

3Q 2018

SCHAFFER CULLEN CAPITAL MANAGEMENT

FIRM PROFILE

Independent & Registered
Investment Advisor

34 Years of Experience as a Value
Investment Management Firm

Approx. \$21.7 Billion
Assets Under Advisement¹

60 Employees
18 Investment
20 Client Service
22 Operational

STRATEGIES

▶ **Global High Dividend
Value Equity ADR**

High Dividend Value Equity

International High
Dividend Value Equity

Value Equity

STYLE

Global Value

Equity Income

BENCHMARKS

S&P Global 1200 Index

OBJECTIVE

Long Term Capital Growth

Current Income

Global High Dividend Value ADR

STRATEGY OVERVIEW

In 1994, for investors more concerned with risk, Schafer Cullen Capital Management began managing portfolios with the Schafer Cullen High Dividend Value Equity strategy. The High Dividend strategy takes a more conservative approach by including a high yield component to our low P/E discipline.

In 2001, for investors seeking higher levels of current income and global equity exposure we began the SCCM Global High Dividend strategy. This strategy provides investors with a way to participate in the upside potential of global equities while at the same time generating current income and benefiting from greater than average downside protection, given dividend yield support.

Here, we select global stocks that combine the following:

- ▶ **LOW P/E DISCIPLINE**
- ▶ **HIGH DIVIDEND YIELDS**
- ▶ **STRONG DIVIDEND GROWTH**

We invest primarily in U.S. companies & International companies that trade on global exchanges with market capitalizations in excess of \$1 billion. While the global markets provide considerable upside potential, they are also exposed to additional political and currency risk. We believe the combination of low P/E, high dividend yield and dividend growth should mitigate this risk and reduce the overall volatility of the portfolio.

Global High Dividend Value ADR

INVESTMENT DECISION PROCESS

INITIAL SCREEN:

Bottom up approach which begins with a universe of international stocks, with a market capitalization generally over \$1 billion and dividend yield greater than 3%.

SCREEN FOR VALUE:

- Price to earnings ratio which is less than the market multiple
- Long term earnings growth prospects that are greater than the market multiple
- High-dividend yields & strong dividend growth rate potential

FUNDAMENTAL RESEARCH:

- High standards with regard to cash flow, debt to capitalization, price to book, EV to EBITDA, return on equity, payout ratios and other measures of financial strength
- Leading market share, favorable business prospects, competitive advantages and other identifiable catalysts for price, EPS & DPS appreciation
- Meetings and discussions with management, industry analysts, suppliers and customers
- Tax efficient structures, high net dividend yields and attractive dividend policies
- Unique geographic, business and quantitative exposure
- Improving or stable political and currency risk

PORTFOLIO CONSTRUCTION:

- Diversification across approximately 45-55 stocks
- No more than 5% invested in any one stock at cost
- No more than 20% invested in any one industry at cost
- Generally, no more than 30% invested in any one country at cost
- Generally, low cash balances

SELL DISCIPLINE:

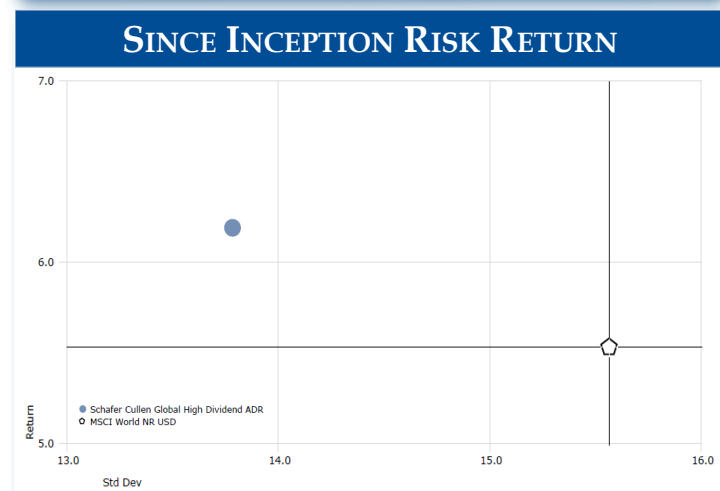
- Price to earnings multiple not justified by earnings growth rate
- Deteriorating fundamentals, negative business trend or change in investment thesis
- Change in dividend policy or significant decline in yield due to price appreciation
- Change in structure negatively impacting tax efficiency

