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## Global Blue Chip Dividend Strategy

**Investor Presentation** 

September 30, 2018

#### 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 3-5% 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 with investments in all sectors</li> <li>Portfolio beta ~25% 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, 2018**





































SECTOR	COMPANIES	AVG DEBT RATING	DIVIDEND YIELD %
Consumer Discretionary	Anheuser-Busch InBev, Target	A2	3.6%
Consumer Staples	Nestle SA, Proctor & Gamble, Walmart	Aa3	2.8
Communications	AT&T, Vodacom, Crown Castle International	Baa1	5.6
Energy	Royal Dutch Shell, Enterprise Product Partners, Sinopec	А3	5.4
Financials	HSBC, TD Bank, Banco Santander, Westpac Bank, Blackstone, AGNC	A2	6.6
Health Care	Johnson & Johnson, Novartis, Pfizer	Aa2	3.1
Industrials	Boeing, Iron Mountain, Siemens, United Parcel Service	А3	3.8
Materials	BASF	A1	4.1
Technology	Cisco, Lenovo, Taiwan Semiconductor	A1	3.5
Real Estate	Weyerhaeuser	Baa2	4.2
Utilities	Atlantia SPA, National Grid, Brookfield Infrastructure	Baa1	6.1



## PORTFOLIO CONSTRUCTION

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

ITEM	GLOBAL BLUE CHIP DIVIDEND	PORTFOLIO as of SEPTEMBER 30, 2018
Investments	Equities, MLPs, REITs	75.7%, 10.9%, 13.0%
Sector Exposures	All Sectors < ~25%	Financials = 19.6%
Individual Positions	Positions = 3.0 - 5.0%	Average = 3.1%
Dividend Yield	Yield Target = 3.0 - 5.0%	Average = 4.7%
Beta	GBCD < MSCI ACWI	Beta = 0.84
Market Capitalization	Market Cap > ∼\$5B	Mega Cap > \$100B = 58.0% Large Cap > \$10B = 32.9% Mid Cap > \$5B = 9.1%
Geography	Global Portfolio	50.6% International / 49.0% U.S.
Cash	No Limits. Target < 10%	Cash = 0.4%



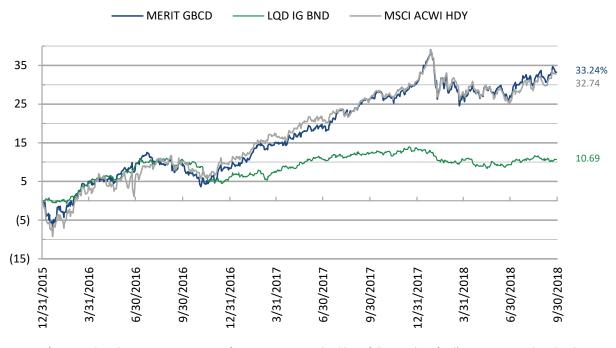
## **PERFORMANCE**

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

### **GBCD PERFORMANCE as of SEPTEMBER 30, 2018**

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

Net Returns	Yield	3 Mo	YTD	2017	2016	Inception
Merit Global Blue Chip Dividend	4.73%	4.75%	2.20%	20.19%	8.41%	33.24
MSCI ACWI High Dividend Index	3.95	5.19	1.47	18.86	10.05	32.74
MSCI All Country World Index	2.38	4.28	3.83	23.97	7.86	38.84
iShares iBoxx USD Liquid IG Index	4.13	0.73	(2.90)	7.12	6.37	10.69



#### 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

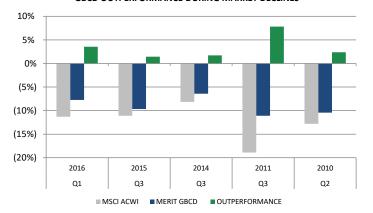
- To illustrate illustrative historical performance, the current Merit GBCD holdings are analyzed for prior period returns
- The scenarios illustrate hypothetical performance during 1) recent correction periods and 2) cumulative returns in the current investment cycle

## Merit GBCD illustrative performance during Corrections <sup>1</sup>

- Current Merit BCD positions outperformed in all corrections
- Lower drawdowns lead to future outperformance

