

Objective:

Long-term capital appreciation

Market Cap Bias:

Mid Cap

Management:

Christopher G. Pearson, CFA

George L. Smith, III, CFA

Strategy Inception:

12/31/2003

Overview

- **Market cap flexibility** emphasizing superior risk/return opportunities
- **Concentrated** positions in high-conviction ideas
- **Opportunistic** entry points
- **Risk management** is strongly emphasized and central to investment process

Investment Discipline

A primary focus on three characteristics:

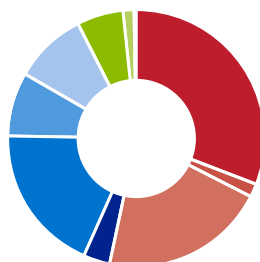
- Capital allocation
- Management
- Valuation

As of 12/31/2017

*Subject to change without prior notice. **Foreign Holding. ¹Source: Morningstar Direct; Data as of 12/31/17. Since inception, 12/31/2003; © 2017 Morningstar, Inc. All Rights Reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. ²Data shown versus the Russell Midcap Index through 12/31/2017.

Risk is measured by standard deviation. Standard deviation is the variability of returns around the average return. **Beta** is a measure of the volatility, or systematic (market-related) risk, of a portfolio as compared to the overall market. **Alpha** measures the excess return of your portfolio above the expected return as established by comparison to a beta-adjusted benchmark. The **Sharpe Ratio** indicates the excess returns over a risk-free asset per unit of total risk (where risk is measured

Sector Weightings* % Assets



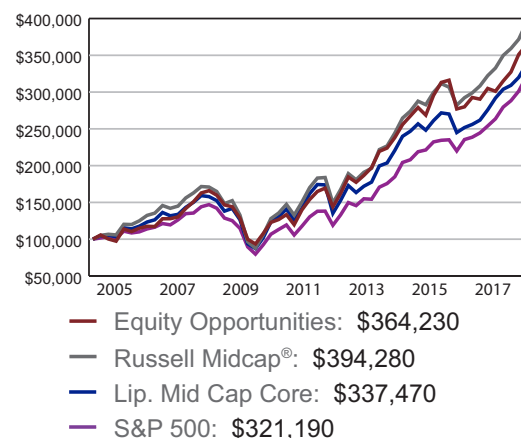
Consumer Discretionary	30.9
Consumer Staples	1.9
Financials	20.7
Health Care	3.4
Industrials	18.7
Technology	8.0
Materials	9.3
REITs	5.8
Cash & Eq.	1.5

Top Ten Holdings* % Assets

American Tower Corp	5.8
Capital One Financial Corp	5.7
Brookfield Asset Management Inc**	5.6
WABCO Holdings Inc	5.4
Dollar Tree Inc	5.2
CarMax Inc	4.9
Colfax Inc	4.8
Sherwin Williams Co	4.6
Martin Marietta Materials Inc	4.6
Markel Corp	4.5

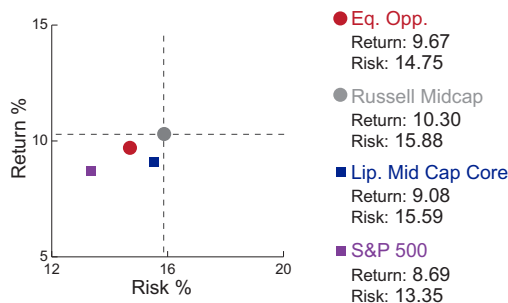
Growth of \$100,000

Cumulative Since Inception, 12/31/03-12/31/17



Risk & Return

Annualized, Since Inception²



Portfolio Statistics

# Equity Holdings	26
Avg Mkt Cap (Weighted Median)	\$13.9B
Turnover	18%
Beta ^{1, 2}	0.87
Alpha ^{1, 2}	0.64
Sharpe Ratio ^{1, 2}	0.56
R-Squared ^{1, 2}	88.71
Upside Capture Ratio ^{1, 2}	92.49
Downside Capture Ratio ^{1, 2}	91.77

by standard deviation). **R-Squared** is a measure of the strength of the relationship between a portfolio and its benchmark. The **Upside Capture Ratio** measures a manager's performance in up markets relative to the market (benchmark) itself. The **Downside Capture Ratio** measures a manager's performance in down markets relative to the market (benchmark) itself.

