

Connected Wealth U.S. Dividend

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RICHARDSONGMP

CONNECTED
WEALTH

Objective

Income generation from sustainable dividends and moderate capital appreciation are the dual objectives of the Connected Wealth US Dividend Portfolio. This portfolio invests in U.S. listed companies that pay attractive dividends and/or have the potential to grow their dividends over time.

Investment philosophy

Dividends are a significant contributor to long term equity returns and dividend paying companies have historically experienced lower volatility compared to the broad market. We believe the U.S. market offers a wide variety of quality dividend paying companies however these are clustered together in some industries. To be successful in managing this U.S. dividend focused portfolio we believe the following criteria are key:

Dividend Health - not all dividends are the same. Some companies, given their business operations are better positioned to pay dividends than others. U.S. Dividend places a strong emphasis on the quality and sustainability of dividends in the stock selection process. This approach places great emphasis on both the level and changes to payout ratios, free cash flow generation, leverage and earnings stability.

Dividend Growth - Connected Wealth U.S. Dividend focuses on dividend sustainability and a company's ability to increase dividends over time. Avoiding chasing the highest yielding companies.

Risk Management

MAs dividend paying companies tend to be concentrated in select industries, maintaining a broad diversification is a crucial component of our risk management. At the company level, we continuously monitor both fundamentals and technical using our deterioration monitor.

Characteristics

Asset class	Equity
Geographic	US
Focus	Dividend & Dividend Growth
Objective	Actively managed to provide income with some capital appreciation potential
Approx. # of holdings	25-30
Estimated annual trades	16-24
Benchmark	S&P 500 Total Return
Benchmark 2	Dow Jones Select Dividend

The Manager

Connected Wealth, a service of Richardson GMP, manages ~\$600 million in assets across a number of North American equity, bond and ETF strategies.

