

Objective:

Long-term growth of capital and current income

Market Cap Bias:

Large Cap

Management:

Investment Policy Committee

Strategy Inception:

12/31/2001

Overview

- Value bias with broad diversification
- Differentiated ideas and flexibility to invest where we see value
- Risk management is strongly emphasized and central to investment process

Investment Discipline

A focus on companies in three categories:

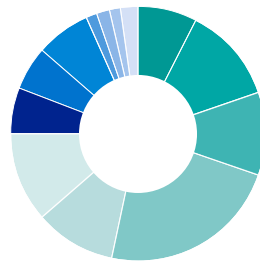
- **Value stocks** – including deep value, contrarian ideas, special situations
- **Income stocks** – high yielders, dividend growers, capital appreciation potential
- **Foundation stocks** – household names with established business models and history of dividend payment and growth

As of 12/31/2017

*Subject to change without prior notice. **Foreign Holdings. ¹Since inception, 12/31/2001; Source: Morningstar Direct; © 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 1000 Value 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 by standard deviation). **R-Squared**

Sector Weightings* (% Assets)



Consumer Discretionary	7.6	Technology	5.9
Consumer Staples	12.2	Materials	5.5
Energy	10.7	REITs	6.8
Financials	23.0	Telecom.	1.5
Health Care	10.3	Utilities	1.6
Industrials	11.4	Cash & Eq.	1.5
		Other	2.0

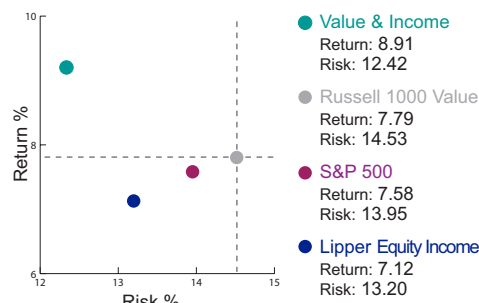
Top Ten Holdings*

% Assets

Company	% Assets	% Yield
Capital One Financial Corp	3.2	1.6
Johnson & Johnson	3.2	2.4
JPMorgan Chase & Co	3.0	2.1
Markel Corp	2.9	-
Citigroup Inc	2.8	1.7
Watsco Inc	2.7	2.9
Royal Dutch Shell PLC**	2.7	5.5
Fidelity National Financial Inc	2.6	2.8
Diageo PLC**	2.6	2.2
Occidental Petroleum Corp	2.3	4.2

Risk & Return

Annualized, Since Inception¹



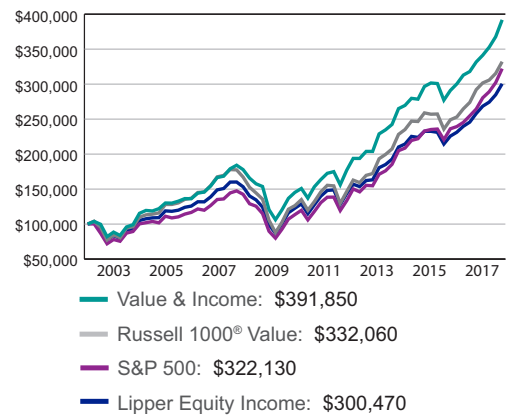
is a measure of the strength of the relationship between a portfolio and its benchmark. The **Upside Capture Ratio** measures a manager's performance in up markets relative to the market (benchmark) itself. The **Downside Capture Ratio** measures a manager's performance in down markets relative to the 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 Value & Income Portfolio is represented by the Value & Income Equity Composite. 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. Growth of \$100,000 includes reinvestment of dividends and interest. The above illustrations are for informational purposes only and are not intended to provide specific financial planning or investment advice. Individual circumstances may vary.

Growth of \$100,000

Cumulative Since Inception, 12/31/01-12/31/17



Portfolio Statistics

# Equity Holdings	53
Yield	2.8
Avg Mkt Cap (Weighted Median)	\$62.1B
Turnover	19%
Beta ^{1, 2}	0.82
Alpha ^{1, 2}	2.27
Sharpe Ratio ^{1, 2}	0.61
R-Squared ^{1, 2}	92.97
Upside Capture Ratio ^{1, 2}	89.85
Downside Capture Ratio ^{1, 2}	78.76

The Russell 1000[®] Value Index measures the performance of the Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. 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 Equity Income Fund Index is an unmanaged index of the 30 largest funds in the Lipper Equity Income 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

