



#### **About Merit**

Merit Investment Management is a Registered Investment Advisor (RIA) located in Wilmington, DE. The Global Blue Chip Dividend Strategy (GBCD) was established on January 1, 2016 for institutional & individual investors. Merit has managed equity strategies since its inception in 2009.

# **Investment Objective**

- Generate the highest risk adjusted returns available to equity investors over the long run
- Generate strong dividend income to improve total return, reduce risk and reinvest capital
- Invest in high quality companies to reduce portfolio volatility & reduce risk

# **Investment Strategy**

- Employ a comprehensive investment approach integrating macroeconomic, industry & company analysis
- Identify and invest in great companies with strong dividend yields offering compelling risk-adjusted returns
- Generate superior returns through fundamental research
   & active portfolio management

# **Advantages**

- Disciplined investment process to identify, research and evaluate investment opportunities
- Fundamental research & concentrated portfolio positions maximizes the impact of stock selection
- Continuous reinvestment process effectively allocates capital to maximize returns and reduce risk

## **Profile**

Inception Date	January 1, 2016
Benchmarks	MSCI ACWI HDY
Category	Global Equity Income
Management Fees	0.75%

# **Portfolio**

Number of Holdings	32.0
Avg Market Cap (\$B)	160.1
Dividend Yield	4.7%
FTM P/E Ratio	16.5x

## Risk Metrics<sup>2</sup>

	YT	YTD		Since Inception	
	GBCD	ACWI	GBCD	ACWI	
Beta	0.96	1.00	0.88	1.00	
Sharpe Ratio	(0.43)	(0.05)	1.07	1.07	
Sortino Ratio	(1.00)	(0.47)	0.76	0.91	
Calmar Ratio	(0.56)	(0.07)	1.42	1.82	
Standard Deviation	9.72	11.40	7.32	9.24	
Downside Deviation	7.80	9.00	5.40	6.84	
Maximum Drawdown	(10.34)	(9.94)	(10.34)	(9.94)	

## Notes:

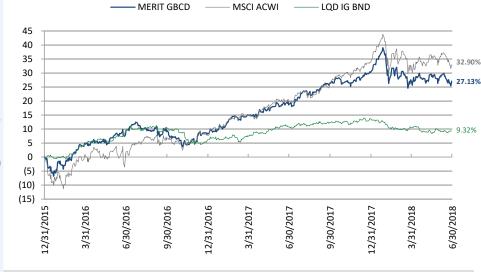
- 1. Performance data includes all fees and expenses.
- Risk metrics are compared to the MSCI ACWI and are stated from the inception date through June 30, 2018.

Performance data shown represents past performance and is no guarantee of future results. Investors should consider a strategy's investment goals, risks, charges and expenses before investing.

#### Performance 1

Merit Investment Management is a Registered Investment The Global Blue Chip Dividend Strategy has produced solid risk adjusted returns since inception

Net Returns	Yield	3 Mo	YTD	2017	2016	Inception
Merit Global Blue Chip Dividend	4.74%	(0.37%)	(2.46%)	20.19%	8.41%	27.13%
MSCI ACWI High Dividend Index	4.08	(1.55)	(3.54)	18.86	10.05	27.07
MSCI All Country World Index	2.43	0.53	(0.43)	23.97	7.86	32.90
iShares iBoxx USD Liquid IG Index	3.85	(1.38)	(4.26)	7.12	6.37	9.32



# **Guidelines**

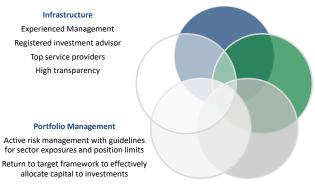
Metric	Global Blue Chip Dividend	As of June 30, 2018
Investments	Equities, MLPs, REITs	73.9%, 10.5%, 13.9%
Sector Exposures	Maximum concentration < ~25%	Financials = 18.5%
Individual Positions	Single security = 3.0-5.0%	Average = 3.1%
Dividend Yield	Dividend Yield Yield Target = 3.0-5.0%	
Beta	GBCD < MSCI ACWI	Beta = 0.88
Market Capitalization	Target \$1B+	Average = \$160.1B
Geography	Global portfolio	50.2% Intl / 48.2% U.S.
Cash	No restrictions	1.6%

