



## All-Cap Core Growth & Income

<b>THE MANAGER</b>	SFE Investment Counsel Inc. (SFE) is an independent investment advisor registered with the SEC and is 100% employee owned. Our Investment Committee has an average of 23 years industry experience and 17 years tenure with the firm.
<b>THE STRATEGY</b>	The All-Cap Core Growth & Income Strategy includes small-cap, mid-cap and large-cap companies and combines dividend-paying stocks and growth opportunities. It is diversified across all major stock market sectors.
<b>INVESTMENT OBJECTIVE</b>	The All-Cap Core Growth & Income strategy seeks to outperform the S&P 500 Total Return Index over time while taking less-than-market risk. SFE strives to preserve capital and achieve long term growth by employing an opportunistic, total return approach (stock price appreciation plus dividends).
<b>INVESTMENT PROCESS</b>	SFE adheres to a formal process of value-based, fundamental analysis and risk management. SFE asset managers focus on US companies with established competitive advantages in their industries, that have strong global franchises and that generate significant revenue from their international operations.
<b>CLIENT PROFILES</b>	The strategy is designed for conservative, long-term investors, specifically those individuals, families and institutions seeking to maintain purchasing power over time in the face of inflation. SFE offers the strategy in separately managed accounts and model portfolios. The strategy would be appropriate as an anchor allocation in a diversified portfolio.
<b>PERFORMANCE REPORTING</b>	SFE claims compliance with Global Investment Performance Standards (GIPS®) and its results have been independently verified for the periods October 1, 2001 through December 31, 2017 by ACA Compliance Group Holdings, LLC. 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.

### Risk Metrics

10/1/2001 - 12/31/2018

	All-Cap Core (Gross)	S&P 500 - Total Return
Return	7.25	7.37
Std Dev	13.01	13.99
Alpha	0.88	0.00
Beta	0.86	1.00
Sharpe Ratio	0.46	0.43
R2	88.84	99.61
Tracking Error	5.27	0.00

### Market Performance

10/1/2001 - 12/31/2018

	All-Cap Core (Gross)	S&P 500 - Total Return
Up Period Percent	61.35	67.15
Down Period Percent	38.65	32.85
Best Month	10.34	10.93
Worst Month	-13.75	-16.79
Best Quarter	10.34	10.93
Worst Quarter	-13.75	-16.79
Up Capture Ratio	69.55	100.00
Down Capture Ratio	96.87	100.00
Cumulative Return	234.32	240.76

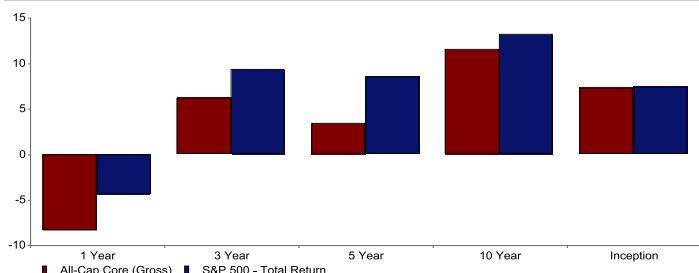
### Trailing Returns

10/1/2001 - 12/31/2018

	YTD	1 Year	5 Year	10 Year	Inception
All-Cap Core (Gross)	-8.30	-8.30	3.38	11.47	7.25
S&P 500 - Total Return	-4.38	-4.38	8.49	13.12	7.37

