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# Select Growth Presentation Q1 2023

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**SUNCOAST**  
EQUITY MANAGEMENT

*Your Disciplined Partner for Long-Term Results*



## Overview of Suncoast Equity Management March 2023

### Suncoast Equity Management Leadership Team

**Donald R. Jowdy**  
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Suncoast Equity Management is committed to the preservation and growth of capital through a disciplined and proven, long-term investment process.

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## Suncoast Equity Management Overview

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- Independent and privately owned
- Founded in 1997
- Based in Tampa, Florida
- Investment management team has worked together for over 15 years and has 65+ years combined investment experience
- \$950+ million in AUM
- Suncoast Equity Management (SEM) manages three equity portfolios:
  - a) **SEM Select Growth** – 25.25 year track record
    - *Ranked within top 10% eVestment Large Cap Growth peer group since inception (gross)*
  - b) **SEM Dividend Growth** – 6.25 year track record
  - a) **SEM Small to Mid Cap (SMID) Growth** – 5.75 year track record
- Portfolio platform availability:
  - Separately Managed Account (SMA)
  - Unified Managed Account (UMA)

<sup>1</sup> Source: Morningstar Overall and eVestment rankings among Large Cap Growth and Large Cap Core peer groups

- Research-driven culture with a consistently applied investment discipline
- Direct access to all senior professionals including portfolio managers, relationship managers, and client service professionals
- No turnover in Investment Team professionals since inception
- All employees are personally invested in the success of our strategies as we invest 100% of 401k and Profit-Sharing Plan contributions into SEM's flagship Select Growth strategy

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## Investment Philosophy and Process

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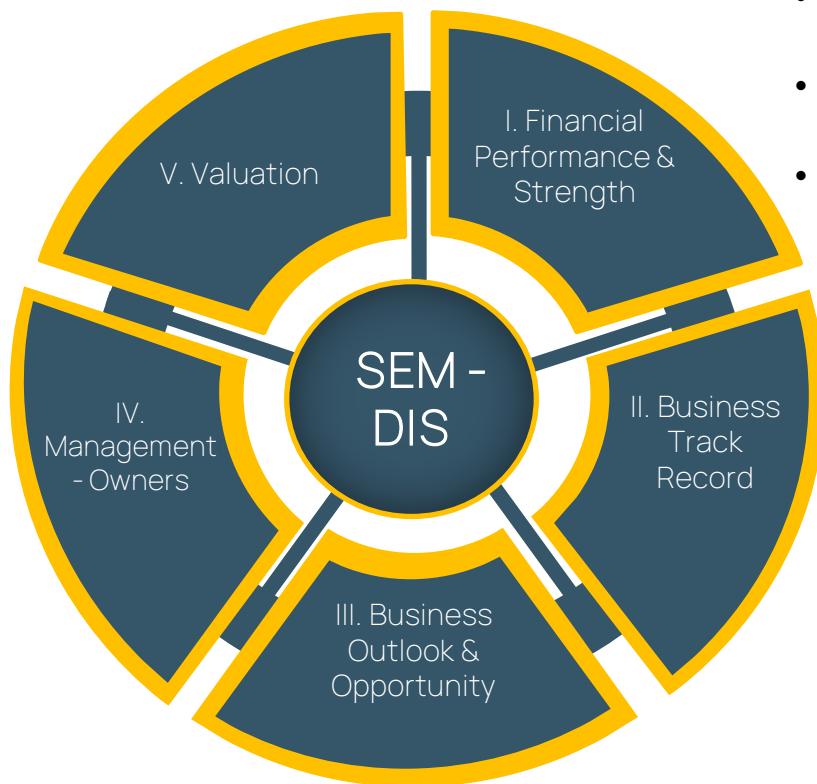
- SEM's investment framework is a five-step process called the Suncoast Equity Management **Disciplined Investment System** (SEM-DIS) which was created by our founder, Chief Investment Officer and CEO, Donald R. Jowdy
- SEM-DIS was created based on time-tested, fundamental investment principles of Warren Buffett and Benjamin Graham utilizing a disciplined, bottom-up approach to stock selection
- Our discipline is a bottom-up, fundamentally-driven approach that blends growth and value metrics in selecting a concentrated portfolio of 18 to 22 stocks
- SEM takes a long-term view; our ownership of an individual holding typically exceeds 5 years, resulting in low-turnover
- Our investment approach is focused on long-term performance results and generally considered "tax-efficient"

- We invest in businesses, not stocks
  - a) Easily understandable products and services
  - b) Business momentum and valuation
  - c) Transparent company management
- Investments are made with a focus on “Margin of Safety”
  - a) Consistent economics
  - b) Ability to generate free cash flow
  - c) Low debt ratio
- Stock market approach and methodology
  - a) Our business analysis assesses the intrinsic value of a company
  - b) SEM takes advantage of a company’s stock price when it is favorable
  - c) SEM does not attempt to forecast stock market movements and fluctuations
- Risk Reduction
  - a) A key characteristic of outstanding investment results is reducing risk
  - b) Risk is not the volatility of stock prices to the long-term investor, but rather, risk is paying more than a business is worth

# The SEM-Disciplined Investment System (SEM-DIS)

- Assess the business value
- Invest with a 'margin of safety'

