbbVie Inc. (ABBV)  
The Coca-Cola Company (KO)  
Dominion Energy, Inc. (D)  
Duke Energy Corporation (DUK)  
GlaxoSmithKline PLC – ADR (GSK)  
United Parcel Services, Inc. (UPS)

### Eliminated positions from the portfolio

BP PLC – ADR (BP)

Information as of 9/30/20.

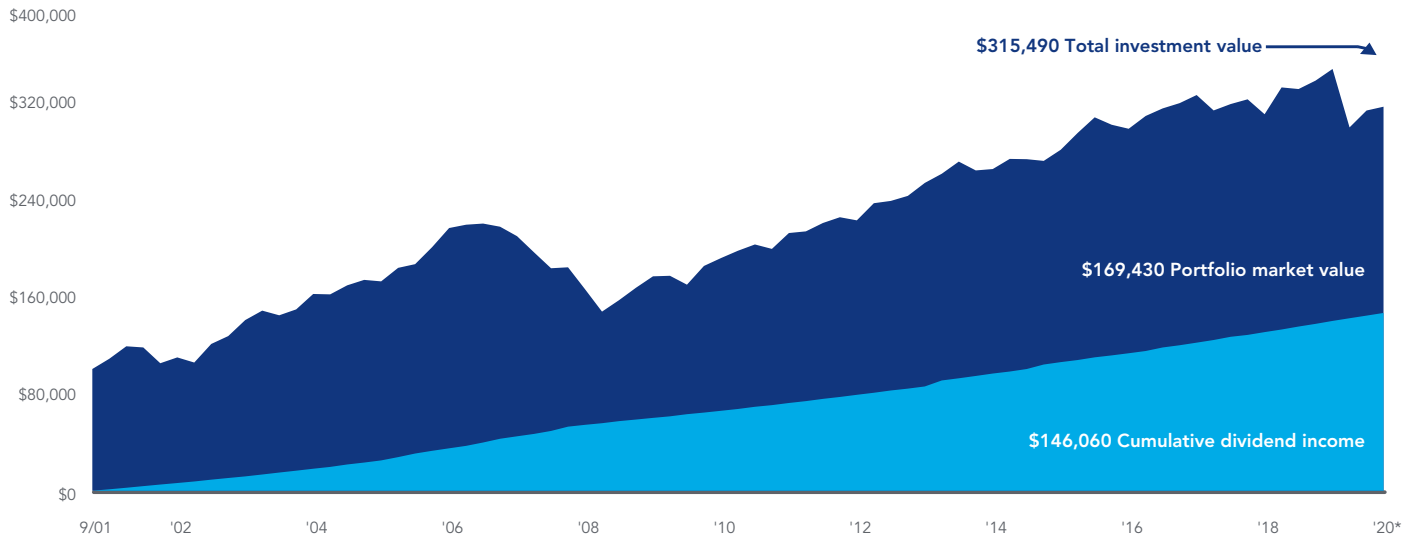
Holdings are subject to change and should not be considered recommendation to hold or sell any particular security.

Past performance is not indicative of future results.

Information is supplemental to the attached GIPS report.

## Strategic Value Dividend SMA price appreciation and dividend income growth

**\$315,490—Total investment value at 9/30/20**



\*As of 9/30/20.

Source: Federated Hermes, Inc.

