



ENVIRONMENTAL, SOCIAL & GOVERNANCE SOLUTIONS

Asset Management Services

RAYMOND JAMES

Investing for your future – and the world you want to see

Sustainable investing is a much sought-after strategy that makes it possible to purposefully invest in companies making a positive impact in the world.

Often referred to as ESG investing for the criteria on which companies are evaluated – environmental, social and governance – sustainable investing considers that progress toward solving global challenges such as climate change, social inequality and unethical business practices can be made by investing in companies and enterprises that promote sustainability.

Why sustainable investing?

Impact – A more conscious approach can help investors make a positive impact while potentially avoiding ties to questionable business practices.

Values alignment – By investing in companies whose practices they view as morally favorable, investors can align their portfolio with their personal values.

Risk mitigation – Through adherence to ESG principles, companies potentially mitigate regulatory and governance risks.

Long-term performance – There is growing evidence that integrating ESG principles into the investment process has the potential to positively impact risk-adjusted performance.*

*This investment strategy may result in investment returns that may be lower or higher than if decisions were based solely on investment considerations and could result in either underperformance or outperformance of the market as a whole.



Growing interest

\$12 trillion

sustainable investing assets in the U.S. in 2018, up 38% from 2016

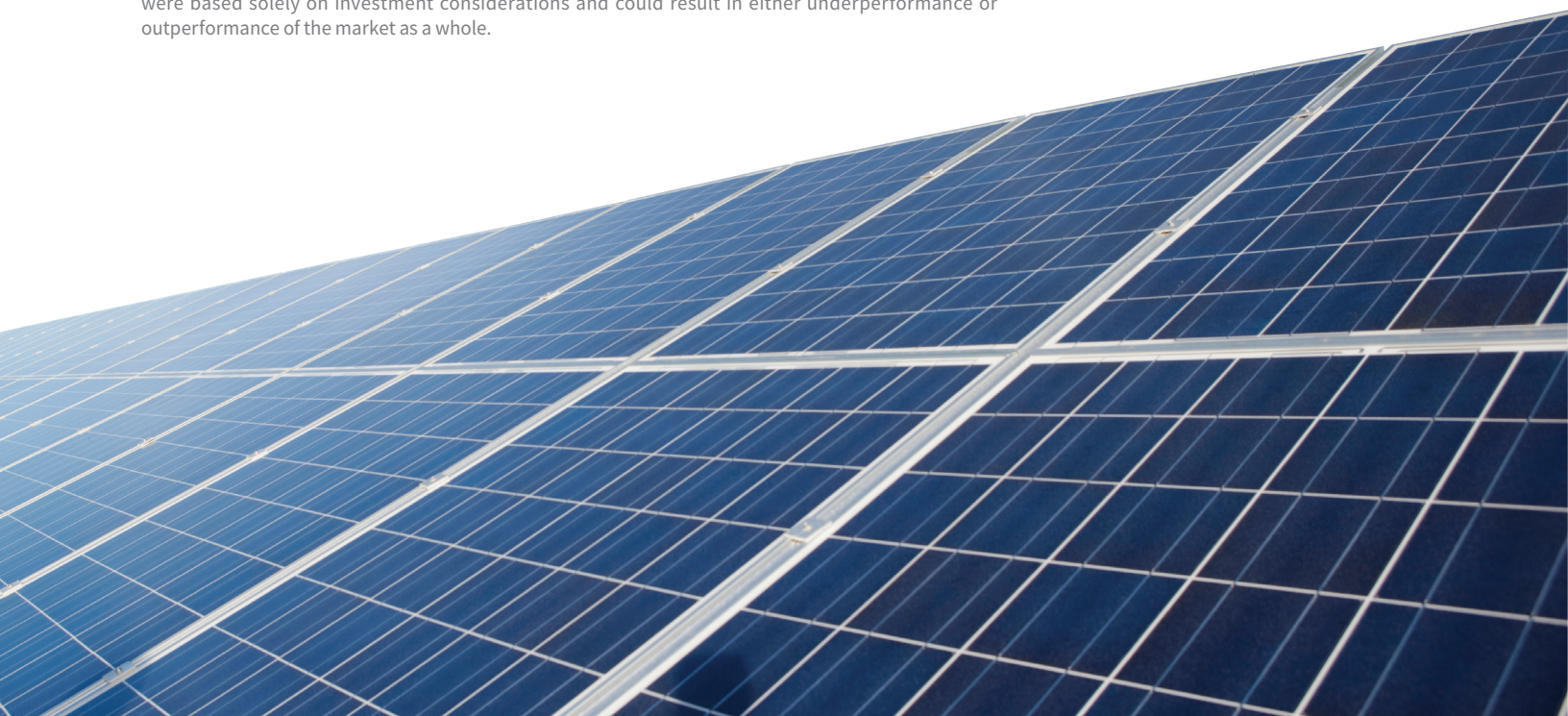
\$1 in every \$4

under professional management in the U.S. in 2018 was in sustainable investing

+ 44%

increase in funds with ESG criteria from 2016 to 2018

Source: U.S. SIF Foundation, Report on U.S. Sustainable, Responsible and Impact Investing Trends, 2018 Biennial Report



ESG investment strategies

FREEDOM ESG PORTFOLIOS

Freedom ESG portfolios utilize mutual fund managers across a variety of asset classes to achieve allocations aligned with investor objectives. The mutual fund managers are carefully screened for ESG integrity.



The Four Essential Steps

Our proprietary, institutional four-step process serves as the foundation for all Freedom portfolios. This forward-looking approach helps avoid trend-chasing behavior and constructs investment options we are confident can help you achieve your long-term financial goals.

Capital Market Assumptions

Capital Market Assumptions are forward-looking data and subject to change at any time, and there is no assurance that projections will be realized. Variations to capital market assumptions are expected, and specific sectors or industries are more susceptible due to their increased vulnerability to any single economic, political or regulatory development.

RAYMOND JAMES CONSULTING SERVICES