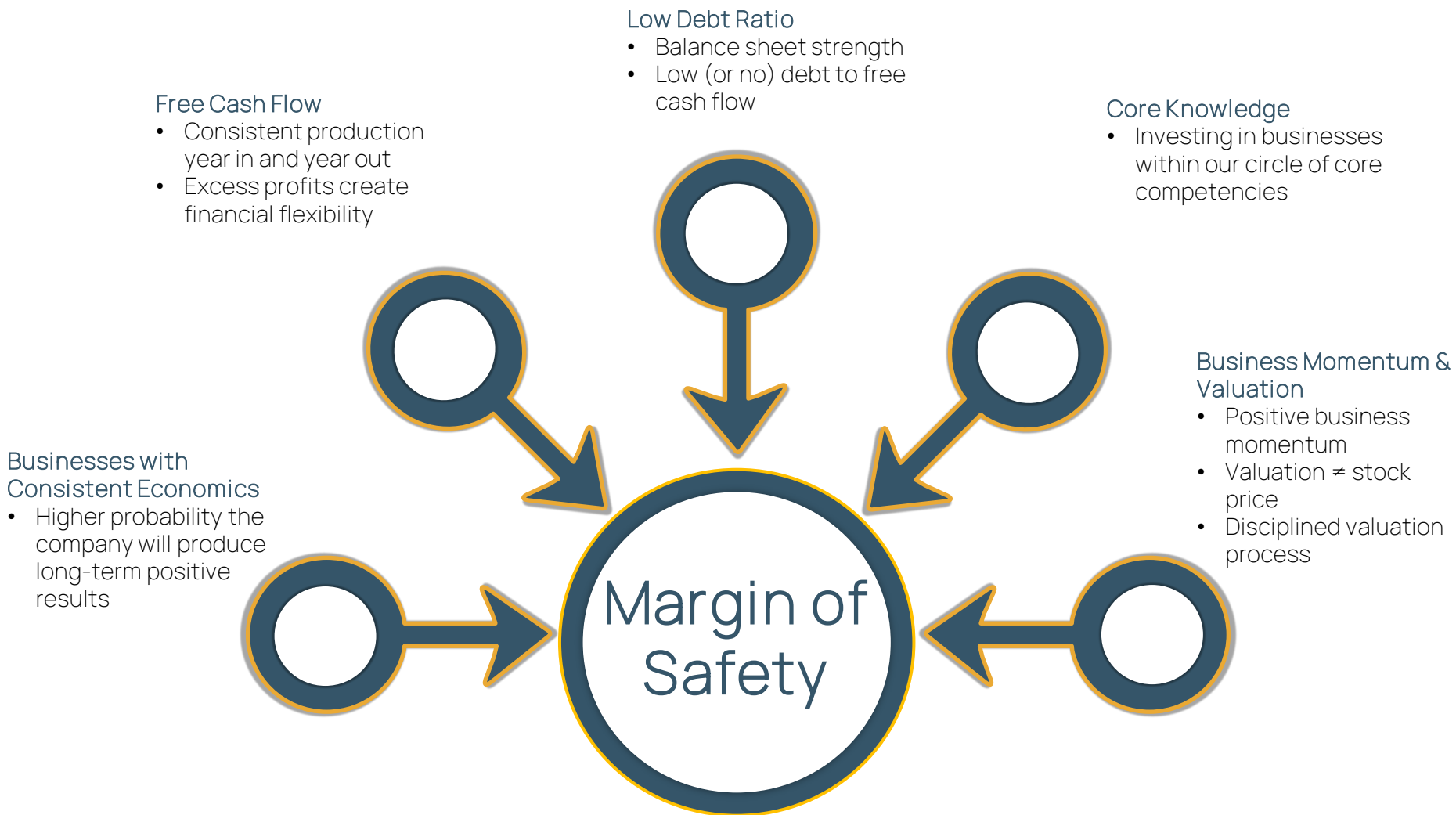
- Management must think and behave like an owner
- Management must be honest and candid with shareholders

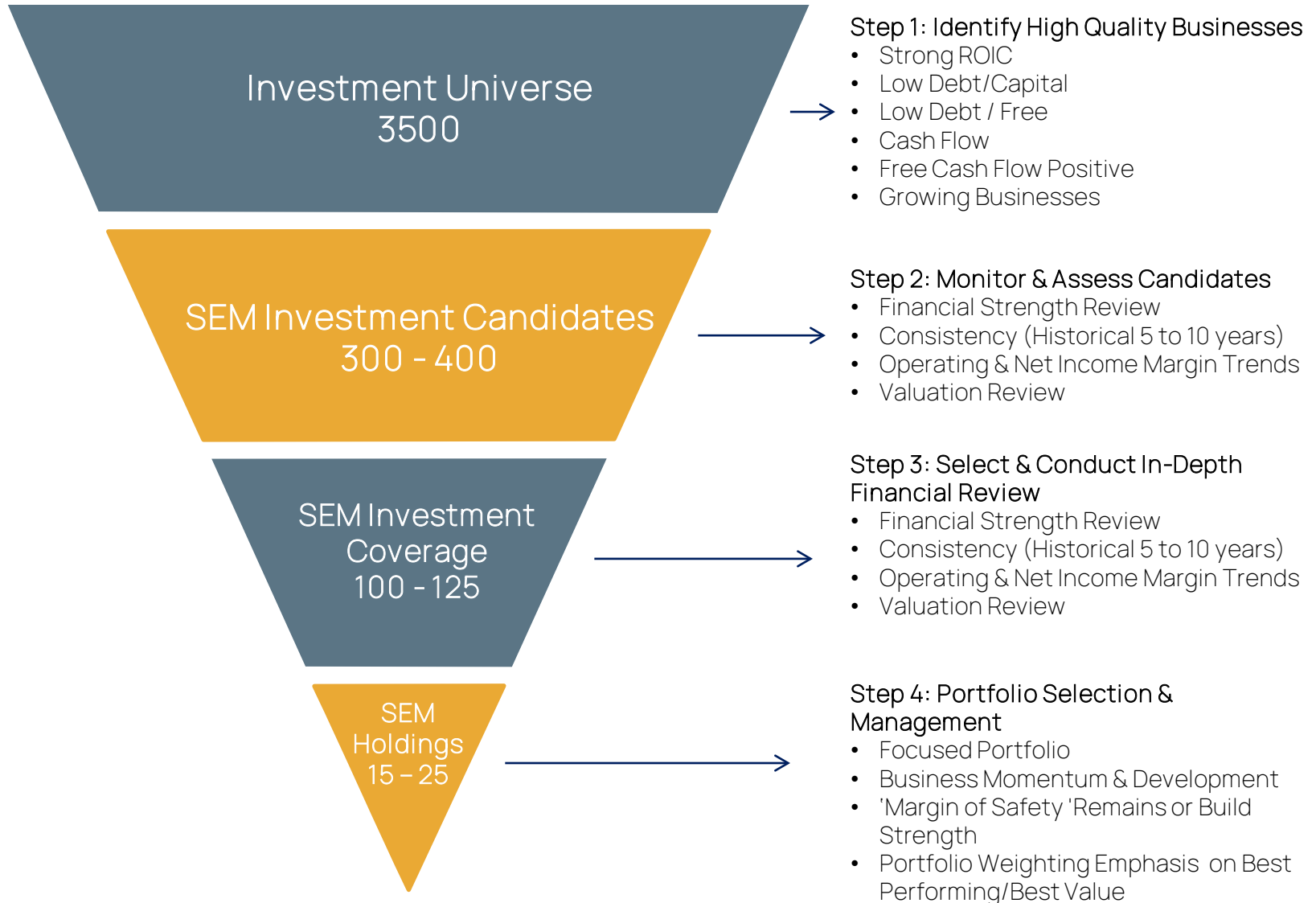


- Earn above average return on capital
- Generate excess free cash flow
- Employ moderate to low debt

