

# Impact Risk-Managed: Global Equity

As of June 30, 2020

## OVERVIEW & OBJECTIVE

Impact-Risk Managed: Global Equity (IRM:GE) provides a tactical framework for core equity investing that aligns with ESG objectives and provides thematic impact exposure. In combination with Impact-Risk Managed: Global Bond, the strategy offers a foundation for whole-portfolio integration of ESG considerations and key themes.

The strategy's objective is to achieve long-term risk-managed growth through global equity.

## PORTFOLIO CONSTRUCTION IDEAS

- Comprehensive core equity component in ESG/ SRI portfolio
- ESG/ impact satellite to traditional equity exposure
- Enhancement of equity risk management by drawing on lower-volatility profile of companies with above-average ESG scores and incorporating multi-layered structural risk management through tactical framework

## TACTICAL RANGES

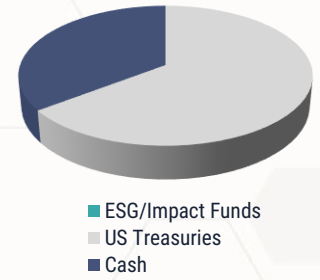
### Impact Segment 0%-100%

Allocates up to 100% of assets in ETFs comprising shares of companies that screen positively on the basis of ESG characteristics or are aligned with specific impact themes.

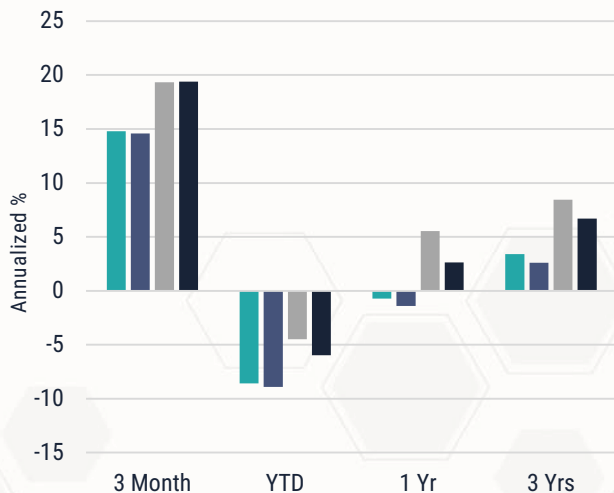
### Alternate Segment, 0%-100%

Portfolio will invest up to 100% of assets in combination of ETFs providing exposure to cash and investment grade fixed income.

## POSITIONING, JUNE 30, 2020



## Performance Summary



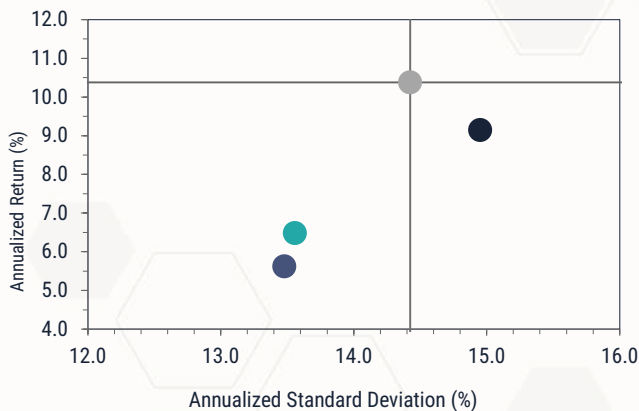
### Annualized Performance

	3 Month	YTD	1 Yr	3 Yrs	Incep.
IRM:GE Composite (Gross)	14.78	-8.59	-0.73	3.40	6.48
IRM:GE Composite (Net)	14.59	-8.90	-1.42	2.59	5.62
S&P Global 1200 ESG Index	19.34	-4.48	5.53	8.43	10.38
MSCI ACWI Index	19.39	-5.99	2.64	6.70	9.14

