

2Q 2019

SCHAFFER CULLEN CAPITAL MANAGEMENT

FIRM PROFILE

Independent & Registered
Investment Advisor

35 Years of Experience as a Value
Investment Management Firm

Approx. \$20.9 Billion¹
Assets Under Advisement

63 Employees
18 Investment
23 Client Service
22 Operational

STRATEGIES

▶ **High Dividend
Value Equity**

International High Dividend
Value Equity

Value Equity

STYLE

Large Cap Value

Equity Income

BENCHMARKS

Russell 1000 Value

S&P 500 Index

OBJECTIVE

Long-Term Capital Growth

Current Income

High Dividend Value Equity

STRATEGY OVERVIEW

Schafer Cullen is a value investing firm, employing a price discipline focus with a long-term time horizon across all of its strategies. Value investing has significantly outperformed the market over the long-term, benefitting from the main drivers of equity market returns: valuation multiple expansion, earnings growth and strong dividend yields, while protecting capital in down markets.

The High Dividend Value Equity strategy, launched in 1994, invests in large capitalization equities with low Price/Earnings and Price/Book ratios, along with High Dividend Yields; this disciplined value approach aims to deliver strong long-term capital appreciation and above-average income with significantly less volatility. The strategy's superior, risk-adjusted returns over full market cycles are driven by its strong upmarket capture and significant down-market protection. The strategy's foundation is built on three primary investment disciplines, which have remained consistent since the strategy's inception:

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

First, the strategy invests in equities that trade at a significant discount to the market, which provides multiple expansion potential, while also protecting capital in down markets. Second, each investment in the portfolio offers a dividend yield of a least 3% at initiation. Dividends have contributed nearly 40% to total equity returns over the last 70 years and provide meaningful downside protection. Lastly, the strategy seeks to invest in companies that consistently grow their dividends - an indication that the underlying business is attractive and growing. The portfolio is concentrated, investing in 30 - 40 stocks, but also diversified with exposure to each sector of the market.

High Dividend Value Equity

INVESTMENT DECISION PROCESS

INITIAL SCREEN:

Bottom up approach that begins with a universe of 2,000+ stocks with a market capitalization generally greater than \$5 billion.

SCREEN FOR VALUE:

- Seek out companies with price-to-earnings (P/E) ratios less than the S&P 500 with long-term earnings growth in the mid-to-high single digits or higher annually
- Look for companies with high dividend yields, strong dividend growth potential and moderate payout ratios

FUNDAMENTAL RESEARCH:

- Quantitative and qualitative analysis focused on earnings growth drivers, balance sheet strength, cash flow consistency and improving returns
- Market leaders and businesses with sustainable competitive advantages
- Identify catalysts that unlock shareholder value or drive earnings growth
- Meetings and discussions with management, industry analysts, suppliers and customers
- Management committed to disciplined capital allocation and sustaining dividend payouts

PORTFOLIO CONSTRUCTION:

- Diversification across approximately 30-40 stocks
- Diversification across approximately 15-20 industries
- No more than 30% invested in any one sector at cost
- No more than 15% invested in any one industry at cost
- No more than 5% invested in any one stock at cost
- Up to 25% of the portfolio may be invested in ADRs

SELL DISCIPLINE:

- Price to earnings multiple not justified by earnings growth rate
- Deteriorating fundamentals or negative change in operating environment
- Dividend cuts, negative change in dividend policy or significant decline in yield due to price appreciation

ANNUALIZED RETURNS (%) as of June 30, 2019	QTD	YTD	1 yr	3 yr	5 yr	7 yr	10 yr	Since Inception January 1994
High Dividend Value (Gross)	1.6	13.2	11.7	10.1	8.3	11.0	13.0	10.4
High Dividend Value (Net)	1.5	13.0	11.3	9.7	7.8	10.6	12.5	9.8
S&P 500 Index	4.3	18.5	10.4	14.2	10.7	14.0	14.7	9.6
Russell 1000 Value Index	3.8	16.2	8.5	10.2	7.5	12.1	13.2	9.4

*Returns over 1 year are annualized.

ANNUAL RETURNS (%) period ending 12/31	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
High Dividend Value (Gross)	-3.3	17.4	11.8	0.0	12.2	24.9	11.5	13.7	12.2	10.5	-28.8	5.2	25.6	7.1	13.9
High Dividend Value (Net)	-3.7	17.0	11.4	-0.4	11.7	24.4	11.0	13.3	11.6	9.8	-29.3	4.5	24.9	6.4	13.1
S&P 500 Index	-4.4	21.8	12.0	1.4	13.7	32.4	16.0	2.1	15.1	26.5	-37.0	5.5	15.8	4.9	10.9
Russell 1000 Value	-8.3	13.7	17.3	-3.8	13.5	32.5	17.5	0.4	15.5	19.7	-36.9	-0.2	22.3	7.1	16.5

