



## Flexible Income Strategy

### Investment Objective

The MCM Flexible Income Strategy seeks to provide a high level of income by investing in a diversified portfolio of equity and fixed income securities. Due to the emphasis on income, accounts in the composite will also own REITs, Preferred Stocks, and ETFs which provide exposure to other income producing areas of the market.

### Investment Strategy

- **Diversified Approach:** Our portfolio is constructed of several income-producing asset classes. This diversification has the effect of reducing volatility and enhancing returns.
- **Balanced:** Our focus on independent research and analysis leads to a portfolio of complementary individual securities, balanced between equity and Fixed Income.
- **Yield:** The end result is a compelling 4%+ expected annual income stream in an otherwise low interest rate environment.

| Top 10 Equity Holdings | Ticker | Asset Allocation          | % of Portfolio |
|------------------------|--------|---------------------------|----------------|
| VERIZON COMMUNICATN    | VZ     | Large Cap U.S. Stocks     | 49.48%         |
| ABBVIE INC             | ABBV   | Individual Bonds          | 40.85%         |
| A T & T INC            | T      | Preferreds / ETFs / Funds | 6.48%          |
| TARGET CORP            | TGT    | Cash / Cash Equivalents   | 3.19%          |
| APPLE INC              | AAPL   |                           |                |
| CROWN CASTLE INTL CO   | CCI    |                           |                |
| SOUTHERN CO            | SO     |                           |                |
| LOCKHEED MARTIN CORP   | LMT    |                           |                |
| DUKE ENERGY CORP       | DUK    |                           |                |
| CISCO SYSTEMS INC      | CSCO   |                           |                |

### Portfolio Statistics<sup>1</sup>

| Equity                    |        | Yield                               |       |
|---------------------------|--------|-------------------------------------|-------|
| Wtd. Avg. 1yr. Fwd P/E    | 23.19  | MCM Flexible Income                 | 4.18% |
| Proj. 3yr. EPS Growth     | 14.66  | Barclays Int. Gov/Credit Bond Index | 0.59% |
| Wtd. Avg. Mkt. Cap. (\$B) | 269.29 | S&P 500 Index                       | 1.88% |
| Fixed Income              |        |                                     |       |
| Avg. Maturity (yrs.)      | 3.65   |                                     |       |
| Wtd. Avg. Coupon (%)      | 5.78   |                                     |       |

### ABOUT US

Founded in 1978, Maryland Capital Management (MCM) is an independent investment management firm with over \$1.5 billion in assets under management serving high net worth and institutional investors.

### INVESTMENT TEAM

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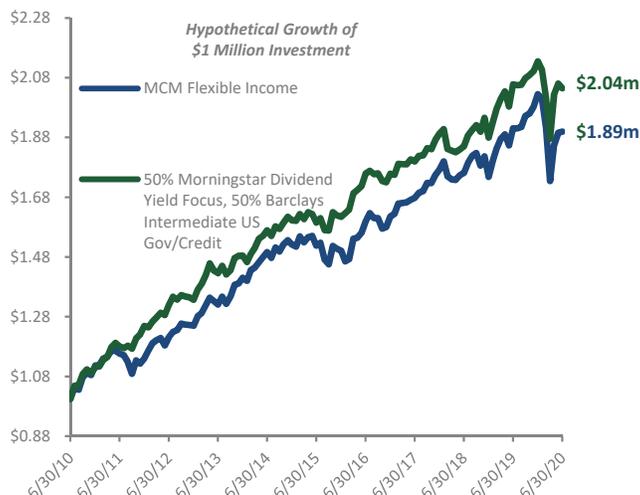
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<sup>1</sup> Portfolio Statistics are calculated by FactSet Research Systems and MCM.

All of the data presented above is supplemental to the GIPS compliant presentation.

Portfolio Performance<sup>+</sup>



|   | QTD  | YTD   | 1 Yr. | 3 Yr. | 5 Yr. | 10 Yr. | Since Inception <sup>#</sup> |
|---|------|-------|-------|-------|-------|--------|------------------------------|
| MCM Flexible Income   | 9.57 | -6.20 | -0.57 | 4.24  | 4.60  | 6.60   | 7.51                         |
| 50% Morningstar Dividend Yield Focus, 50% Barclays Intermediate US Gov/Credit | 9.03 | -4.23 | -0.64 | 4.36  | 5.10  | 7.39   | 8.05                         |

<sup>#</sup>Inception date of the Flexible Income Composite is January 31, 2009  
<sup>\*</sup>All of the performance data presented above is net of advisory fees. All metrics longer than one year are Annualized total returns.