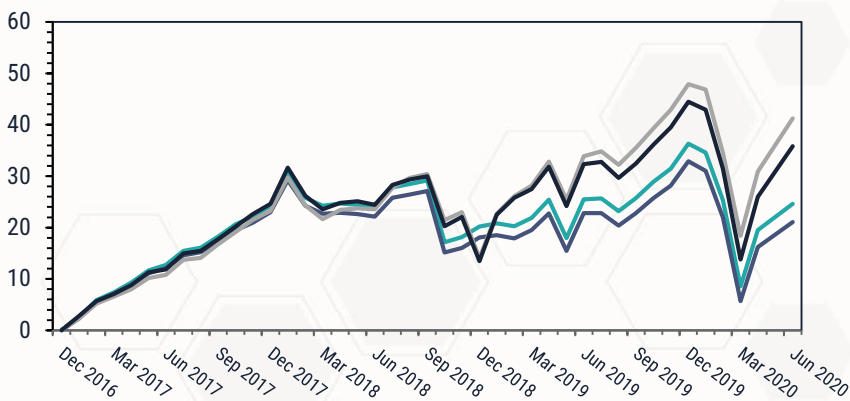
### Key Statistics (annualized since inception)

	IRM:GE Composite (Gross)	IRM:GE Composite (Net)	S&P 1200 Global ESG Index	MSCI ACWI Index
Since Inception Return	6.48	5.62	10.38	9.14
Standard Deviation	13.56	13.48	14.42	14.95
Beta vs MSCI ACWI Index	0.81	0.80	0.96	1.00
Sharpe Ratio	0.36	0.30	0.61	0.50
Max drawdown	-20.36	-20.50	-19.96	-21.26
Max run-up	36.30	32.92	47.90	44.48

## Return vs. Risk Since Inception



## Cumulative Return Since Inception



- Impact Risk-Managed: Global Equity Composite (Gross)
- Impact Risk-Managed: Global Equity Composite (Net)
- S&P Global 1200 ESG Index
- MSCI ACWI Index

Source: WST Capital Management, Orion. Exposures shown represent the historical exposures of the Impact Risk-Managed: Global Equity Model, based off of which are run the strategy and all accounts constituting the Impact Risk-Managed: Global Equity Composite. "Alternate Segment" is a summarized allocation of assets invested in fixed income and cash equivalents, while "Impact Segment" is a summarized allocation of exposure to ETFs comprising shares of companies that screen positively on the basis of ESG characteristics or are aligned with specific impact themes. Source for performance information: FactSet. Annualized statistics since composite inception date, 12/31/2016; relative statistics vs. primary benchmark. Gross performance results for wrap accounts in the composite are gross of the entire wrap fee and are provided as supplemental information as transaction expenses have not been deducted.

Calendar Year	2017	2018	2019
Impact Risk-Managed: Global Equity Composite (Gross)	24.23	-3.25	13.40
Impact Risk-Managed: Global Equity Composite (Net)	23.00	-4.02	12.59
S&P Global 1200 ESG Index	25.47	-10.50	26.73
MSCI ACWI Index	24.62	-8.93	27.30

## ABOUT OUR FIRM:

WST Capital Management is a division of Wilbanks Smith & Thomas Asset Management, LLC – a firm that has, since 1990, prioritized solutions-seeking research as a way to better serve clients.

Endeavoring to offer the Bridge Between Protection and Growth through Risk-managed ETF strategies, WSTCM has cut an innovative path in the pursuit of next-generation investment approaches for today's investors. We embrace the science of investing in the effort to provide investors with a balance of protection and growth, encouraging confident participation over the long-term.

## ABOUT OUR TEAM:

The team's iterative design process brings together a depth of experience in portfolio management, product design, quantitative academic research and computational methods to create robust strategies designed to solve critical problems in portfolio construction.

### Portfolio Design & Product Management

- Roger Scheffel
- Neal Ritter

### Quantitative Research

- David Abrams
- Tom McNally, CFA, CMT

### Relationship Management

- Wade Monroe, CIMA®, CFP®

### Product Support & Marketing

- Ryan Stallard
- Maria Salova

## KEY FACTS AND INFORMATION:

Strategy inception date: December 31, 2016  
 Vehicle: Separately managed account

## Important disclosures

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Wilbanks, Smith & Thomas Asset Management, LLC ("WST" or the "Firm") is defined as an SEC registered investment adviser headquartered in Norfolk, Virginia. WST claims compliance with the Global Investment Performance Standards (GIPS®). Prospective clients can obtain a GIPS-compliant presentation and/ or the firm's list of composite descriptions by contacting WST with the contact information referenced above.

