

# Meritage

## Yield-Focus Equity

### A Dividend Value Strategy

The Meritage Yield-Focus Equity strategy was established in 2003, driven by the belief that dividend income will continue to comprise a significant component of the market’s total return over time.

This yield-oriented strategy has a clear objective to get at least 50% of the market’s long-term return opportunity from the distribution of cash returned to the shareholder, primarily in the form of dividends. Security selection focuses on stocks that have both above average dividend yields and attractive valuation based on a multi-factor, cash-flow driven valuation model.

This approach stands in direct contrast to conventional dividend growth strategies that pay little regard to a stock’s valuation. As a result, the high tracking error attribute of the Yield-Focus strategy provides excellent diversification properties when combined with traditional Value and Growth strategies.

#### Core Beliefs

- Stock prices are more volatile than changes in a business’s true valuation, primarily due to the irrational behavior of investors.
- Principals of valuation are essential, regardless of investment style and especially in times when momentum and growth factors have outperformed.
- A systematic methodology of investing works best in today’s broad and complex market.
- You can’t do the same thing everyone else does and expect a better outcome.

#### Key Facts

Inception:	September 2003
Benchmark	Zacks Mutli-Asset Income Index
Firm AUM	\$1.7 Billion as of 6/30/19
Total Strategy Assets	\$216.3 million
Firm Associates	17

# Meritage Yield-Focus Equity Investment Process

**All-cap, global universe defined by market cap greater than \$200mln** financial quality of C+ or better.

**A sell discipline** is primarily driven by the deterioration in a stock's multi-factor rank.

**5-Yr. historical turnover** approximately 60%



**Dividend yield >3% and best values based on multi-factor ranking process that combines two independent perspectives:**

- 1) Factor correlation that spreads across valuation, investor sentiment, business momentum and capital efficiency and
- 2) Intrinsic value.

**Top ranked candidates** form primary buy list

**Qualitative assessment follows,** focused on risk control with regard to portfolio diversification and sustainability of dividends.

**Portfolio construction**  
40 – 75 securities

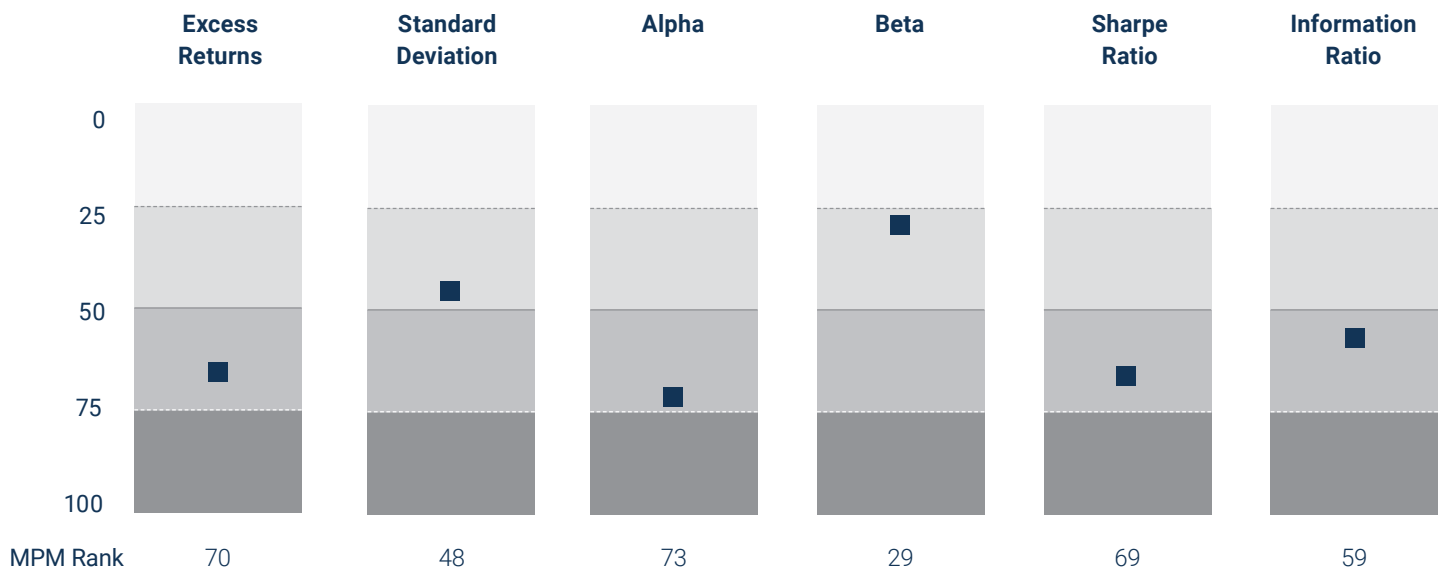
## Asset Class Ranges (%)