CORRECTIONS	Q1	Q3	Q3	Q3	Q2
Periods	2016	2015	2014	2011	2010
MSCI ACWI	(11.30%)	(11.10%)	(8.15%)	(18.90%)	(12.80%)
MERIT GBCD	(7.75%)	(9.67%)	(6.42%)	(11.09%)	(10.43%)
OUTPERFORMANCE	3.55%	1.43%	1.73%	7.81%	2.37%

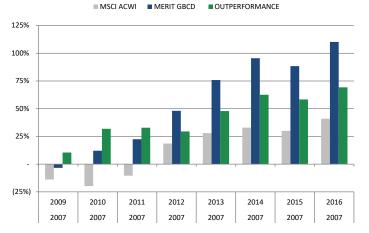




#### Merit GBCD illustrative performance since the Recession <sup>1</sup>

- Current Merit BCD positions exhibited lower drawdowns
- Faster return to break-even, compounding positive returns over time

SINCE 12/31/2007 Periods	2007 2009	2007 2010	2007 2011	2007 2012	2007 2013	2007 2014	2007 2015	2007
MSCI ACWI	(13.80%)	(19.80%)	(10.40%)	18.62%	28.03%	32.94%	30.00%	40.91%
MERIT GBCD	(3.30%)	12.13%	22.43%	48.11%	75.90%	95.55%	88.36%	110.18%
OUTPERFORMANCE	10.50%	31.93%	32.83%	29.49%	47.87%	62.61%	58.36%	69.27%



<sup>1.</sup> The Merit BCD inception date was 1/1/2016. The historical performance data is illustrative only and is not Merit BCD performance data. Historical data reflects the performance of a hypothetical equally-weighted portfolio based on the actual historical performance of Merit GBCD holdings as of 09/30/2018 over the respective time periods.



## **DIVIDEND YIELD & RISK METRICS**

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

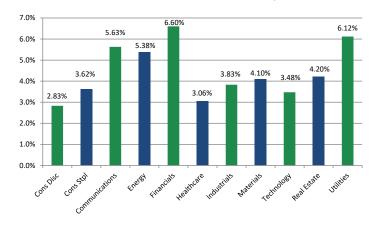
#### **DIVIDEND METRICS**

- GBCD yield of 4.73% is higher than the MSCI ACWI ex US of 2.30%
- GBCD yield of 4.73% is higher than the IG Corp Bond index 4.13%
- Solid dividend yields across all sectors; range from 2.83% to 6.60%
- All positions have stable yields & high dividend health scores
- Strong dividend income with equity upside and inflation hedge

#### RISK METRICS SINCE INCEPTION

- Lower Beta than the MSCI ACWI (volatility/market risk)
- Lower Standard Deviation than the MSCI ACWI (volatility/dispersion)
- Lower Downside Risk than the MSCI ACWI (downside divergence)

#### SECTOR DIVIDEND YIELDS as of SEPTEMBER 30, 2018



## RISK METRICS as of SEPTEMBER 30, 2018

		YT	D	Since In	ception				
		GBCD ACWI							
Beta	Volatility in comparison to the market	0.84	1.00	0.85	1.00				
Sharpe Ratio	Calculation for risk-adjusted return	0.30	0.44	1.19	1.14				
Sortino Ratio	Risk adjusted return with required rate	(0.15)	0.10	0.92	1.00				
Calmar Ratio	Ratio of return versus drawdown risk	0.51	0.80	1.55	1.90				
Standard Deviation	Dispersion of returns versus expectations	8.64	9.96	7.20	9.00				
Downside Deviation	$Downside\ risk\ of\ returns\ below\ threshold$	6.72	7.68	5.28	6.72				
Maximum Drawdown	Maximum portfolio loss peak to trough	(10.34)	(9.94)	(10.34)	(9.94)				



## **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	Generate the highest risk adjusted returns in equity markets
	<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
WELL 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
	Individual investors are increasingly focused on global and income generating strategies
VELL SUITED 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>
INVESTOR DASE	



## **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

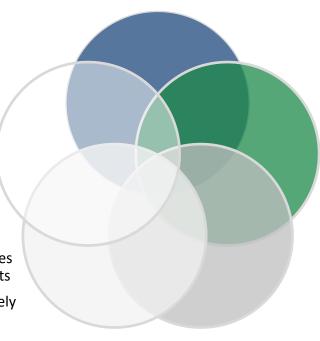
#### Infrastructure

Experienced Management
Registered investment advisor
Top service providers
High transparency