The Impact Risk-Managed: Global Equity Composite has an inception date of December 31, 2016 and consists of all fee-paying, fully discretionary accounts under active management at WST that adhere to the Impact Risk-Managed: Global Equity strategy. The Impact Risk-Managed: Global Equity strategy is a rules-based solution for tactical investment in equity assets that meet ESG criteria. The strategy offers equity exposure to companies whose practices are focused on or consistent with high standards for sustainability and social responsibility, combined with a variable allocation to investment grade fixed income for risk management purposes. The strategy will invest, through its Impact Segment, up to 100% in ETFs comprising shares that screen positively on the basis of Environmental, Social and Governance (ESG) characteristics, according to the provider of the index each ETF is designed to track. The strategy has the option to allocate up to 100% to an Alternate Segment - comprising investment grade fixed income -when volatility rises or markets are unfavorable to fully invested equity positioning. Within the Impact Segment, the model will track risk-adjusted momentum and tilts by variable allocation among ETFs broadly adhering to ESG criteria, or more narrowly targeted among geographies and impact themes such as gender diversity and environmental responsibility. Prior to December 19, 2017, the Impact Risk-Managed: Global Equity strategy was referred to by WST as the Global Impact Risk-Managed strategy. The composite was created January 2017.

The composite is measured against the S&P Global 1200 ESG Index and has the MSCI ACWI Index as a secondary benchmark. The S&P Global 1200 ESG Index is designed to measure the performance of the constituent companies within the S&P Global 1200, with a weighting scheme that accounts for each company's ESG Factor Score, as assessed by RobecoSAM. The MSCI ACWI index is a free float-adjusted, market capitalization-weighted index that is designed to measure the equity market performance of developed and emerging markets. is comprised of large capitalized companies across many sectors and is generally regarded as representative of US stock market and is provided in this presentation in that regard only.

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 and dividends. Net of fee performance was calculated using actual management fees. Some accounts in the composite pay a "wrap fee" which is an all-inclusive or bundled fee based on a percentage of assets under management and may include investment management services, transaction costs/brokerage commissions, portfolio monitoring, consulting services, and custodial services. Gross performance results for wrap accounts in the composite are gross of the entire wrap fee and are provided as supplemental information as transaction expenses have not been deducted. Past performance is not a guarantee of future results.

Market indices are unmanaged and do not reflect the deduction of fees or expenses. You cannot invest directly in an index such as these and the performance of an index does not represent the performance of any specific investment strategy. We consider an index to be a portfolio of securities whose composition and proportions are derived from a rules based model.

Investment advisory fees are described in Wilbanks Smith & Thomas Asset Management, LLC's Form ADV 2A. To illustrate the possible effect of fees on the total return of an account, what follows is an illustration: A client investing in the comparative index S&P 500 over the last 10 years (as of December 31, 2015) would have earned 7.31% return on an annualized basis. With the effect of fees at 2.00% per year, this client can then expect their net return to be 5.16% per year compounded over the same time period.

Standard Deviation of return measures the average deviations of a return series from its mean, and is often used as a measure of risk. A large standard deviation implies that there have been large swings in the return series of the manager. Correlation is a measure of how two securities move in relation to each other. The Sharpe Ratio measures excess return per unit of risk which relates the difference between the portfolio's return and the return of the risk free rate to the standard deviation of the portfolio returns for the same period. Alpha is the mean of the excess return of the manager over beta times the benchmark. Beta is a measure of systematic risk, or the sensitivity of a manager to movements in the benchmark. A beta of 1 implies that you can expect the movement of a manager's return series to match that of the benchmark used to measure beta. Maximum Drawdown is the maximum loss (compounded, not annualized) that the manager ever incurred during any sub period of the entire time period. Conceptually, the calculation looks at all sub periods of the time period in question and calculates the compound return of the manager over that period. The maximum drawdown is the minimum of zero and all these compound returns. Maximum Run-up is the opposite of Maximum Drawdown and shows the maximum gain the manager incurred during any sub period of time. Up and Down Capture is a measure of how well a manager replicates or improves on phases of positive benchmark returns and how the manager is affected by phases of negative benchmark returns. Commodities and futures generally are volatile and are not suitable for all investors. The value of commodity funds relate directly to the value of the futures contracts and other assets held within the fund and any fluctuation in the value of these assets could adversely affect an investment in commodities.

Exchange Traded Funds (ETF's) trade like stocks, are subject to investment risk and will fluctuate in market value.

Securities and Insurance Products and Services –Are not FDIC or any other Government Agency Insured –Are not Bank Guaranteed –May lose Value.