	Portfolio Investment Range (% of Total Assets)		Portfolio Investment Range (% of Total Assets)
Common Stock	50 - 100	Non-Convertible Preferred Stock	0 - 15
Master Limited Partnerships (MLPs)	0 - 25	Business Development Companies (BDCs)	0 - 10
Real Estate Investment Trusts (REITs)	0 - 25	Limited Partnerships (other than MLPs)	0 - 10
Convertible Preferred Stock	0 - 15		

# Meritage Yield-Focus Equity Performance

Risk Adjusted Return Statistics - Universe Quartile Rankings

5 Years Ending 6/30/2019



■ Meritage Yield-Focus Equity Composite Gross of Fees  
5 Year MPT Statistics vs eVestment Alliance Universe of Global Dividend Focus Equity Managers. Universe performance figures are gross of fee.

## Annualized Returns (%)

Periods Ending 6/30/2019

	QTR*	YTD*	1 Year	3 Years	5 Years	10 Years
<b>Meritage Yield-Focus Equity Gross</b>	0.6	11.1	4.3	7.9	3.8	11.9
<b>Meritage Yield-Focus Equity Net of Institutional Fee<sup>1</sup></b>	0.5	10.8	3.7	7.3	3.2	11.2
<b>Meritage Yield-Focus Equity Net<sup>2</sup></b>	0.4	10.7	3.5	7.0	3.0	10.9
Zacks Multi-Asset Income Index	3.8	17.5	5.4	10.5	2.0	10.5

\*Unannualized results.

This information is presented as supplemental information to the Composite Disclosures included at the end of this presentation.

<sup>1</sup>The standard Meritage institutional fee of 0.65%/year is modeled into results. Fee breaks at higher asset levels are not reflected.

<sup>2</sup>The standard Meritage private client fee of 0.875%/year is modeled into results. Fee breaks at higher asset levels are not reflected.

# Meritage Yield-Focus Equity Performance

## Calendar Year Returns (%)

	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
<b>Meritage Yield-Focus Equity Gross</b>	-5.3	13.7	14.5	-8.7	8.9	24.8	14.3	8.9	15.6	29.9
<b>Meritage Yield-Focus Equity Net of Institutional Fee<sup>1</sup></b>	-5.9	13.0	13.8	-9.3	8.2	24.0	13.6	8.2	14.9	29.1
<b>Meritage Yield-Focus Equity Net<sup>2</sup></b>	-6.1	12.8	13.6	-9.5	8.0	23.8	13.4	8.0	14.7	28.9
Zacks Multi-Asset Income Index	-9.9	16.4	17.1	-14.0	-3.5	20.5	14.3	8.4	18.6	53.1

<sup>1</sup>The standard Meritage institutional fee of 0.65%/year is modeled into results. Fee breaks at higher asset levels are not reflected.

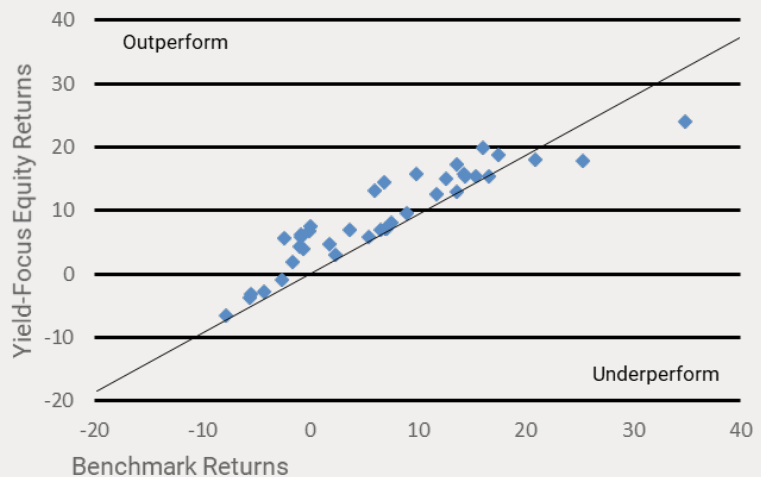
<sup>2</sup>The standard Meritage private client fee of 0.875%/year is modeled into results. Fee breaks at higher asset levels are not reflected.

### Consistency of Returns

**Rolling 3-Year Periods vs. Zacks Multi-Asset Income Index**  
**Exceeds benchmark 83% of periods**  
 For Periods 9/30/2003 to 6/30/2019

Performance figures gross of fee. This information is presented as supplemental information to the Composite Disclosures included at the end of this presentation.

◆ Meritage — Zacks Multi-Asset Income Index



# Meritage Yield-Focus Equity Portfolio

Periods Ending 6/30/2019

## Yield-Focus Security Types (%)

Security Type	Weight	Dividend Yield
MLPs/Royalty Trusts	1.7	12.6
Convertible Preferred Stocks	7.6	7.0
Non-Energy Limited Partnerships	3.2	6.3
ETFs	4.5	4.1
REITs	6.8	4.6
Common Stock	73.5	4.2
Cash	2.7	2.1
Total/Weighted Avg	100	4.5

## Sector Diversification (%)

	Strategy	Index
Energy	14.2	16.3
Materials	3.7	9.0
Industrials	6.4	3.1
Consumer Discret	5.7	9.1
Consumer Staples	7.6	1.0
Health Care	9.2	2.0
Financials	18.6	31.6
Info Technology	9.6	6.0
Commun. Services	6.0	0.6
Utilities	7.4	0.7
Real Estate	7.0	10.8
Market ETFs	4.6	0.0
Closed-End Funds	0.0	9.8

## Top Ten Holdings (%)\*

Valero Energy	3.0
Centerpoint Energy 7% Conv Pfd	2.9
Kinder Morgan	2.7
PPL Corp	2.5
Belden 6.75% Conv Pfd	2.4
Target	2.4
Unilever PLC Spon ADR	2.4
Stanley Black & Decker 5.375% Conv Pfd	2.3
National Health Investors	2.3
Lazard Ltd	2.3

## Portfolio Characteristics

	Strategy	Index
Risk (5-Yr Beta)	0.78	1.00
Price/Oper Earnings	14.4	14.0
Price/Cash Flow	9.6	9.1
CFROI	12.4	10.2
5-Yr Earnings Growth Est	5.5	6.2
Non-U.S. Holdings (%)	20.4	12.0
Dividend Yield (%)	4.5	4.9
Meritage Value Score	35	41

## Market Cap Distribution (%)

	Strategy	Index
> \$50 Billion	24	16
\$10 Billion to \$50 Billion	48	25
\$2 Billion to \$10 Billion	27	38
< \$2 Billion	1	21

\*Not including periodic use of sector/market ETF's

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# Institutional Fee Schedule

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## Fee schedule

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On the first \$5 million	0.65%/YR
On the next \$20 million	0.50%/YR
On the next \$25 million	0.40%/YR
On the next \$150 million	0.30%/YR
Over \$200 million	0.20%/YR

Disclosures to follow.

**As a fee-based firm, Meritage does not accept other forms of compensation from referrals made or commissions on sale of outside investment products. Other fees the client may incur include third party custodial fees and/or trading costs from buying and selling securities.**

# Meritage Yield-Focus Equity Investment Team



**Clinton W. Anderson, CFA**  
Senior Portfolio Manager

Clint is the lead manager of the Meritage Yield-Focus Equity and Taxable Fixed Income strategies. Clint has over 20 years of investment experience.

He received his B.B.A. in Finance from the University of Iowa.



**Mark E. Eveans CFA, CIC**  
President, Chief Investment Officer,  
Senior Portfolio Manager

Mark is a founding member of Meritage. He serves as the lead manager of the Meritage Value Equity strategy, supports the Yield-Focus and Small Cap Value Equity strategies and drives the firm's overall investment philosophy. Mark has over 40 years of experience managing institutional and private portfolios, preceded by four years as an institutional security analyst. In addition to Mark's portfolio management leadership, he is a primary contact to many of the firm's institutional and private clients. A past president of the Kansas City Society of Financial Analysts, he currently serves on the national Board of Governors of the Investment Advisors Association, our industry's leading trade association. He received his B.B.A. and M.S.A. in Finance from Wichita State University with Honors.



**John M. Wallis, CFA**  
Director of Qualitative Research

John leads the qualitative analysis component of the firm's equity investment process. He also manages the firm's macroeconomic environment analysis. John has 25 years of institutional experience in portfolio management, publicly traded security analysis and private investment analysis.

John has a B.S. degree from Arizona State University and an M.B.A. in Finance from Avila University, Kansas City, Missouri.

# Meritage Yield-Focus Equity Disclosures



Meritage Yield-Focus Equity Returns				Annualized Ex-Post		Composite Assets			
Year Ending	Total Gross Asset-Wtd.	Total Net Asset-Wtd.	Zacks* Benchmark	Composite 3-Yr St Dev	Benchmark 3-Yr St Dev	Number of Portfolios	Asset-Wtd. Standard Dev.	End of Period (Mln)	Composite Assets vs. Firm Assets
12/31/09	29.9%	28.9%	53.1%	18.43%	26.88%	54	0.69%	52.8	6.3%
12/31/10	15.6%	14.7%	18.6%	19.02%	27.46%	61	0.27%	64.2	6.9%
12/31/11	8.9%	8.0%	8.4%	15.36%	21.63%	84	0.23%	81.6	8.7%
12/31/12	14.3%	13.4%	14.3%	11.27%	12.19%	114	0.18%	90.8	8.2%
12/31/13	24.8%	23.8%	20.5%	9.71%	10.84%	168	0.59%	175.7	13.5%
12/31/14	8.9%	8.0%	-3.5%	8.76%	9.75%	177	0.23%	167.3	10.5%
12/31/15	-8.7%	-9.5%	-14.0%	10.42%	11.41%	176	0.54%	130.5	8.5%
12/31/16	14.5%	13.6%	17.1%	10.09%	11.39%	173	0.34%	158.8	10.6%
12/31/17	13.7%	12.8%	16.4%	8.96%	10.48%	187	0.35%	171.1	10.4%
12/31/18	-5.3%	-6.1%	-9.9%	9.54%	10.21%	182	0.38%	145.9	9.5%

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### Composite Description:

The Meritage Yield-Focus Equity composite is an actively managed, yield-oriented value equity strategy that uses Meritage's quantitative process to evaluate a global universe of securities in all capitalization sizes. The objective is to generate at least 50% of the expected long-run equity return from cash dividends. Key research criteria include above-average dividend yield, positive cash flow characteristics, attractive valuation, and growth of the dividend. The primary benchmark is the Zacks Multi-Asset Income index.

The manager combines experienced-based qualitative fundamental analysis with the firm's proprietary multi-factor models. The majority of the portfolio will be allocated to U.S. common stocks, with opportunistic allocations to non-U.S. common stocks, and non-standard equity securities including REITs, MLPs, Convertible Preferred Stocks, Straight Preferred Stocks, Business Development Companies and income-oriented ETFs.

Active strategies used by the manager to add value include security selection, active allocation of security



## Meritage Yield-Focus Equity Disclosures

type, sector allocation and country allocation.

### **Benchmark Description:**

The primary benchmark is the Zacks Multi-Asset Income index. This index uses multifactor selection rules to identify securities with high income and superior risk-return profiles while maintaining industry diversification. It includes dividend paying U.S. stocks and ADRs, REITs, MLPs, closed-end funds, royalty trusts and preferred stocks.

The primary benchmark for the Yield-Focus Equity composite was changed to the Zacks Multi-Asset Income index, effective 12-31-17, from the prior benchmark of the Russell 3000 Value index. This change was made because the Yield-Focus Equity strategy's minimum dividend criteria limits the investible Russell 3000 Value universe to under 30%, and the Zacks Multi-Asset Income benchmark is a better representation of the high dividend equity universe. The Zacks Multi-Asset Income index had been the secondary benchmark since 10-01-14. Previously, the primary benchmark was changed to the Russell 3000 Value index, effective 09-30-12, from the custom benchmark of 50% Russell 3000 Value/50% Dow Jones U.S. Select Dividend index. This change was made to have a better comparison for the composite to the broad Value universe.

### **Definition of the Firm:**

Meritage Portfolio Management is an independent investment management firm that is not affiliated with any parent organization.

### **Basis for Composites:**

Meritage Portfolio Management's Yield-Focus Equity Composite, created on October 1, 2006, is composed of managed, fully discretionary, fee paying accounts managed in the Meritage Yield-Focus Equity strategy.

### **Definition of Significant Cash Flows:**

Effective June 30, 2002, Meritage temporarily excludes portfolios from the composite for periods experiencing a significant cash flow defined as an aggregate of flows exceeding 10% of the portfolios beginning market value for the month of the flow.

### **Fees:**

Returns are presented gross and net of management fees. Gross-of-Fees performance returns are presented before management fees. Net-of-Fees performance returns are calculated by deducting Meritage Portfolio Management's standard fee rates from the gross composite return on a monthly frequency. This produces a compounding effect on the total rate of net return. Other fees reflected in both gross and net returns include withholding taxes. Withholding taxes on foreign-based investments have been deducted from both gross and net performance, contingent on how the withholding information is received from the firm's independent third party pricing source. Once withholding tax information is received from the custodian, performance is trued up to be consistent with what the custodian withheld.

### **Meritage Portfolio Management's standard fee schedules are as follows:**

For Equity Strategy Composites the standard fees are: 0.875% on the first \$2,500,000; 0.75% on the next \$2,500,000; 0.625% on the next \$5,000,000; and 0.50% on assets over \$10,000,000.

Actual investment management fees incurred by clients may vary.

### **Calculation Methodology:**

Returns from cash and cash equivalents held in portfolios are included in total return calculations. Total return includes realized and unrealized gains and losses, plus reinvestment of income. Gross-of-Fees returns are calculated before the deduction of investment management fees and after the deduction of direct trading expenses. Net-of-Fees returns are calculated after the deduction of Meritage Portfolio Management's standard investment management fee rates and direct trading expenses. Both gross-of-fees and net-of-fees returns are calculated after or before the deduction of withholding taxes on foreign dividends, contingent on how the withholding tax information is received from our independent third party pricing source. Accounts may be subject to customized commission schedules.

Policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request. Past performance is no guarantee of future results.

### **Minimum Account Size:**

The established minimum portfolio market value is \$200,000, effective as of 02/28/2009. A portfolio is included in the composite one month after it reaches the minimum size inclusion level for a full performance period. A portfolio is excluded from the composite if the portfolio market value drops below \$150,000 for 2 consecutive months. Prior to 02/28/2009, the established minimum inclusion level was \$300,000, with a minimum exclusion level of \$250,000.

### **Currency:**

Returns are calculated and presented in U.S. dollars.

eVestment universe returns, benchmark indices and related statistics are presented gross-of-fee. A complete list and description of Meritage Portfolio Management's composites is available upon request.

Meritage Portfolio Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Meritage Portfolio Management has been independently verified for the periods December 31, 2000 thru December 31, 2018.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Meritage Yield-Focus Equity composite has been examined for the periods September 1, 2003 through December 31, 2018. The verification and performance examination reports are available upon request.

\*Zacks Multi-Asset Income Index



Meritage Portfolio Management is an institutionally based investment management firm, providing asset management for families, foundations, endowments, corporations and qualified retirement plans. The firm manages \$1.7 billion in assets for local, regional, and national clients from its base in Overland Park, Kansas.

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