Raymond James Consulting Services (RJCS) serves as a conduit through which clients may access a number of nationally known and boutique money management firms in a separately managed account (SMA), including those with ESG mandates.

MULTIPLE DISCIPLINE ACCOUNT

A multiple discipline account allows access to specialized managers, combining various disciplines in one account – in this case disciplines from ClearBridge with ESG mandates.

All investments subject to risk, including loss. There is no assurance that any investment strategy will be successful. Asset allocation and diversification do not ensure a profit or protect against a loss.

Freedom ESG portfolios

Freedom ESG portfolios are diversified investment portfolios constructed by a team of dedicated specialists at Raymond James, the Asset Management Services (AMS) group. Broad market exposure is provided through asset allocation, and actively managed mutual funds are utilized. The AMS Manager Research & Due Diligence team carefully screens the managers, seeking to identify those with ESG integrity:

- Sustainability mandates with best-in-class* ESG practices
- Strategies that explicitly and systematically incorporate an evaluation of ESG factors into their financial analysis
- Investment staff specially dedicated to ESG research
- Engagement with companies
- Morningstar Sustainability Rating

*Best in class (ESG) investment refers to the composition of portfolios by the active selection of only those companies that meet a defined ranking hurdle established by environmental, social and governance criteria.

KEEPING YOU INFORMED ALONG THE WAY

We believe an informed client is a more comfortable investor. We invite you to visit RJFreedom.com for a variety of useful materials:

- Information about Freedom Mutual Fund portfolios
- Up-to-date samples of current asset allocations
- Timely news and commentary related to the markets and economy
- Videos breaking down our four-step investment process
- Information on our Manager Research & Due Diligence team

Freedom ESG Managers

Each manager is carefully screened and selected by the AMS Manager Research & Due Diligence team for ESG integrity.

VANGUARD FTSE SOCIAL INDEX FUND

This is among the largest passively managed ESG mutual funds, fully replicating the FTSE4Good U.S. Select index. An independent external committee, the FTSE Russell ESG Advisory Committee, consisting of specialists from the investment and business communities, nongovernmental organizations, unions and academia, oversees the index.

BROWN ADVISORY SUSTAINABLE GROWTH FUND

Portfolio manager Karina Funk is a well-known leader in ESG investing. The head of sustainable investing at Brown Advisory, she has a long history of investment, consultant and corporate strategy experience in the sustainable investing space, particularly with a focus on environmental impact. Her portfolio requires companies to have sustainable business advantages that contribute to performance.

