

OVERVIEW

In the third quarter, the Russell 1000 Value benchmark increased nearly 10%.

The utility sector led the benchmark, with an 18% gain. Close behind was the real estate sector, with a roughly 17% gain for the quarter. Energy was the only sector in negative territory.

Utilities have lagged the broad market as elevated bond yields have increased the sector financing costs due to its capital-intensive business. But utilities earnings growth continues to show resilience in the current high-interest rate environment. Over the long term, the market forecasts increased data center power consumption, electrification of the transportation sector, and manufacturing reshoring to provide secular tailwinds to the utility sector. With long-term treasury yields near their peak, this may indicate the worst is behind this sector, which explains part of the outperformance.

Real estate did well in Q3 as the real estate market is showing signs of change. As bond yields fell this quarter, the spread between cap rates and bond yields widened. This provides a more favorable environment for real estate investments. The market's expectation of further rate decreases provided a tailwind to the real estate sector as these businesses will experience an increase in demand for construction and new home sales to close the housing deficit.

Earnings for U.S. large value stocks in the energy sector encountered difficulties in Q3 due to soft demand and inventory buildup of oil. The strong growth in US shale production caught the energy markets off guard.

As always, valuation opportunities drive the over and underweight positioning. Currently, we see value in consumer discretionary and some areas of technology and industrials.

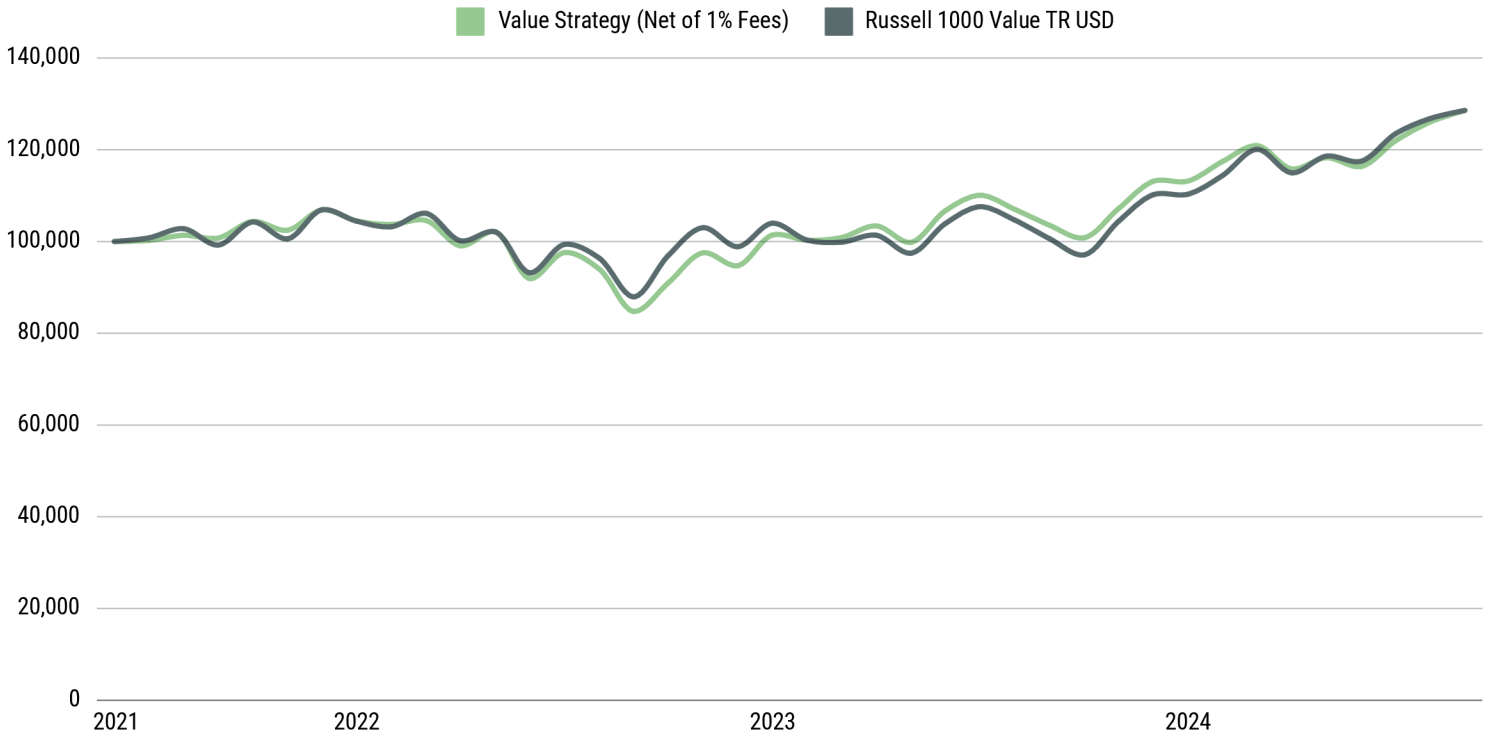
In the quarter, we added new positions in Airbnb, CapriHoldings, Micron Technology, Lululemon, LGI Homes, Norfolk Southern, Advanced Drainage Systems, Applied Materials, and Estee Lauder.

