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Global Blue Chip Dividend Strategy

**Investor Presentation** 

June 30, 2021

MERIT INVESTMENT MANAGEMENT

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# **MERIT OVERVIEW**

# Merit Investment Management is the investment advisor for the Global Blue Chip Dividend Strategy (GBCD)

	<ul> <li>Merit is a registered investment advisor (RIA) founded in 2009</li> <li>Merit manages focused equity strategies for institutions &amp; individual investors</li> </ul>
INVESTMENT PHILOSOPHY	<ul> <li>Generate the highest risk-adjusted returns available to equity investors</li> <li>Employ a comprehensive investment approach integrating macro, industry &amp; company analysis</li> <li>Generate superior returns through fundamental research &amp; active portfolio management</li> </ul>
INVESTMENT STRATEGY	<ul> <li>Invest in great companies with strong dividend yields offering compelling risk-adjusted returns</li> <li>Generate strong dividend income to improve total return, reduce risk &amp; reinvest capital</li> <li>Actively manage the portfolio to improve returns, minimize volatility &amp; reduce risk</li> </ul>
OPERATIONS	<ul> <li>Top investment, audit &amp; legal services provide a comprehensive solution</li> <li>High level of service and transparency within a regulated compliance structure</li> </ul>



# **INVESTMENT OBJECTIVES**

# The Global Blue Chip Dividend Strategy focuses on three key tenets to build sustainable long term wealth

OBJECTIVE	INVESTMENT APPROACH	GOALS
GENERATE THE HIGHEST RISK ADJUSTED RETURNS	<ul> <li>Invest in high quality companies which offer compelling risk adjusted returns</li> <li>Achieve total return through both dividend income and capital appreciation</li> <li>Mitigate principal loss through continuous dividend income</li> </ul>	<ul> <li>Outperform equity markets over full market cycle</li> <li>Capture majority of returns in strong equity markets</li> <li>Deliver positive returns in flat equity markets</li> <li>Outperform equity markets in down equity markets</li> <li>Compound positive returns over time</li> </ul>
GENERATE STRONG DIVIDEND INCOME	<ul> <li>Utilize an extensive investment universe including REITs, MLPs, international equities</li> <li>Invest in strong dividend paying companies with stable businesses &amp; dividend policies</li> <li>Focus on dividend yield component to provide valuation support and reduce risk</li> </ul>	<ul> <li>Deliver 4-5% dividend yield</li> <li>Deliver higher yield than equity income strategies</li> <li>Deliver dividend yield comparable to IG Bond index</li> </ul>
MINIMIZE VOLATILITY & REDUCE RISK	<ul> <li>Invest in businesses that deliver solid returns through the business cycle</li> <li>Build a diversified portfolio of investments across all market sectors</li> <li>Invest in low beta stocks with low correlations</li> </ul>	<ul> <li>Invest in high quality companies</li> <li>Diversified portfolio of investments in all sectors</li> <li>Portfolio beta lower than equity indexes</li> </ul>



## **INVESTMENT PROCESS**

# Merit's fundamental research process follows a three step approach to identify investment opportunities



#### INVESTMENT EVALUATION

- Evaluate portfolio additions
- Determine target price, position size
- Position portfolio to reflect updates

#### **COMPANY ANALYSIS**

Analyze industry & company factors for positive factors

- Durable competitive advantages
- Operate in industries with favorable economic characteristics
- History of earning attractive long-term returns on capital
- Management team has a sound plan for earnings growth
- Managers that are trustworthy and good allocators of capital
- Share price below intrinsic value
- Predictability of revenue streams
- Identifiable downside protection

#### **DIVIDEND ANALYSIS**

Analyze company factors for positive dividend factors

- Superior dividend yield
- Strong FCF generation
- Stable cash flows
- Solid Balance Sheet
- History of growing dividends
- Conservative dividend payout ratios and policies
- Attractive valuation on a historical & relative basis
- · Management committed to dividend



# **PORTFOLIO SNAPSHOT**

The Global Blue Chip Dividend Strategy invests globally in industry leading companies across all sectors

