

# 4Q 2019

# SCHAFFER | CULLEN

CAPITAL MANAGEMENT

## FIRM PROFILE

Independent & Registered  
Investment Advisor

36 Years of Experience as a Value  
Investment Management Firm

Approx. \$22.0 Billion<sup>1</sup>  
Assets Under Advisement

**64 Employees**  
18 Investment  
23 Client Service  
23 Operational

## STRATEGIES

### ▶ Global High Dividend 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 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 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 December 31, 2019	QTD	YTD	1 yr	3 yr	5 yr	7 yr	Since Inception 02/28/07
SCCM Global High Dividend ADR (Gross)	8.3	24.2	24.2	10.1	7.9	10.0	6.5
SCCM Global High Dividend ADR (Net)	8.1	23.5	23.5	9.4	7.1	9.1	5.5
MSCI ACWI Index	9.0	26.6	26.6	12.5	8.4	9.7	5.6
MSCI ACWI Value Index	7.6	20.6	20.6	8.4	6.1	7.8	3.9
S&P Global 1200 Index	8.9	28.2	28.2	13.4	9.5	11.1	6.5

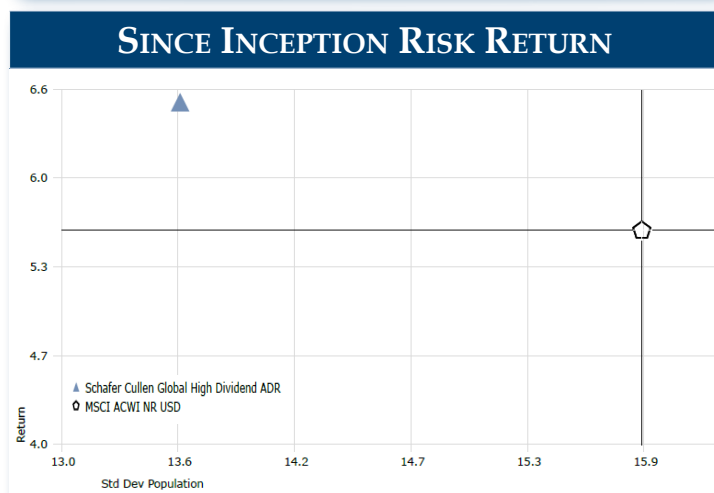
Past performance does not guarantee future results.

Returns over 1 year are annualized.

ANNUAL RETURNS (%)	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
SCCM Global High Dividend ADR (Gross)	24.2	-8.7	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)	23.5	-9.1	17.1	5.8	1.8	6.5	22.5	11.7	5.8	8.1	18.7	-35.4
MSCI ACWI Index	26.6	-9.4	24.0	7.9	-2.4	4.2	22.8	16.1	-7.4	12.7	34.6	-42.2
MSCI ACWI Value Index	20.6	-10.8	18.3	12.6	-6.3	2.9	22.4	15.6	-7.4	10.2	31.7	-41.5
S&P Global 1200 Index	28.2	-8.2	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 ACWI Index
Communication Services	10.2	8.7
Consumer Discretionary	5.2	10.8
Consumer Staples	7.5	8.1
Energy	4.9	5.2
Financials	18.2	16.7
Health Care	13.3	11.8
Industrials	7.2	10.3
Information Technology	10.1	17.2
Materials	10.8	4.8
Real Estate	2.6	3.2
Utilities	5.8	3.3
Cash	4.2	0.0
Total	100.0	100.0

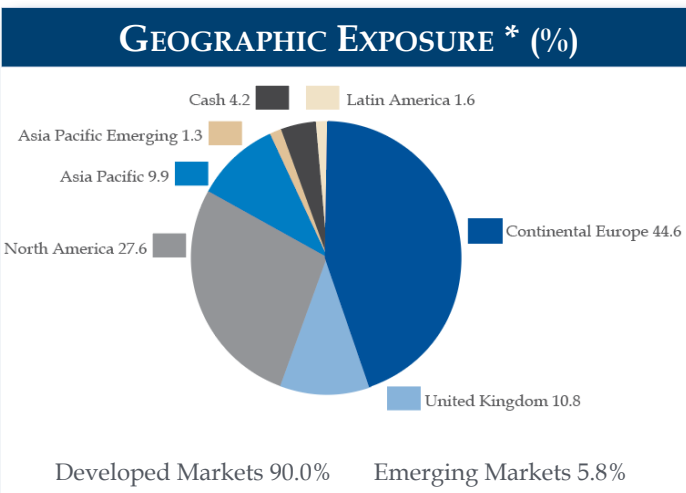
TOP FIVE COUNTRY EXPOSURE * (%)	
United States	25.2
Switzerland	16.6
United Kingdom	10.8
France	10.4
Germany	5.1