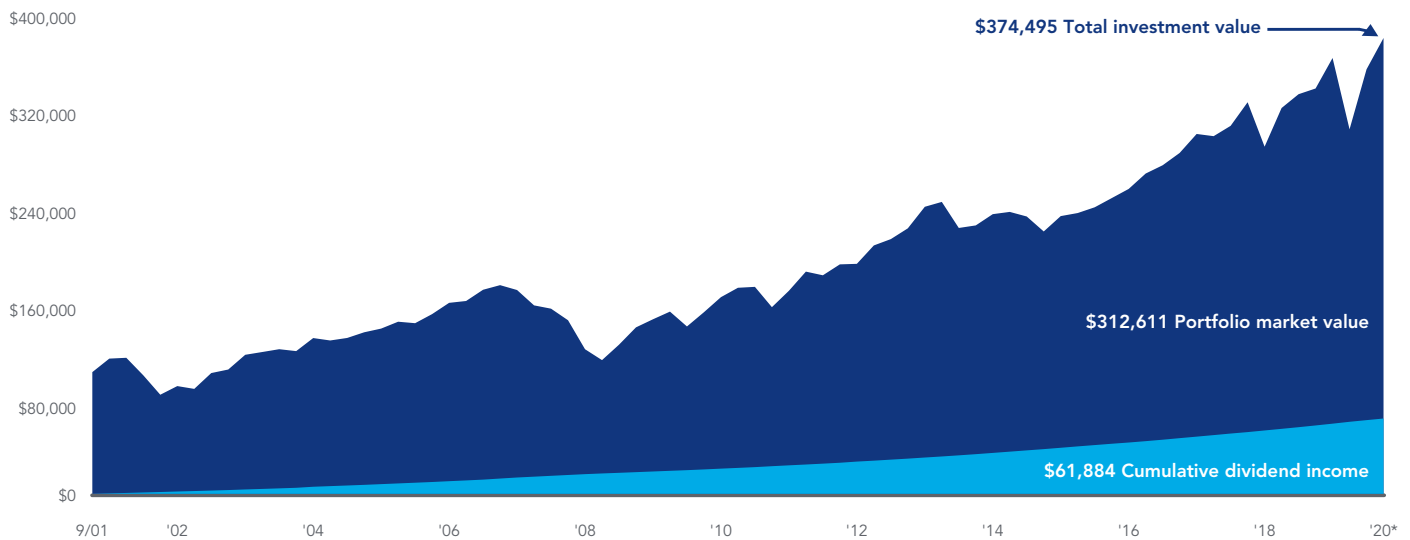
Represents a hypothetical investment of \$100,000 at September 30, 2001, with no expenses. The portfolio's cumulative price return reflects the divesting of all dividends and distributions. Total investment value, cumulative price appreciation and dividend income, would be \$315,490 at 9/30/20.

**Hypothetical illustration above reflects gross returns and does not include the deduction of investment management fees. A maximum wrap fee of 3.00% would have returned a net amount of \$206,079 for this example. See your financial professional for specific fee information.**

**Past performance is not indicative of future results.** Information is supplemental to the attached GIPS report.

## S&P 500 Index price appreciation and dividend income growth

**\$374,495—Total investment value at 9/30/20**



\*As of 9/30/20.

Source: Federated Hermes, Inc.

Represents a hypothetical investment of \$100,000 at September 30, 2001, with no expenses. The index's cumulative price return reflects the divesting of all dividends and distributions. Total investment value, cumulative price appreciation and dividend income, would be \$374,495 at 9/30/20.

**Past performance is not indicative of future results.** This chart is for illustrative purposes only and is not representative of any specific investment portfolio.

## Schedule of rates of return and statistics

Composite	Federated Hermes Strategic Value Dividend SMA
Index	Dow Jones Select Dividend; prior to Jan 07 Russell Midcap Value
Periods ending	9/30/2020

### Returns (%)

	Composite pure gross return <sup>^</sup>	Index	Net composite return (assuming maximum fee)
<b>Q3 20</b>	1.86	2.32	1.10
<b>YTD</b>	-14.84	-19.86	-16.77
<b>1 Year</b>	-10.74	-16.18	-13.41
<b>3 Years (Annldz)</b>	-0.81	-0.49	-3.75
<b>5 Years (Annldz)</b>	4.81	6.40	1.72
<b>7 Years (Annldz)</b>	5.96	7.02	2.84
<b>10 Years (Annldz)</b>	8.51	9.87	5.32
<b>15 Years (Annldz)</b>	6.04	6.30	2.92
<b>Oct 01 - Jun 20 (Annldz)<sup>^^</sup></b>	8.02	8.61	4.84

	Composite pure gross return (%) <sup>^</sup>	Composite net return (%)	Benchmark return (%)	*Composite 3-yr st dev	*Benchmark 3-yr st dev	Number of portfolios	**Dispersion	Composite assets (\$mil)	Firm assets (\$bil)
<b>2010</b>	13.15	9.84	18.32	17.18	23.70	5,818	0.31	1,470.9	354.3
<b>2011</b>	16.85	13.44	12.42	14.33	19.86	5,869	1.10	1,678.9	363.9
<b>2012</b>	7.53	4.37	10.84	10.48	11.50	6,300	0.47	1,817.0	371.3
<b>2013</b>	21.59	18.05	29.06	8.53	9.36	7,420	0.42	2,444.2	366.8
<b>2014</b>	12.34	9.05	15.36	8.92	9.04	6,412	0.23	2,223.3	349.3
<b>2015</b>	4.00	0.93	-1.64	9.97	9.91	6,982	0.21	2,303.9	343.4
<b>2016</b>	10.05	6.82	21.98	9.93	9.31	11,970	0.25	3,189.3	342.3
<b>2017</b>	15.64	12.26	15.44	9.11	7.69	13,884	0.16	3,918.8	354.7
<b>2018</b>	-7.89	-10.64	-5.94	9.83	8.92	10,330	0.21	2,526.3	377.2
<b>2019</b>	20.43	16.91	23.11	9.64	10.68	11,038	0.24	3,037.4	503.1