### GBCD HOLDINGS as of JUNE 30, 2021

	Nestie	Prudential
COMPANIES	AVG DEBT RATING	DIVIDEND YIELD %
Bell Canada Enterprises, Crown Castle International	Baa2	4.3%
Nestle, Pepsi	Aa2	2.7
Enbridge	Baa2	6.6
JPMorgan Chase, Prudential Financial	Aa2	3.5
Johnson & Johnson, Novartis	Aa2	3.0
BAE Systems, United Parcel Service	A1	3.7
AGNC Investment, Iron Mountain, W.P. Carey	Ba3	6.6
Broadcom, Cisco	A1	2.9
Duke Energy, Brookfield Infrastructure	Baa1	3.3
	Image: Second	Image: Partners Image: Partners   Image: Partners <



# **PORTFOLIO CONSTRUCTION**

# The Global Blue Chip Dividend Strategy is managed along the following guidelines

METRICS	PORTFOLIO GUIDELINES	GBCD as of JUNE 30, 2021
Securities	Equities, MLPs, REITs	77.3%, 0.0%, 22.5%
Sector Exposures	Max Sector Exposure < ~25%	Real Estate = 17.0%
Individual Positions	Position Target = 4.0% - 7.0%	Average = 5.5%
Dividend Yield	Yield Target = 4.0 - 5.0%	Average = 4.1%
Market Volatility - Beta	GBCD < MSCI ACWI	Beta = 0.9
Market Capitalization	Market Cap > ~\$5B	Mega Cap > \$100B = 44.0% Large Cap > \$10B = 33.3% Mid Cap > \$5B = 22.5%
Geography	Global Portfolio	66.7% U.S. / 33.1% International
Cash	No Limits. Target < 10%	Cash = 0.2%



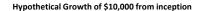
## PERFORMANCE

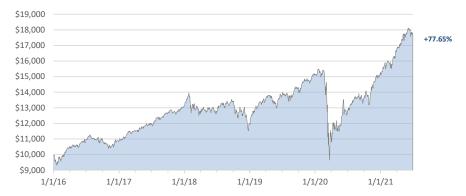
The Global Blue Chip Dividend Strategy has performed well versus both equity & corporate bond indexes

#### **GBCD PERFORMANCE as of JUNE 30, 2021**

• The Global Blue Chip Dividend Strategy has generated strong risk-adjusted returns while generating a higher yield and exhibiting lower volatility

Cumulative Net Returns	Yield	Q2 2021	YTD	1 YR	3YR	5YR	Inception
Merit Global Blue Chip Dividend	4.06%	7.03%	16.11%	38.75%	11.62%	10.13%	11.01%
MSCI ACWI High Dividend Index	3.41	3.87	10.12	30.02	10.15	9.62	9.97
FTSE All-World High Dividend Index	3.28	4.60	13.80	37.10	9.10	9.90	9.69
Blackrock Global Dividend	1.55	7.55	12.33	33.00	12.23	9.72	9.85
Vanguard Global Equity Income	2.74	4.51	12.53	21.07	6.09		
iShares iBoxx USD Liquid IG Index	2.19	4.09	(1.65)	2.39	8.80	5.09	6.30
Calendar Year Net Returns	2021	2020	2019	2018	2017	2016	Inception
Merit Global Blue Chip Dividend	16.11%	0.61%	26.17%	(8.30)%	20.44%	8.66%	77.65%
MSCI ACWI High Dividend Index	10.12	1.73	23.88	(7.11)	18.86	10.05	68.62
FTSE All-World High Dividend Index	13.80	0.50	22.20	(10.90)	19.80	11.50	66.34
Blackrock Global Dividend	12.33	6.84	22.76	(10.42)	19.81	6.03	67.66
Vanguard Global Equity Income	12.53	(0.85)	14.53	(6.33)	12.27		
iShares iBoxx USD Liquid IG Index	(1.65)	11.14	17.13	(3.76)	7.16	5.97	39.92





#### Note:

Performance data includes all fees and expenses. Performance data shown represents past performance. Investors should carefully consider a fund's investment goals, risks, charges and expenses before investing.