- Consistent operating history through different economic cycles

- Favorable long-term business prospects
- Sustainable franchise and/or business advantage
- Growth businesses





## Sell Discipline Components

- Business Risk:
  - a) Deteriorating fundamentals of business
  - b) Competitive developments in the marketplace
    - i. Weakened moat
    - ii. Market share erosion
  - c) Acquisition outside company's core competency
- Valuation and Portfolio Risk:
  - a) Price run-up to extreme valuations
  - b) Portfolio holding > 10-12%

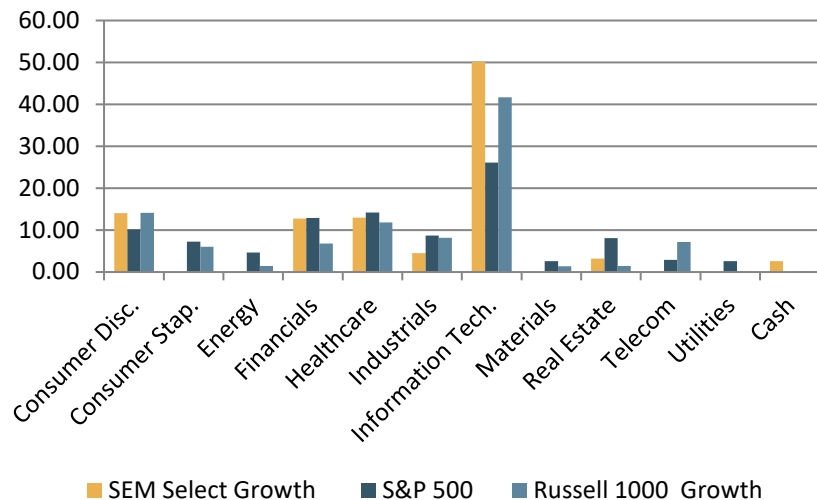
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## Portfolio Characteristics – Select Growth

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**SECTOR WEIGHTINGS – GICS Sectors 3.31.23**



**PORTFOLIO CONSTRUCTION**

Average Holding Period: 5+ years  
 Portfolio Turnover: 15-25%  
 # of Holdings: 18-22  
 Portfolio Weightings: 4-6% Positions at Cost  
 Trims at ~10-12%

Sector Constraints:  
 Typically does not exceed 2x any S&P 500 sector

**HOLDINGS 3.31.23**

Ticker	Company Name	% Weight
MSFT	Microsoft Corp	10.5
ACN	Accenture PLC	8.2
GOOG	Alphabet Inc Class C	7.7
AAPL	Apple Inc	7.6
V	Visa Inc	6.0
INTU	Intuit Inc	5.8
SYK	Stryker Corp	5.6
HD	Home Depot Inc	5.5
ADBE	Adobe Inc	4.7
UNH	UnitedHealth Group Inc	4.5
GWW	Grainger Inc	4.5
MA	Mastercard Inc	4.2
ADP	Automatic Data Processing Inc	3.4
NKE	Nike Inc Class B	3.3
ATVI	Activision Blizzard Inc	3.1
TSCO	Tractor Supply Co	2.8
MRK	Merck & Co Inc	2.8
BRKB	Berkshire Hathaway Inc Class B	2.5
BKNG	Booking Holdings Inc	2.4
KLAC	KLA Corp	2.2
Cash		2.6
<b>Total Portfolio</b>		<b>100%</b>

\*The information disclosed on this page is for supplemental purposes only. Please refer to the disclosure page.



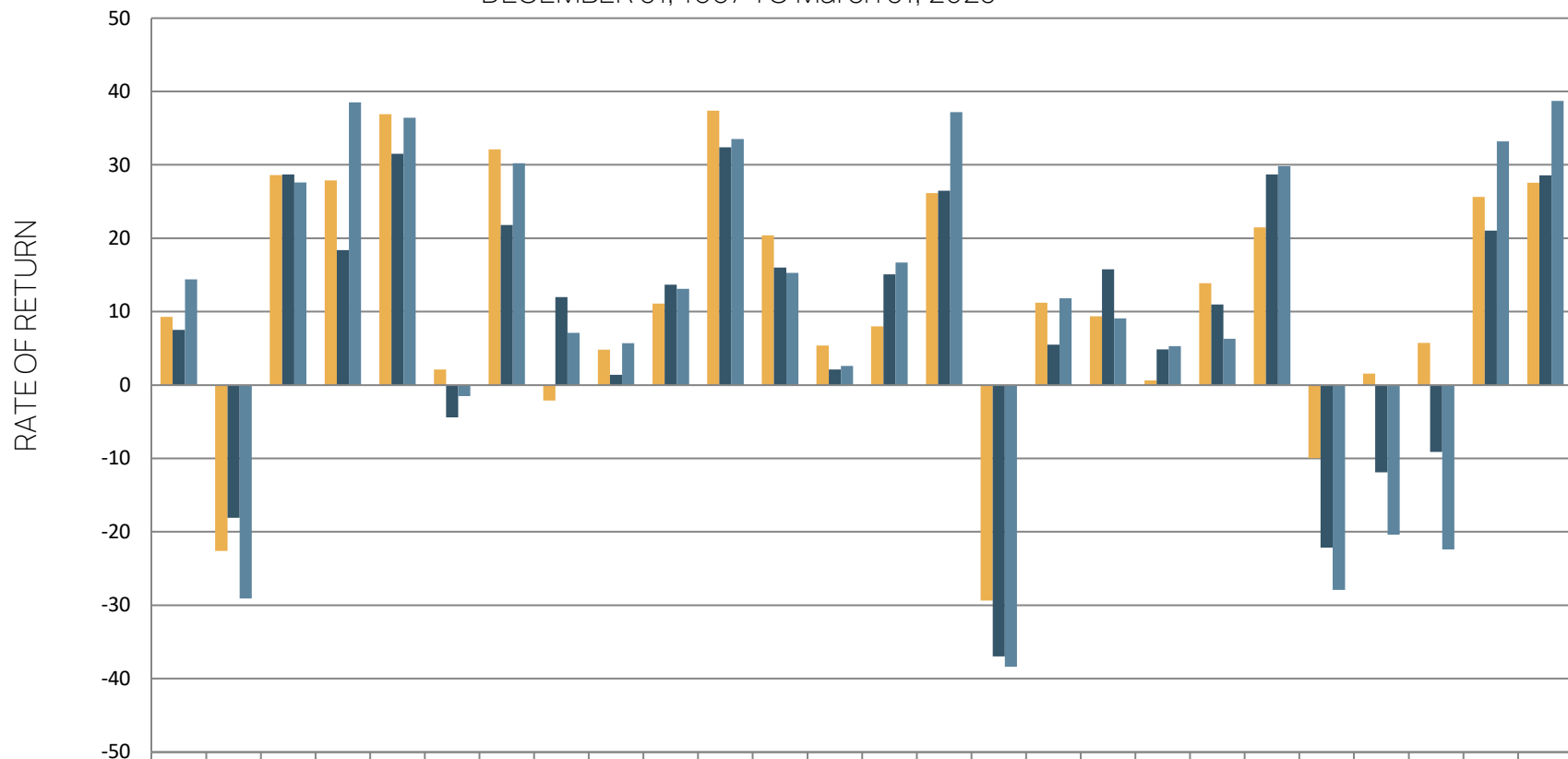
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Investment Performance – Select Growth