Performance shown is historical and is no guarantee of future results. Investing in securities carries risk including the possible loss of principal.

The Equity Opportunities Portfolio is represented by the Equity Opportunities Composite. Growth of \$100,000 includes reinvestment of dividends and interest. Composite performance reflects actual economic and market conditions. Significant cash flows and other unique circumstances can affect individual account performance. Performance is net of actual investment management fees. The above illustrations are for informational purposes only and are not intended to provide specific financial planning or investment advice. Individual circumstances may vary.

The **Russell Midcap® Index** measures the performance of the 800 smallest companies in the Russell 1000 Index, which represent approximately 25% of the total market capitalization of the Russell 1000. The Russell 1000® Index is a trademark/service mark of the Frank Russell Co. Russell® is a trademark of the Frank Russell Co. The **Lipper Mid Cap Core Funds Index** is an unmanaged index of the 30 largest funds in the Lipper Mid Cap Core Fund category. The **S&P 500 Index** is comprised of 500 U.S. stocks and is an indicator of the performance of the overall U.S. stock market. *An investor cannot invest in an index and index returns are not indicative of the performance of any specific investment.* Please see the reverse page of this document for additional information.

Supplemental Information

Equity Opportunities Composite Returns

Performance is net of fees and includes reinvestment of dividends and interest.



Period	Total Return %	Equity Return %**	Benchmark			Composite Assets at			Total Firm Assets Under Management (USD mm)	Internal Dispersion	Composite 3-Year Std Dev†	Benchmark 3-Year Std Dev†
			Russell Midcap Return %	S&P 500 Return %**	Lipper Mid Cap Core**	End of Period (USD mm)	% of Firm Assets	Number of Portfolios				
Q4 2017	3.8	3.8	6.1	6.6	5.5	578	358.5	5%	7,347.5	0.6	10.92	10.36
Year to Date	21.0	21.6	18.5	21.8	15.6							
1 Year	21.0	21.6	18.5	21.8	15.6							
3 Year*	7.2	7.4	9.6	11.4	8.9							
5 Year*	13.0	13.7	15.0	15.8	13.7							
10 Year*	8.6	9.0	9.1	8.5	8.3							
Since Inception*	9.7	10.1	10.3	8.7	9.1							
2017	21.0	21.6	18.5	21.8	15.6	578	358.5	5%	7,347.5	0.6	10.92	10.36
2016	7.6	7.9	13.8	12.0	15.9	579	297.8	5%	6,177.6	0.7	12.24	11.55
2015	-5.3	-5.6	-2.4	1.4	-3.6	569	269.6	5%	5,524.2	0.6	11.46	10.85
2014	15.5	16.4	13.2	13.7	8.9	445	212.8	4%	5,390.8	0.7	9.60	10.14
2013	29.7	32	34.8	32.4	35	347	154.7	3%	4,724.9	1.3	12.42	14.03
2012	21.7	23.6	17.3	16	16.3	255	82.8	2%	3,643.7	0.9	16.09	17.2
2011	5.3	6.0	-1.6	2.1	-5.7	203	51.1	2%	3,108.4	0.7	18.41	21.55
2010	21.5	24.2	25.5	15.1	24	153	29.9	1%	3,042.6	0.6		
2009	26.9	29.9	40.5	26.5	39.3	118	20.6	1%	2,717.0	0.6		
2008	-37.5	-41.1	-41.5	-37	-38.5	141	18.2	1%	2,305.0	1.1		
2007	12.7	12.7	5.6	5.5	6.3	109	29.4	1%	3,259.4	1.7		
2006	20.9	21.8	15.3	15.8	13.4	59	16.1	1%	2,811.8	1.1		
2005	3.0	2.9	12.7	4.9	9.5	64	15.1	1%	2,354.9	0.4		
2004	13.8	14.7	20.2	10.9	15.4	53	13.7	1%	2,109.0	0.5		

As of 12/31/2017

*Returns greater than one year are annualized. Since Inception Date: 12/31/03 **Supplemental Information. †Prior to 2011, the composite and benchmark three-year standard deviation were not required.