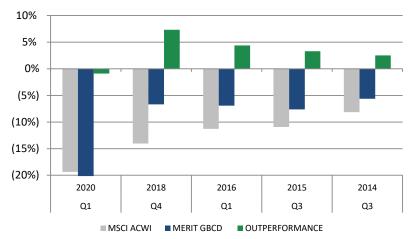
## **HISTORICAL PERFORMANCE ANALYSIS**

The Global Blue Chip Dividend Strategy can outperform by limiting drawdowns during challenging markets

#### ILLUSTRATIVE HISTORICAL PERFORMANCE

- To illustrate illustrative historical performance, Merit's prior period GBCD holdings are analyzed for prior period returns
- The scenarios illustrate hypothetical performance during recent correction periods over the past 7 years
- Current Merit BCD positions outperformed in all but the most recent correction. Lower drawdowns lead to future outperformance

CORRECTIONS	Q1	Q4	Q1	Q3	Q3
Periods	2020	2018	2016	2015	2014
MSCI ACWI	(19.37%)	(14.03%)	(11.29%)	(10.93%)	(8.15%)
MERIT GBCD	(20.27%)	(6.69%)	(6.92%)	(7.62%)	(5.64%)
OUTPERFORMANCE	(0.91%)	7.33%	4.37%	3.30%	2.51%



#### **GBCD OUTPERFORMANCE DURING MARKET DECLINES**

1. Historical data reflects the performance of a hypothetical equally-weighted portfolio based on the actual historical performance of Merit GBCD holdings as of 12/31/2020 over the respective time periods.



# **DIVIDEND YIELD & RISK METRICS**

The Global Blue Chip Dividend Strategy offers a higher yield and exhibits significantly lower volatility & risk

#### **DIVIDEND METRICS**

**RISK METRICS SINCE INCEPTION** 

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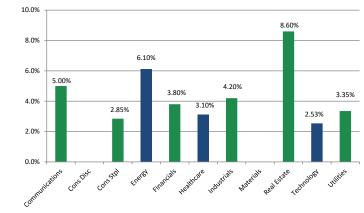
Lower Beta than the MSCI ACWI

Lower Standard Deviation than the MSCI ACWI

Lower Downside Risk than the MSCI ACWI

- GBCD yield of 4.1% is higher than U.S./Intl equity indexes of 1.3/2.3%
- GBCD yield of 4.1% is higher than the IG Corp Bond index 2.2%
- Solid dividend yields across all sectors ranging from 2.7% to 6.6%
- All positions have stable yields & high dividend health scores
- Strong dividend income with equity upside and inflation hedge

#### SECTOR DIVIDEND YIELDS as of JUNE 30, 2021



#### **RISK METRICS as of JUNE 30, 2021**

	2021	YTD	Since In	ception
	GBCD	ACWI	GBCD	ACWI
Sharpe Ratio Calculation for risk-adjusted return	3.12	1.36	0.65	0.76
Sortino Ratio Risk adjusted return with required rate	5.38	1.93	0.87	1.02
Standard Deviation Dispersion of returns versus expectations	8.28	11.40	12.72	13.56
Downside Deviation Downside risk of returns below threshold	4.80	8.04	9.48	9.96
Maximum Drawdown Maximum portfolio loss peak to trough	(3.11)	(5.02)	(37.45)	(33.53)



# **INVESTOR FOCUS**

Merit's Global Blue Chip Dividend Strategy is well suited for current markets and a wide investor base

KEY STRENGTHS	MARKET ENVIRONMENT & INVESTOR SUITABILITY
SOUND INVESTMENT	<ul> <li>Generate the highest risk adjusted returns in equity markets</li> <li>Invest globally in high quality companies improves returns and reduces risk</li> </ul>
STRATEGY	<ul> <li>Invest globally in high quality companies improves returns and reduces risk</li> <li>Dividend income improves total return, rises with inflation and offers continuous re-investment</li> </ul>
WELL POSITIONED FOR CURRENT MARKETS	<ul> <li>Strong company position needed to realize value in a weak economic growth environment</li> <li>High quality equities generating strong cash flows are more resilient in volatile markets</li> <li>Flexibility to position strategy to take advantage of market opportunities</li> </ul>
VELL SUITED FOR EVOLVING INVESTOR TRENDS	<ul> <li>Individual investors are increasingly focused on global and income generating strategies</li> <li>Institutional investors switching from traditional to new allocation frameworks</li> <li>Low global yields increases cross-over investor base for Balanced and Equity Income strategies</li> </ul>

WIDE TARGET

- Individuals Baby Boomers, high net worth individuals, risk adverse equity investors
- Institutions Insurance companies, corporations, pension funds, endowments, family offices



## **INVESTMENT SUMMARY**

Merit is committed to delivering superior risk-adjusted returns through its disciplined investment approach