## **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 performance, dividend, credit & valuation data to manage the strategy

## **GBCD PORTFOLIO as of SEPTEMBER 30, 2018**

								STOCK	PRICE &	PERFORM	IANCE			TARGET PRICES			DIVIDE	ND IN	FO	DIV V	DEBT	GROV	/TH	VALUA	TION			OTHER
52 TP D5 Dt T	TICKER	COMPANY	Geo	Weight	MC	EV	BETA	COST	PRICE	P&L %	% C	RSI	%F52H	Tgt Px % to T	DY%	DIV IB	D 5 IB	D-5	DIV EX DATE	D CST%	D - DC%	REV Y	EPS Y	P/E	F P/E	O/Cap	ROE	CR
Ø 💮	AGNC	American Capital Agency Corp.	U.S.	3.07%	8.9	44.0	-0.21	19.61	18.63	-5.0%	0.27%	36	-14.9%	18.91 <b>1.5%</b>	11.63	11.5%	15.03 (	3.00)	2018-10-09	1.52%	9.98%	1121%	1326%	5.3	8.0	3%	5.9	
	atasy	Atlantia Spa	EU	2.00%	8.4	36.4	0.19	14.19	10.33	-27.2%	-0.1%	53	-31.5%	13.68 <b>32.4</b> %	7.40	7.4%	4.25 (	7.50)	2018-06-07	1.52%	5.48%	-9%	-5%	NA	8.9	NA	0.1	
Ø Ø	BA	The Boeing Company	U.S.	3.01%	213.7	213.4	1.66	132.16	371.90	181.4%	1.23%	69	-1.3%	412.57 <b>10.9</b> %	1.86	1.8%	2.26 (	0.36)	2018-09-07	3.07%	-1.17%	26%	30%	19.6	21.6	NA	84.0	A2
0000	basfy	BASF SE	EU	2.99%	103.0	103.0	1.26	23.21	22.21	-4.3%	-0.05%	45	-7.7%	29.95 34.8%	4.10	4.1%	3.10	0.25	2018-05-21	3.46%	0.54%	-1%	-1%	NA	11.1	NA	0.2	A1
	bip	Brookfield Infrastructure Partners L.P.	CAN	3.39%	11.0	17.8	0.86	33.92	39.88	17.6%	0.35%	63	-12.7%	46.45 <b>16.5</b> %	4.71	4.7%	4.52	0.18	2018-09-28	5.00%	-0.30%	NA	NA	58.7	25.0	46%	1.3	BBB+
0000	bud	Anheuser-Busch InBev SA/NV	EU	2.48%	171.4	285.3	0.81	121.62	87.57	-28.0%	-1.13%	33	-30.2%	115.26 <b>31.6</b> %	5.46	4.3%	3.05	1.52	2018-05-30	3.29%	1.28%	29%	29%	22.2	17.2	62%	14.6	A3
0000	BX	The Blackstone Group L.P.	U.S.	3.81%	25.4	54.3	1.60	33.30	38.08	14.4%	-0.05%	57	-4.0%	43.95 <b>15.4%</b>	6.09	5.6%	6.54	0.16	2018-08-06	2.04%	4.66%	120%	118%	14.5	12.0	59%	11.9	A1
0 0 0	CCI	Crown Castle International Corp.	U.S.	2.82%	46.2	60.9	0.43	96.64	111.33	15.2%	2.21%	28	-4.6%	118.06 <b>6.0%</b>	3.86	4.1%	3.75	0.05	2018-09-28	3.02%	0.78%	61%	17%	114.7	64.9	56%	7.6	Baa3
	CSCO	Cisco Systems, Inc.	U.S.	3.74%	222.4	200.0	1.23	29.67	48.65	64.0%	0.66%	57	-0.7%	51.20 <b>5.2%</b>	2.73	2.7%	2.79 (	0.09)	2018-10-24	2.77%	-0.07%	57%	68%	NA	15.0	32%	12.6	A1
0000	EPD	Enterprise Products Partners L.P.	U.S.	3.75%	62.5	88.2	1.23	26.28	28.73	9.3%	-0.14%	53	-3.8%	33.50 <b>16.6%</b>	5.98	6.1%	5.09	0.92	2018-08-08	3.69%	2.31%	3%	2%	21.2	16.4	50%	14.0	B2