We exited positions in Comcast, Lamb Weston, RTX, Starbucks, and Expedia in the quarter.

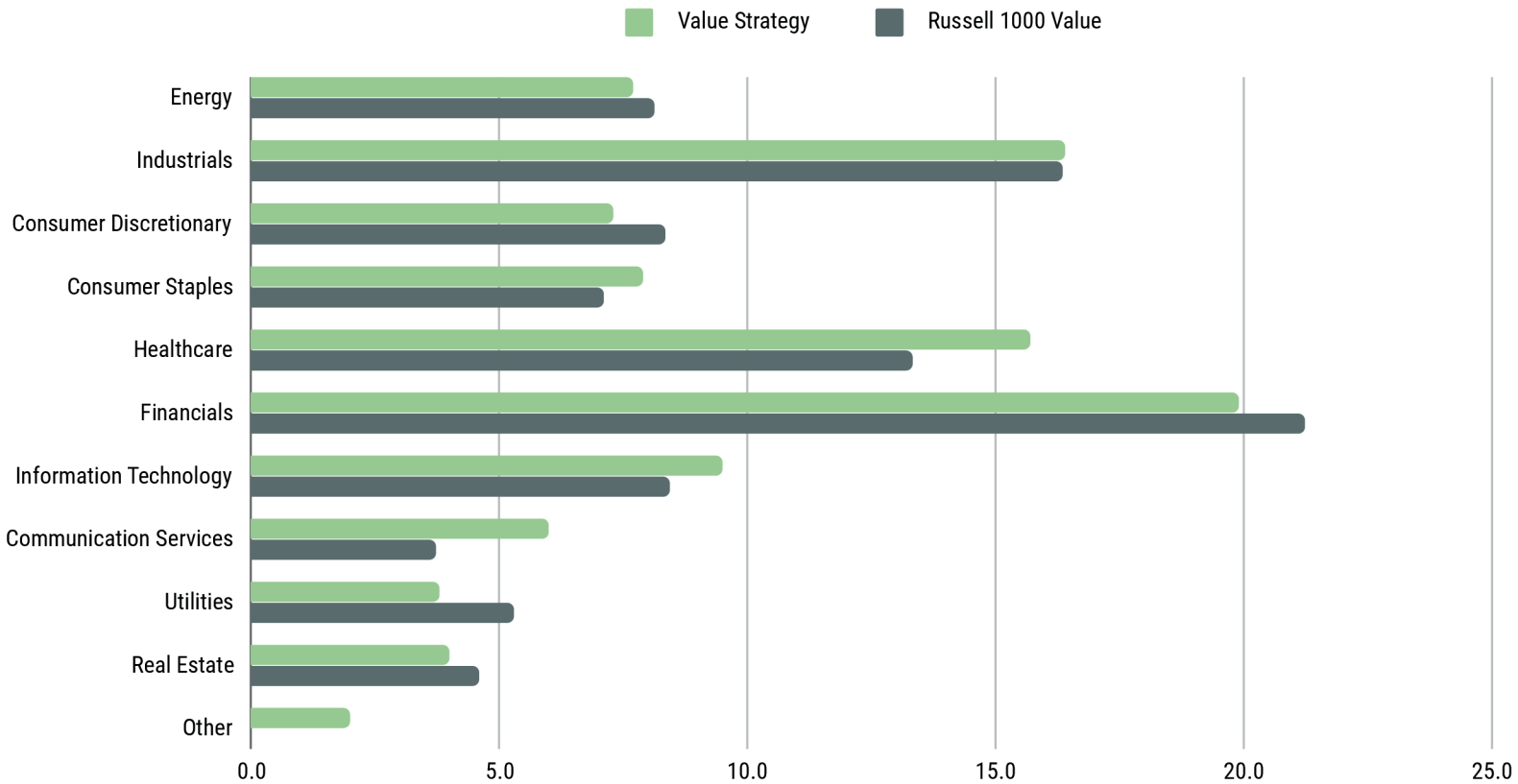


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| iShares® 0-3 Month Treasury Bond ETF | 4.8 | Parker Hannifin Corp | 3.0 |
| JPMorgan Chase & Co | 4.6 | Westinghouse Air Brake Technologies Corp | 3.0 |
| Berkshire Hathaway Inc Class B | 3.7 | Alphabet Inc Class C | 2.9 |
| Merck & Co Inc | 3.4 | GE HealthCare Technologies Inc Common Stock | 2.8 |
| Shell PLC ADR (Representing - Ordinary Shares) | 3.2 | Other | 65.6 |
| Chubb Ltd | 3.1 | | |

GROWTH OF \$100,000



VALUE STRATEGY GICS SECTOR WEIGHTS



MEET THE TEAM



PETE TRONTIS, CFA Sr. Portfolio Manager

Pete joined Exencial Wealth Advisors as a portfolio manager for the Enhanced Yield strategy. Prior to joining Willingdon, he was a research analyst for Horizon Investments where he focused on global equity research and supported the firm's trading and performance reporting operations. Prior to Horizon Investments, Pete was a Market Risk analyst for Wells Fargo Securities. He began his career as an analyst for Liquid Credit Products at Bank of America.

