

# Impact Risk-Managed: Global Bond

As of December 31, 2019

## OVERVIEW & OBJECTIVE

Impact-Risk Managed: Global Bond (IRM:GB) is a core-plus fixed income solution that delivers diversified credit exposure aligned with ESG objectives and sustainability projects. In combination with Impact-Risk Managed: Global Equity, the strategy offers a foundation for whole-portfolio integration of ESG & SRI.

The strategy's objective is providing a risk-managed fixed income portfolio built around sustainability-focused bond funds and exposure that tracks ESG-oriented credit indices.

## PORTFOLIO CONSTRUCTION IDEAS

- Comprehensive core-plus fixed income component to ESG/SRI portfolio
- ESG/Impact satellite to traditional fixed income exposure

## TACTICAL RANGES

### Impact Segment, 0%-100%

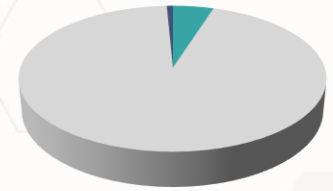
Allocates to ESG and impact bond funds providing:

- Broad-based exposure to debt issues of companies with high ESG scores
- Focused exposure to government and corporate debt issues financing green projects
- Allocations to non-investment grade issues that meet ESG or green criteria

### 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 serving to manage duration and dampen volatility.

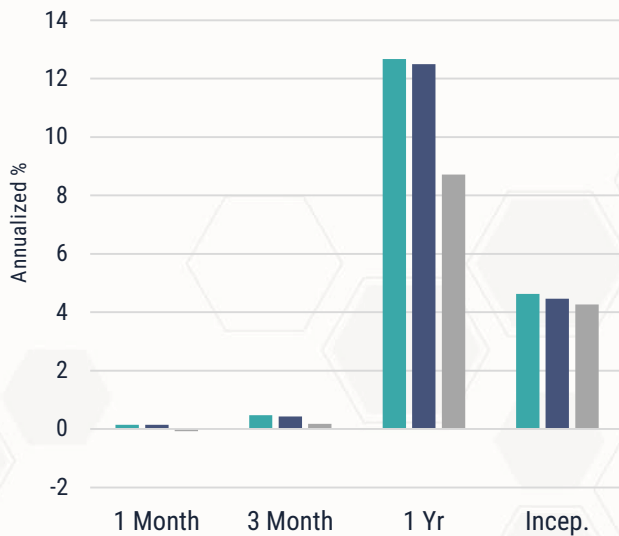
## POSITIONING, DECEMBER 31, 2019



■ ESG/Impact Bonds  
■ US Treasuries  
■ Cash

- Enhancement of fixed income risk management by drawing on lower-volatility profile of companies with above-average ESG scores, incorporating multi-layered structural risk management through tactical framework and managing duration within non-ESG/SRI portion of portfolio

## Performance Summary



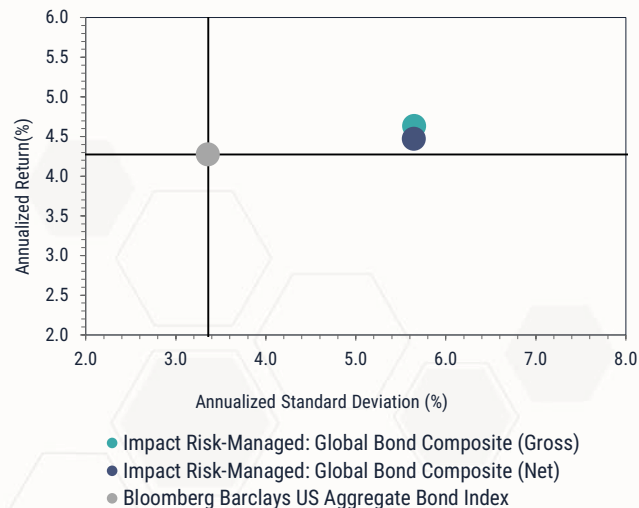
### Annualized Performance

	1 Month	3 Month	1 Yr	Incep.
IRM:GB Composite (Gross)	0.15	0.47	12.67	4.63
IRM:GB Composite (Net)	0.15	0.43	12.50	4.47
BB Barclays US Agg Bond Index	-0.07	0.18	8.72	4.27