All of the data presented above is supplemental to the GIPS compliant presentation.

| Year | Composite Total Gross Returns (%) | Composite Total Net Returns (%) | 50% Morningstar Dividend Yield Focus/ 50% Barclays Int. Gov't/Credit Benchmark | Composite Dispersion (%) | Composite 3 Yr Standard Deviation (%) | 50% Morningstar Dividend Yield Focus/ 50% Barclays Int. Gov't/Credit 3 Year Standard | Composite Number of Portfolios | Composite Assets (\$Millions) | Total Firm Assets Under Management (\$Millions) | Total Entity Assets (\$Millions)** |
|------|-----------------------------------|---------------------------------|--|--------------------------|---------------------------------------|--|--------------------------------|-------------------------------|---|------------------------------------|
| 2010 | 10.83                             | 9.91                            | 11.36  | 1.62                     | N/A                                   | 9.27   | 9                              | 9.59                          | 532.24  | 532.24                             |
| 2011 | 3.14                              | 2.35                            | 12.43  | 2.72                     | N/A                                   | 7.78   | 23                             | 25.54                         | 596.78  | 596.78                             |
| 2012 | 10.20                             | 9.32                            | 7.10   | 2.29                     | 7.03                                  | 5.28   | 33                             | 35.99                         | 745.53  | 745.53                             |
| 2013 | 13.91                             | 12.99                           | 11.08  | 1.86                     | 5.78                                  | 4.79   | 24                             | 26.07                         | 893.04  | 893.04                             |
| 2014 | 8.64                              | 7.87                            | 7.99   | 0.92                     | 4.77                                  | 4.70   | 16                             | 38.21                         | 882.65  | 882.65                             |
| 2015 | -0.68                             | -1.29                           | 0.73   | 1.24                     | 5.93                                  | 5.37   | 21                             | 40.22                         | 974.29  | 975.00                             |
| 2016 | 8.36                              | 7.64                            | 8.96   | 2.57                     | 6.25                                  | 4.92   | 20                             | 39.00                         | 964.15  | 966.81                             |
| 2017 | 10.54                             | 9.81                            | 7.71   | 1.51                     | 5.90                                  | 4.55   | 21                             | 38.91                         | 1038.24   | 1038.52                            |
| 2018 | -0.72                             | -1.40                           | -0.74  | 0.88                     | 5.64                                  | 4.86   | 49                             | 52.21                         | 1049.06   | 1049.28                            |
| 2019 | 16.67                             | 15.82                           | 13.61  | 1.66                     | 5.21                                  | 5.29   | 90                             | 90.31                         | 1382.27   | 1385.37                            |



**Firm Information:** Maryland Capital Management (MCM) is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Registration of an investment advisor does not imply any level of skill or training. MCM manages a variety of equity, fixed income, alternative and balanced investment strategies for both high net worth and institutional investors. The standard management fee is calculated at an annual rate of 1% of assets under management (AUM), but is subject to negotiation in certain instances.

**Composite Characteristics:** The Flexible Income composite was created in December 2012. Accounts included are comprised of all actively managed balanced accounts with assets greater than \$250,000 that have an asset allocation target range of 80/20 to 50/50 equities to bonds, with no more than 5% tax-exempt bonds. These accounts primarily invest in large capitalization US equities and taxable investment grade fixed-income securities with maturities less than 10 years. Due to an emphasis on income, accounts in the composite may also own MLPs, REITs, Preferred Stocks, and ETFs with an emphasis on income producing areas of the market. The percentage of the composite represented by non fee paying portfolios at the end of each annual period is as follows: 2018 - 2%, 2019 - 0.4%. Effective 06/30/2018, the benchmark was changed from a blend of the Barclays Intermediate Government/Credit Index and the S&P 500 Index1 to a blend of 50% S&P 500 Value Index and 50% Barclays Intermediate Government/Credit Index to better represent the strategy's investible equity universe. Effective 01/01/20, the benchmark was changed from a blend of 50% S&P 500 Value Index and 50% Barclays Intermediate Government/Credit Index1 to a blend of 50% Morningstar Dividend Yield Focus and 50% Barclays Intermediate Government/Credit Index to better represent the strategy's investible equity universe. Some accounts hold a cash balance that may impact performance. A complete list and description of all firm composites is available upon request.

**Calculation Methodology:** Valuations and returns are computed and stated in U.S. dollars, and individual portfolios are revalued monthly and at large cash flows. The Modified Dietz method (average capital base equation) is used to calculate monthly returns for separate accounts. Results for the full historical period are time-weighted. MCM calculates an asset-weighted return using the aggregate method. This method aggregates market values and cash flows for all accounts and treats the composite as if it were one account. The results portrayed reflect the reinvestment of dividends, capital gains and other earnings when appropriate. Gross of fees returns are calculated gross of management fees, custodial fees, and withholding taxes on foreign dividends and net of transaction costs. Net of fees returns are calculated using actual client fees, pro-rated on a quarterly basis. Dispersion is calculated as the asset-weighted standard deviation of all accounts included in the composite for the entire year around the annual composite return. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

**Other Disclosures:** MCM claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. MCM has been independently verified for the periods 12/31/95-12/31/19. The verification report(s) is/are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. In March 2015, we discovered an error, which led to a reduction in composite assets during 2013 by 10.11%. Prior to 12/31/19 Flexible Income was known as Strategic Income; the name was revised to better describe the investment strategy. This change was made only in name, not in strategy.

1 The Barclays Intermediate Government/Credit Index is an unmanaged, market-weighted index generally representative of intermediate-term government and investment grade corporate debt securities. Morningstar tracks high-yielding, dividend-paying, U.S.-backed securities screened for superior company quality and financial health. Both indexes are unmanaged and cannot be invested in directly. \* Inception date of the Flexible Income Composite is January 31, 2009

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\*\* Total Entity Assets include both Assets Under Management and Assets under Advisement