# Overview

## Investment Focus

Invest in great companies operating in favorable industries

Focus on total return and high income with low volatility



## Investment Approach

Identify companies that offer attractive, stable dividend yields

Concentrated portfolio approach to maximize impact of best ideas

Comprehensive investment approach integrating macroeconomic, industry & company analysis

## **Investment Process**

Fundamental research process and concentrated portfolio

Disciplined investment process to add portfolio positions







#### **Investment Universe**

Merit evaluates a wide range of equity securities including common stocks, MLPs and REITs from an extensive global investment universe.

#### **Investment Process**

Merit employs a fundamental research process which follows a three step approach to identify, analyze and evaluate investment opportunities. The research process employs fundamental company and dividend analysis.

<ul><li>Overview</li></ul>	Identify & evaluate investments
<ul><li>Analysis</li></ul>	Perform company & dividend analysis
<ul> <li>Evaluation</li> </ul>	Determine portfolio impacts & action

### **Service Providers**

Interactive Brokers
Opus Fund Services
Stephano Slack
Cipperman & Co.

# Management

Scott McGraw is the Founder and Chief Investment Officer of Merit Investment Management. Mr. McGraw has over 20 years of professional experience in investment management, investment banking and financial services. Mr. McGraw's previous experience includes tenures at Gardner Lewis Asset Management, Bank of America Securities, Merrill Lynch and Accenture. Mr. McGraw earned his MBA from The Wharton School of the University of Pennsylvania and his BS from Boston College with concentrations in Finance.

# Risks

Stock markets are volatile and can decline significantly in response to adverse issuer, political, regulatory, market or economic developments. An investment in the strategy is speculative and involves a high degree of risk. Performance data shown represents past performance and is no guarantee of future results. Investors should consider a strategy's investment goals, risks, charges and expenses before investing.

## Disclaimer

These materials shall not constitute an offer to sell or the solicitation of an offer to buy any interests in any investment strategy managed by Merit Investment Management. This information should be considered in conjunction with all available documentation for the investment strategy in making an investment decision.

## **Contact Information**

Merit Investment Management is the investment manager for the Global Blue Chip Dividend Strategy.

# **MERIT INVESTMENT MANAGEMENT**

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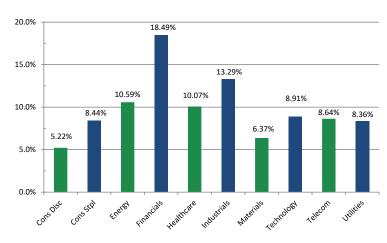
#### **Investment Attributes**

Company Analysis	Dividend Analysis	
Durable competitive advantages	Strong FCF generation	
Operate in industries with favorable conditions	Solid Balance Sheet	
History of earning attractive long-term returns	Manageable payout ratio	
Strong management team & business plan	High dividend yield	
Current earnings are within historic norms	History of growing dividends	
Share price below intrinsic value	Low valuation on a historical & relative basis	
Identifiable downside protection	Management committed to dividend	

# **Top 10 Holdings**

Weight	<u>Ticker</u>	Company	<u>Sector</u>	<u>Yield</u>
4.24%	IRM	Iron Mountain Incorporated	Industrials	6.7%
4.08%	RDS-A	Royal Dutch Shell plc	Energy	5.5%
3.86%	Т	AT&T	Telecom	6.2%
3.82%	HSBC	HSBC Holdings plc	Financials	5.4%
3.82%	NVS	Novartis AG	Healthcare	3.9%
3.76%	EPD	Enterprise Products Partners L.P.	Energy	6.2%
3.65%	WY	Weyerhauser	Materials	3.5%
3.59%	NSRGY	Nestle SA	Consumer Staples	3.1%
3.44%	CSCO	Cisco Systems, Inc.	Technology	3.1%
3.40%	BIP	Brookfield Infrastructure Partners L.P.	Utilities	4.8%

## **Sector Allocation**



# **Sector Dividend Yields**

