

# Q4 2024 USD

KBI Global Investors

## KBIGI North America Equity Strategy (USD)



Summary Details	
Assets under Mgmt.	\$26.4m
Inception Date	01 Nov 2013
Benchmark	MSCI North America Net Return Index
Number of Stocks	65

Risk Characteristics	
Beta (10 Yrs)	0.99
Information Ratio (10 Yrs)	-0.60
Volatility	16.42

Portfolio Statistics	Strategy	Index
Dividend Yield	3.0%	1.3%
Dividend Payout	43.4%	26.3%
Dividend Growth	12.9%	6.0%
Total Payout Yield	4.3%	1.7%
Price to Earnings (forward)	13.5x	22.0x
Price to Book	2.9x	5.2x
Weighted Avg Mkt Cap.	\$231.2bn	\$979.5bn
ESG Score	7.3	6.6
Wtd Avg Carbon Intensity	74.4	95.0

Source: KBI Global Investors as of 12/31/24. 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 12/31/24. 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 North America AUM. This is the combined AUM of KBI Global Investors Ltd and KBI Global Investors (North America) Ltd 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.

Prior to 1/4/20 the North America AUM figure was inclusive of the North America equity component of a Global Equity Mandate.

### 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
Strategy (Gross)	-3.3	10.1	10.1	3.7	8.4
Strategy (Net)	-3.4	9.4	9.4	3.0	7.7
Benchmark	2.5	24.0	24.0	7.9	13.8

Source: KBI Global Investors, Datastream, MSCI as of 12/31/24

KBI calculate both composite returns and benchmark returns. Returns are gross of fees in USD and we use a model fee, 0.65% pa to calculate the net return. We divide the gross return by the period fee rate in decimal form to calculate the period net return. 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 North American Equity composite is a well diversified all cap strategy that invests across all 24 industry sub classifications of the North American equity markets as defined within the MSCI North America benchmark. 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 North America 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. See disclaimers for further information.

### Investment Process

We summarise our process into three steps

Step 1
<ul style="list-style-type: none"> <li>• Create regional group segments from MSCI Index.</li> <li>• Eliminate stocks below segment average yield.</li> <li>• Lower yield stocks, countries, industries will qualify.</li> </ul>
Step 2
<ul style="list-style-type: none"> <li>• Eliminate stocks and segments that fail sustainability, quality and growth criteria.</li> <li>• Rank remaining stocks.</li> </ul>
Step 3
<ul style="list-style-type: none"> <li>• Create portfolio preferred financial criteria and highest ranked stocks.</li> </ul>

### Current North America Portfolio Characteristics

Mkt. Cap \$bn	Strategy	MSCI NAM Index	+/- %
<10bn	0.8	0.7	0.1
10bn to 25bn	37.7	6.9	30.8
25bn to 50bn	17.8	10.1	7.7
50bn to 100bn	14.8	14.6	0.2
100bn to 250bn	18.4	19.5	-1.1
250bn to 500bn	5.6	10.0	-4.4
>500bn	4.9	38.2	-33.3

Source: KBI Global Investors as of 12/31/24. Market Cap figures are based on a representative account relative to the Index. Market Cap figures are in US Dollars.

## Strategy Overview

<b>Objective</b>	Consistency. Downside protection. Lower risk.
<b>Style</b>	Relative value. High quality. Multi cap. Diversified.
<b>Products</b>	Global, EAFE, Emerging Markets, North America, ACWI, Eurozone.

## Investment Team

Key People	Title	Industry Experience
<b>CIO</b>		
Noel O'Halloran	Chief Investment Officer	37yrs
<b>Portfolio Management Team</b>		
Gareth Maher	Head of Portfolio Management GES Team	37yrs
David Hogarty	Head of Strategy Development	33yrs
Ian Madden	Senior Portfolio Manager	24yrs
James Collery	Senior Portfolio Manager	24yrs
John Looby	Senior Portfolio Manager	34yrs
Massimiliano Tondi	Senior Portfolio Manager	21yrs
Jeanne Chow Collins	ESG & Engagement Analyst	24yrs
Eoin Fahy	Head of Responsible Investing	36yrs

## Portfolio Positioning

### Sector Breakdown

Sector	%	Sector	%
Information Technology	29.4	Energy	4.6
Financials	14.9	Consumer Staples	3.5
Consumer Discretionary	12.6	Materials	3.2
Industrials	10.1	Real Estate	2.8
Health Care	9.3	Utilities	1.6
Communication Services	8.0		

### Geographical Breakdown

Region	%
USA	94.3
Canada	5.7

### Top 10 Holdings

Stock	Country	%
Microsoft Corporation	US	4.9
Cisco Systems Inc	US	3.1
Accenture Plc	US	3.0
Darden Restaurants Inc	US	2.9
Salesforce Inc	US	2.9
QUALCOMM Inc	US	2.9
Morgan Stanley	US	2.8
Johnson & Johnson	US	2.7
Bank of Nova Scotia	Canada	2.7
Lam Research Corp	US	2.7

Source of all data: KBI Global Investors. The above information represents the top 10 largest positions in the strategy as of 12/31/24 based on the aggregate USD value. Each quarter KBI Global Investors uses this same objective, non-performance based criteria to select the ten largest holdings. The specific securities identified and described do not represent all of the securities purchased, sold, or recommended for the strategy, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. All information is provided for informational purposes only and should not be deemed as a recommendation to buy the securities mentioned.

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The firm definition has been re-defined on two occasions over recent years; on 30 September 2010 to reflect the firm's sale to RHJI by our previous parent firm KBC Asset Management NV, and on 1 October 2016 to reflect the firm's sale to Amundi Asset Management. No change in investment process arose as a result of these sales. To receive a copy of the compliant presentation and/or a list of composite descriptions, please contact sales@kbigi.com. Gross results shown do not show the deduction of Adviser's fees. A client's actual return will be reduced by the advisory fees and any other expenses which may be incurred in the management of an investment advisory account. See Part 2 of Adviser's Form ADV for a complete description of the investment advisory fees customarily charged by Adviser. For example, a \$1,000,000 investment with an assumed annual return of 5% with an advisory fee of 0.85% would accumulate \$8,925 in fees during the first year, \$48,444 in fees over five years and \$107,690 in fees over ten years. Under MiFID II this is deemed marketing material and should not be regarded as investment research. Performance returns for individual investors may differ due to the timing of investments, subsequent subscriptions/redemptions, share classes, fees and expenses. Performance for periods of more than 1 year is annualized. Information about indices is provided to allow for comparison of the performance of the Adviser to that of certain well-known and widely recognized indices. There is no representation that such index is an appropriate benchmark for such comparison. You cannot invest directly in an index, which also does not take into account trading commissions and costs. The volatility of the indices may be materially different from that of the strategy. In addition, the strategy's holdings may differ substantially from the securities that comprise the indices shown. Investments denominated in foreign currencies are subject to changes in exchange rates that may have an adverse effect on the value, price and income of the product. Income generated from an investment may fluctuate in accordance with market conditions and taxation arrangement. PAST PERFORMANCE IS NOT A RELIABLE GUIDE TO FUTURE PERFORMANCE AND THE VALUE OF INVESTMENTS MAY GO DOWN AS WELL AS UP. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties. Net results shown are net of all fees and expenses and include the reinvestment of all dividends and capital gains. 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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>