PARNASSUS MID CAP INSTITUTIONAL FUND

Founded by ESG investing pioneer Jerome Dodson in 1984, Parnassus is an independent, employee-owned firm with a long-standing philosophy that incorporating ESG research can improve risk-adjusted returns. Parnassus engages with the management teams of the companies in their funds to improve ESG practices.

DOMINI IMPACT INTERNATIONAL EQUITY FUND

Firm founder Amy Domini is an eminent authority on ESG investing. This strategy evaluates companies for how well their business aligns with sustainability goals and assesses their relationships with key stakeholders, including employees, suppliers, customers, investors, ecosystems and communities.

PIMCO TOTAL RETURN ESG FUND

This fund has its roots in one of the first socially responsible bond strategies, from 1991. It employs a numerical ESG rating system, and emphasizes investments with positive and improving trends across various ESG criteria.

TIAA-CREF CORE IMPACT BOND

TIAA's Core Impact platform, which launched in 1990, has a robust team dedicated to providing socially responsible investment funds across multiple asset classes. Its proprietary Proactive Social Investments classification addresses themes such as affordable housing, community and economic development, renewable energy and climate change, and natural resources.

CONSERVATIVE BALANCED

- Invested nearly evenly in equities and fixed-income type investments to seek the highest return over time, consistent with a balance between capital growth and income
- A diversified portfolio that may be appropriate for clients who want to manage volatility and are somewhat sensitive to market fluctuations



Fund allocations as of: 6/2/2020

| U.S. Large Cap | Weight |
|--|--------|
| Vanguard FTSE Social Index Admiral | 23.00% |
| U.S. Mid Cap | |
| Parnassus Mid Cap Institutional | 15.00% |
| Non-U.S. Developed Market Equity | |
| Domini Impact International Equity Inv | 13.00% |
| Investment Grade Interm. Maturity Fix. Inc. (Agg.) | |
| TIAA-CREF Core Impact Bond Retail | 25.00% |
| PIMCO Total Return ESG | 22.00% |
| Cash* | |
| Raymond James Bank | 2.00% |

BALANCED

- Invested primarily in equities with meaningful exposure to fixed-income type investments to help mitigate risk over the long term and preserve current income
- A diversified portfolio that may be appropriate for investors who can accept a moderate level of volatility over a full market cycle



Fund allocations as of: 6/2/2020

| U.S. Large Cap | Weight |
|--|--------|
| Vanguard FTSE Social Index Admiral | 26.00% |
| Brown Advisory Sustainable Growth | 9.00% |
| U.S. Mid Cap | |
| Parnassus Mid Cap Institutional | 17.00% |
| Non-U.S. Developed Market Equity | |
| Domini Impact International Equity Inv | 16.00% |
| Investment Grade Interm. Mat. Fix. Inc. (Agg.) | |
| TIAA-CREF Core Impact Bond Retail | 15.00% |
| PIMCO Total Return ESG | 15.00% |
| Cash* | |
| Raymond James Bank | 2.00% |

*With the Raymond James Bank Deposit Program, available cash is deposited into interest-bearing deposit accounts at up to 20 banks, providing eligibility for up to \$3.0 million in deposit insurance coverage (\$6 million for joint accounts of two or more) by the Federal Deposit Insurance Corporation (FDIC).

Mutual funds and ETFs are sold by prospectus only. Further information on the funds selected for the Freedom portfolios is available by prospectus, which can be obtained through your financial advisor. Investors should consider the investment objectives, risks, charges and expenses of an investment company carefully before investing. The prospectus contains this and other information about an investment company. The prospectus should be read carefully before investing.

All investments are subject to risk and you may incur a profit or a loss. Asset allocation and diversification do not ensure a profit or protect against a loss. Past performance does not guarantee future results.