Pete holds a BS in Finance and a BS in Economics from DePaul University where he graduated cum laude. He also holds an MBA from Duke University where he graduated in the top 10 percent of his class and was designated a Fuqua scholar. He is a CFA charterholder and a member of the CFA society of North Carolina.



RANDY FARINA, CFA Sr. Portfolio Manager

Randy joined Exencial as a Senior Portfolio Manager for the Core and International Strategies. Randy has an extensive background in global equities with over 20 years' experience as an analyst and portfolio manager. Randy also has experience in client service partnering with both institutional and retail relationship managers. Before Exencial, Randy was a Portfolio Manager and Analyst for 16 years on the Global Small Cap Team for Putnam Investments. Randy helped implement a structured investment process focusing on intrinsic value. During his tenure at Putnam Randy also developed and managed an apprentice program to train and develop junior analysts. Randy most recently comes from Westwood Global in Boston where he was a Senior Research Analyst focusing on an International Large Cap Strategy.

Randy has a Master of Science in Finance from Boston College and a Bachelor of Science in Business Administration from the University of Massachusetts at Lowell. Randy is a CFA charterholder.

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Past Performance is no guarantee of future results. The information contained herein should not be construed as personalized investment advice. Performance results prior to July 2020 occurred under the management of another investment advisor, Willingdon Wealth Management ("WWM"). That portfolio manager was solely responsible for selecting the securities to be bought and sold and was affiliated with an investment advisor other than Exencial. WWM and its strategies were acquired in July 2020 and at that time became part of Exencial and its investment strategies. The investment results prior to July 2020 are based on the performance of the Value Strategy in WWM accounts. Exencial now has access to and maintains the records supporting the performance of these accounts from inception to July 2020 and thereafter. From 03/01/2004 through the current month performance is based on the composite return net of fees of accounts invested in the Value Strategy.

All performance returns reflect the reinvestment of dividends and other earnings and the deduction of Exencial's investment advisory fee. Exencial's investment advisory fees are described in Part 2A of its Form ADV, which is available upon request. Clients may also incur other transactions costs such as brokerage commissions, custodial costs, and other expenses which are not reflected in the performance returns. Actual client accounts utilizing the Value Strategy may experience different weightings and allocation and as such the performance of a specific individual client account may vary substantially from the Value Strategy results. Exencial may depart from its strategic asset class allocations for particular strategies and allocate more or less to any asset class, or to other asset classes, in an attempt to add to the portfolios' overall returns. Exencial makes no representations that the results presented herein reflect the typical experience of an Exencial client nor that current or prospective clients will experience similar results in comparable situations. The Value Strategy holdings listed herein do not represent all of the securities purchased, sold, or recommended for clients during the reflected time period. Information on the methodology used to calculate the performance and a list reflecting the contribution of each holding in the Value Strategy Composite's overall performance during the time period, is available upon request. Different types of investments involve varying degrees of risk, including total loss of principal, and there can be no assurance that any specific investment or investment strategy will be profitable or equal the results portrayed herein. Information presented herein is subject to change without notice and should not be considered as a solicitation to buy or sell any security. Comparison of the Value Strategy to the various indexes set forth above is for illustrative purposes only and the benchmarks have not been selected to represent the most appropriate or comparable benchmark with which to compare the Value Strategy performance, but rather to allow for comparison of the Value Strategy's performance with well-known and widely recognized benchmark indexes. It is not possible to directly invest in an index, as indices are unmanaged, hypothetical vehicles that serve as market indicators and do not account for the deduction of investment management fees or transaction costs generally associated with investable products, which otherwise have the effect of reducing the performance of an actual investment portfolio. The securities held in clients' accounts following a particular strategy and the Value Strategy may differ significantly from the securities included in a benchmark index, and the volatility of the securities may differ significantly from that of the benchmark index. A description of each index is available from us upon request. References to specific securities are presented principally to illustrate the firm's investment methodology or approach and are not being referenced to demonstrate Exencial's performance or investment results. Exencial is under no obligation to hold any equity position for any time period and Exencial's current recommendations are subject to change at any time without notice. A complete list of portfolio holdings and specific securities transactions for the preceding 12 months is available upon request. The information contained herein, while not guaranteed as to the accuracy or completeness, has been obtained from sources we believe to be reliable.

The Russell 1000® Value Index measures the performance of the large-cap value segment of the US equity universe. It includes those Russell 1000® companies with lower price-to-book ratios and lower expected growth values. The Russell 1000® Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics.