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# Global Blue Chip Dividend Strategy

**Investor Presentation** 

September 30, 2023

#### MERIT INVESTMENT MANAGEMENT

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### **MERIT OVERVIEW**

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



- Merit is a registered investment advisor (RIA) founded in 2009
- Merit manages focused equity strategies for institutions & individual investors

INVESTMENT PHILOSOPHY

- Generate the highest risk-adjusted returns available to equity investors
- Employ a comprehensive investment approach integrating macro, industry & company analysis
- Generate superior returns through fundamental research & active portfolio management

INVESTMENT STRATEGY

- Invest in great companies with strong dividend yields offering compelling risk-adjusted returns
- Generate strong dividend income to improve total return, reduce risk & reinvest capital
- Actively manage the portfolio to improve returns, minimize volatility & reduce risk

**OPERATIONS** 

- Top investment, audit & legal services provide a comprehensive solution
- High level of service and transparency within a regulated compliance structure



# **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 market</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 OVERVIEW

- Evaluate wide range of investments
- Review macro, sector & industry data
- Determine areas of investment focus

# FUNDAMENTAL ANALYSIS

- Identify companies to research
- Perform Company Analysis
- Perform Dividend Analysis

# 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**

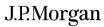
The Global Blue Chip Dividend Strategy invests globally in industry leading companies across all sectors

### **GBCD HOLDINGS as of SEPTEMBER 30, 2023**









**COMPANIES** 











**SECTOR** 

Communications

**Consumer Staples** 

Energy

**Financials** 

**Health Care** 

Industrials

Real Estate

Technology

Utilities



Nestle, Pepsi

JPMorgan Chase

Novartis, Pfizer, Walgreens

BAE Systems, Iron Mountain

Enbridge

Broadcom



BCE (Bell Canada), Crown Castle International

AGNC Investment, Brookfield Infrastructure

Duke Energy, Brookfield Renewable



AVG DEBT RATING	DIVIDEND YIELD %	
BBB+	7.2%	
A+	3.0	
BBB-	8.1	
AA	2.9	
AA	5.6	
BBB	3.7	
BBB	9.8	
BBB-	2.2	

BBB+



5.1

# PORTFOLIO CONSTRUCTION

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

METRICS	PORTFOLIO GUIDELINES	GBCD as of SEPTEMBER 30, 2023
Geography	Global Portfolio	55.3% U.S. / 36.1% International
Investments	Concentrated Portfolio	16 Companies
Individual Positions	Position Target = 4.0% - 7.0%	Average = 5.9%
Sector Exposures	Max Sector Exposure < ~25%	Healthcare = 15.4%
Market Capitalization	Market Cap > ~\$5B	Mega Cap > \$100B = 39.0% Large Cap > \$20B = 38.9% Mid Cap < \$20B = 13.6%
Dividend Yield	Yield Target = 4.0 - 5.0%	Average = 5.1%
Market Volatility	GBCD < MSCI ACWI	Beta = 0.8
Cash	No Limits. Target < 10%	Cash = 8.6%



# **PERFORMANCE**

# The Global Blue Chip Dividend Strategy has outperformed both indexes & competitor strategies

### **GBCD PERFORMANCE as of SEPTEMBER 30, 2023**

Cumulative Net Returns
Merit Global Blue Chip Dividend
MSCI ACWI High Dividend Index
FTSE All-World High Dividend Index
Blackrock Global Dividend
Vanguard Global Equity Income
iShares iBoxx USD Liquid IG Index

Cumulativa Not Poturne

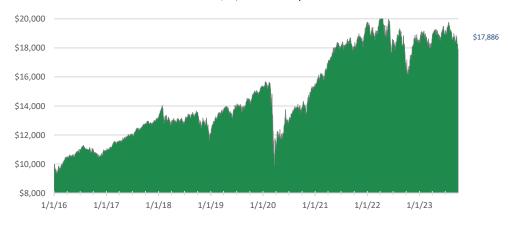
Q3 2023	YTD	2022	1 YR	3YR	5YR
(6.74%)	(3.31%)	(7.27%)	8.59%	8.55%	5.30%
(1.47)	2.17	(7.49)	16.34	7.13	4.50
(1.40)	3.40	(4.90)	19.40	10.74	5.24
(4.37)	5.32	(13.72)	19.37	5.95	5.17
1.71	1.27	10.19	9.58	13.70	6.60
(4.34)	(0.53)	(18.01)	3.54	(6.01)	0.77

Calendar Year Net Returns
Merit Global Blue Chip Dividend
MSCI ACWI High Dividend Index
FTSE All-World High Dividend Index
Blackrock Global Dividend
Vanguard Global Equity Income
iShares iBoxx USD Liquid IG Index

Calonday Voes Not Dotumo

2020	2019	2018	2017	2016			
0.61%	26.17%	(8.30)%	20.44%	8.66%			
1.73	23.88	(7.11)	18.86	10.05			
0.50	22.20	(10.90)	19.80	11.50			
6.84	22.76	(10.42)	19.81	6.03			
(0.85)	14.53	(6.33)	12.27				
11.14	17.13	(3.76)	7.16	5.97			
	0.61% 1.73 0.50 6.84 (0.85)	0.61%         26.17%           1.73         23.88           0.50         22.20           6.84         22.76           (0.85)         14.53	0.61%         26.17%         (8.30)%           1.73         23.88         (7.11)           0.50         22.20         (10.90)           6.84         22.76         (10.42)           (0.85)         14.53         (6.33)	0.61%         26.17%         (8.30)%         20.44%           1.73         23.88         (7.11)         18.86           0.50         22.20         (10.90)         19.80           6.84         22.76         (10.42)         19.81           (0.85)         14.53         (6.33)         12.27			

#### Growth of \$10,000 from inception



Note: Performance data includes all fees & 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**

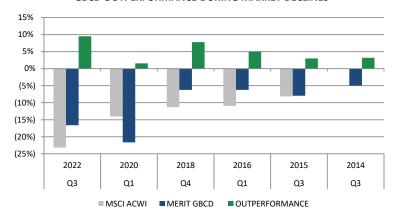
# The Global Blue Chip Dividend Strategy can outperform by limiting drawdowns during challenging markets

### **ILLUSTRATIVE HISTORICAL PERFORMANCE**

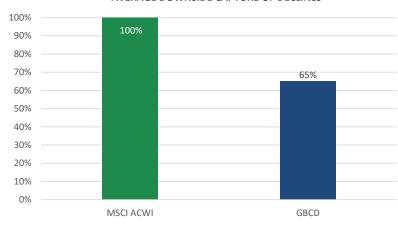
- To illustrate illustrative historical performance, Merit's prior period GBCD holdings are analyzed for prior period returns during drawdowns
- The scenarios illustrate hypothetical performance during recent correction periods; lower drawdowns lead to future outperformance

CORRECTIONS Q3		Q1	Q4	Q1	Q3	Q3
Periods	2022	2020	2018	2016	2015	2014
MSCI ACWI	(26.13%)	(23.17%)	(14.03%)	(11.29%)	(10.93%)	(8.15%)
MERIT GBCD	(16.62%)	(21.63%)	(6.24%)	(6.24%)	(7.93%)	(4.97%)
OUTPERFORMANCE	9.51%	1.54%	7.78%	5.05%	3.00%	3.18%

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



#### **AVERAGE DOWNSIDE CAPTURE OF DECLINES**



1. Historical data reflects the performance of a hypothetical equally-weighted portfolio based on the actual historical performance of the current 09/30/23 Merit GBCD portfolio holdings over the respective time periods.



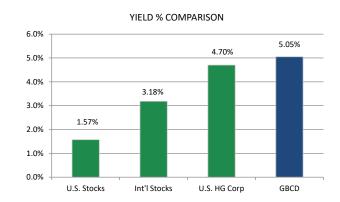
## **DIVIDEND YIELD & RISK METRICS**

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

#### **DIVIDEND METRICS**

- GBCD yield of 5.1% is higher than U.S./Int'l equity indexes of 1.6/3.2%
- GBCD yield of 5.1% is comparable to the IG Corp Bond index of 4.7%
- Solid dividend yields across all sectors ranging from 2.1% to 9.8%
- Strong dividend income with equity upside and inflation hedge

### ASSET CLASS YIELDS1 as of SEPTEMBER 30, 2023



### **RISK METRICS SINCE INCEPTION**

- All positions have stable yields & high dividend health scores
- GBCD Strategy has a lower Beta than the MSCI ACWI
- Lower Standard Deviation than the MSCI ACWI
- Lower Downside Risk than the MSCI ACWI