Performance shown is historical and is no guarantee of future results. Investing in securities carries risk including the possible loss of principal. Composite performance reflects actual economic and market conditions. Significant cash flows and other unique circumstances can affect individual account performance.

Assets Under Advisement: \$127.6 (USD mm) of which \$22.5 (USD mm) is invested in the Equity Opportunities strategy and managed in a unified managed account environment.

Definition of Firm: Davenport Asset Management ("DAM") is a separate and distinct business entity of Davenport & Company LLC. DAM manages various investment strategies where DAM is responsible for security selection.

Strategy Description: The Equity Opportunities Portfolio seeks long-term capital appreciation through a flexible, concentrated and opportunistic approach. The strategy seeks opportunities that include the potential for above-average capital appreciation, not limited to any particular market capitalization, but with an emphasis on opportunities in the small and mid cap range.

Davenport Asset Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Davenport Asset Management has been independently verified for the periods January 1, 1984 through June 30, 2017.

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 Equity Opportunities Composite has been examined for the periods December 31, 2003 through June 30, 2017. The verification and performance examination reports are available upon request.

Performance results are presented net of actual investment management fees, encompassing the investment advisory fee and trading expenses. The Equity Opportunities Composite was created December 31, 2003. The name was changed from Small & Mid Cap Composite to Mid Cap Composite on June 30, 2007. The name was changed from Mid Cap Composite to Equity Opportunities Composite on September 30, 2010.

The Equity Opportunities Composite includes the following requirements where applicable, among others: use of aggregate return method; use of total return to calculate performance; accrual accounting; use of trade-date reporting; use of time-weighted rates of return, monthly valuation and geometric linking of period returns; inclusion of cash and cash equivalents in returns; inclusion of all fee-paying, discretionary accounts in at least one composite; no linkage with simulated portfolios; the addition of new portfolios beginning of the first full quarter; exclusion of terminated portfolios after the last full quarter they were in place, but their inclusion for all quarters prior to terminating.

Portfolios below \$100,000 and accounts with margin balances and derivatives have been excluded from the Equity Opportunities Composite. Prior to September 30, 2016, the minimum value for inclusion in the composite was \$60,000. Prior to December 31, 2007, the minimum value for inclusion in the composite was \$75,000. Performance results are presented in U.S. dollars. Composite dispersion is measured using an equal-weighted standard deviation of returns of the portfolios. A complete list and description of DAM composites and additional information regarding the firm's procedures for calculating and reporting performance returns are available upon request.

Index Definitions: The **Russell Midcap® Index** measures the performance of the 800 smallest companies in the Russell 1000 Index, which represent approximately 25% of the total market capitalization of the Russell 1000. The Russell 1000® Index is a trademark/service mark of the Frank Russell Co. Russell® is a trademark of the Frank Russell Co. The **Lipper Mid Cap Core Funds Index** is an unmanaged index of the 30 largest funds in the Lipper Mid Cap Core Fund category. The **S&P 500 Index** is comprised of 500 U.S. stocks and is an indicator of the performance of the overall U.S. stock market. *An investor cannot invest in an index and index returns are not indicative of the performance of any specific investment.*

Internal Dispersion is a measure of the spread of the annual returns of individual portfolios within a composite; standard deviation is utilized. The 3-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period.

Annual Fees:

- 1.50% on the first \$1,000,000
 - 1.25% on the next \$4,000,000
 - 1.00% on amounts over \$5,000,000;
- Minimum Fee: \$625 Quarterly

The wrap fee reflects a fee for investment advisory services, custody of assets, and execution services and is generally a percentage of assets under management.

The Global Investment Performance Standards ("GIPS") are a trademark of CFA Institute. CFA Institute has not been involved in the preparation or review of this report.