



## OBJECTIVE

The Climate Opportunities strategy seeks to outperform the S&P 500 Index over time via a well-diversified portfolio which favors companies that are helping address climate change and avoids companies with fossil fuel reserves or fossil fuel power generation.

**Benchmark:** S&P 500

**Inception Date:** April 1, 2013

## PHILOSOPHY

The United Nations' Intergovernmental Panel on Climate Change has concluded that we need to keep global temperature increases below 1.5°-2.0°C in order to avert the most dangerous impacts of climate change. Divesting from fossil fuel companies is insufficient for addressing climate change risk in investment portfolios since every company is affected by and contributes to climate change. Assessing the operations, products, and services of all companies is necessary to more fully understand and manage climate change risk - and seek climate change-related opportunities.

The Climate Opportunities strategy provides a comprehensive solution for clients by delivering a diversified, risk-aware core portfolio free from fossil fuel reserves or fossil fuel power generation, a low carbon footprint, and an emphasis on climate change solutions.

## PORTFOLIO GUIDELINES

**Holdings:** Approximately 70-85 positions

**Sector Over/Underweights:** S&P 500 +/-5.00%<sup>1</sup>

**Position weights:** 0.50% to S&P 500 weight +2.50%<sup>1</sup>

**Cash position:** Typically 0.5% to 1.5%

**Average Annual turnover:** Typically 60% to 120%

**Investment Universe:** S&P 500 + top 500 Russell 1000 Index Members<sup>2</sup>

## PROCESS

The portfolio construction process incorporates company level carbon emissions data and ESG ratings to build a Climate Opportunities strategy with an overall ESG rating at least 15% better than that of the S&P 500 Index. Key components of our process include:

- Analyze characteristics on each company in the investable universe
- Evaluate each company relative to multiple peer groups
- Adapt dynamically to evolving market conditions
- Rate each company's emissions footprint and intensity
- Optimize to balance risk, return, and climate opportunity

### CLIMATE-RELATED TARGETS:

- 0% Exposure to companies with fossil fuel reserves
- 0% Exposure to companies generating power from fossil fuels
- 80% Reduction in Scope 1 and Scope 1 & 2 Emissions
- 75% Reduction in Scope 3 Emissions
- 75% Reduction in Scope 1 & 2 Intensity
- 100% Increase in Revenue from Climate Change Solutions:
  - Renewable Energy
  - Energy Efficiency
  - Green Building

## COMPOSITE PERFORMANCE<sup>3</sup>



Net-of-fee returns may include a platform bundled fee; please see reverse for details.

## PORTFOLIO COMPOSITION

Top 10 Holdings <sup>6</sup>	Climate Opps
Microsoft Corp	8.6%
Visa Inc Cl A	3.7%
NVIDIA Corp	3.3%
Apple Inc	3.2%
Alphabet Inc Cap Stock Cl C	3.1%
MasterCard Incorporated Cl A	3.0%
Facebook Inc Cl A	2.9%
Lam Research Corp	2.5%
Becton Dickinson & Co	2.4%
PPG Industries Inc	2.4%

Sector Weightings <sup>7</sup>	Climate Opps	S&P 500
Consumer Discretionary	5.8%	5.0%
Consumer Staples	4.0%	5.9%
Energy	0.0%	2.7%
Financials	19.8%	14.7%
Health Care	11.9%	13.2%
Industrials	6.2%	6.1%
Materials	4.5%	2.6%
Retail	2.1%	5.3%
Services	7.9%	5.9%
Technology	35.5%	35.4%
Utilities	0.9%	3.3%

STRATEGY CHARACTERISTICS<sup>7</sup>

	Climate Opps	S&P 500
Weighted ESG Score	67.0	57.5
Fossil Fuel Reserves	0.0%	4.4%
Fossil Fuel Generation	0.0%	4.3%
Scope 1 & 2 Emissions	1.0 M tons	5.7 M tons
Scope 1 & 2 Intensity	47.0 tons	154.0 tons
Climate Change Related Revenue	5.9%	3.6%

## ABOUT GREAT LAKES ADVISORS

Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois with an additional office in Tampa, Florida. The firm has \$9.1 billion in assets under management and advisement and offers a wide range of fixed income, equity, and multi-asset strategies across all market capitalizations. We have deep portfolio management capabilities within ESG, Socially Responsible, Tax-Managed, and Customized account solutions. Our clients include public funds, multi-employer plans, corporations, religious communities, endowments/foundations, health care plans, and private wealth management clients.