0000	hsbc	HSBC Holdings plc	EU	3.92%	171.8	194.8	0.72	41.00	43.99	7.3%	0.15%	49	-19.6%	51.71 <b>17.5</b> %	4.55	5.9%	5.33	0.37	2018-09-27	3.45%	2.25%	8%	11%	18.3	11.4	43%	5.8	Aa2
0000	IRM	Iron Mountain Incorporated	U.S.	4.02%	9.9	17.7	0.28	37.95	34.52	-9.0%	1.26%	38	-17.6%	39.11 <b>13.3</b> %	6.89	6.8%	5.25	1.55	2018-10-02	5.74%	1.07%	19%	12%	51.7	28.2	79%	13.7	ВаЗ
	JNJ	Johnson & Johnson	U.S.	3.22%	370.7	384.8	0.53	118.38	138.17	16.7%	-0.04%	61	-6.7%	143.79 <b>4.1%</b>	2.60	2.6%	2.66 (	0.06)	2018-09-11	2.91%	-0.31%	3%	4%	265.8	16.1	32%	18.4	Aaa
0 0 0	Invgy	Lenovo Group Limited	Asia	3.15%	174.8	11.2	0.97	11.25	14.55	29.4%	-0.07%	64	-2.0%	15.05 <b>3.4%</b>	4.67	4.7%	3.86	2.34	2018-07-25	2.91%	3.29%	NA	NA	NA	24.4	NA	0.0	Aaa
0000	ngg	National Grid plc	EU	2.99%	173.0	65.9	0.09	64.51	51.86	-19.6%	-0.56%	46	-18.8%	75.54 <b>45.7</b> %	7.95	6.2%	5.12	1.08	2018-08-15	3.26%	2.94%	-61%	-60%	7.2	14.1	54%	25.1	Baa3
Ø	nsrgy	Nestle SA	EU	3.45%	255.8	283.6	0.47	76.00	83.20	9.5%	0.37%	53	-1.6%	89.71 <b>7.8%</b>	2.90	2.9%	3.00 (	0.10)	2018-05-25	2.42%	0.49%	19%	22%	NA	19.1	NA	0.1	Aa2
0000	nvs	Novartis AG	EU	3.75%	200.3	222.2	0.91	72.27	86.16	19.2%	0.09%	71	-8.3%	98.50 <b>14.3</b> %	3.41	3.5%	3.20	0.28	2018-04-25	2.64%	0.84%	292%	299%	14.6	15.5	23%	14.2	Aa3
Ø	PFE	Pfizer Inc.	U.S.	3.57%	258.3	284.5	0.87	34.71	44.07	27.0%	0.39%	77	-0.4%	42.39 <b>-3.8%</b>	3.10	3.1%	3.40 (	0.30)	2018-12-03	3.07%	0.04%	26%	27%	11.7	14.3	29%	18.8	A1
0 00	PG	The Procter & Gamble Company	U.S.	3.03%	207.2	226.7	0.28	85.45	83.23	-2.6%	0.45%	50	-11.0%	83.63 <b>0.5</b> %	3.46	3.4%	3.10	0.30	2018-08-15	2.46%	0.94%	-15%	-14%	22.6	17.8	29%	17.9	Aa3
	rds-a	Royal Dutch Shell plc	EU	3.86%	575.3	354.1	0.91	54.26	68.14	25.6%	1.75%	63	-7.8%	81.90 <b>19.1%</b>	5.40	5.4%	6.10 (	0.70)	2018-09-17	2.66%	2.74%	34%	283%	NA	10.2	NA	0.1	Aa2
0000	san	Banco Santander, S.A.	EU	2.46%	80.1	210.1	1.28	6.57	5.00	-23.8%	-0.80%	51	-32.0%	6.49 29.8%	5.80	6.1%	5.48	0.22	2018-08-08		5.70%	-3%	-17%	11.3	7.7	NA	6.8	Aa3
0000	siegy	Siemens Aktiengesellschaft	EU	2.65%	51.9	133.7	1.36	62.00	63.86	3.0%	-0.25%	51	-8.4%	81.83 <b>28.1</b> %	3.60	3.6%	3.13	0.37	2018-02-12	3.26%	0.24%	-19%	-18%	NA	13.9	NA	0.1	A1