#### **Investment Focus**

Invest in great companies operating in favorable industries

Focus on total return and high income with low volatility

#### Infrastructure

**Registered Investment Advisor Experienced Management** Top service providers Fiduciary

# **Portfolio Management** Active risk management with guidelines for sector exposures and position limits Return to target framework to effectively allocate capital to investments

#### **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



APPENDIX



# **PORTFOLIO ANALYSIS**

Merit tracks portfolio metrics such as dividend, valuation, credit & performance data to manage the strategy

#### GBCD PORTFOLIO as of JUNE 30, 2020

		STOCK PRICE & PERFORMANCE TARGET PRICES										DIV V I	DEDT	VALUAT		DEDIT	OPERATI		OTHER									
			•									*****	*****	41/00/			-											
52 TP D5 Dt	T TICKE	R COMPANY	Geo	Weight E	BETA	COST	PRICE	P&L %	% C	RSI	%F52H	%200D	%50D	1YR%	Tgt Px	% to T	DIV IB	D 5 IB	D-5	DIV EX DATE	D CST% I	D - DC%	F P/E	P/CF I	D/Cap CR	ROE	SR	EARNINGS DT
00 00	AGN	C AGNC Investment Corp.	U.S.	5.53%	1.33	15.29	16.25	6.3%	2.59%	38	-15.6%	2.2%	-10.3%	26.3%	18.03	11.0%	8.50	12.09	(3.59)	2021-07-29	4.30	4.2	6.1	4.8	1%	32.4	1.6	2021-07-25
	AVG0	Broadcom Inc.	U.S.	5.86%	0.99	313.76	468.59	49.3%	0.63%	49	-5.9%	9.2%	1.5%	51.8%	522.37	11.5%	3.00	2.84	0.16	2021-06-21	4.81	(1.8)	19.5	15.1	63%	18.3	2.6	2021-08-31
	baes	BAE Systems Plc	UK	5.35%	1.30	27.95	29.75	6.4%	1.67%	50	-5.7%	7.2%	-0.4%	25.6%	34.25	15.1%	5.40	5.00	0.40	2021-04-22	5.44	(0.0)	NA	14.8	56%	25.1	NA	None
	bce	BCE Inc.	CAN	5.30%	0.47	49.00	48.84	-0.3%	0.66%	44	-4.6%	7.0%	-1.6%	22.9%	50.33	3.1%	5.80	5.21	0.59	2021-06-14	4.45	1.4	18.8	6.8	53%	13.6	3.5	2021-08-04
<b>O</b>	🖁 bipc	Brookfield Infrastructure Partners	CAN	5.38%	1.49	43.61	67.62	55.1%	-0.72%	36	-15.6%	-1.1%	-7.6%	47.4%	73.00	8.0%	2.70	3.50	(0.80)	2021-05-27	5.25	(2.6)	NA	4.8	NA	43.8	5.3	2021-08-10
	🖁 ссі	Crown Castle International	U.S.	5.44%	0.34	144.64	203.28	40.5%	0.62%	63	-1.1%	17.8%	9.3%	22.5%	196.86	-3.2%	2.70	3.50	(0.80)	2021-06-11	2.69	0.0	31.4	29.2	74%	9.1	2.3	2021-07-26
	e csco	Cisco Systems Inc.	U.S.	5.26%	0.92	45.91	53.58	16.7%	0.98%	53	-4.1%	15.0%	2.2%	15.7%	54.06	0.9%	2.80	2.85	(0.05)	2021-07-02	2.98	(0.2)	18.7	13.0	19%	25.7	1.9	2021-08-09
	B DUK	Duke Energy	U.S.	5.67%	0.32	89.32	103.74	16.1%	-0.14%	60	-3.8%	10.6%	3.3%	33.5%	103.88	0.1%	3.90	4.19	(0.29)	2021-08-12	3.41	0.5	20.1	8.3	54%	2.8	2.5	2021-08-08
000	enb	Enbridge Inc	CAN	6.04%	1.01	33.64	37.94	12.8%	0.37%	36	-8.1%	7.7%	-4.1%	33.3%	43.36	14.3%	6.63	5.58	1.05	2021-05-13	4.37	2.3	17.5	10.5	50%	11.2	3.1	2021-07-26
		Iron Mountain	U.S.	6.52%	0.87	32.14	43.79	36.2%	2.46%	52	-9.5%	24.8%	6.0%	70.8%	39.20	-10.5%	5.80	7.04	(1.24)	2021-06-14	3.95	1.9	16.3	13.4	92%	30.1	14.5	2021-08-03
	INJ	Johnson & Johnson	U.S.	5.40%	0.70	138.65	168.45	21.5%	0.94%	54	-3.9%	7.0%	1.5%	13.8%	187.22	11.1%	2.50	2.59	(0.09)	2021-02-22	0.63	1.9	17.7	18.5	31%	23.6	2.4	2021-07-20