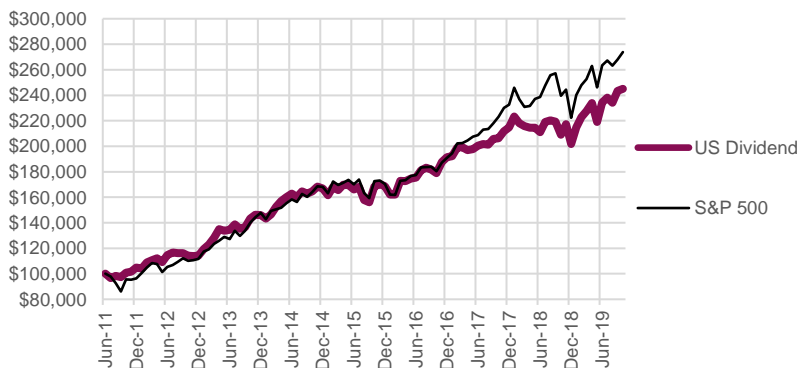
Craig Basinger
Portfolio Manager

Chris Kerlow
Portfolio Manager

Derek Benedet
Portfolio Manager

Gerald Cheng
Analyst

Alexander Tjiang
Analyst



Performance & Risk

Objective: Sustainable dividends with moderate capital appreciation

Benchmark: S&P 500 Total Return

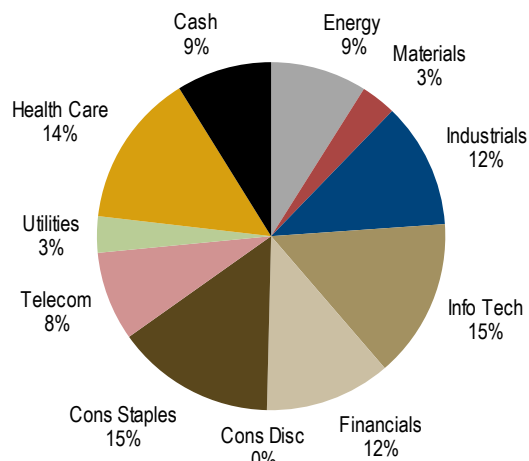
Available: SMA platform

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2011	US Dividend							-3.5	1.8	-1.2	3.5	0.6	3.1	4.2
	S&P 500							-2.0	-5.4	-7.0	10.9	-0.2	1.0	-3.7
2012	US Dividend	-0.8	4.4	1.6	1.3	-2.8	4.9	1.7	-0.5	-0.1	-2.0	-0.1	0.0	7.7
	S&P 500	4.5	4.3	3.3	-0.6	-6.0	4.1	1.4	2.3	2.6	-1.8	0.6	0.9	16.0
2013	US Dividend	4.5	2.8	4.2	5.2	-1.1	0.5	3.1	-2.7	0.8	5.0	1.9	-0.2	26.3
	S&P 500	5.2	1.4	3.8	1.9	2.3	-1.3	5.1	-2.9	3.1	4.6	3.0	2.5	32.4
2014	US Dividend	-1.9	2.4	3.9	2.8	1.9	1.9	-1.7	2.8	-0.9	1.2	2.2	-0.9	14.5
	S&P 500	-3.5	4.6	0.8	0.7	2.3	2.1	-1.4	4.0	-1.4	2.4	2.7	-0.3	13.7
2015	US Dividend	-3.1	4.0	-1.4	2.6	-0.1	-2.1	1.2	-6.2	-1.1	7.9	1.1	-1.0	1.0
	S&P 500	-3.0	5.7	-1.6	1.0	1.3	-1.9	2.1	-6.0	-2.5	8.4	0.3	-1.6	1.4
2016	US Dividend	-3.8	0.0	6.6	0.0	1.1	0.5	3.3	1.1	-0.6	-1.6	4.9	2.0	13.6
	S&P 500	-5.0	-0.1	6.8	0.4	1.8	0.5	3.5	0.1	0.0	-1.8	3.7	2.0	12.0
2017	US Dividend	0.4	3.6	0.1	-1.1	0.4	1.5	0.6	0.4	2.2	0.2	2.8	1.3	12.2
	S&P 500	1.9	4.0	0.1	1.0	1.4	0.6	2.1	0.3	2.1	2.3	3.1	1.1	21.8
2018	US Dividend	4.0	-2.3	-1.1	-0.5	0.0	-1.6	3.7	0.6	-0.5	-4.7	3.9	-7.1	-6.0
	S&P 500	5.7	-3.7	-2.5	0.4	2.4	0.9	3.7	3.3	0.6	-6.8	2.0	-9.0	-4.4
2019	US Dividend	6.5	3.7	2.2	2.7	-6.4	7.0	1.6	-1.7	4.0	0.7			
	S&P 500	8.0	3.2	1.9	4.0	-6.4	7.0	1.4	-1.6	1.9	2.2			

	CW			Statistic	Description	CW	
	U.S. Dividend	S&P 500	Relative			U.S. Dividend	S&P 500
1 month	0.7%	2.2%	-1.5%	Sharpe Ratio	Performance relative to risk (higher is better)	1.2	1.1
3 months	2.9%	2.4%	0.4%	Max Drawdown	Largest decline from peak to trough (less is better)	-8%	-14%
6 months	4.8%	4.2%	0.6%	Up Market Capture	% of upside market participation (higher is better)	77%	100%
1year	17.2%	14.3%	2.9%	Down Market Capture	% of downside market participation (lower is better)	64%	100%
YTD	21.4%	23.2%	-1.8%	Standard Deviation	Volatility (lower is better)	9.8%	11.9%
3-year	11.1%	14.9%	-3.9%	Downside Deviation	Volatility of down months (lower is better)	6.2%	8.3%
5-years	8.3%	10.8%	-2.5%	Beta	Volatility relative to the S&P 500	0.68	1.00
Inception	11.3%	12.8%	-1.5%				

Composition

Sector Breakdown



Holdings

	Name	Sector	Weight	Yield
Global	CHEVRON CORP	Energy	3.13%	3.9%
Cyclical	SCHLUMBERGER LTD	Energy	2.20%	5.5%
	PHILLIPS 66	Energy	3.62%	3.0%
	WEYERHAEUSER CO	Materials	3.27%	4.6%
NA Cyclical	UNITED PARCEL SERVICE-CL B	Industrials	4.02%	3.1%
	WASTE MANAGEMENT INC	Industrials	3.69%	1.8%
	LOCKHEED MARTIN CORP	Industrials	3.96%	2.5%
	NETAPP INC	Info Tech	3.23%	3.2%
	INTL BUSINESS MACHINES CORP	Info Tech	2.44%	4.7%
	INTEL CORP	Info Tech	4.53%	2.2%
	MICROSOFT CORP	Info Tech	4.60%	1.4%
Interest	BLACKROCK INC	Financials	3.39%	2.7%
Sensitive	METLIFE INC	Financials	2.68%	3.6%
	JPMORGAN CHASE & CO	Financials	5.63%	2.8%
Defensive	KIMBERLY-CLARK CORP	Cons Staple	2.84%	3.1%
	PROCTER & GAMBLE CO/THE	Cons Staple	4.39%	2.5%
	GENERAL MILLS INC	Cons Staple	4.08%	3.7%
	CONAGRA BRANDS INC	Cons Staple	3.48%	3.1%
	ELI LILLY & CO	Health Care	3.73%	2.3%
	BRISTOL-MYERS SQUIBB CO	Health Care	2.78%	2.8%
	QUEST DIAGNOSTICS INC	Health Care	4.39%	2.1%
	MERCK & CO. INC.	Health Care	3.43%	2.6%
	XCEL ENERGY INC	Utilities	3.37%	2.7%
	AMERICA MOVIL-SPN ADR CL L	Telecom	2.97%	2.2%
	VERIZON COMMUNICATIONS INC	Telecom	2.56%	4.1%
	AT&T INC	Telecom	2.75%	5.2%
	Cash		8.84%	

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