Q1 2020 USD

KBI Global Investors

KBIGI North America Equity Strategy (USD)

Summary Details	
Assets under Mgmt.	$1.1bn
Inception Date	31 May 2003
Benchmark	MSCI North America Net Return Index
Number of Stocks	68
Risk Characteristics	
Beta (10 Yrs)	1.04
Information Ratio (10 Yrs)	-0.21
Volatility	14.50

Portfolio Statistics	Strategy	Index
Dividend Yield	4.5%	2.4%
Dividend Payout	55.5%	43.1%
Dividend Growth	10.7%	8.3%
Total Payout Yield	6.3%	2.1%
Price to Earnings (trailing)	11.4x	17.6x
Price to Book	3.4x	5.0x
Weighted Avg Mkt Cap.	$147.8bn	$230.7bn
ESG Score	7.0	5.8

Source: KBI Global Investors as of 03/31/20. The risk characteristics are calculated using monthly gross returns over a 10 year period relative to the Index as at the 03/31/20. Portfolio Statistics are of a representative account and are calculated relative to the Index. The AUM listed above is Global Equity North America AUM. This is the combined AUM of KBI Global Investors Ltd and KBI Global Investors (North America) Ltd. Weighted Avg. Mkt. Cap figures are in US Dollars.

The North America AUM figure is inclusive of the North America equity component of a Global Equity Mandate which up to 30/09/15 was managed as an EAFE only mandate. The change in this EAFE mandate to a Global mandate represented the addition of North American assets only to the original EAFE mandate. These North American assets are now included in the North America AUM. Similarly the EAFE component of the Global equity mandate is included within the EAFE AUM. Neither the EAFE nor North America assets are included in the Global AUM.

Strategy Overview

Objective Consistency. Downside protection. Lower risk.

Style Relative value. High quality. Multi cap. Diversified.

Products Global, EAFE, Emerging Markets, North America, ACWI, Eurozone.

Investment Philosophy

We are "total return" investors.

Our conviction is that companies with the financial strength and discipline to maintain and grow their dividend commitments outperform.

Uniquely, we find such companies across all capitalisations, and in every sector and every region, even ones where dividends are low and not typically used as a method of analysis. By "looking where others don't look" we consistently find and exploit mispriced stocks.

The main reasons for outperformance are:

- Quality of information
- Better governance
- Plentiful positive earnings surprises
- Capital efficiency and financial discipline
- Lower volatility
- Better valuations

Annualised Performance ($)

	3Mths	YTD	1Yr	3Yrs	5Yrs	10Yrs
Strategy (Gross)	-26.5	-26.5	-19.1	-2.1	2.6	8.1
Strategy (Net)	-26.6	-26.6	-19.7	-2.8	1.9	7.5
Benchmark	-20.2	-20.2	-8.3	3.9	5.5	9.1