BALANCED WITH GROWTH

- Core investments are equity-based for higher total return potential, but also include fixed-income exposure to mitigate risk and provide income
- A diversified portfolio that may be appropriate for investors who can accept a moderate level of volatility over a full market cycle



Fund allocations as of: 6/2/2020

| U.S. Large Cap | | Weight |
|--|--|--------|
| Vanguard FTSE Social Index Admiral | | 31.00% |
| Brown Advisory Sustainable Growth | | 11.00% |
| U.S. Mid Cap | | |
| Parnassus Mid Cap Institutional | | 19.00% |
| Non-U.S. Developed Market Equity | | |
| Domini Impact International Equity Inv | | 20.00% |
| Investment Grade Interm. Mat. Fix. Inc. (Agg.) | | |
| TIAA-CREF Core Impact Bond Retail | | 17.00% |
| Cash* | | |
| Raymond James Bank | | 2.00% |

GROWTH EQUITY

- Seeks to maximize total return potential with primary exposure to domestic equity investments and the ability to take advantage of opportunities in international markets
- A diversified portfolio that may be appropriate for investors who can accept a moderate to high level of volatility over a full market cycle



Fund allocations as of: 6/2/2020

| U.S. Large Cap | | Weight |
|--|--|--------|
| Vanguard FTSE Social Index Admiral | | 38.00% |
| Brown Advisory Sustainable Growth | | 12.00% |
| U.S. Mid Cap | | |
| Parnassus Mid Cap Institutional | | 24.00% |
| Non-U.S. Developed Market Equity | | |
| Domini Impact International Equity Inv | | 24.00% |
| Cash* | | |
| Raymond James Bank | | 2.00% |

*With the Raymond James Bank Deposit Program, available cash is deposited into interest-bearing deposit accounts at up to 20 banks, providing eligibility for up to \$3.0 million in deposit insurance coverage (\$6 million for joint accounts of two or more) by the Federal Deposit Insurance Corporation (FDIC).

Additional considerations should be taken into account when considering a fee-based account as an alternative to paying commissions, including the anticipated level of trading activity and use of the products and services available in the account. You should understand that the annual advisory fee charged in the Freedom Account program is in addition to the management fees and operating expenses charged by mutual funds. These additional considerations, as well as the Freedom fee schedule, are listed more fully in the Client Agreement and the Raymond James & Associates Wrap Fee Program Brochure.

Raymond James Consulting Services

SEPARATELY MANAGED ACCOUNTS

Raymond James Consulting Services (RJCS) serves as a conduit through which clients may access a number of nationally known and boutique money management firms in a separately managed account (SMA), including these with ESG mandates:

Brown Advisory Sustainable Growth – A concentrated domestic traditional large-cap growth strategy that places equal emphasis on fundamental analysis, ESG risks and sustainable business advantages, and current valuations for any company considered. Brown invests only when its team is satisfied on all three criteria.

Dana Investment Advisors, Social ESG Equity – A sector-neutral large-cap blend manager that utilizes ESG and quantitative screening with rigorous fundamental analysis to identify companies with low valuations, attractive growth profiles and cash flows.

Neuberger Berman, Sustainable Equity – A socially responsible, sector-neutral manager in the large- and mid-cap space that seeks to find high quality, attractively valued companies with long-term growth prospects.

Nuveen Asset Management, Corporate Ladder ESG – A leading institutional fixed income manager, with a global team that has long employed a disciplined research framework.

Parnassus Investments, Core Equity – This firm's equity strategies seek large- and mid-cap companies with increasingly relevant products or services, sustainable competitive advantages, quality management teams and ethical business practices.

SCREENING OPTIONS:

Within all RJCS SMA and/or Freedom Unified Managed Accounts, restrictions can be selected on the client agreement to limit investments in any or all of 11 industries:

- Adult Entertainment
- Alcohol Products
- Animal Welfare
- Contraceptives
- Fossil Fuels/Carbon
- Gambling
- Nuclear Power
- Pharmaceutical
- Stem Cell
- Tobacco Products
- Weapons/
Defense/Firearms

Multiple Discipline Account

CLEARBRIDGE DYNAMIC MDA GLOBAL GROWTH & VALUE ESG

A multiple discipline account (MDA) allows access to specialized managers, combining various disciplines in one account. The ClearBridge Dynamic MDA Global Growth & Value ESG consists of three ClearBridge ESG disciplines, utilizing sustainable investments in a diverse mix of global growth and value stocks. ClearBridge's dedicated ESG program, which began in 1987, integrates firmwide research and an ESG ratings system to identify companies with best-in-class* ESG practices.