<sup>^</sup>Pure gross returns are shown as supplemental and do not reflect the deduction of transaction costs.

<sup>^^</sup>Represents composite inception period. See additional notes to the schedule of rates of return and statistics.

\*Represents the 3-year annualized standard deviation for both the gross composite and the index returns. Statistic is used to measure the volatility of composite returns.

\*\*Standard deviation is calculated using gross returns. Standard deviation is not applicable ("N/A") for any period if fewer than five accounts are in the composite for that period. (See footnote 5)

This composite is comprised of all domestic portfolios investing in U.S. and foreign stocks that management believes will provide high yield, reasonable dividend growth and lower volatility in falling equity market environments, yet will provide potential participation in rising markets. Eligible portfolios are managed with wide latitude to choose the sectors and securities to fulfill the mandate. Within eligible portfolios, securities are selected based on a fundamental assessment of their financial strength, dividend yields, dividend growth rates, and performance during periods of market weakness. Portfolios in this composite implement the strategy using American Depositary Receipts (ADR) versus directly purchasing shares of companies on foreign exchanges. Investments in ADRs entail risks related to daily fluctuations in the value of currency, which may be more volatile in times of increased market risk. There are no guarantees that dividend-paying stocks will continue to pay dividends. The benchmark was changed January 2007 to the Dow Jones U.S. Select Dividend Index which proved to be more representative of the current strategy. The Dow Jones U.S. Select Dividend Index aims to represent U.S. leading stocks by dividend yield. One hundred stocks are selected to the index by dividend yield, subject to screens for dividend-per-share growth rate, dividend payout ratio and average daily dollar trading volume. Components are weighted by indicated annual dividend. The Russell Midcap Index measures the performance of the mid-cap segment of the U.S. equity universe. The Russell Midcap Index is a subset of the Russell 1000 Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership. Indexes are unmanaged and cannot be invested in directly. Effective July 2013, performance for this composite is calculated in U.S. dollars net of foreign withholding taxes on dividends, interest, and capital gains. Individual tax rates may vary dependent on individual residency. Effective January 2016 accounts previously assigned to a platform-restricted composite may be eligible for inclusion in this composite. Accounts deemed by the portfolio manager to have a category restriction shall be excluded from this composite. A category is defined as a collection of investments with similar attributes such as industry classification, business sensitivity, social theme, or security features. Separate accounts eligible for this composite generally have a minimum of \$100,000 at the time of opening and are a part of an asset-based pricing program. Wrap fee accounts make up 100% of this composite for all time periods. This composite was created in December 2001. Federated Hermes has managed portfolios in this investment style since July 1997. Performance shown for 2001 is for a partial period starting on October 1, 2001. Federated Hermes claims compliance with the Global Investment Performance Standards ("GIPS<sup>®</sup>") and has prepared and presented this report in compliance with the GIPS<sup>®</sup> standards. Federated Hermes has been independently verified for the period of January 1, 1992, through June 30, 2020. The verification report is available upon request. A firm that claims compliance with the GIPS<sup>®</sup> standards must establish policies and procedures for complying with all the applicable requirements of the GIPS<sup>®</sup> standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS<sup>®</sup> standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. Performance results are presented both net and gross of total wrap fees and reflect the reinvestment of income. "Pure" gross returns are shown as supplemental and do not reflect the deduction of transaction costs. Net returns reflect the deduction of a maximum fee. A fee equal to the highest anticipated wrap fee that a client could pay (3.00% annually as charged by the program sponsor, inclusive of up to a maximum investment advisory fee of 0.70%) is used. This total wrap fee includes all charges for trading costs, portfolio management, custody and other administrative fees. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size.