Source: KBI Global Investors, Datastream, MSCI as of 03/31/20
Returns are in USD. Returns from 11/01/13 are actual returns from the KBIGI North America Strategy. Returns since inception to 10/31/13 are based on the KBIGI, North America Developed Equity component of a segregated account (KBIGI Developed Equity Strategy) managed by KBIGI to an identical process applied to all KBIGI, Global Equity Strategies. KBIGI Developed Equity Strategy Performance: Returns from 06/01/03 to 07/31/2004 are based on a Belgian Fund which followed the Developed Equity Strategy and was managed by KBIGI. Returns from 01/08/2004 are actual returns from the KBIGI Developed Equity Strategy. Gross results shown do not show the deduction of Adviser's fees. A client's actual return will be reduced by the advisory fees and any other expenses which may be incurred in the management of an investment advisory account. See Part 2 of Adviser's Form ADV for a complete description of the investment advisory fees customarily charged by Adviser. For example, a $1,000,000 investment with an assumed annual return of 5% with an advisory fee of 0.85% would accumulate $8,925 in fees during the first year, $48,444 in fees over five years and $107,690 in fees over ten years. The performance results are that of a representative strategy which has been managed on a discretionary basis since its inception. Performance returns for individual investors may differ due to the timing of investments, subsequent subscriptions/redemptions, share classes, fees and expenses. Performance for periods of more than 1 year is annualized. Information about indices is provided to allow for comparison of the performance of the Adviser to that of certain well-known and widely recognized indices. There is no representation that such index is an appropriate benchmark for such comparison. You cannot invest directly in an index, which also does not take into account trading commissions and costs. The volatility of the indices may be materially different from that of the strategy. In addition, the strategy's holdings may differ substantially from the securities that comprise the indices shown. Investments denominated in foreign currencies are subject to changes in exchange rates that may have an adverse effect on the value, price and income of the product. Income generated from an investment may fluctuate in accordance with market conditions and taxation arrangement. PAST PERFORMANCE IS NOT A RELIABLE GUIDE TO FUTURE PERFORMANCE AND THE VALUE OF INVESTMENTS MAY GO DOWN AS WELL AS UP. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties. A composite presentation is available upon request. Net results shown are net of all fees and expenses and include the reinvestment of all dividends and capital gains. In order to present meaningful performance results, the performance results reflected above were calculated by adjusting the gross performance by the highest fee available at the time to U.S. clients. See disclaimers for description of Index Information.

Investment Process

We summarise our process into three steps

Step 1

- Create regional group segments from MSCI Index.
- Eliminate stocks below segment average yield.
- Lower yield stocks, countries, industries will qualify.

Step 2

- Eliminate stocks and segments that fail sustainability, quality and growth criteria.
- Rank remaining stocks.

Step 3

- Create portfolio preferred financial criteria and highest ranked stocks.

Current North America Portfolio Characteristics

Mkt. Cap $bn	Strategy	MSCI NAM Index	+/- %
<3 (small)	1.1	0.5	0.6
3-5 (mid-small)	3.6	1.2	2.4
5-10 (mid)	9.8	5.5	4.3
10-25 (mid-large)	36.6	15.9	20.7
>25 (large)	48.9	76.9	-28.0

Source: KBI Global Investors as of 03/31/20. Market Cap figures are based on a representative account relative to the Index. Market Cap figures are in US Dollars.

Investment Team

Key People	Title	Investment Experience
CIO		
Noel O'Halloran	Chief Investment Officer	32yrs
Portfolio Management Team		
Gareth Maher	Head of Portfolio Management	33yrs
David Hogarty	Head of Strategy Development	29yrs
Ian Madden	Senior Portfolio Manager	19yrs
James Collery	Senior Portfolio Manager	19yrs
John Looby	Senior Portfolio Manager	30yrs
Massimiliano Tondi	Senior Portfolio Manager	16yrs
Jeanne Chow Collins	ESG & Engagement Analyst	19yrs
Trading		
Ultan O'Kane	Trader	14yrs

Portfolio Positioning

Sector Breakdown

Sector	%	Sector	%
Information Technology	26.8	Consumer Discretionary	6.5
Health Care	16.7	Energy	3.6
Financials	12.8	Utilities	3.5
Industrials	9.9	Real Estate	2.5
Communications	9.1	Materials	1.9
Consumer Staples	6.7		

Geographical Breakdown

Region	%
USA	91.5
Canada	8.5

Top 10 Holdings

Stock	Country	%
Microsoft Corporation	US	7.5
Gilead Sciences Inc	US	3.8
AbbVie Inc	US	3.4
AmerisourceBergen Corporation	US	3.2
Cummins Inc	US	3.0
Omnicom Group Inc	US	2.8
Canadian Imperial Bank of Commerce	Canada	2.8
Best Buy Company Inc	US	2.6
Western Union Company	US	2.4
IBM	US	2.2

Source of all data: KBI Global Investors. The above information represents the top 10 largest positions in the strategy as of 03/31/20 based on the aggregate USD value. Each quarter KBI Global Investors uses this same objective, non-performance based criteria to select the ten largest holdings. The specific securities identified and described do not represent all of the securities purchased, sold, or recommended for the strategy, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. All information is provided for informational purposes only and should not be deemed as a recommendation to buy the securities mentioned.