CLEARBRIDGE ESG DISCIPLINES:

ClearBridge Large Cap Growth ESG

ClearBridge All Cap Value ESG

ClearBridge International Growth ESG

Your advisor will work with you to select the ESG investment strategy that's right for you and your goals.

Mutual funds are sold by prospectus only. Investors should consider the investment objectives, risks, charges and expenses of an investment company carefully before investing. The prospectus contains this and other information about an investment company and is available from your financial advisor. The prospectus should be read carefully before investing.

Asset allocation and diversification do not ensure a profit or protect against a loss. All investing involves risk and you may incur a profit or a loss. There is no assurance that any investment strategy will be successful or that any securities transaction, holdings, sectors or allocations discussed will be profitable. Strategies discussed are subject to change at any time by Asset Management Services due to market conditions or opportunities.

The foregoing content reflects the opinions of Raymond James Asset Management Services and is subject to change at any time without notice. Content provided herein is for informational purposes only and should not be used or construed as investment advice or a recommendation regarding the purchase or sale of any security outside of a managed account. This should not be considered forward looking, and is not a guarantee of future performance of any investment.

Important information related to portfolio risks:

It is important to review the investment objectives, risk tolerance, tax objectives and liquidity needs before choosing an investment style or manager. All investments carry a certain degree of risk, and no one particular investment style or manager is suitable for all types of investors.

- Fixed-income securities (or “bonds”) are exposed to various risks including but not limited to credit (risk of default or principal and interest payments), market and liquidity, interest rate, reinvestment, legislative (changes to the tax code), and call risks.
- There is an inverse relationship between interest rate movements and fixed income prices. Generally, when interest rates rise, fixed income prices fall and when interest rates fall, fixed income prices generally rise. Short-term bonds with maturities of three years or less will generally have lower yields than long term bonds which are more susceptible to interest rate risk.
- Please note these portfolios may be subject to state, local, and/or alternative minimum taxes. You should discuss any tax or legal matters with the appropriate professional.
- International investing involves special risks, including currency fluctuations, different financial accounting standards, and possible political and economic instability.
- Investing in emerging markets can be riskier than investing in well-established foreign markets. Emerging and developing markets

may be less liquid and more volatile because they tend to reflect economic structures that are generally less diverse and mature and political systems that may be less stable than those in more developed countries.

- Investing in small-cap stocks generally involves greater risks, and therefore, may not be appropriate for every investor. Stocks of smaller or newer or mid-sized companies may be more likely to realize more substantial growth as well as suffer more significant losses than larger or more established issuers.
- Commodities trading is generally considered speculative because of the significant potential for investment loss. Among the factors that could affect the value of the fund’s investments in commodities are cyclical economic conditions, sudden political events, changes in sectors affecting a particular industry or commodity, and adverse international monetary policies. Markets for precious metals and other commodities are likely to be volatile and there may be sharp price fluctuations even during periods when prices overall are rising.
- Specific sector investing such as real estate can be subject to different and greater risks than more diversified investments. Declines in the value of real estate, economic conditions, property taxes, tax laws and interest rates all present potential risks to real estate investments.
- Some accounts may invest in Master Limited Partnership (“MLP”) units, which may result in unique tax treatment. MLPs may not be appropriate for ERISA or IRA accounts, and cause K-1 tax treatment. Please consult your tax adviser for additional information regarding the tax implications associated with MLP investments.
- Alternative investments are generally considered speculative in nature and may involve a high degree of risk, particularly if concentrating investments in one or few alternative investments. These risks are potentially greater and substantially different than those associated with traditional equity or fixed income investments. The investment strategies used by certain Funds may require a substantial use of leverage. The investment strategies employed and associated risks are more fully disclosed in each Fund’s prospectus, which is available from your financial advisor.
- Changes in the value of a hedging instrument may not match those of the investment being hedged.
- These portfolios may be subject to international, small-cap and sector-focus exposures as well. Accounts may have overweighted sector and issuer positions, and may result in greater volatility and risk.
- Companies in the technology industry are subject to fierce competition, and their products and services may be subject to rapid obsolescence.

**NOT Deposits • NOT Insured by FDIC or any other government agency •
NOT GUARANTEED by the bank • Subject to risk and may lose value**

RAYMOND JAMES®

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