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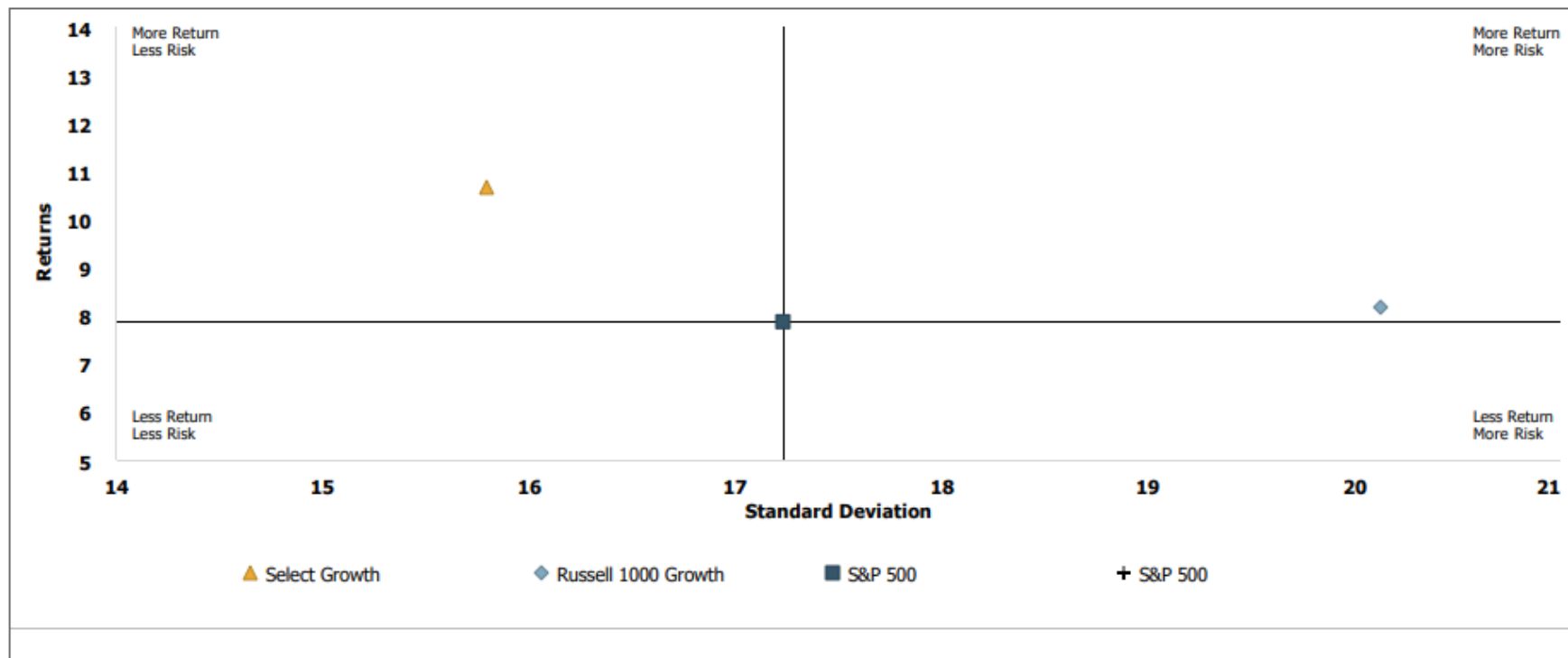
SEM VS S&P 500 & RUSSELL 1000 GROWTH  
PERFORMANCE BAR  
DECEMBER 31, 1997 TO March 31, 2023



	YTD	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998
<span style="color: orange;">■</span> Suncoast Equity Management	9.3	-22.6	28.6	27.9	36.9	2.1	32.1	-2.1	4.8	11.1	37.4	20.4	5.4	8.0	26.2	-29.4	11.2	9.4	0.6	13.9	21.5	-10.0	1.5	5.7	25.6	27.6
<span style="color: darkblue;">■</span> Standard & Poor's 500	7.5	-18.1	28.7	18.4	31.5	-4.4	21.8	12.0	1.4	13.7	32.4	16.0	2.1	15.1	26.5	-37.0	5.5	15.8	4.9	11.0	28.7	-22.2	-11.9	-9.1	21.0	28.6
<span style="color: lightblue;">■</span> Russell 1000 Growth	14.4	-29.1	27.6	38.5	36.4	-1.5	30.2	7.1	5.7	13.1	33.5	15.3	2.6	16.7	37.2	-38.4	11.8	9.1	5.3	6.3	29.8	-27.9	-20.4	-22.4	33.2	38.7



