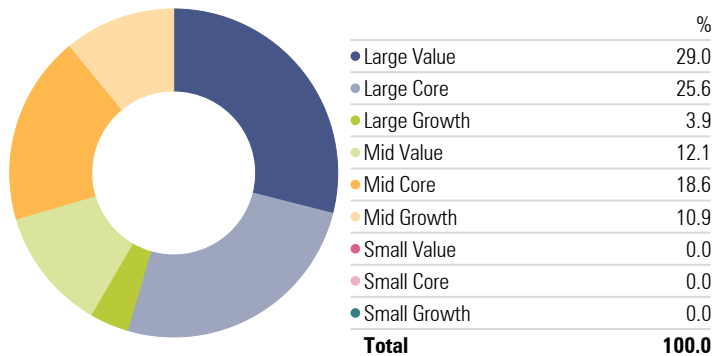


Portfolio Objective & Strategy

The objective of this portfolio is long-term growth of capital by investing in stocks we believe to be undervalued relative to other stocks in the Russell 3000 Value Index. It seeks to achieve this objective by investing primarily in the common stocks of established companies that, in the manager's opinion, are temporarily undervalued relative to a company's perceived worth, and whose growth prospects are largely unrecognized by the market. The manager believes the companies in this portfolio to be in sound financial condition and to have the potential for price appreciation greater than the broadly based stock indices.

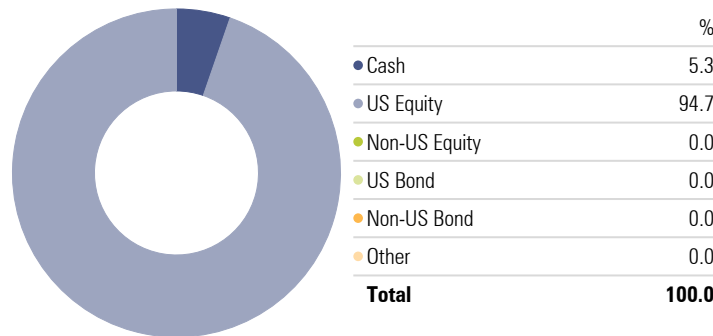
Market Capitalization of Equities

Portfolio Date: 3/31/2019



Asset Allocation

Portfolio Date: 3/31/2019



Portfolio Composition

Inception Date: 12/31/1995
 Number of Holdings: 35
 Total Portfolio Assets: \$135.52 Million
 Beta (3 years) vs S&P 500: 1.03

Top 10 Holdings

Portfolio Date: 3/31/2019

Ten Largest Holdings	Ticker	Portfolio Weighting %
Cash/Cash Alternatives	CASH1	5.30
Cigna Corp	CI	4.83
Becton, Dickinson and Co	BDX	4.63
Dollar General Corp	DG	3.68
AMETEK Inc	AME	3.66
WellCare Health Plans Inc	WCG	3.56
The Cooper Companies Inc	COO	3.49
Kohl's Corp	KSS	3.30
WEX Inc	WEX	3.29
Pinnacle West Capital Corp	PNW	3.22

Sector Diversification

Portfolio Date: 3/31/2019

Consumer Discretionary %	13.50
Consumer Staples %	2.37
Energy %	8.67
Financials %	7.48
Healthcare %	20.21
Industrials %	23.29
Information Technology %	6.35
Materials %	7.76
Communication Services %	6.96
Utilities %	3.40
Real Estate %	0.00

Fees for the PIM Program include Advisory services, performance measurement, transaction costs, custody services and trading. The fees do not cover charges and expenses of any mutual funds that may be purchased within the program and customary brokerage charges and expenses of any mutual funds that may be purchased within the program and customary brokerage charges apply to non-program assets. Fees are based on the assets in the account and are assessed quarterly. There is a minimum fee of \$250 per calendar quarter to maintain this type of account. Advisory accounts are not designed for excessively traded or inactive accounts, and may not be suitable for all investors. During periods of lower trading activity, your costs might be lower if our compensation was based on commissions. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services, including fees and expenses. The minimum account size for this program is \$50,000. You should review your investment objectives, risk tolerance and liquidity needs before selecting a suitable investment program.

The Top Ten Holdings list represents the largest percentage of holdings in a representative account of the style as of the date shown above and is subject to change without notice. The mention of specific securities is not a recommendation or a solicitation for any person to buy, sell or hold a particular security.

Portfolio shown is as of 3/31/2019 and subject to change. As PIM portfolios are separately managed the individual client account holdings will vary, perhaps significantly, from those listed on this factsheet. Information, such as industry sector allocation percentages and market capitalization allocation percentages, will also vary from the information listed on this factsheet. A client opening an account today may, or may not, be invested in securities or sectors based upon the percentages shown on this factsheet. For the most recent portfolio composition please contact the PIM Manager.

Dividends are not guaranteed and are subject to change or elimination.

Beta - Beta is a measure of systematic risk with respect to a benchmark. Systematic risk is the tendency of the value of the fund and the value of the benchmark to move together. Beta measures the sensitivity of the fund's excess total return (total return minus the risk-free return) with respect to the benchmark's excess return that results from their systematic co-movement.

S&P 500 Index: Covers 500 industrial, utility, transportation, and financial companies of the US markets. The unmanaged value-weighted index represent about 75% of the NYSE market capitalization and 30% of the NYSE issues.

Russell 3000 Index: The Russell 3000 Index measures the performance of the 3,000 largest US companies based on total market capitalization, which represents approximately 98% of the investable US equity market. 0218-03038

Past Performance is No Guarantee of Future Results

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Investment and Insurance Products: NOT FDIC-Insured/NO Bank Guarantee/MAY Lose Value