



Summary Details

Assets under Mgmt.	€50.6m
Inception Date	01 Dec 2004
Benchmark	MSCI EMU (EUR) Net Return Index
Number of Stocks	55

Risk Characteristics

Beta (10 Yrs)	1.01
Information Ratio (10 Yrs)	0.28
Volatility	16.30

Portfolio Statistics

	Strategy	Index
Dividend Yield	4.0%	3.0%
Dividend Payout	54.3%	47.2%
Dividend Growth	12.3%	10.3%
Total Payout Yield	4.8%	3.8%
Price to Earnings (forward)	11.0x	13.4x
Price to Book	1.6x	1.9x
Weighted Avg Mkt Cap.	\$67.1bn	\$116.3bn
ESG Score	7.9	7.8
Wtd Avg Carbon Intensity	62.5	91.2

Source: KBI Global Investors as of 31/03/24. 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 31/03/24. 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 Eurozone AUM excluding Assets under Advisement 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	Since Incep
Fund (Gross)	9.3	9.3	18.0	10.1	9.3	7.3
Benchmark	10.3	10.3	16.7	8.7	9.2	6.0

Source: KBI Global Investors, Datastream, MSCI as of 31/03/24
KBI calculate both composite returns and benchmark returns. Returns are gross of fees in Euro. 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 performance record disclosed here is that of the firm's composite for this strategy. The Eurozone Equity composite is a well diversified, all cap, strategy that invests across all 24 industry sub classifications of the EMU equity market. This strategy is constructed on a segmented basis by industry (as defined by the MSCI EMU Index) and 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 EMU 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. MSCI benchmark returns assume the reinvestment of dividends after the deduction of withholding taxes. See disclaimers for further information.

Investment Process

We summarise our process into three steps

Step 1

- Create regional group segments from MSCI Index.
- Eliminate stocks below segment average yield.
- Lower yield stocks, countries, industries will qualify.

Step 2

- Eliminate stocks and segments that fail sustainability, quality and growth criteria.
- Rank remaining stocks.

Step 3

- Create portfolio preferred financial criteria and highest ranked stocks.

Current Eurozone Portfolio Characteristics

Mkt. Cap \$bn	Strategy	MSCI EMU Index	+/- %
<3 (small)	0.0	0.0	0.0
3-5 (mid-small)	0.0	0.3	-0.3
5-10 (mid)	13.1	4.2	8.9
10-25 (mid-large)	20.0	16.4	3.6
>25 (large)	66.9	79.2	-12.3

Source: KBI Global Investors as of 31/03/24. 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	Industry Experience
CIO		
Noel O'Halloran	Chief Investment Officer	36yrs
Portfolio Management Team		
Gareth Maher	Head of Portfolio Management GES Team	37yrs
David Hogarty	Head of Strategy Development	33yrs
Ian Madden	Senior Portfolio Manager	23yrs
James Collery	Senior Portfolio Manager	23yrs
John Looby	Senior Portfolio Manager	34yrs
Massimiliano Tondi	Senior Portfolio Manager	20yrs
Jeanne Chow Collins	ESG & Engagement Analyst	23yrs
Eoin Fahy	Head of Responsible Investing	36yrs

Contact Details

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Portfolio Positioning

Sector Breakdown

Sector	%	Sector	%
Financials	20.1	Energy	5.1
Industrials	19.5	Consumer Staples	4.7
Consumer Discretionary	17.4	Materials	4.5
Information Technology	12.7	Communication Services	3.0
Utilities	6.3	Real Estate	0.7
Health Care	6.0		

Geographical Breakdown

Region	%	Region	%
France	31.8	Finland	4.2
Italy	19.9	Ireland	3.0
Germany	16.4	Sweden	1.1
Spain	14.2	Austria	0.6
Netherlands	8.8		

Top 10 Holdings

Stock	Country	%
ASML Holding NV	Netherlands	4.9
Sanofi-Aventis	France	4.7
BBV Argentaria SA	Spain	4.2
Axa SA	France	4.0
Stellantis NV	Italy	4.0
Enel SpA	Italy	3.7
Industria De Diseno Textil SA	Spain	3.1
Eni SpA	Italy	3.1
GEA Group AG	Germany	3.1
Moncler SpA	Italy	3.1

Source of all data: KBI Global Investors. Data as of 31/03/24

Overview

Given the importance we place on dividends, cashflows and avoiding speculative exposures, aggressive bull markets aren't always an easy place to achieve outperformance.

The total payout available in regions such as Europe and Japan is now more attractive than in North America. Dividend yield levels are higher (including in traditionally low yielding Japan) and buybacks via share destruction are now at similar if not better levels. We took advantage of this change in behaviour and increased our exposure to total payout yield (dividends + buybacks) over the period. Dividend sustainability rates, based off our proprietary screens, were slightly lower on the quarter, primarily in Europe where dividend levels are high. Despite this deterioration, we carefully increased our exposure to higher dividend growth relative to the index.

Our relative valuation, across most measures of value, continues to be our largest style exposure relative to the market. We often focus on our relative biases within the strategy, and this remains a primary emphasis, but recently we have been conscious of the absolute level of valuation. For example, metrics such as our forward price/earnings and price to sales ratios look attractive given the other fundamental characteristics we can achieve and the valuation discount continues to run at between 30-40% depending on which valuation measure is used.

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Please see link to the website for the five year composite returns: <https://www.kbiglobalinvestors.com/wp-content/uploads/2024/04/GES-Composite-Annual>Returns.pdf>