



## Custom Solutions

### Overview

ClearBridge Investments is a well-established global investment manager with approximately \$147.9 billion in assets under management. With a legacy dating back over 50 years, our long-tenured portfolio managers and fundamental research team focus on building equity portfolios for clients who seek income solutions, high active share or low volatility. A wholly-owned subsidiary of Legg Mason, ClearBridge operates with investment independence from headquarters in New York and offices in Baltimore, London, San Francisco and Wilmington.

### Experience is a Clear Advantage

- ▶ \$147.9 billion in AUM
- ▶ Offices in New York, Baltimore, London, San Francisco, and Wilmington
- ▶ Operating as ClearBridge since 2005
- ▶ 215 employees
- ▶ 35 Portfolio Managers
- ▶ 30 Research Analysts
- ▶ 6 Traders

### Investment Strategies

- ▶ Large Cap Value
- ▶ Appreciation
- ▶ Large Cap Growth
- ▶ Multi Cap Growth
- ▶ Dividend Strategy
- ▶ All Cap Value
- ▶ International Growth ADR
- ▶ International Value ADR
- ▶ Environmental, Social and Governance Program
- ▶ Municipal Bond Management
- ▶ Taxable Bond Management

For Retail Separately Managed Accounts, Legg Mason Private Portfolio Group, LLC ("LMPPG"), an affiliate of Legg Mason, Inc. and ClearBridge Investments, serves as the coordinating portfolio manager and in this role manages client portfolios based on investment instructions provided by ClearBridge Investments, LLC.

All investments involve risks, including possible loss of principal. All data is as of Sept. 30, 2018 unless otherwise indicated. **Past performance is no guarantee of future results.**

### Custom Solutions at ClearBridge

- Custom Solutions investment program assets total: \$2.9 billion
- Our highly experienced team of custom solutions managers have an average of over 30 years of investment industry experience
- Our primary goal: Successful management of each client's assets consistent with objectives
- We believe that building relationships with our clients is as important as building our clients' portfolios

### A Comprehensive, Individually Tailored Approach

#### Client Solutions

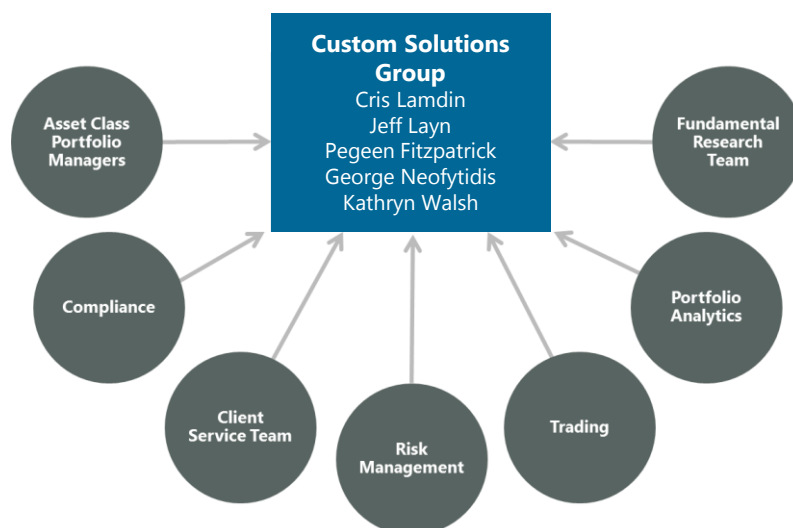
- Customized portfolios encompassing guidelines, restrictions and personal considerations including:
  - Income requirements
  - Tax situations
  - Concentrated holdings
  - Risk tolerance
- Collaborate with outside advisors, trustees, lawyers, accountants, etc.

#### Relationship Management






- Customized to suit unique needs of families and individuals
- Limited relationships per manager ensures accessibility
- Long-tenured client relationships span many decades

#### Portfolio Management

- Asset class expertise as the building blocks for solutions
- Conservative culture emphasizes capital preservation and income
- Long-tenured asset class portfolio managers
- Uncommon access to ClearBridge Investments resources



## Custom Solutions Team

Name and Position	Industry Experience	ClearBridge Tenure	Education, Experience and Professional Designations
 <p><b>Pegeen Fitzpatrick</b> Director, Portfolio Manager/Trader</p>	32 years	<ul style="list-style-type: none"> <li>• Joined predecessor firm in 1986</li> </ul>	<ul style="list-style-type: none"> <li>• Member of Women in Public Finance</li> <li>• Citigroup Asset Management – Trader</li> <li>• Smith Barney Capital Management – Equity Portfolio Associate</li> <li>• Smith Barney, Harris Upham &amp; Co. – Charter Client Services</li> <li>• BA in Economics from Stony Brook University</li> </ul>
 <p><b>Nicholson "Cris" Lamdin, III</b> Managing Director, Portfolio Manager, Head of Custom Solutions</p>	42 years	<ul style="list-style-type: none"> <li>• Joined predecessor firm in 1987</li> </ul>	<ul style="list-style-type: none"> <li>• Chase Manhattan Private Banking International – Vice President and Senior Investment Officer</li> <li>• Brown Brothers Harriman &amp; Co. – Portfolio Manager</li> <li>• Bankers Trust Company – Assistant Treasurer</li> <li>• MBA in Finance from Rutgers University</li> <li>• BA in Political Science from Randolph Macon College</li> </ul>
 <p><b>Jeffrey Layn</b> Director, Client Portfolio Manager</p>	28 years	<ul style="list-style-type: none"> <li>• Joined ClearBridge Investments in 2008</li> </ul>	<ul style="list-style-type: none"> <li>• Legg Mason – Sales Director</li> <li>• Putnam Investments – Senior Vice President</li> <li>• AIM Investments – Regional Vice President</li> <li>• Franklin Templeton Investments – Wholesaler</li> <li>• California Federal Bank/Invest Financial – Financial Consultant</li> <li>• CIMA, CIMC</li> <li>• MBA from Texas Tech University</li> <li>• BA in Psychology from California State University of Long Beach</li> </ul>
 <p><b>George Neofytidis</b> Managing Director, Private Client Portfolio Manager</p>	21 years	<ul style="list-style-type: none"> <li>• Joined predecessor firm in 1997</li> </ul>	<ul style="list-style-type: none"> <li>• Citigroup Asset Management - Research Analyst</li> <li>• BS in Finance from St. John's University</li> </ul>
 <p><b>Kathryn Walsh</b> Director, Portfolio Associate</p>	22 years	<ul style="list-style-type: none"> <li>• Joined predecessor firm in 1996</li> </ul>	<ul style="list-style-type: none"> <li>• BA in Economics from Bucknell University</li> </ul>