We are proud to have been the first quantitative investment team to sign the Principles for Responsible Investment, and we continue to be a pioneer and innovator in the ESG investment community. We've been providing investment advisory services for more than 35 years, Socially Responsible Investing strategies since 1989, and full ESG integration since 2008. We work closely with our clients to develop portfolios that align with their values and beliefs through customized screening, positive values-based portfolio tilts, and environmental, social, and governance (ESG) integration.

1. At time of purchase

2. Top 500 companies as measured by Market Cap.

3. Returns greater than one year are annualized.

4. Pure Gross of Fee Returns do not reflect the deduction of investment management fees or bundled fees for certain accounts where transaction costs cannot be separately identified from other service fees charged by the client's broker/dealer or custodian. Information presented on a pure gross of fee basis has not been independently verified.

5. Net performance reflects the deduction of investment management fees and bundled fees, which includes trading expenses, custodial costs, and sponsor Financial Advisor fees, if applicable. Bundled fees will differ from Great Lakes' standard SMA or Institutional fee schedule.

6. Holdings are a representative account, are subject to change at any time, and are not recommendations to buy or sell any securities.

7. Source: MSCI Barra. Data is a representative account and are subject to change at any time.

Definition of the Firm: Great Lakes Advisors, LLC ("Great Lakes" or "GLA") is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Established in 1981, Great Lakes is a subsidiary of Wintrust Financial Corporation and a part of the Wintrust Wealth Management family of companies. On October 1, 2013, majority owned subsidiary Advanced Investment Partners, LLC ("AIP") became fully-owned and integrated into Great Lakes. Great Lakes is a distinct business unit with distinct investment processes and procedures relating to the management and/or trading of investment portfolios for its clients.

The Climate Opportunities Composite includes all unrestricted accounts managed under the Climate Opportunities strategy (renamed from LargeCap Clean Energy, 1/1/2020). The Climate Opportunities strategy avoids all producers of coal, oil, and nuclear energy – unless these producers of fossil fuel also have demonstrable efforts toward renewable energy development such as wind, solar, or hydro. The Climate Opportunities strategy integrates environmental, social and governance (ESG) ratings for individual companies with Great Lakes Advisors' proprietary return forecasts based on a blend of fundamental, technical, and sentiment measures and seeks to outperform the S&P 500 Index over time through superior stock selection while maintaining risk characteristics that are similar to the benchmark. The composite was inception on March 31, 2013 and the composite creation date was October 1, 2013. Accounts within this composite do not employ leverage. All cash reserves and equivalents are included in returns. Returns are time weighted and included reinvest of dividends, income and gains. The value of assets and returns is expressed in U.S. dollars. Performance prior to October 1, 2013 occurred at Advanced Investment Partners prior to being acquired by Great Lakes Advisors. Holdings are available upon request. Additionally, market commentary is available on the firm's website at: [www.greatlakesadvisors.com](http://www.greatlakesadvisors.com) or upon request.

The benchmark selected for comparison of returns for the Climate Opportunities Composite is the S&P 500 Index (an unmanaged index that tracks the performance of 500 widely held, large-capitalization U.S. stocks. They are usually the 500 largest companies in terms of market capitalization and are chosen to represent the entire market's value). Index returns are provided to represent the investment environment existing during the time periods shown. All indexes are fully invested, which includes the reinvestment of income. The returns for the index do not include any transaction costs, management fees or other costs. The index is not available for direct investment. Industry sectors are presented to illustrate the diversity of areas in which we may invest, and may not be representative of current or future investments.

GIPS: Great Lakes Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS®). A complete list of firm composites and performance results, and the policies for valuing portfolios, calculating performance, and preparing GIPS compliant presentations are available upon request by calling 312-553-3700.

Great Lakes Advisors, LLC's fees are available upon request and may be found in our Form ADV Part 2A. Performance data quoted herein represents past performance. Past performance does not guarantee or indicate future results. Returns and net asset value will fluctuate. To determine if this strategy is appropriate for you, carefully consider the investment objectives, risk factors, and expenses before investing.