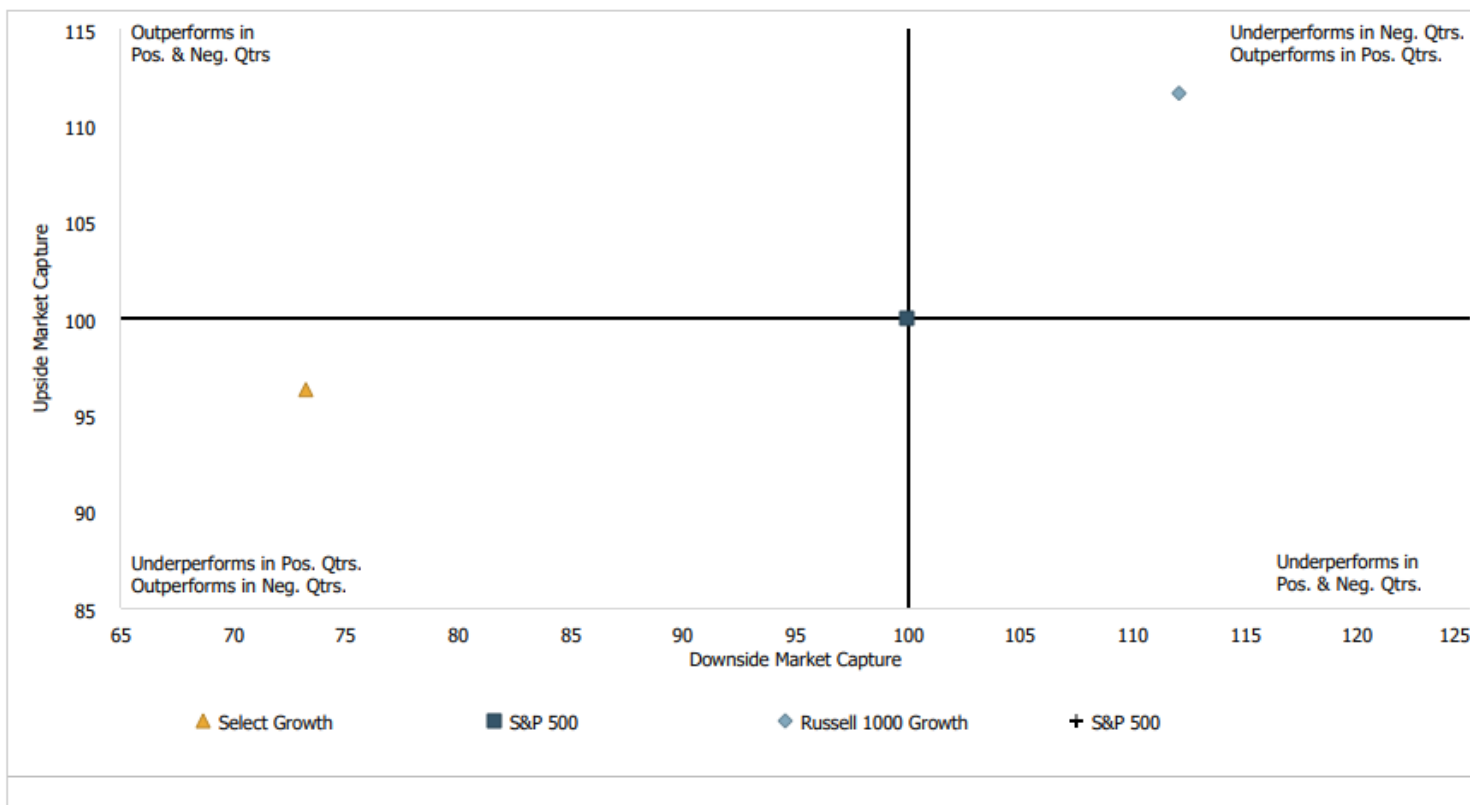
Suncoast Equity Management  
Total Risk Reward  
December 31, 1997 to March 31, 2023



Firm Name	Product Name	RM	Returns	Standard Deviation	Annualized Alpha	Beta	R-Squared
Suncoast Equity Management, Inc.	Select Growth	Gross	10.66	15.80	3.94	0.83	0.82
Russell Index	Russell 1000 Growth	Index	8.17	20.13	-0.20	1.11	0.91
Standard & Poors Index	S&P 500	Index	7.87	17.24	0.00	1.00	1.00



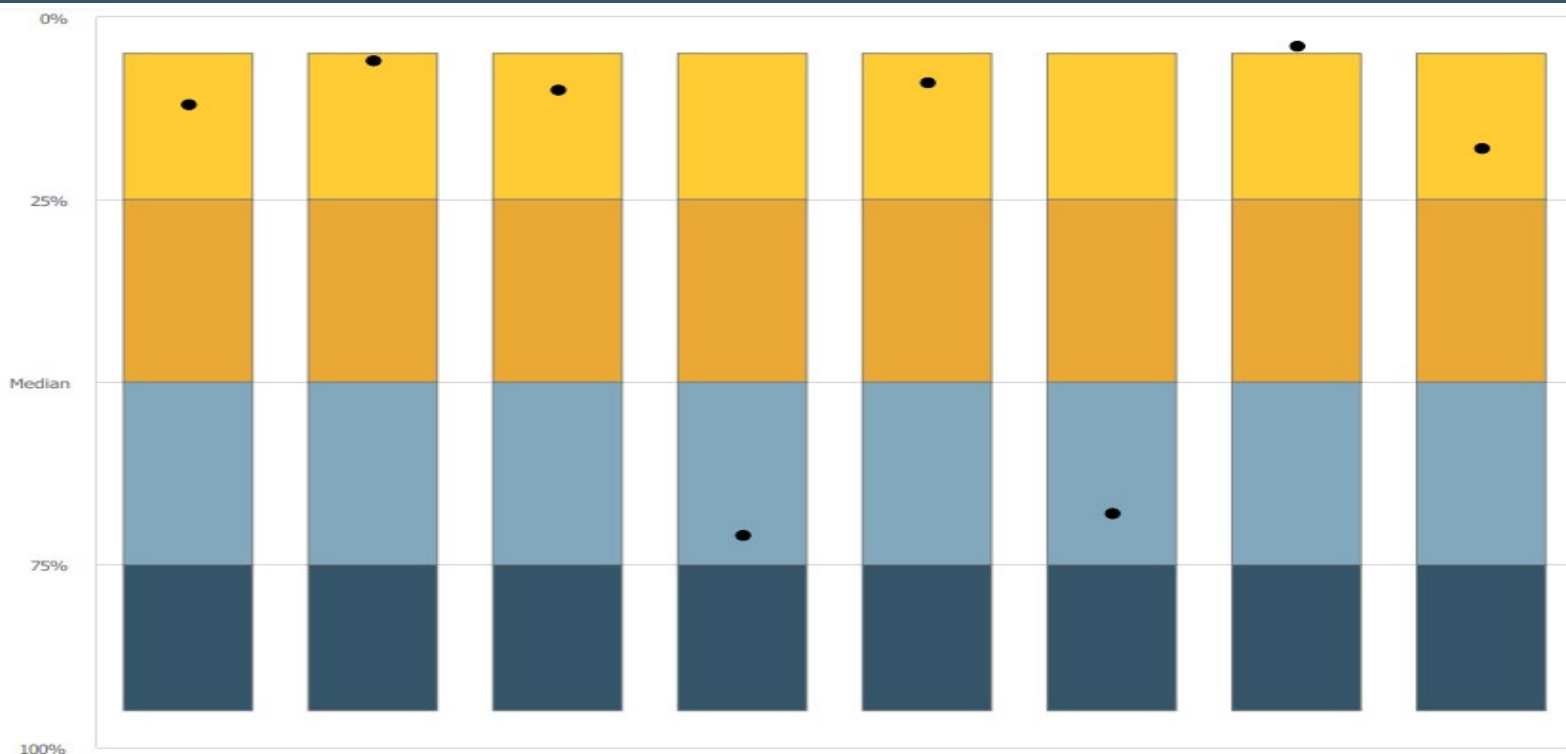
Suncoast Equity Management  
Market Capture  
December 31, 1997 to March 31, 2023