ANNUALIZED RETURNS (%) as of September 30, 2018	QTD	YTD	1 yr	3 yr	5 yr	7 yr	Since Inception 02/28/07
SCCM Global High Dividend ADR (Gross)	3.9	0.9	4.5	10.6	8.6	11.6	6.2
SCCM Global High Dividend ADR (Net)	3.8	0.6	4.1	9.8	7.7	10.6	5.2
MSCI World Index	5.0	5.4	11.2	13.5	9.3	12.5	5.5
S&P Global 1200 Index	5.1	5.4	11.4	14.5	9.9	13.1	6.2

ANNUAL RETURNS (%)	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
SCCM Global High Dividend ADR (Gross)	17.8	6.7	2.8	7.4	23.9	12.7	6.8	9.3	20.3	-34.6
SCCM Global High Dividend ADR (Net)	17.1	5.8	1.8	6.5	22.5	11.7	5.8	8.1	18.7	-35.4
MSCI World Index	22.4	7.5	-0.9	4.9	26.7	15.8	-5.5	11.8	30.0	-40.7
S&P Global 1200 Index	23.8	8.9	-0.9	5.4	25.8	16.8	-5.1	12.0	31.7	-40.1

SECTOR WEIGHTS* (%)	SCCM Global HD ADR	MSCI World
Communication Services	8.3	8.2
Consumer Discretionary	4.3	10.5
Consumer Staples	9.3	8.1
Energy	8.7	6.5
Financials	19.7	16.3
Health Care	14.9	12.9
Industrials	5.9	11.3
Information Technology	14.0	15.7
Materials	3.8	4.7
Real Estate	0.0	2.9
Utilities	2.4	2.9
Cash	8.7	0.0
Total	100.0	100.0

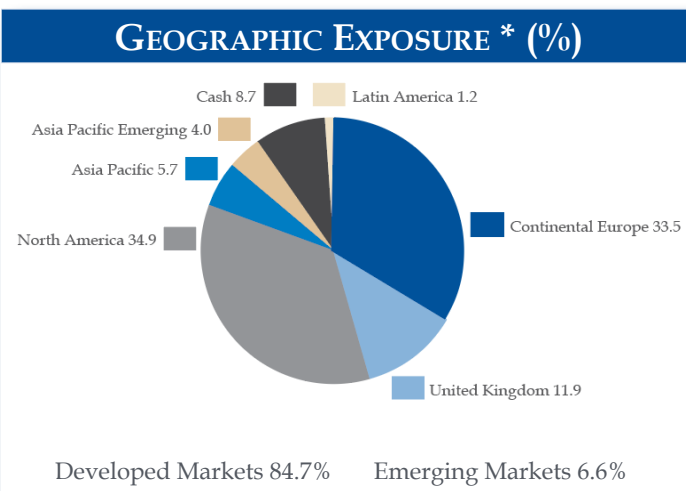
TOP FIVE COUNTRY EXPOSURE * (%)	
United States	31.8
Switzerland	12.7
United Kingdom	11.9
Germany	6.8
France	5.5



PORTFOLIO * CHARACTERISTICS	SCCM Global HD ADR	MSCI World
P/E Ratio (Forward)	13.3	18.3
Dividend Yield	4.2	2.6
LT EPS Growth (est.)	9.4	9.4
Weighted Average Market Cap. (\$B)	172.0	169.8

Source: SCCM, Bloomberg 09/30/2018

TOP TEN HOLDINGS * (%) AS OF 09/30/2018	
Cisco Systems Inc.	4.3
Microsoft Corp.	4.1
JP Morgan Chase	4.0
Intel Corp.	3.4
Johnson & Johnson	3.3
Novartis AG	3.3
Royal Dutch Shell	2.9
NN Group	2.7
Smurfit Kappa Group	2.5
NextEra Energy Inc.	2.4