Value & Income Equity Composite Returns

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



Period	Total Return %	Equity Return %**	Benchmark Russell 1000 Value Return %	S&P 500** Return %	Lipper Equity Income** Return %	Number of Portfolios	Composite Assets at End of Period (USD mm)	% of Firm Assets	Total Firm Assets Under Management (USD mm)	Internal Dispersion	Composite 3-Year Std Dev†	Benchmark 3-Year Std Dev†
Q4 2017	6.6	6.8	5.3	6.6	5.5	2,258	1,512.1	21%	7,347.5	0.6	8.8	10.2
Year to Date	18.1	19.0	13.7	21.8	16.4							
1 Year	18.1	19.0	13.7	21.8	16.4							
3 Years*	9.7	10.3	8.6	11.4	8.9							
5 Years*	14.0	14.8	14.0	15.8	13.0							
10 Years*	8.2	8.7	7.1	8.5	7.0							
15 Years*	10.4	10.9	9.6	9.9	8.9							
Since Inception*	8.9	9.3	7.8	7.6	7.1							
2017	18.1	19.0	13.7	21.8	16.4	2,258	1,512.1	21%	7,347.5	0.6	8.8	10.2
2016	14.0	14.9	17.3	12.0	14.3	2,134	1,264.0	20%	6,177.6	0.6	9.5	10.0
2015	-1.9	-1.9	-3.8	1.4	-3.0	2,028	1,034.6	19%	5,524.2	0.4	10.0	10.1
2014	11.9	12.6	13.5	13.7	10.7	1,799	998.5	19%	5,390.8	0.7	8.7	8.4
2013	30.0	32.2	32.5	32.4	28.7	1,546	808.8	17%	4,724.9	1.5	10.7	11.2
2012	15.2	15.8	17.5	16.0	13.7	1,346	547.6	15%	3,643.7	0.8	13.3	14.1
2011	8.2	8.6	0.4	2.1	2.7	1,124	379.5	12%	3,108.4	0.8	16.4	18.3
2010	12.6	13.3	15.5	15.1	14.0	1,127	305.3	10%	3,042.6	0.6		
2009	20.4	21.9	19.7	26.5	23.9	1,094	264.4	10%	2,717.0	1.0		
2008	-32.1	-33.7	-36.9	-37.0	-35.4	1,093	211.5	10%	2,305.0	0.9		
2007	6.8	6.7	-0.2	5.5	3.0	1,034	295.0	9%	3,259.4	0.6		
2006	22.2	23.3	22.3	15.8	18.4	683	211.8	8%	2,811.8	0.6		
2005	4.7	4.7	7.1	4.9	5.8	525	131.9	6%	2,354.9	0.4		
2004	12.7	13.3	16.5	10.9	13.0	337	94.9	5%	2,109.0	0.4		
2003	30.4	31.3	30.0	28.7	25.8	95	36.5	2%	1,749.3	0.7		
2002	-11.5	-11.6	-15.5	-22.1	-16.4	37	9.5	1%	1,309.6	n/a		

As of 12/31/2017

*Returns greater than one year are annualized. Since Inception Date: 12/31/01 **Supplemental Information †Prior to 2011, the composite and benchmark three-year standard deviation were not required.

Assets Under Advisement: \$127.6 (USD mm) of which \$57.2 (USD mm) is invested in the Value & Income strategy and managed in a unified managed account environment.

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.

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.

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 Value & Income Equity Composite has been examined for the periods December 31, 2001 through June 30, 2017. The verification and performance examination reports are available upon request.

Strategy Description: The Value & Income Strategy seeks to provide income and capital appreciation using stocks with above-average dividend yields, and has the option of adding high quality bonds and/or fixed income ETFs.

On September 30, 2017 the benchmark for the Value & Income Portfolio was changed to the Russell 1000 Value Index because it more closely reflects the investment strategy. From January 1, 2006 until September 30, 2017, the benchmark for the Value & Income Portfolio was the Lipper Equity Income Fund Index. Prior to January 1, 2006, the benchmark was the S&P 500/Citigroup Value Index.

Performance results are presented net of actual investment management fees. The Value & Income Equity Composite was created December 31, 2001, and 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 at the 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 Value & Income Equity 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 1000® Value Index** measures the performance of the Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. The Russell 1000 Index is a trademark/service mark of the Frank Russell Co. Russell® is a trademark of the Frank Russell Co. 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. The **Lipper Equity Income Fund Index** is an unmanaged index of the 30 largest funds in the Lipper Equity Income Fund category. *An investor cannot invest in these indices and their 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.