## RISK METRICS as of SEPTEMBER 30, 2023

Sharpe Ratio
Sortino Ratio
Standard Deviation
Downside Deviation
Maximum Drawdowr

Calculation for risk-adjusted return
Risk adjusted return with required rate
Dispersion of returns versus expectations
Downside risk of returns below threshold
Maximum portfolio loss peak to trough

1 '	<b>Y</b> R	Since Inception							
GBCD	ACWI	GBCD	ACWI						
0.30	0.92	0.29	0.33						
0.46	1.47	0.39	0.45						
10.20	12.00	12.00	13.32						
6.72	7.44	8.88	9.72						
(9.95)	(7.42)	(37.45)	(26.41						

<sup>1.</sup> Asset Class Yields: U.S. Stocks = MSCI USA Index (USA). Int'l stocks = MSCI All-Country World Index ex US (ACWX). U.S. HG Corp = iShares iBoxx \$ Investment Grade Corp Bond ETF (LQD).



# **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								
COUNT INVESTMENT	Generate the highest risk adjusted returns in equity markets								
SOUND INVESTMENT	<ul> <li>Invest globally in high quality companies improves returns and reduces risk</li> </ul>								
STRATEGY	Dividend income improves total return, rises with inflation and offers continuous re-investment								
	Strong company position needed to realize value in a weak economic growth environment								
POSITIONED FOR	<ul> <li>High quality equities generating strong cash flows are more resilient in volatile markets</li> </ul>								
CURRENT MARKETS	Flexibility to position strategy to take advantage of market opportunities								
	<ul> <li>Individual investors are increasingly focused on global and income generating strategies</li> </ul>								
UITED FOR EVOLVING	<ul> <li>Institutional investors switching from traditional to new allocation frameworks</li> </ul>								
INVESTOR TRENDS	Low global yields increases cross-over investor base for Balanced and Equity Income strategies								
WIDE TARGET	<ul> <li>Individuals - Baby Boomers, high net worth individuals, risk adverse equity investors</li> </ul>								
INVESTOR BASE	<ul> <li>Institutions - Insurance companies, corporations, pension funds, endowments, family offices</li> </ul>								



