

KBIGI North America Equity Strategy (USD)

Summary Details

Assets under Mgmt.	\$48.6m
Inception Date	01 Nov 2013
Benchmark	MSCI North America Net Return Index
Number of Stocks	71

Risk Characteristics

Beta (5 Yrs)	1.01
Information Ratio (5 Yrs)	-0.71
Volatility	17.07

Portfolio Statistics	Strategy	Index
Dividend Yield	2.8%	1.3%
Dividend Payout	38.5%	27.4%
Dividend Growth	13.2%	7.5%
Total Payout Yield	4.7%	1.7%
Price to Earnings (trailing)	11.9x	19.6x
Price to Book	3.1x	4.4x
Weighted Avg Mkt Cap.	\$179.5bn	\$546.9bn
ESG Score	7.5	6.2
Wtd Avg Carbon Intensity	97.4	147.7

Source: KBI Global Investors as of 03/31/22. The risk characteristics are calculated independently by KBI Global Investors using monthly gross returns of the composite over a 5 year period relative to the Index as at the 03/31/22. Portfolio and Benchmark Statistics are from a representative account managed to the same strategy and the benchmark respectively. KBI Global Investors independently estimate these statistics for both the portfolio and the benchmark. 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 excluding AUA from Q1 2022. Weighted Avg. Mkt. Cap figures are in US Dollars. KBI calculate the Weighted Average Carbon Intensity figure for the portfolio (representative account managed to the same strategy) quarterly. Index carbon intensity data is sourced from MSCI ESG Research. KBI calculate the ESG scores for the portfolio (representative account managed to the same strategy) quarterly. Index ESG ratings are sourced from MSCI ESG Research.

Prior to 1/4/20 the North America AUM figure was inclusive of the North America equity component of a Global Equity Mandate.

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)	-4.2	-4.2	8.7	12.2	10.4
Strategy (Net)	-4.3	-4.3	8.0	11.5	9.7
Benchmark	-4.9	-4.9	14.0	18.3	15.2

Source: KBI Global Investors, Datastream, MSCI as of 03/31/22

KBI calculate both composite returns and benchmark returns. 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 North American Equity composite is a well diversified all cap strategy that invests across all 24 industry sub classifications of the North American equity markets as defined within the MSCI North America benchmark. 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 material risks associated with the composite include market risk and stock-specific event risk. Share prices can decline and there is a risk that the composite may under-perform its benchmark. The benchmark is the MSCI North America 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

- 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)	0.0	0.0	0.0
3-5 (mid-small)	0.6	0.1	0.5
5-10 (mid)	2.9	1.4	1.5
10-25 (mid-large)	31.1	9.8	21.3
>25 (large)	65.4	88.7	-23.3

Source: KBI Global Investors as of 03/31/22. Market Cap figures are based on a representative account relative to the Index. Market Cap figures are in US Dollars.

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 Team

Key People	Title	Investment Experience
CIO		
Noel O'Halloran	Chief Investment Officer	34yrs
Portfolio Management Team		
Gareth Maher	Head of Portfolio Management	35yrs
David Hogarty	Head of Strategy Development	31yrs
Ian Madden	Senior Portfolio Manager	21yrs
James Collery	Senior Portfolio Manager	21yrs
John Looby	Senior Portfolio Manager	32yrs
Massimiliano Tondi	Senior Portfolio Manager	18yrs
Jeanne Chow Collins	ESG & Engagement Analyst	21yrs
Trading		
Ultan O'Kane	Trader	16yrs

Portfolio Positioning

Sector Breakdown

Sector	%	Sector	%
Information Technology	28.5	Energy	5.1
Financials	13.1	Materials	3.9
Consumer Discretionary	11.4	Consumer Staples	3.3
Health Care	11.1	Real Estate	3.2
Communication Services	9.4	Utilities	1.9
Industrials	9.1		

Geographical Breakdown

Region	%
USA	89.9
Canada	10.1

Top 10 Holdings

Stock	Country	%
Microsoft Corporation	US	4.9
Merck & Co Inc	US	3.3
Texas Instruments Inc	US	3.1
Automatic Data Processing Inc	US	3.1
Cigna Corp	US	2.9
Newmont Corporation	US	2.9
Kinder Morgan Inc	US	2.8
Tractor Supply Co	US	2.7
HP INC	US	2.7
Cisco Systems Inc	US	2.6

Source of all data: KBI Global Investors. The above information represents the top 10 largest positions in the strategy as of 03/31/22 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

There was a significant change in US monetary policy to the more extreme end of hawkish expectations. The Fed are behind the inflation curve and will pursue both rate rises and balance sheet tightening to get it under control. This is an important macro trigger for the rotation thesis.

The Russian invasion of Ukraine caused significant disruption to energy, food and commodity supply chains. As a result, fossil fuels and big oil stocks rallied, as did tobacco and defence stocks, making it a tricky quarter for ESG oriented investors.

In the US corporate profits hit all time highs. Future profit expectations across almost all industries are at their highest in a decade. This points to a wide broadening of investment opportunity and supports the rotation thesis.

It also means Quality was out of favour over the period. The high absolute levels of financial surplus in the US is notable and made investors complacent despite the significant volatility that emerged.

The earnings outlook seems excessively optimistic given the dramatic monetary policy rotation and global input cost disruption. Volatility looks set to become a more prominent feature of markets.

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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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