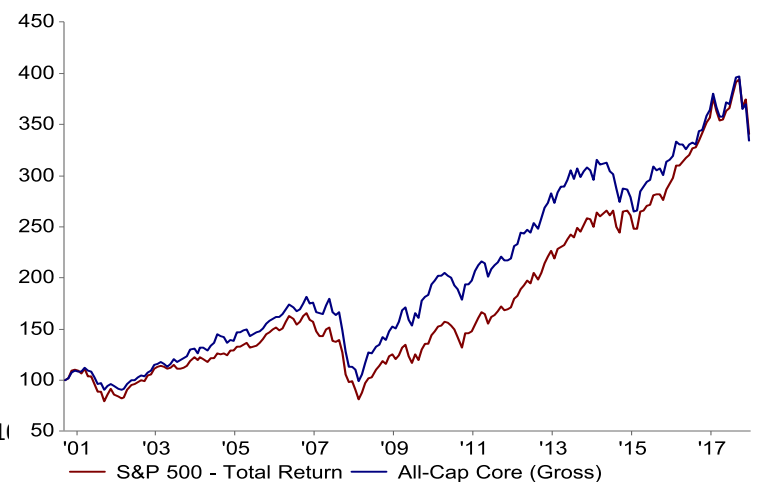
### Returns

10/1/2001 - 12/31/2018



### Investment Growth

10/1/2001 - 12/31/2018



## ANNUAL COMPOSITE DISCLOSURE PRESENTATION

Year End	Total Firm Assets (millions)	Composite Assets (millions)	Number of Portfolios	% of Carve Outs	S & P 500 (tr) Index	Composite Results Annual Performance		Composite Dispersion	Ex-Post Standard Deviation (Rolling 3 yrs)	
						Gross	Net		Composite	S&P 500
2017	\$322	\$92	203	0%	21.83%	15.54%	14.16%	4.83%	10.28%	9.92%
2016	\$304	\$87	199	0%	11.96%	13.07%	11.65%	3.93%	10.63%	10.59%
2015	\$283	\$80	190	0%	1.38%	-8.67%	-9.76%	3.58%	10.33%	10.47%
2014	\$324	\$200	346	0%	13.69%	7.87%	6.70%	3.62%	9.06%	8.97%
2013	\$309	\$188	329	0%	32.39%	29.07%	27.76%	3.38%	10.46%	12.11%
2012	\$243	\$148	294	0%	16.00%	10.82%	9.68%	3.23%	13.62%	15.30%
2011	\$240	\$149	291	0%	2.11%	2.37%	1.35%	3.96%	17.00%	18.97%
2010	\$217	\$126	243	0%	15.06%	26.97%	25.77%	6.90%	21.69%	22.16%
2009	\$179	\$62	141	63%	26.46%	35.00%	33.41%	8.51%	19.40%	19.91%
2008	\$183	\$72	142	43%	-37.00%	-35.89%	-36.49%	3.55%	15.57%	15.29%
2007	\$227	\$95	127	47%	5.49%	9.92%	9.04%	7.49%	8.77%	7.79%
2006	\$202	\$85	114	47%	15.79%	15.88%	14.63%	4.44%	8.82%	6.92%
2005	\$172	\$68	83	51%	4.91%	5.46%	4.35%	5.52%	9.03%	9.17%
2004	\$156	\$59	69	59%	10.88%	13.93%	12.74%	3.60%	10.54%	15.02%
2003	\$133	\$47	59	60%	28.68%	21.91%	20.62%	3.76%	n/a	n/a
2002	\$100	\$30	51	68%	-22.10%	-13.67%	-14.63%	3.49%	n/a	n/a
2001	\$94	\$28	47	92%	10.69%	9.24%	8.93%	3.60%	n/a	n/a

**Notes:**

1. In 2001 results and dispersion are reported for the period October 1, 2001 through December 31, 2001 only.

2. Beginning January 1, 2008, composite net returns are calculated by deducting management fees at the account level. Prior to that date, net of fee performance was calculated by deducting a weighted average fee from the gross returns for each year.

3. Not applicable (n/a) based on the abbreviated time frame.

The **All-Cap Core Growth & Income** strategy seeks to produce returns that consistently outperform the S&P 500(tr) Index while taking less-than-market risk. The investment objective is to preserve capital and achieve long term appreciation by employing an opportunistic, total return approach which includes the reinvestment of all dividends into cash. Cash is used as a strategic position. SFE focuses on US companies that have established a competitive advantage in their industries, have strong global franchises and generate significant revenue from their international operations.

This composite was created October 1, 2001 and contains only fee-paying fully discretionary portfolios. The composite is measured against the S&P 500(tr) Index, which is an index of US stocks designed to represent the US stock market. The minimum portfolio size for inclusion in this composite is \$100,000. Policy requires the removal of any portfolio that falls below \$100,000. The removal of a portfolio occurs at the beginning of the quarter in which the balance falls below \$100,000. The portfolio re-enters the composite the quarter after the balance reaches \$100,000. Additional information regarding the inclusion and exclusion of accounts is available upon request.

SFE management fee schedule for the composite is 2.00% on the first \$250,000, 1.75% on the next \$1,000,000, 1.50% on the next \$2,000,000, 1.25% on the next \$5 million and 1.00% on the next and in excess of \$10 million. Actual management fees incurred by clients may vary. SFE's sub-advised management fee is 0.50% subject to a \$500.00 minimum annual fee. Actual sub-advised management fees incurred by clients may vary.

Composite returns are presented gross and net of management fees. Gross returns for some accounts sub-advised by SFE are stated as gross of all management fees and transaction costs and are shown as supplemental information. Net of fee performance was calculated using actual management fees. Composite results include accounts no longer with the firm.

The annual composite dispersion presented is an asset-weighted standard deviation of the accounts in the composite the entire year. As of 1/1/15 accounts with assets other than equities are no longer eligible to be placed in the strategy. Carve-outs were included in this composite until December 31, 2009. Prior to that date, we took the composite level cash percentage and composite level cash performance and allocated that to the equity returns. Additional information regarding the policy for valuing portfolios, calculating performance and preparing compliant presentations are available upon request.

SFE claims compliance with Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with GIPS® standards. SFE has been independently verified for the periods October 1, 2001 through December 31, 2016 by Ashland Partners & Company LLP and the periods January 1, 2017 through December 31, 2017 by ACA Compliance Group. 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 **All-Cap Core Growth & Income** composite has been examined for the periods October 1, 2001 through December 31, 2017. The verification and performance examination reports are available upon request.

Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. SFE Investment Counsel Inc. (SFE) is an independent investment advisor registered with the SEC. List of composite descriptions is available upon request.