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Overview

Risk assets plunged into bear market territory in Quarter 1 in anticipation of an acute recession, triggered by the dual onslaught of the COVID-19 pandemic and the oil price war. Widespread national lockdowns encompassing more than one third of humanity have been implemented as remedial measures to contain the spread of the Coronavirus. This has weighed heavily on economic activity, with the initial hit being taken by more economically sensitive industry groups.

The initial knee jerk reaction by markets was swift in the “obvious” industries but over the coming quarters investors will realise that all forecasts and expectations across all industry groups are likely to be damaged by the knock-on effects. While this is initially a health crisis, it will become an unemployment crisis, a demand side shock, a supply side shock, a wealth shock and possibly a debt shock. These elements have still not been factored into markets, with a significant amount of earnings data still unchanged. Crucially, while markets have significantly discounted the impact of the pandemic on cyclically exposed sectors, they have yet to factor in the likely impact on supposedly more insulated stocks.

Unprecedented policy response and stimulus packages including fiscal expansion to the tune of $4-5tn have been announced so far across the world in addition to a flurry of rate cuts and unlimited monetary support. Again, while there has been broad market response to the monetary changes in favour of growth, much of the fiscal stimulus will be targeted at these cyclical (value) industries which ultimately will be positive for more value-oriented investors. This fiscal stimulus could be a catalyst for a major rotation within the market.

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MSCI EAFE: The MSCI EAFE Index covers more than 900 securities across large and mid-cap stocks and across style and sector segments in 21 developed markets. MSCI EMU: The MSCI EMU Index covers more than 200 securities across large and mid-cap stocks and across style and sector segments in the 10 developed market countries in the EMU. MSCI North America: The MSCI North America Index covers more than 700 securities across large and mid-cap stocks and across style and sector segments in the USA and Canada markets. MSCI Europe: The MSCI Europe Index covers more than 400 securities across large and mid-cap stocks and across style and sector segments in 15 developed markets in Europe. MSCI World Small Cap: The MSCI World Small Cap Index covers more than 4,000 securities across small-cap stocks and across style and sector segments in 23 developed markets. MSCI World Value: The MSCI World Value Index covers more than 800 securities across large and mid-cap stocks exhibiting overall value style characteristics in 23 developed markets. MSCI EAFE Value: The MSCI EAFE Value Index covers more than 500 securities across large and mid-cap stocks exhibiting overall value style characteristics in 21 developed markets around the world, excluding the US and Canada. MSCI ACWI Value: The MSCI ACWI Value Index covers more than 1,300 securities across large and mid-cap stocks exhibiting overall value style characteristics in 46 developed and emerging markets. MSCI EM Value: The MSCI Emerging Markets Value Index covers more than 500 securities across large and mid-cap stocks exhibiting overall value style characteristics in 23 emerging markets. Dax Global Agribusiness: The Dax Global Agribusiness Index represents the performance of global companies generating more than 50% of overall turnover from the agricultural economy. S-Network Global Water Index: The S-Network Global Water Index covers 60 global companies that derive 30% or more of annual revenues from participation in the water sector. The S&P Global Natural Resources Index includes 90 of the largest publicly-traded companies in natural resources and commodities businesses that meet specific investability requirements, offering investors diversified and investable equity exposure across 3 primary commodity-related sectors: agribusiness, energy, and metals & mining. The S&P Gloabl Infrastructure Index is designed to track 75 companies from around the world chosen to represent the listed infrastructure industry while maintaining liquidity and tradability. To create diversified exposure, the index provider includes three distinct infrastructure clusters: energy, transportation and utilities.