Firm Name	Product Name	RM	Upside Market Capture	Downside Market Capture	R-Squared	Best Qtr	Worst Qtr	Positive Periods	Negative Periods	Average Gain	Average Loss
Suncoast Equity Management, Inc.	Select Growth	Gross	96.30	73.27	0.82	26.65	-18.47	69	32	6.96	-5.94
Standard & Poors Index	S&P 500	Index	100.00	100.00	1.00	20.54	-21.94	71	30	6.70	-8.15
Russell Index	Russell 1000 Growth	Index	111.66	112.12	0.91	27.84	-22.79	72	29	7.42	-9.73



Multi-Statistic  
Quartile Ranking  
eVestment US Large  
Cap Growth Equity

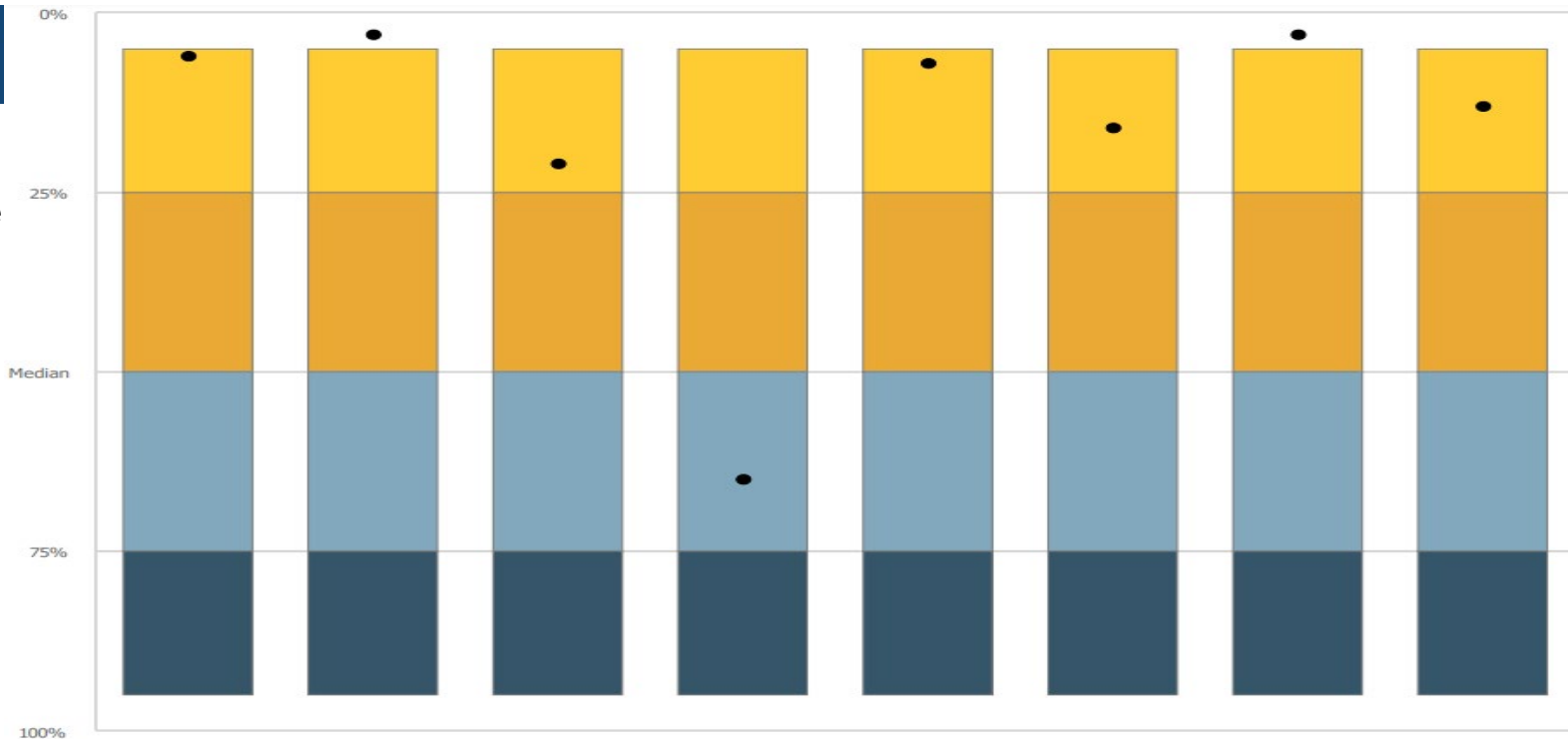


Universe: eVestment US Large Cap Growth Equity (Percentile)

	ROR		Alpha		Std Dev Pop		Upside Cap Ratio		Downside Cap Ratio		Best Qtr		Worst Qtr		Beta	
		Rk		Rk		Rk		Rk		Rk		Rk		Rk		Rk
5th percentile	11.13		4.07		15.35		117.37		67.43		49.63		-18.64		0.73	
25th percentile	9.98		2.10		17.57		108.53		86.70		33.86		-21.74		0.89	
Median	9.23		1.29		19.51		102.06		95.39		28.23		-23.52		0.98	
75th percentile	8.46		0.80		21.24		94.37		101.44		25.56		-26.33		1.04	
95th percentile	7.35		-0.57		23.65		83.64		110.66		21.32		-31.24		1.12	
# of Observations	109		109		109		109		109		109		109		109	
● Suncoast Equity Management, Inc.	10.66	12	3.94	6	15.80	10	96.30	71	73.27	9	26.65	68	-18.47	4	0.83	18



Multi-Statistic  
Quartile Ranking  
eVestment US Large  
Cap Core Equity



Universe: eVestment US Large Cap Core Equity (Percentile)

