

DIVIDEND GROWTH ADVISOR SPONSORED COMPOSITE PERFORMANCE AND RESULTS EXPLANATION

Period End	Total Firm												
	Assets (millions)	U.S. Dollars (millions)	% Non-Fee Paying Accts	Number of Accounts	Composite Gross**	Composite Net	S&P 500 Index	Russell 1000 Index	Composite Dispersion	Composite 3 Yr St Dev (%)	S&P 500 Index 3 Yr St Dev (%)	Russell 1000 Index 3 Yr St Dev (%)	
2017	5,131	1,313	< 1%	4,453	21.01%	17.48%	21.83%	21.69%	0.2%	10.0%	9.9%	10.0%	
2016	4,402	968	—	3,518	12.42%	9.12%	11.96%	12.05%	0.4%	10.7%	10.6%	10.7%	
2015	4,721	1,267	—	4,025	-2.35%	-5.25%	1.38%	0.92%	0.2%	10.4%	10.5%	10.5%	
2014	4,762	1,255	—	3,302	14.27%	10.93%	13.69%	13.24%	0.3%	8.6%	9.0%	9.1%	
2013	4,467	1,099	—	2,744	27.03%	23.35%	32.39%	33.11%	0.3%	11.0%	11.9%	12.3%	
2012	3,713	608	—	1,825	13.92%	10.59%	16.00%	16.42%	0.3%	14.6%	15.3%	15.6%	
2011	3,818	317	—	1,306	6.23%	3.10%	2.11%	1.50%	1.0%	17.7%	19.0%	19.2%	
2010	3,397	174	—	782	16.77%	13.35%	15.06%	16.10%	0.4%	—	—	—	
2009	3,829	111	—	606	17.61%	14.24%	26.46%	28.43%	0.6%	—	—	—	
2008	2,676	38	—	281	-23.24%	-25.67%	-37.00%	-37.60%	N.M.	—	—	—	
2007	4,562	21	45%	19	13.12%	9.86%	5.49%	5.77%	0.2%	—	—	—	
2006	4,584	14	36%	15	19.62%	16.23%	15.79%	15.46%	0.5%	—	—	—	
2005	3,772	10	33%	14	7.88%	4.74%	4.91%	6.27%	N.M.	—	—	—	
2004*	2,056	< 1	—	Five or Fewer	12.37%	9.95%	9.04%	9.32%	N.M.	—	—	—	

*Results shown for the year 2004 represent partial period performance from April 1, 2004 through December 31, 2004.

**Beginning 4/1/08, "pure" gross returns do not reflect the deduction of any expenses including transaction costs and are supplemental to net returns.

N.M.- Information is not statistically meaningful due to the composite including five or fewer portfolios for the entire year.

Dividend Growth Advisor Sponsored Composite *incepted on April 1, 2004; the composite creation date is April 2008. The composite contains all fully discretionary Dividend Growth Advisor Sponsored accounts. The strategy primarily invests in dividend-paying common and preferred stocks with the potential for future dividend growth and capital appreciation. The strategy may invest in small-, mid- and large-cap companies. Dividend Growth generally invests in U.S. companies, although investment in non-U.S. companies is permitted in the form of ADRs. For comparison purposes, the composite is measured against the S&P 500 and Russell 1000 Indices. The firm, Santa Barbara Asset Management, LLC is a registered investment adviser and subsidiary of Nuveen, LLC. Registration does not imply a certain level of skill or training. The firm maintains a complete list and description of composites, which is available upon request. Santa Barbara Asset Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Santa Barbara Asset Management, LLC has been independently verified for the periods July 1, 1988 through December 31, 2016. The last firm verification was performed by ACA Performance Services, LLC. 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 Dividend Growth Advisor Sponsored composite has been examined for the periods April 1, 2004 to December 31, 2016. The verification and performance examination reports are available upon request. Results are based on fully discretionary accounts under management, including accounts no longer with the firm. Effective January 1, 2012, Santa Barbara Asset Management, LLC retroactively redefined discretionary assets for GIPS purposes; Unified Managed Account (UMA) assets are excluded from total firm assets. Effective November 2016, \$0.5 billion in discretionary assets converted to UMA assets. As of December 31, 2017, UMA assets were approximately \$6.5 billion. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of fees and include the reinvestment of all income. Accounts in the composite will pay a bundled wrap fee based on a percentage of assets under management. Other than portfolio management, the bundled wrap fee includes brokerage commissions, consulting services, custodial services and other expenses that may be associated with the management of the account. The highest wrap fee may change over time. Net of fee performance was calculated using the highest applicable annual fee of 3.00%. Net of fee returns from April 1, 2010 forward have been calculated by reducing the "pure" gross of fee return using the highest applicable fee on a monthly basis. Prior to April 1, 2010 net of fee returns were calculated by reducing the "pure" gross return on a quarterly basis. The wrap program may charge an all-inclusive fee as high as 3.00%. Wrap fees are available upon request from the respective wrap sponsor. Actual investment advisory fees incurred by clients may vary. Internal dispersion is calculated using the asset-weighted standard deviation of the annual gross returns of all portfolios included in the Composite for the entire year. Bundle fee portfolios make up 0% of composite assets prior to March 31, 2008 and 100% of composite assets beginning April 1, 2008. The Composite performance is presented net of non-U.S. taxes withheld on dividends, interest income, and capital gains. Composite returns represent investors domiciled primarily in the United States. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Prior to April 1, 2006, balanced portfolio segments were included in this composite. Cash was allocated to equity segments using a set percentage. As of December 31, 2005, 18% of composite assets are comprised of carve-out segments. The returns are compared to the S&P 500 Index, which is a market-capitalization weighted index. The S&P 500 Index is a widely used gauge of large-cap U.S. equities. The S&P 500 Index includes 500 leading companies and captures approximately 80% coverage of available market capitalization. The volatility of the Index may be materially different from that of Dividend Growth strategy. In addition, the holdings in the Dividend Growth strategy may differ significantly from the securities that comprise the Index. The secondary benchmark was changed in the 3rd quarter of 2008 from the Dow Jones US Select Dividend Index to the Russell 1000 Index. The change was made after determining that the Russell 1000 Index was a better representation of the Dividend Growth strategy. The Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. The Index is comprised of approximately 1000 of the largest companies in the Russell 3000 based on a combination of market cap and current index membership. Benchmark returns are not covered by the reports of independent verifiers. The Indices have not been selected to represent appropriate benchmarks to compare to the Dividend Growth strategy performance, but rather are disclosed to allow for comparison of Dividend Growth strategy performance to that of well-known and widely recognized Indices. Past performance is not indicative of future results. Inherent in any investment is the possibility of loss.*