### **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

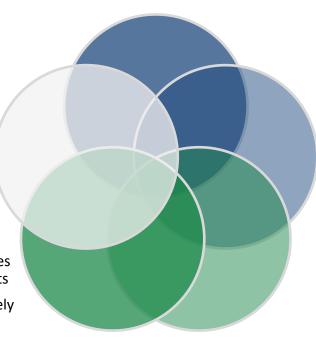
### Infrastructure

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 SEPTEMBER 30, 2023**

		STOCK PRICE & PERFORMANCE								TARGET PRICES DIVIDEND INFO												
52 TP D5 Dt T	TICKER	COMPANY	Geo	Weight	MC	BETA	COST	PRICE	P&L %	% C	YTD%	RSI	%F52H	%200D	%50D	1YR%	Tgt Px	% to T	DIV IB	D 5 IB	D-5	DIV EX DATE
0000 <b>=</b>	AGNC	AGNC Investment Corp.	U.S.	4.43%	5.7	1.27	12.92	9.44	-26.9%	0.43%	-0.19%	36	-23.2%	-7.8%	-4.6%	18.1%	10.56	11.9%	15.20%	12.09	3.11	2023-09-28
<b>②</b>	AVGO	Broadcom Inc.	U.S.	9.17%	336.9	1.24	321.14	830.58	158.6%	-0.17%	50.67%	46	-9.9%	13.5%	-4.0%	82.3%	953.44	14.8%	2.20%	2.84	(0.64)	2023-09-20
	baesy	BAE Systems Plc	UK	6.99%	38.1	0.33	28.17	49.45	75.5%	-2.04%	21.65%	41	-6.0%	3.3%	-3.5%	47.4%	39.20	-20.7%	2.90%	5.00	(2.10)	2023-10-19
	bce	BCE Inc.	CAN	5.13%	35.1	0.83	48.34	38.17	-21.0%	-0.08%	-10.25%	23	-21.1%	-16.7%	-8.5%	-10.1%	47.04	23.2%	7.60%	5.21	2.39	2023-09-14
	bepc	<b>Brookfield Renewable Corporation</b>	CAN	2.85%	4.7	1.13	29.09	23.94	-17.7%	-3.08%	-8.30%	29	-32.4%	-29.2%	-18.6%	-24.0%	45.00	88.0%	5.60%	3.50	2.10	2023-08-30
	bipc	Brookfield Infrastructure Corp	CAN	2.89%	4.2	1.17	29.01	35.34	21.8%	-2.38%	-5.36%	35	-25.4%	-22.5%	-13.5%	-14.7%	70.00	98.1%	4.30%	3.50	0.80	2023-08-30
	CCI	Crown Castle International Corp. (R	U.S.	5.64%	39.5	1.02	120.93	92.03	-23.9%	-0.05%	-30.35%	32	-40.2%	-31.5%	-9.7%	-36.4%	128.00	39.1%	6.80%	3.50	3.30	2023-09-14
	DUK	Duke Energy	U.S.	6.32%	70.2	0.54	86.70	88.26	1.8%	-0.47%	-11.13%	37	-16.7%	-7.9%	-3.9%	-7.2%	101.92	15.5%	4.60%	4.19	0.41	2023-08-17
	enb	Enbridge	CAN	6.63%	68.2	0.84	33.94	33.19	-2.2%	-1.04%	-9.72%	37	-20.5%	-13.5%	-6.1%	-6.8%	42.92	29.3%	8.10%	5.58	2.52	2023-08-14
<b>⊘ ⊘</b> ■	IRM	Iron Mountain	U.S.	8.18%	17.5	1.03	30.07	59.45	97.7%	-0.70%	22.88%	39	-7.2%	6.1%	-3.6%	37.9%	68.50	15.2%	4.40%	7.04	(2.64)	2023-09-14
	JPM	JP Morgan Chase & Co.	U.S.	6.69%	421.2	1.03	99.03	145.02	46.4%	-1.74%	12.51%	50	-7.5%	2.8%	-3.6%	41.0%	166.40	14.7%	2.90%	2.38	0.52	2023-07-05
	nsrgy	Nestle SA	EU	5.06%	307.7	0.72	112.08	113.17	1.0%	0.82%	-0.12%	29	-14.6%	-6.5%	-5.0%	6.0%	147.00	29.9%	2.90%	2.60	0.30	2023-04-24
<b>⊘ ⊘</b> ■	nvs	Novartis AG	EU	6.53%	215.0	0.75	75.72	101.86	34.5%	-0.46%	17.74%	53	-3.1%	5.7%	-0.2%	40.0%	117.67	15.5%	3.30%	3.52	(0.22)	2023-03-09
	PEP	PepsiCo Inc.	U.S.	6.08%	237.5	0.53	134.40	169.44	26.1%	-0.04%	-4.21%	28	-13.9%	-6.9%	-6.6%	3.2%	196.31	15.9%	3.00%	2.84	0.16	2023-08-31
	PFE	Pfizer Inc.	U.S.	5.51%	182.9	0.63	45.20	33.17	-26.6%	3.37%	-35.40%	25	-40.8%	-20.4%	-6.5%	-24.9%	47.00	41.7%	4.90%	2.84	2.06	2023-07-27
	WBA	Walgreens Boots Alliance Inc.	U.S.	3.37%	18.2	1.12	47.17	22.24	-52.9%	6.41%	-41.42%	22	-49.0%	-43.5%	-16.1%	-33.3%	33.15	49.1%	8.60%	3.77	4.83	2023-08-18
	vmmxx	Cash		8.54%																		
	16	Averages		100.0%	125.2	0.80			18.3%	-0.16%	-1.94%	35	-20.7%			7.4%		30.1%	5.05%	4.40	0.81	



## **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
- Partnered with insurance company as an anchor investor in 2011
- Chief Investment Officer of Merit investment strategies:
  - Merit Global Blue Chip Dividend Strategy
  - Merit Fund L.P. Long/Short equity strategy
- Established Merit infrastructure:
  - Investment process, portfolio management
  - Trading, operations, compliance
  - Sales, marketing & business development

### 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

#### **SERVICE PROVIDERS**

- Custodian Interactive Brokers
- Auditor Stephano Slack LLC
- Legal Cipperman & Company



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