	ROR		Alpha		Std Dev Pop		Upside Cap Ratio		Downside Cap Ratio		Best Qtr		Worst Qtr		Beta	
		Rk		Rk		Rk		Rk		Rk		Rk		Rk		Rk
5th percentile	10.91		3.37		14.37		109.85		70.53		35.93		-18.81		0.77	
25th percentile	9.12		1.74		16.27		103.79		84.56		24.49		-20.53		0.89	
Median	8.64		1.03		17.41		98.06		92.89		22.72		-22.83		0.97	
75th percentile	7.85		0.33		18.22		93.85		100.30		20.48		-24.77		1.02	
95th percentile	6.45		-0.82		20.46		79.20		105.68		16.80		-27.95		1.07	
# of Observations	85		83		85		83		83		85		85		83	
● Suncoast Equity Management, Inc.	10.66	6	3.94	3	15.80	21	96.30	65	73.27	7	26.65	16	-18.47	3	0.83	13

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## Biographies

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**Donald R. Jowdy**  
Founder & Chief Investment Officer

Prior to founding Suncoast Equity Management, LLC. in 1997, Donald Jowdy was a Portfolio Manager with Polen Capital Management. During his tenure, Polen Capital consistently performed in the top 10% of its peer group for three, five and ten year periods, as measured by several industry consultants including Effron/PSN and Nelson's Investment Manager Database. Mr. Jowdy played a key role in the company's growth from \$20 to over to over \$1 billion in client assets. Previously, Mr. Jowdy was an equity analyst with 13D Research, Inc., advising institutional clients through an independent investment research organization. He provided an in-depth analysis of domestic as well as global investment opportunities in areas such as Latin America, Southeast Asia and the People's Republic of China. Mr. Jowdy began his career in accounting in audit with Price Waterhouse Coopers (formerly Coopers & Lybrand).

Mr. Jowdy is a graduate of Indiana University with a Bachelor of Science in Accounting. He currently serves on the Finance Committee and Golf tournament Co-Chair after serving on the board of Quantum Leap Farm, a nonprofit that exists to improve the quality of life and inspire personal growth through equine assisted therapies. Don also currently serves on the Governance Board of Directors for the First Tee of Tampa Bay as well as supports various additional local charities.



**Amy A. Lord, CFA®**  
Senior Vice President and Co-Portfolio Manager

Amy Lord joined Suncoast Equity Management "SEM" in September 2008. She was previously Vice President/Portfolio Manager with Intrepid Capital where she was sole manager of the company's Large Cap Equity and Investment Grade Fixed Income portfolios. Prior to joining Intrepid in 2001, Ms. Lord was Managing Director, Senior Portfolio Manager of The Investment Counsel Company. During her nine years with the firm, her responsibilities included equity and fixed income portfolio management and analysis; marketing and client servicing; and overseeing GIPS performance compliance.

Ms. Lord earned a Bachelor of Science in Advertising, with a minor in Mathematics, from the University of Florida. She is a CFA charter holder and past President of the CFA Society of Orlando, as well as a member of the CFA Institute. Ms. Lord is also active in her church as well as Circles USA, a non-profit organization which inspires and equips individuals and families to permanently move out of poverty and thrive.



**Cheroke Townsend**  
Investment Associate

Cheroke Townsend is a graduate from the University of South Florida, with a bachelor's degree in Finance. She is involved with the Women in Leadership & Philanthropy program at USF. Prior to joining SEM in 2008, Ms. Townsend completed a summer internship at Franklin Templeton Investments. She is also a level 3 candidate in the CFA program.





**Ken O'Rorke**  
Chief Executive Officer

Ken is SEM's Chief Executive Officer and supports wealth management practice clients by providing insight into business divestitures, mergers, and acquisitions. He is also available to provide value when a client is considering alternative investment strategies as a component of their portfolio. Ken has over 45 years of financial industry experience and business ownership. He has expertise as a business process expert having achieved Lean Six Sigma Black Belt certification and is an experienced M&A principal with extensive international experience and held senior executive roles at major financial institutions. At Bank of America, Ken was a Senior Vice President with the Global Technology and Operation division where he was part of the team responsible for the design and implementation of the Enterprise Risk Management system and worked extensively with financial industry regulators. In addition to working with Bank of America, Ken worked with large U.S. based venture capital funds to identify and acquire private equity positions in international companies and assisted in operating acquisitions. Ken earned a Master's degree in economics from the University of South Florida and earned his undergraduate degree with a dual major in finance and Economics from USF. He holds a Series 65 license and previously held Series 7 and 63 licenses. He is a member of the National Association of Certified Valuators and Analysts (NACVA).



**Dan McNichol**  
President – Institutional Asset Management

Dan McNichol joined Suncoast Equity Management LLC in 2020 with over 35 years of executive experience in the investment management industry.

In 2001, after holding various positions in the wealth management industry, he became one of the founding partners and a Managing Director at the investment firm Snow Capital Management, LP (now a division of Easterly Investment Partners LLC). At its peak, Snow Capital managed over \$7 billion for institutional clients in the wealth management, banking, insurance, endowment, foundation and pension fund marketplaces. Dan was responsible for sourcing and maintaining much of that business. He also served as the firm's National Sales Manager. In this capacity he handled the firm's institutional wealth management relationships with companies such as UBS, Morgan Stanley, Merrill Lynch, Raymond James, Janney Montgomery Scott, RBC, Citibank and PNC Investments among others. He also oversaw the firm's team of institutional salespeople. Dan is a 1986 graduate of Fairfield University and holds a Bachelor of Science degree from the School of Business.



**Cole M. Wasson, CFA® , MSF**  
Institutional Relationship Manager

Cole Wasson is a former December 2020 valedictorian graduate from the University of Tampa upon earning a Masters in Finance (MSF) and Bachelors in Finance (BS). He was the valedictorian in both his graduate and undergraduate class, twice receiving summa cum laude honors with a cumulative GPA of 4.0. His demanding high school schedule allowed him to skip his freshman year at the University of Tampa and enroll as a sophomore at 18 years of age in 2016. Cole has earned his MSF in the AACSB accredited Sykes College of Business. As opposed to the typical 2-year program, he received his MSF in 1.5 years, graduating with an undergraduate and graduate degree in December of 2020. Throughout his education, he was the recipient of the Delta Sigma Pi Scholarship Award for graduating with the highest GPA in the Sykes College of Business. He is a former Vice President for the Florida Zeta chapter of the Sigma Phi Epsilon Fraternity. Cole intends on using his Chartered Financial Analyst (CFA) designation to broaden Suncoast Equity Management's institutional relationships. He consecutively passed the CFA Level 1 (August 2021) Exam, CFA Level 2 (February 2022) Exam, and recently passed the CFA Level 3 Exam (August 2022) all on the first attempt. As of November 2, 2022, Cole earned the Chartered Financial Analyst designation, and is an active member of the CFA® Tampa Bay Society.