00	JPM	JP Morgan Chase & Co.	U.S.	5.87%	1.25	92.00	149.71	62.7%	1.86%	42	-12.0%	12.4%	-5.5%	55.3%	165.50	10.5%	2.30	2.38	(0.08)	2021-07-02	2.39	(0.1)	10.4	14.1	60%	18.4	1.2	2021-10-12
8	nsrg	Nestle SA	EU	5.22%	0.35	110.53	126.24	14.2%	0.46%	56	-1.9%	7.5%	1.3%	11.2%	132.03	4.6%	2.40	2.60	(0.20)	2021-04-19	2.67	(0.3)	NA	22.8	38%	25.1	NA	None
	-	Novartis AG	EU	5.84%	0.38	85.70	90.24	5.3%	-0.42%	44	-8.0%	1.5%	-0.6%	6.9%	105.67	17.1%	3.51	3.52	(0.01)	2021-03-04	2.59	0.9	14.4	16.0	35%	15.2	4.0	None
00	PEP	PepsiCo Inc.	U.S.	5.10%	0.58	128.50	155.82	21.3%	0.01%	73	-1.1%	9.7%	6.8%	20.5%	162.77	4.5%	3.00	2.84	0.16	2021-09-02	2.92	0.1	25.2	18.8	71%	57.6	2.1	2021-09-28
00	PRU	Prudential Financial Inc.	U.S.	5.46%	1.81	88.75	99.06	11.6%	3.50%	46	-12.0%	16.3%	-2.8%	60.6%	100.44	1.4%	4.60	3.77	0.83	2021-05-24	7.33	(2.7)	7.5	5.0	26%	4.4	3.2	2021-08-02
	UPS	United Parcel Service Inc.	U.S.	5.63%	1.00	116.22	212.46	82.8%	0.50%	57	-3.7%	18.5%	6.6%	82.9%	208.94	-1.7%	2.00	2.91	(0.91)	2021-05-21	2.51	(0.5)	19.5	14.8	77%	97.0	2.5	2021-07-26
	WPC	W.P. Carey Inc. REIT	U.S.	5.02%	0.79	74.75	79.47	6.3%	1.90%	60	-2.3%	12.3%	6.8%	23.8%	81.80	2.9%	5.60	5.89	(0.29)	2021-06-29	3.29	2.3	NA	17.2	49%	6.3	7.7	2021-07-28
																			(,									
	vmm>	x Cash		0.12%																								
	17	Averages		100.0%	0.88			25.8%	1.00%	51	-6.6%					5.6%	4.06	4.35	-0.29			25.2%	17.4	5.4	0.50	26.7	3.5	



## **ABOUT MERIT**

# Scott McGraw is the Founder & Chief Investment Officer of Merit Investment Management

#### SCOTT MCGRAW - MERIT INVESTMENT MANAGEMENT

- Founded Merit Investment Management in 2009 and established the Registered Investment Adviser (RIA) with State of DE, PA & SEC
- Chief Investment Officer of Merit investment strategies:
  - Merit Global Blue Chip Dividend Strategy
  - Merit Fund L.P. long/short equity strategy
- Established Merit infrastructure:
  - research, portfolio management
  - trading, operations, compliance
  - business development processes

#### **PRIOR EXPERIENCE**

- 25+ years of professional experience in investment management, investment banking and consulting in financial services
- Investment Management Investment Analyst at Gardner Lewis Asset Management responsible for investment positions of over ~\$750M in AUM across multiple investment strategies
- Investment Banking Associate at Banc of America Securities in the Energy & Power sectors and Merrill Lynch in Technology & Telecom
- Consulting Manager in the Financial Services practice at Accenture in management consulting, technology services and outsourcing
- MBA from The Wharton School of the University of Pennsylvania and BS from Boston College both with concentrations in Finance



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## MERIT INVESTMENT MANAGEMENT

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