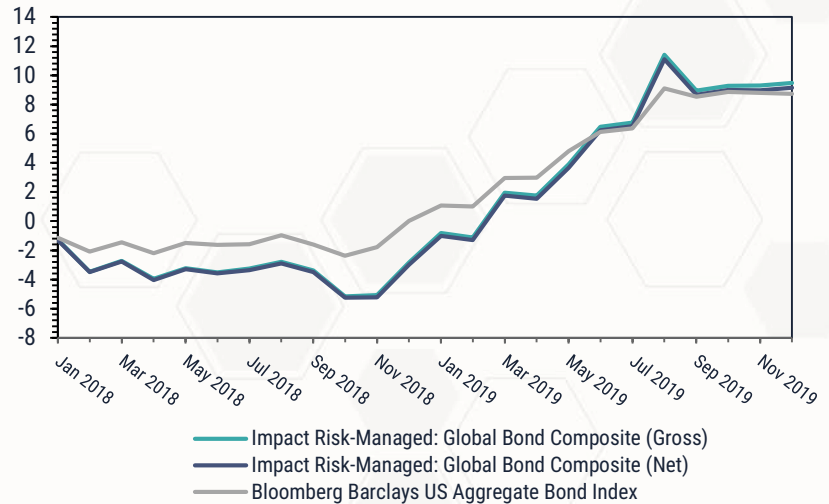
### Key Statistics (annualized since inception)

	IRM:GB Composite (Gross)	IRM:GB Composite (Net)	BB Barclays US Agg Bond Index
Since Inception Return	4.63	4.47	4.27
Standard Deviation	5.65	5.65	3.36
Beta	1.61	1.61	1.00
Sharpe Ratio	0.45	0.42	0.65
Max drawdown	-5.15	-5.25	-2.38
Max run-up	17.46	17.27	11.77

## Return vs. Risk Since Inception



## Cumulative Return Since Inception



Source: WST Capital Management, Orion. Exposures shown represent the historical exposures of the Impact Risk-Managed: Global Bond Model, based off of which are run the strategy and all accounts constituting the Impact Risk-Managed: Global Bond Composite. "Alternate Segment" is a summarized allocation of assets invested in investment grade fixed income and cash equivalents, while the "Impact Segment" allocates to ESG and impact bonds funds aligned with ESG objectives and sustainability projects. Source for performance information: FactSet. Annualized statistics since strategy inception date, January 1, 2018; relative statistics vs. primary benchmark.

# Impact Risk-Managed: Global Bond



## Calendar Year

	2018	2019
Impact Risk-Managed: Global Bond Composite (Gross)	-2.84	12.67
Impact Risk-Managed: Global Bond Composite (Net)	-2.99	12.50
Bloomberg Barclays US Aggregate Bond Index	0.01	8.72

## 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
- Elizabeth Marchetti
- Neal Ritter

### Quantitative Research

- David Abrams
- Tom McNally, CFA, CMT

### Relationship Management

- Wade Monroe, CIMA®, CFP®

### Product Support & Marketing

- Ryan Stallard
- Maria Marmion

## KEY FACTS AND INFORMATION:

Strategy inception date: January 1, 2018  
Vehicle: Separately managed account

## Important disclosures

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 Bond Composite has an inception date of January 1, 2018 and consists of all fee-paying, fully discretionary accounts under active management at WST that adhere to the Impact Risk-Managed: Global Bond strategy. The Impact Risk-Managed: Global Bond strategy is a rules-based solution for tactical investment in fixed income assets that meet ESG criteria. The strategy offers fixed income exposure to companies whose practices are focused on or consistent with high standards for sustainability and social responsibility, combined with a variable allocation to US Treasury bonds for risk management purposes. The strategy will invest, through its Impact Segment, up to 100% in ETFs comprising corporate bonds 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 US Treasury bonds - when volatility rises or markets are unfavorable to a fully invested corporate bond position. The composite was created January 2018. Eligible accounts are included in the strategy group of accounts in the month following the month of account inception. Closed accounts are included through the completion of the last full month. Results portrayed reflect the reinvestment of dividends, capital gains and other earnings when appropriate. During the period(s) shown, there were no material market or economic conditions which affected the results portrayed. With the exception of several market corrections during the period(s), the overall market as measured by the S&P 500 was generally rising. If such trends are broken, the clients may experience real capital losses in their managed accounts. The performance results portrayed during the period: January 1, 2018 (strategy inception)-present relate only to a limited group of the adviser's clients selected based on suitability and risk tolerance. This factor did not have a material effect on performance but could have led to the termination of the composite in the event of significant outflows.

The composite is measured against the Bloomberg Barclays US Aggregate Bond Index. The Bloomberg Barclays US Aggregate Bond Index is a broad-based unmanaged bond index that is generally considered to be representative of the performance of the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market. The index return assumes reinvestment of interest. Comparative performance may also be expressed by reference to a ranking prepared by a mutual fund monitoring service or by one or more newspapers, newsletters, or financial periodicals. You cannot invest directly in an index.

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 information as transaction expenses have not been deducted. Past performance is not a guarantee of future results.

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.