PORTFOLIO * CHARACTERISTICS	SCCM Global HD ADR	MSCI ACWI Index
P/E Ratio (Forward)	14.9	16.9
Dividend Yield	4.1	2.6
LT EPS Growth (est.)	8.6	10.0
Weighted Average Market Cap. (\$B)	157.8	189.8

Source: SCCM, Bloomberg 12/31/2019

TOP TEN HOLDINGS * (%) AS OF 12/31/2019	
JP Morgan Chase	4.7
Intel	4.1
Zurich Insurance Group	3.7
NextEra Energy	3.5
Novartis	3.4
Nestle	3.4
Roche Holding	3.4
UPM-Kymmene OYJ	3.3
AT&T	3.0
Smurfit Kappa	2.9



## INVESTMENT TEAM

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

**BROOKS CULLEN**  
EXECUTIVE DIRECTOR / VICE CHAIRMAN  
30 YEARS INVESTMENT EXPERIENCE

**TIMOTHY A. CORDLE**  
MANAGING DIRECTOR / ANALYST  
27 YEARS INVESTMENT EXPERIENCE

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

**BRIAN DRUBETSKY**  
VICE PRESIDENT / ANALYST  
18 YEARS INVESTMENT EXPERIENCE

**STEPHEN O'NEIL**  
EXECUTIVE DIRECTOR / ANALYST  
35 YEARS INVESTMENT EXPERIENCE

**KAREN RAMLOGAN**  
MANAGING DIRECTOR / INVESTMENT OPERATIONS  
18 YEARS TRADING/OPERATIONS EXPERIENCE

**KRITI JAIN, CFA**  
VICE PRESIDENT / ANALYST  
6 YEARS INVESTMENT EXPERIENCE

**ERIK NORGAARD**  
ANALYST  
1 YEAR INVESTMENT EXPERIENCE

**RAHUL SHARMA**  
EXECUTIVE DIRECTOR / PORTFOLIO MANAGER  
20 YEARS INVESTMENT EXPERIENCE

**JENNIFER CHANG, CFA**  
EXECUTIVE DIRECTOR / ANALYST  
21 YEARS INVESTMENT EXPERIENCE

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

**MATTHEW DODDS**  
VICE PRESIDENT / ANALYST  
50 YEARS INVESTMENT EXPERIENCE

**MICHAEL GALLANT, CFA**  
VICE PRESIDENT / ANALYST  
17 YEARS INVESTMENT EXPERIENCE

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

**ERIK SCHAFFER**  
ASSISTANT VICE PRESIDENT  
13 YEARS INVESTMENT EXPERIENCE

**JASON STEINBERG**  
ANALYST  
2 YEARS INVESTMENT EXPERIENCE

**WILL BRUCE**  
ANALYST  
1 YEAR INVESTMENT EXPERIENCE

### FOOTNOTES:

<sup>1</sup>Includes model program assets of \$11.4 billion as of 12/31/2019. 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.

Portfolio holdings as of the date of publication are subject to change without notice. Not all participating accounts will invest in the same securities. The mention of specific securities is not a recommendation or solicitation to buy, sell or hold any particular security and should not be relied upon as investment advice. The holdings identified do not represent all of the securities purchased, sold or recommended for advisory clients and may change at any time at the discretion of SCCM. It should not be assumed that any security transactions, holdings or sectors discussed were or will be profitable, or that future recommendations or decisions we make will be profitable or equal the investment performance discussed herein. This information should not be used as the primary basis for any investment decision nor should it be construed as advice to meet a particular investment need. A list of all recommendations made by SCCM is available upon request. **The strategy invests in foreign securities which involve greater volatility and political, economic and currency risks and differences in accounting.**

The strategy depicted in this report has been managed in accordance with the investment objectives of the strategy as determined by the Adviser. The Adviser has selected benchmarks, which in their opinion closely resemble the style of the securities held in the composite or model portfolio of the strategy (e.g. large cap value, small cap value, international, etc.). The securities held in the composite or model are actively managed while the benchmark index is not. Investors should be aware that the Adviser makes no attempt to match the portfolio securities, or the security weightings of the benchmark. The composite or model's performance will be affected greater by the price movements of individual securities as the composite or model is more concentrated, generally less than 100 securities, while a comparative benchmark will generally have between 500 and 2,500 securities where individual security price movements have a lesser affect. An individual cannot invest directly in an index.

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](http://www.schafer-cullen.com).

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

\*\* The MSCI ACWI 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. 20200127.59317

To receive additional information, please contact us at:

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