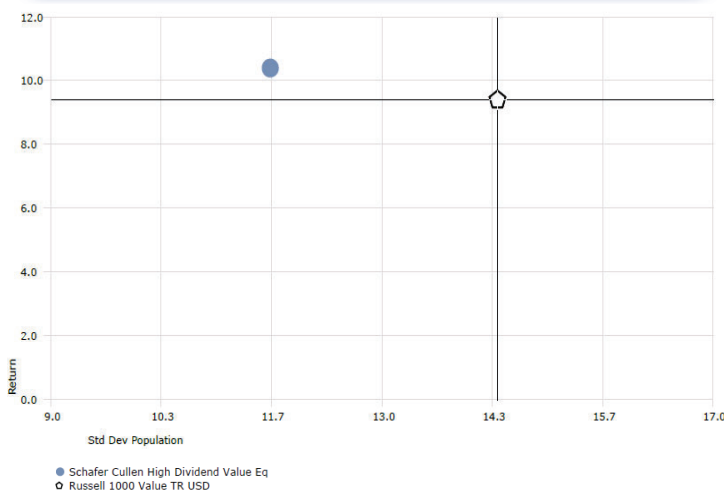
SECTOR WEIGHTS * (%)	High Dividend	Russell 1000 Value
Communication Services	6.1	7.1
Consumer Discretionary	3.8	5.3
Consumer Staples	12.8	7.8
Energy	10.6	9.0
Financials	16.9	22.5
Health Care	14.2	15.2
Industrials	10.7	8.0
Information Technology	11.0	9.7
Materials	2.4	4.0
Real Estate	5.2	5.0
Utilities	3.8	6.4
Cash	2.6	0.0
Total	100.0	100.0

PORTFOLIO * CHARACTERISTICS	High Dividend	Russell 1000 Value
P/E Ratio (Forward)	16.1	17.4
Dividend Yield	3.4	2.6
LT Debt to Capital	32.0	37.7
Weighted Average Mkt Cap. (\$B)	156.0	129.4
Median Market Cap. (\$B)	101.2	9.7

Source: SCCM, Bloomberg 06/30/19

TOP TEN HOLDINGS * (%)	
NextEra Energy	3.8
Cisco Systems	3.6
Welltower	3.5
Merck	3.3
Microsoft	3.2
JP Morgan Chase	3.1
Johnson & Johnson	3.1
BCE	3.1
Chevron	3.0
AT&T	3.0

**HIGH DIVIDEND VALUE
SINCE INCEPTION RISK-REWARD
ENDING 06/30/19
RUSSELL 1000 VALUE INDEX ***



Since Inception Capture Ratio:	Up-Market ↑	Down-Market ↓
High Dividend	83.59	68.58
Russell 1000 Value	100.0	100.0

The Goal of the High Dividend Strategy:

To participate in the long-term upside potential of equities while simultaneously providing a substantial measure of downside protection. The following capture ratio table demonstrates our success in executing this strategy.

From the strategy's inception in January 1994 through June 30, 2019 of the 306 monthly returns for the Russell 1000 Value, 108 were negative. The High Dividend Value strategy outperformed in 81 out of these 108 down months, and of these 81 months of outperformance of the Russell 1000 Value, the strategy had a positive return in 17 months.

INVESTMENT TEAM

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

BROOKS CULLEN
EXECUTIVE DIRECTOR / VICE CHAIRMAN
29 YEARS INVESTMENT EXPERIENCE

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

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

BRIAN DRUBETSKY
VICE PRESIDENT / ANALYST
17 YEARS INVESTMENT EXPERIENCE

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

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

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

ERIK NORGAARD
ANALYST
1 YEAR INVESTMENT EXPERIENCE

JENNIFER CHANG, CFA
EXECUTIVE DIRECTOR / PORTFOLIO MANAGER
20 YEARS INVESTMENT EXPERIENCE

RAHUL SHARMA
EXECUTIVE DIRECTOR / ANALYST
19 YEARS INVESTMENT EXPERIENCE

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

MATTHEW DODDS
VICE PRESIDENT / ANALYST
49 YEARS INVESTMENT EXPERIENCE

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

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

ERIK SCHAFER
ASSISTANT VICE PRESIDENT
12 YEARS INVESTMENT EXPERIENCE

JASON STEINBERG
ANALYST
2 YEARS INVESTMENT EXPERIENCE

WILL BRUCE
ANALYST
1 YEAR INVESTMENT EXPERIENCE

FOOTNOTES:

¹Includes model program assets of \$10.4 billion as of 06/30/2019. SCCM provides models on the following SMA strategies: High Dividend, International High Dividend, Value Equity and Global High Dividend.

DISCLOSURE:

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The primary benchmarks used for comparison purposes are the total return indices for the S&P 500 Index and the Russell 1000 Value Index. The S&P 500 Index is the commonly used measure of the broad U.S. stock market and includes both discretionary and non-discretionary assets. The Russell 1000 Value Index measures the performance of large-cap U.S. value stocks.

Returns are expressed in U.S. 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. Past performance does not guarantee future results. 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.

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