INVESTMENT TEAM

JAMES P. CULLEN
CEO / CHAIRMAN / PORTFOLIO MANAGER
55 YEARS INVESTMENT EXPERIENCE

BROOKS CULLEN
EXECUTIVE DIRECTOR / VICE CHAIRMAN
28 YEARS INVESTMENT EXPERIENCE

TIMOTHY A. CORDLE
MANAGING DIRECTOR / ANALYST
26 YEARS INVESTMENT EXPERIENCE

PRAVIR SINGH, CFA
MANAGING DIRECTOR / DIRECTOR OF RESEARCH
13 YEARS INVESTMENT EXPERIENCE

BRIAN DRUBETSKY
VICE PRESIDENT / ANALYST
16 YEARS INVESTMENT EXPERIENCE

STEPHEN O'NEIL
EXECUTIVE DIRECTOR / ANALYST
33 YEARS INVESTMENT EXPERIENCE

KAREN RAMLOGAN
MANAGING DIRECTOR / INVESTMENT OPERATIONS
16 YEARS TRADING/OPERATIONS EXPERIENCE

ERIK SCHAFFER
ASSISTANT VICE PRESIDENT / ANALYST
12 YEARS INVESTMENT EXPERIENCE

JASON STEINBERG
ANALYST
1 YEAR INVESTMENT EXPERIENCE

RAHUL SHARMA
EXECUTIVE DIRECTOR / PORTFOLIO MANAGER
19 YEARS INVESTMENT EXPERIENCE

JENNIFER CHANG, CFA
EXECUTIVE DIRECTOR / ANALYST
19 YEARS INVESTMENT EXPERIENCE

MICHAEL KELLY, CFA
VICE PRESIDENT / DIRECTOR OF RESEARCH
14 YEARS INVESTMENT EXPERIENCE

MATTHEW DODDS
VICE PRESIDENT / ANALYST
49 YEARS INVESTMENT EXPERIENCE

MICHAEL GALLANT, CFA
VICE PRESIDENT / ANALYST
15 YEARS INVESTMENT EXPERIENCE

ANUCA LAUDAT, CFA
SR. VICE PRESIDENT / ANALYST
6 YEARS INVESTMENT EXPERIENCE

GAYLE BALDWIN
VICE PRESIDENT / ANALYST
13 YEARS INVESTMENT EXPERIENCE

KRITI JAIN, CFA
VICE PRESIDENT / ANALYST
4 YEARS INVESTMENT EXPERIENCE

WILL BRUCE
ANALYST
1 YEAR INVESTMENT EXPERIENCE

FOOTNOTES:

¹Includes model program assets of \$10.2 billion as of 09/30/2018. SCCM provides models on the following SMA strategies: High Dividend, International High Dividend, Value Equity, and Global High Dividend.

DISCLOSURE:

Schafer Cullen Capital Management (SCCM) is an independent investment advisor registered under the Investment Advisers Act of 1940. Cullen Capital Management, LLC (CCM) and Cullen Funds Trust are affiliates of SCCM. The use of the term "firm" in describing total assets refers to SCCM and CCM only.

Past performance does not guarantee future results. Investors should be aware of the following two items when reviewing performance: (i) Returns noted prior to 2005 are represented by a single account; and (ii) Prior to 2008, the composite benchmark was the MSCI EAFE. In 2008, the composite benchmark was changed to the S&P Global 1200, as the investment adviser believes it more accurately comparative benchmark for the strategy. The S&P Global 1200 Index is a free-float weight index composed seven regional indices spanning 31 countries. The MSCI World Index is a free float-adjusted market capitalization weighted index designed to measure the equity market performance of developed markets and is not a benchmark for the strategy. It is included in this presentation solely for comparative purposes.

Returns are expressed in US dollars. Gross of fee performance is calculated gross of management fees and custodian fees and net of transaction costs. Net of fee performance is calculated net of actual management fees and transaction costs but gross of custodian fees. Performance for the Global High Dividend Value Equity is a preliminary net of fees estimate. This estimate is a result of the non-standardized method for the accrual and settlement of international dividends in the numerous jurisdictions in which the portfolio invests. Additional information regarding policies for calculating and reporting returns is available upon request. Individual account performance will not match the composite and will depend upon various factors including market condition at the time of investment. Returns reflect the reinvestment of dividends and other earnings. It should not be assumed that recommendations made in the future will be as profitable or surpass the historical performance of the securities in the composite.

This presentation is not a solicitation or recommendation to buy or sell a particular security. A complete list of all recommendations made by the investment adviser within the immediately preceding period of not less than one year is available upon request. SCCM claims compliance with the Global Investment Performance Standards (GIPS®). SCCM has received a Firm-wide GIPS Verification for the period 1994-2018. To receive a complete list and description of SCCM's composites and/or a presentation, contact Steve Mullooly at (212) 644-1800, smullooly@schafer-cullen.com, write Schafer Cullen Capital Management, 645 Fifth Avenue, Suite 1201, New York, New York 10022 or visit our website: www.schafer-cullen.com.

* This information is provided for your information and is supplemental to GIPS.

** The MSCI World Index is shown for comparative purposes only and is not the benchmark for the strategy. The benchmark for the Global High Dividend Value is the S&P 1200. Portfolio characteristics are not available for the S&P 1200. 20181018.46945

To receive additional information, please contact us at:

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