



KBIGI International Developed Equity Strategy

Summary Details	
Assets under Mgmt.	\$124.7m
Inception Date	01 Jul 2005
Benchmark	MSCI EAFE Net Return Index
Number of Stocks	216

Risk Characteristics	
Beta (10 Yrs)	0.99
Information Ratio (10 Yrs)	-0.30
Volatility	14.81

Portfolio Statistics	Strategy	Index
Dividend Yield	4.9%	3.3%
Dividend Payout	49.7%	44.8%
Dividend Growth	11.2%	8.5%
Total Payout Yield	5.9%	3.2%
Price to Earnings (trailing)	7.9x	11.4x
Price to Book	1.3x	1.6x
Weighted Avg Mkt Cap.	\$61.4bn	\$75.5bn
ESG Score	7.8	7.6
Wtd Avg Carbon Intensity	80.2	117.5

Source: KBI Global Investors as of 12/31/22. The risk characteristics are calculated independently by KBI Global Investors using monthly gross returns of the composite over a 10 year period relative to the Index as at the 12/31/22. 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 International Developed 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.

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)	18.8	-11.5	-11.5	0.8	0.3
Strategy (Net)	18.6	-12.1	-12.1	0.2	-0.3
MSCI EAFE Net Return Index	17.3	-14.5	-14.5	0.9	1.5
MSCI EAFE Value Net Return Index	19.6	-5.6	-5.6	0.6	0.2

Source: KBI Global Investors, Datastream, MSCI as of 12/31/22

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 EAFE strategy is a well diversified, all cap, strategy that invests across all 24 industry sub classifications and the three major geographic global (ex US) regions (Europe, Japan and Pacific Basin ex Japan) of the global developed equity market. The firm has discretion to make an allocation to emerging markets if it so desires. 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 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 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)	0.3	0.0	0.3
3-5 (mid-small)	5.5	2.2	3.3
5-10 (mid)	18.8	10.1	8.7
10-25 (mid-large)	22.2	21.4	0.8
>25 (large)	53.1	66.3	-13.2

Source: KBI Global Investors as of 12/31/22. 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	35yrs
Portfolio Management Team		
Gareth Maher	Head of Portfolio Management	35yrs
David Hogarty	Head of Strategy Development	31yrs
Ian Madden	Senior Portfolio Manager	22yrs
James Collery	Senior Portfolio Manager	22yrs
John Looby	Senior Portfolio Manager	32yrs
Massimiliano Tondi	Senior Portfolio Manager	19yrs
Jeanne Chow Collins	ESG & Engagement Analyst	22yrs
Trading		
Ultan O'Kane	Trader	17yrs

Portfolio Positioning

Sector Breakdown

Sector	%	Sector	%
Financials	21.6	Information Technology	7.5
Industrials	14.8	Energy	5.6
Health Care	12.6	Communication Services	4.2
Consumer Discretionary	11.1	Utilities	3.0
Consumer Staples	9.0	Real Estate	2.9
Materials	7.7		

Geographical Breakdown

Region	%
Europe	61.9
Japan	21.0
Pacific Basin ex Japan	12.0
Emerging Markets	5.1

Top 10 Holdings

Stock	Country	%
Rio Tinto Plc	UK	3.3
Novo Nordisk A/S	Denmark	2.9
Nordea Bank ABP	Sweden	2.6
Axa SA	France	2.4
Roche Holding AG	Switzerland	2.4
3i Group Plc	UK	2.3
Nestle SA	Switzerland	2.2
Total Energies	France	2.1
ACS SA	Spain	2.1
GSK PLC	UK	1.7

Source of all data: KBI Global Investors. The above information represents the top 10 largest positions in the strategy as of 12/31/22 based on the aggregate US\$ 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

While much of the narrative at year end is around recession fears and impending disappointing earnings, we feel there may well be more opportunities to generate good returns than many realise.

The percentage of stock passing our quality hurdles is high, and payout ratios are near all time lows. This means the buffer around existing dividend behavior is high. Even if earnings disappoint (we feel the portfolio is good shape on this front) current levels of yield and dividend growth can be maintained by allowing payout ratios to return to more normal long term levels. Dividends and dividend growth become highly valuable sources of return when share price increases are scarce.

The rally in value and high yield stocks in the fourth quarter suggests that investors have begun to pick up on this opportunity. While the shine may have gone off tech stocks investors have started to look elsewhere. The good news is that they like what they see. The surprisingly strong fundamentals and cheap valuations of companies that exist across the market capitalisations are starting to get noticed.

Up until quarter four, all of the relative outperformance of value over growth stocks since last year had come in down markets. Value stocks were seen as attractive for the defensive qualities they bring and their lower sensitivity to rising rates. However, in quarter four, value stocks led the rally. The fact that they did so as long bond yields fell suggest something is now seriously different.

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