## Notes to the schedule of rates of return and statistics

1. Federated Hermes is a global, independent, multi-strategy investment management firm. For GIPS® purposes, Federated Hermes is defined to include the assets of registered investment companies that are advised or sub-advised by the various Federated Hermes advisory companies. Effective February 3, 2020, for GIPS® purposes the name of the firm was officially changed to Federated Hermes. Firm assets on this report exclude assets affiliated with Hermes GPE and the advisory-only, model-based assets that may be included in other reports providing total firm assets.
2. Interest income and dividends are recognized on an accrual basis. Returns include the reinvestment of all income.
3. All market values and performance information are valued in USD unless currency is denoted in composite description.
4. Annual composite dispersion is measured and presented using the asset weighted standard deviation of the gross returns of all of the portfolios included in the composite over the entire year. Quarterly dispersion is measured using all portfolios included in the composite for that quarter. Prior to March, 2020 with regard to Federated Clover Investment Advisors composites, annual dispersion was measured using the equal weighted standard deviation of the returns of all the portfolios included in the composite over the entire year.
5. Composite dispersion does not measure the risk of the product presented, it simply measures the return variance among portfolios managed in a similar fashion. This variance can be affected by variations in cash flow or specific client parameters among the portfolios comprising the composites, as well as by execution of strategy across accounts.
6. See the composite description language for a discussion on appropriate fees currently applied to calculate composite performance. With regard to the institutional composites not managed by the MDT Advisers and Federated Hermes International teams, for the period July 1, 1992 through September 30, 2009, net of fee performance was calculated monthly by reducing the gross composite return by the highest actual fee of any account in the composite for that month, regardless of investment vehicle. Prior to July 1992, the maximum management fee for third quarter 1992 was used to calculate net of fee performance historically to inception of the composite. For those composites managed by the Federated Hermes International investment team, net composite results are based off model fees using the stated fee schedule. In addition, further fee information can be obtained from the firm's respective Forms ADV Part 2 Brochure Item 5.
7. Additional information regarding the policies for valuing investments, calculating performance, and preparing GIPS reports, as well as a complete list and description of the firm's composites and pooled funds is available upon request.
8. Past performance is not indicative of future results.
9. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.
10. See disclosures on the Schedule of Rates of Return and Statistics Reports for additional information.

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## Definitions

**Dow Jones U.S. Select Dividend:** The Index universe is defined as all dividend-paying companies in the Dow Jones U.S. Total Market Index that have a non-negative historical five-year dividend-per-share growth rate, a five-year average dividend earnings-per-share ratio of less than or equal to 60%, and a three-month average daily trading volume of 200,000 shares. Current index components are included in the universe regardless of their dividend payout ratio. The Dow Jones U.S. Total Market Index is a rule-governed, broad-market benchmark that represents approximately 95% of the U.S. market capitalization.

**S&P 500:** The Index is an unmanaged capitalization-weighted index of 500 stocks designated to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

Indexes are unmanaged and cannot be invested in directly.

**Prospective dividend yield:** The annualized current payment divided by the current share price.

**Up-market capture ratio:** A statistical measure of an investment manager's overall performance in up markets.

**Down-market capture ratio:** A statistical measure of an investment manager's overall performance in down markets.

**Standard deviation:** The square root of the variance. A measure of dispersion of a set of data from its mean.

**Price-to-earnings ratio (LTM):** A ratio comparing the company's current share price, as compared to its earnings-per-share, over the last 12 months.

**EPS growth (next 5 years):** The estimated average annual growth rate of fiscal year earnings per share for the next five years for a given corporation.

**Price/book value ratio:** A ratio used to compare a stock's market value to its book value. It is calculated by dividing the current closing price of the stock by the latest quarter's book value per share.

**Price/cash flow ratio:** A stock valuation measure calculated by dividing a firm's cash flow per share into the current stock price.

**R-squared:** A statistical measure that represents the percentage of a fund or security's movements that can be explained by movements in a benchmark index.

**Beta:** A measure of the volatility, or systematic risk, of a security or a portfolio in comparison to the market as a whole.

**Weighted average market capitalization:** A stock market index weighted by the market capitalization of each stock in the index.

**Turnover:** The number of shares traded for a period as a percentage of the total shares in a portfolio or of an exchange.

**Holdings:** Legally owned property, especially stocks, bonds or real estate.

**Yield on cost:** The annual dividend rate of a security divided by the average cost basis of the investments. It shows the dividend yield of the original investment.