0000	snp	China Petroleum & Chemical Corp.	Asia	2.95%	126.4	143.8	1.34	76.11	101.95	32.0%	1.44%	52	-5.7%	116.82 <b>16.3</b> %	4.65	4.7%	3.91	3.09	2018-09-28	3.29%	3.71%	115%	116%	12.0	10.4	13%	7.6	A3
0 00 ::	Т	AT&T, Inc.	U.S.	4.14%	243.9	419.3	0.37	39.82	33.58	-15.7%	0.48%	70	-15.4%	35.36 <b>5.3</b> %	5.96	6.0%	5.09	0.81	2018-08-01	3.99%	1.91%	31%	27%	6.5	9.2	48%	14.6	Baa1
Ø	td	The Toronto-Dominion Bank	CAN	3.01%	111.5	173.7	0.80	44.53	61.12	36.5%	0.53%	65	-1.6%	64.56 <b>6.2</b> %	3.39	3.4%	3.42 (	0.02)	2018-10-09	2.22%	1.18%	13%	13%	13.6	11.9	60%	14.0	Aa2
Ø Ø	TGT	Target Corp.	U.S.	2.59%	46.4	56.0	0.68	53.25	88.21	65.6%	0.80%	50	-1.9%	89.01 <b>0.9</b> %	2.93	2.9%	2.83	0.07	2018-12-10	3.21%	-0.31%	19%	23%	15.3	15.8	48%	14.0	A2
Ø	tsm	Taiwan Semiconductor Manufacturing C	o Asia	2.55%	225.6	203.8	0.83	29.70	44.16	48.7%	1.13%	50	-3.5%	48.36 <b>9.5</b> %	2.93	3.1%	4.95 (	1.89)	2018-07-19	1.52%	1.54%	9%	9%	19.4	17.6	5%	25.9	A1
0 0	UPS	United Parcel Service, Inc.	U.S.	3.19%	81.0	118.2	1.05	106.66	116.75	9.5%	0.02%	32	-12.9%	128.35 <b>9.9</b> %	3.12	3.1%	2.70	0.40	2018-09-05	3.72%	-0.62%	7%	8%	19.5	14.8	90%	154.6	A1
0000	vdmcy	Vodacom Group Limited	MENA	1.84%	15.6	17.4	1.24	12.16	8.91	-26.7%	0.11%	74	-16.7%	11.50 <b>29.1</b> %	6.80	6.8%	2.69	4.11	2018-07-02	9.20%	6.80%	22%	6%	NA	14.0	NA	0.3	A1
0 00	wbk	Westpac Banking Corporation	Asia	3.32%	67.9	191.6	1.09	25.20	20.01	-20.6%	-1.07%	45	-24.1%	20.74 <b>3.6</b> %	6.92	7.1%	5.94	0.96	2018-07-16	2.15%	4.75%	7%	6%	10.7	11.4	75%	14.3	Aa2
00	WMT	Wal-Mart Stores Inc.	U.S.	2.00%	275.0	313.6	0.25	71.05	93.91	32.2%	-0.23%	41	-14.1%	104.11 <b>10.9</b> %	2.21	2.2%	2.50 (	0.30)	2019-01-02	3.16%	-0.96%	NA	NA	53.8	19.6	42%	18.1	Aa2
0000	WY	Weyerhaeuser Co.	U.S.	3.10%	24.5	30.1	1.53	29.86	32.27	8.1%	-1.68%	26	-14.7%	37.82 <b>17.2</b> %	4.14	4.2%	3.40	0.70	2018-09-28	3.99%	0.11%	1221%	1294%	25.2	21.1	40%	13.5	Baa2
	USD	Cash		0.20%																								
	32	10/1/2018 10:49		100.0%	144.1	161.3	0.84			15.3%	-0.01%	51	-11.2%	14.4%	4.73	4.68%		0.17		6.47%	-0.89%	111.5%	125%	34.8	16.8		17.2	



## **ABOUT MERIT**

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

#### 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**

- 20+ 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 with concentrations in Finance

#### **SERVICE PROVIDERS**

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