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## Disclosures

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Year	Annual Performance Results Net of Fees			3 Yr Annual Std Dev SEM	3 Yr Annual Std Dev S&P TR	SEM Composite Assets			Wrap Assets as a % of Total Composite Assets	Total Firm Assets (USD Mlns)	UMA Assets (USD Mlns) – Supplemental information
	SEM Composite	S&P 500 TR	Composite Dispersion (%)			Total Assets at End of Period (USD millions)	Percentage of Firm Assets	Number of Portfolios			
1998	26.19	28.57	--			0.83	36	4	0%	2.3	
1999	24.10	21.03	0.39			4.56	73	18	0%	6.3	
2000	4.50	-9.15	0.80	16.65	17.42	7.13	87	24	0%	8.2	
2001	0.35	-11.91	1.06	15.37	16.71	11.45	76	35	0%	15.1	
2002	-10.98	-22.15	0.79	14.69	18.55	14.50	82	47	0%	17.6	
2003	20.12	28.62	0.29	12.63	18.07	33.37	69	78	38%	47.9	
2004	12.52	10.92	0.37	8.90	14.86	92.17	84	143	42%	109.5	
2005	-0.51	4.84	0.38	6.66	9.04	105.62	78	194	39%	137.3	
2006	8.20	15.77	0.47	6.12	6.82	126.77	86	213	36%	147.6	
2007	10.13	5.48	0.38	6.55	7.68	148.07	97	256	18%	152.8	
2008	-30.10	-37.03	0.44	12.82	15.08	58.2	77	116	31%	75.6	
2009	24.75	26.41	0.37	15.62	19.63	68.9	76	110	36%	91.1	
2010	6.83	15.06	0.45	17.63	21.85	63.3	63	107	37%	100.8	
2011	4.32	2.11	0.34	14.49	18.71	50.1	63	84	33%	79.8	0.1
2012	19.24	16.00	0.37	13.54	15.09	59.8	55	85	31%	109.3	0.3
2013	36.18	32.39	0.96	11.27	11.94	89.2	54	105	28%	162.8	0.9
2014	10.05	13.69	0.23	9.93	8.98	150.7	67	168	10%	226.5	2.6
2015	3.87	1.38	0.24	11.01	10.48	29.4	79	252	4%	290.2	10.6
2016	-2.95	11.96	0.20	11.24	10.59	281.9	80	351	4%	343.6	10.7
2017	30.88	21.83	0.36	11.29	9.92	336.2	85	336	6%	394.4	7.9
2018	1.14	-4.38	0.21	11.62	10.80	339.6	82	377	6%	415.5	6.7
2019	35.69	31.49	0.29	12.54	11.93	449.5	81	537	15%	552.8	30.7
2020	26.73	18.40	0.42	19.28	18.53	587.8	78	692	22%	756.9	93.3
2021	27.37	28.71	0.35	18.66	17.17	709.5	77	864	28%	919.4	172.2
2022	-23.36	-18.11	0.49	22.85	20.87	457.9	67	739	28%	678.6	165.1

Suncoast Equity Management, LLC (SEM) is an independent investment management firm established in 1997. Suncoast Equity Management is primarily an equity investment manager that invests in U.S.-based securities. SEM also invests in high-grade fixed income. The Suncoast Equity Management Composite includes all discretionary, fee-paying portfolios managed within this strategy. The creation and inception date of the Suncoast Equity Management composite is 12/31/1997.

The Suncoast Equity Management composite is an equity only composite employing the principles of Benjamin Graham & Warren Buffett. The discipline is a bottom-up fundamental approach and blends value and growth parameters. The portfolio consists of between 18-22 stocks.

Bundled fees include management consultant fees, custodial, trading, and advisor fees. Performance is calculated gross of all foreign withholding taxes. Additional information regarding policies for valuing investments, calculating performance, and preparing GIPS Reports, as well as a complete list and description of composites, is available upon request.

For the non-bundle fee accounts, the performance results presented are net of actual investment advisory fee and net of all transaction costs. For the bundle fee accounts, the performance results presented are net of actual investment advisory fee and net of all transaction costs and expenses. Investment advisory fees are described in Part II of Suncoast Equity Management, LLC's Form ADV. The management fee schedule is as follows: 1.00% fee on assets managed. The Firm does not assess performance-based fees.

It is impossible to invest directly in an index. The performance of an index does not reflect any transaction costs, management fees, or taxes. The indices used for comparison are as follows:

- The Standard and Poor's 500 Total Return Index is an unmanaged index with no expenses, which covers 500 industrial, utility, transportation, and financial companies in the U.S. markets. It is a capitalization-weighted index calculated on a total return basis with dividends reinvested.

The composite dispersion represents a measurement of the consistency of the composite's performance results with respect to the returns of the individual accounts within the composite over an annual period. The annual dispersion is measured by the asset-weighted standard deviation of the composite and is calculated using net of fees returns. Only portfolios that have been managed for the full period are included in the composite dispersion calculation. In accordance with the GIPS standards, dispersion data is not provided for years in which the composite is comprised of five or fewer accounts and of periods of less than one year.

Valuations and returns are computed and stated in U.S. Dollars. The Firm does not use leverage or derivatives to implement the intended strategies.

Beginning in June 2002, accounts that experience cash flows in excess of 10% of the account's market value are temporarily removed from the composite. These accounts are added back to the composite when they are considered fully invested. The minimum account value for inclusion in the composite is \$100,000. Additional information regarding the treatment of significant cash flows is available upon request.

The 3-year annualized Ex-Post Standard Deviation is calculated using 36 consecutive monthly net of fees returns to the end calculation period.

Suncoast Equity Management adheres to the GIPS valuation hierarchy principles.

Past performance does not guarantee future results. Investment returns and principal value will fluctuate. Investments may be worth more or less than their original cost when sold. It should not be assumed that investment decisions we make in the future will be profitable. Current performance may be lower or higher than the performance data shown. Returns include the reinvestment of all income.

Suncoast Equity Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. 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. Suncoast Equity Management has been independently verified for the periods 12/31/97 – 12/31/21. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS 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 standards and have been implemented on a firm-wide basis. The Suncoast Equity Management composite has had a performance examination for the periods 12/31/97 – 12/31/21. The verification and performance examination reports are available upon request.

For any additional information, please contact the Chief Compliance Officer at (813) 963-0502.