

Q3 2020 USD

KBI Global Investors



KBIGI International Developed Equity Strategy

Summary Details

Assets under Mgmt.	\$117.2m
Inception Date	01 Jul 2005
Benchmark	MSCI EAFE Net Return Index
Number of Stocks	126

Risk Characteristics

Beta (10 Yrs)	1.00
Information Ratio (10 Yrs)	-0.53
Volatility	14.71

Portfolio Statistics	Strategy	Index
Dividend Yield	3.9%	2.8%
Dividend Payout	55.4%	54.0%
Dividend Growth	6.6%	5.1%
Total Payout Yield	4.9%	2.5%
Price to Earnings (trailing)	18.0x	20.2x
Price to Book	2.9x	4.0x
Weighted Avg Mkt Cap.	\$44.4bn	\$54.3bn
ESG Score	7.5	7.0

Source: KBI Global Investors as of 09/30/20. The risk characteristics are calculated using monthly gross returns over a 10 year period relative to the Index as at the 09/30/20. Portfolio Statistics are of a representative account and are calculated relative to the Index. The AUM listed above is Global Equity International Equity 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.

Prior to 1/4/20 the EAFE AUM figure was inclusive of the EAFE component of a Global equity mandate.

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
Strategy (Gross)	2.4	-12.0	-3.7	-3.5	2.7
Strategy (Net)	2.3	-12.5	-4.3	-4.1	2.0
MSCI EAFE Net Return Index	4.8	-7.1	0.5	0.6	5.3
MSCI EAFE Value Net Return Index	1.2	-18.3	-11.9	-5.9	1.1

Source: KBI Global Investors, Datastream, MSCI as of 09/30/20
Returns are gross of fees in USD. Our firm claims GIPS compliance and is annually verified by an independent verification firm to be so. The verification report from our verifier and our GIPS composite presentation are available upon request. The performance record disclosed here is that of the firm's composite for this strategy. The EAFE Developed Equity composite (formerly known as the EAFE Developed Equity Dividend Plus composite) is a well diversified, all cap, strategy that invests across all 24 industry sub classifications and the three major geographic global regions (Europe, Japan and Pacific Basin ex Japan) of the global developed equity market (ex North America). Investment is restricted to developed markets as defined by inclusion in the MSCI EAFE benchmark. No active currency management is undertaken. The strategy invests purely in those companies that pay above average dividends relative to their industry peer group and is managed by a dedicated, specialist team of investment professionals in Dublin, Ireland. The benchmark is the MSCI EAFE Index, inclusive of net income. The Net index provides a better comparator for potential investors and representation of the investment strategy of the composite. The benchmark is designed to measure the equity market performance of developed market countries. The benchmark is market-cap weighted. Sources of foreign exchange rates may be different between the composite and the benchmark; but not materially so. See disclaimers for further information.

Investment Process

We summarise our process into three steps

Step 1
<ul style="list-style-type: none"> • Create regional group segments from MSCI Index. • Eliminate stocks below segment average yield. • Lower yield stocks, countries, industries will qualify.
Step 2
<ul style="list-style-type: none"> • Eliminate stocks and segments that fail sustainability, quality and growth criteria. • Rank remaining stocks.
Step 3
<ul style="list-style-type: none"> • Create portfolio preferred financial criteria and highest ranked stocks.

Current EAFE Developed Portfolio Characteristics

Mkt. Cap \$bn	Strategy	MSCI EAFE Index	+/- %
<3 (small)	3.1	2.0	1.1
3-5 (mid-small)	5.0	4.9	0.1
5-10 (mid)	16.2	13.8	2.4
10-25 (mid-large)	29.4	23.7	5.7
>25 (large)	46.3	55.5	-9.2

Source: KBI Global Investors as of 09/30/20. 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	33yrs
Portfolio Management Team		
Gareth Maher	Head of Portfolio Management	33yrs
David Hogarty	Head of Strategy Development	29yrs
Ian Madden	Senior Portfolio Manager	20yrs
James Collery	Senior Portfolio Manager	20yrs
John Looby	Senior Portfolio Manager	30yrs
Massimiliano Tondi	Senior Portfolio Manager	17yrs
Jeanne Chow Collins	ESG & Engagement Analyst	20yrs
Trading		
Ultan O'Kane	Trader	15yrs

Contact Details

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Portfolio Positioning

Sector Breakdown

Sector	%	Sector	%
Financials	16.4	Materials	7.1
Industrials	14.8	Communications	6.6
Health Care	14.1	Utilities	4.1
Consumer Staples	11.7	Energy	3.7
Consumer Discretionary	10.2	Real Estate	2.9
Information Technology	8.4		

Geographical Breakdown

Region	%
Europe	63.1
Japan	25.8
Pacific Basin ex Japan	11.1

Top 10 Holdings

Stock	Country	%
Novo Nordisk A/S	Denmark	4.4
Roche Holding AG	Switzerland	3.9
UBS GROUP AG	Switzerland	2.6
Iberdrola SA	Spain	2.5
Unilever Plc	UK	2.3
Skand Enskilda Banken	Sweden	2.2
Swisscom AG	Switzerland	2.2
Assicurazioni Generali SpA	Italy	2.0
Siemens AG	Germany	2.0
Swedish Match AB	Sweden	1.9

Source of all data: KBI Global Investors. The above information represents the top 10 largest positions in the strategy as of 09/30/20 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.

Overview

Global stock markets continued to rally in Q3, led by a relatively narrow group of so-called secular growth names. The dramatic story of market recovery since the lows of March masks the more significant story of the dominant driver - the extraordinary rally of a relatively small group of widely loved secular growth stocks.

Crucially, the assumed wave of dividend cuts did not occur. Since the end of February, 69% of companies in the MSCI EAFE index have either maintained or grown their dividend payment to shareholders. 348 companies, equating to 22% of names in the index, have grown their dividend, signalling that there is a solid belief in a sustained recovery.

We have outlined in other communications, the disconnect between price appreciation and fundamentals – which has become more obvious as the year progresses. As prices continue to rebound and EPS and the EPS outlook continues to deteriorate, traditional valuation metrics are stretching higher. We maintained our exposure to value but did so without having to sacrifice owning high quality companies. As stated during last quarter's comment, one of the areas we were focussing on was to analyse balance sheets in terms of having significant cash reserves and low debt obligations. This continued into Q3 as we maintained our emphasis on higher quality metrics across the portfolio. We continue to have a strong tilt towards, higher ROE, higher ROIC, high free-cashflow generation, high ESG and lower net debt to equity.

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The firm definition has been re-defined on two occasions over recent years; on 30 September 2010 to reflect the firm's sale to RHJI by our previous parent firm KBC Asset Management NV, and on 1 October 2016 to reflect the firm's sale to Amundi Asset Management. No change in investment process arose as a result of these sales. To receive a copy of the compliant presentation and/or a list of composite descriptions, please contact sales@kbigi.com. 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. 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