

DIVIDEND ASSETS CAPITAL, LLC

INVESTMENT ADVISORS

# EQUITY INCOME STRATEGY

## for Institutional Wrap Program Clients

DIVIDEND ASSETS CAPITAL INSTITUTIONAL – INVESTMENT STRATEGIES FOR RISING INCOME & GROWTH 9/30/19

### AN INVESTMENT APPROACH THAT MAKES SENSE

**CONSISTENT AND SIGNIFICANT RISING DIVIDENDS** provide potential opportunities for increasing income to enhance capital appreciation and help protect purchasing power.

**STRONG BRANDS, GLOBAL EXPOSURE AND ESSENTIAL PRODUCTS** are hallmarks of companies with the potential to consistently grow future earnings.

### Investment Team

C. Troy Shaver, Jr.  
Chief Executive Officer, Co-Chief Investment Officer & Portfolio Manager

Ying “Susie” Wang, CFA®, CIC®  
Co-Chief Investment Officer,  
Director of Energy & Portfolio Manager

Bill Ford, CFP®  
Managing Director of Institutional Sales

Peter G. Gerry, III  
Portfolio Manager & MLP Analyst

Phil Scully  
Senior Equity Analyst

DAC SEEKS INVESTMENTS IN HIGH-QUALITY U.S., FOREIGN AND GLOBAL COMPANIES WITH A HISTORY OF SIGNIFICANT, CONSISTENT DIVIDEND INCREASES THAT PROVIDE POTENTIAL OPPORTUNITIES FOR ABOVE-AVERAGE CAPITAL APPRECIATION WITH ATTRACTIVE, RISING INCOME.

### GUIDING PRINCIPLES FOR EQUITIES

Companies must pass our rigid screen and demonstrate:

- Dividends that have risen consistently and significantly, year after year, for a decade or more.
- Consistent growth of earnings that we believe provide the ability to pay and grow dividends.
- Favored companies in a growing global economy provide or guide essential products and services, such as consumer goods and services, energy, healthcare, technology, materials and industrials.

Our research evaluates company growth rates and financial strength, consistent earnings growth across economic cycles, evidence of strong leadership, growing global brands and exposure, and transparency.

### IMPORTANCE OF DIVIDEND GROWTH

#### Dividend Growing Stocks Outperformed Over Time<sup>1</sup>

CATEGORY (January 31, 1972 - September 30, 2019)	Annual Gain	\$100 Became	Past performance does not guarantee future results
Dividend Cutters or Eliminators	-0.6%	\$76	<sup>1</sup> Source: Further distribution prohibited without prior permission. Copyright© 2019 Ned Davis Research, Inc. All rights reserved.
Non-Dividend Payers	2.7%	\$350	
Dividend Payers With No Change in Dividends	7.1%	\$2,625	
S & P 500	7.6%	\$3,275	
Dividend Growers and Initiators	9.9%	\$8,985	

- Since 1926, dividends have accounted for approximately one-third of the total return of the stock market, while capital appreciation contributed two-thirds.<sup>1</sup>
- Dividend yield, as a component of total return, is historically less volatile than price appreciation.<sup>1</sup>
- We focus on companies that increase their dividends, not absolute dividend yield.<sup>1</sup>

### OPPORTUNITY OF MIDSTREAM ENERGY ENTITIES

- Midstream energy entities fund pipelines, storage and infrastructure to transport oil and gas across the United States.
- Midstream energy entities play a critical role, offering participation in the energy sector without exposure to the risks of exploration.
- The fees that midstream energy entities charge for transporting petroleum products are regulated by the Federal Energy Regulatory Commission (FERC) and indexed to inflation based on the Producer Price Index (PPI).
- As a result of FERC oversight, earnings tend to be stable, but partnership returns may be limited on the upside.

**OWNERSHIP IN MASTER LIMITED PARTNERSHIPS.** Master Limited Partnerships (MLPs) are limited partnerships that trade as units on public securities exchanges. MLPs are generally held in an investor's account to generate income. A substantial portion of the cash distribution made are considered a return of capital, tax-deferred until the units are sold. Investors should consult a tax advisor regarding individual circumstances.

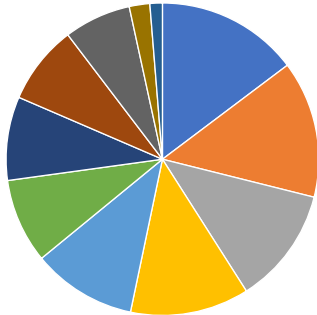
Investors in MLPs should determine the tax consequences of investing in MLPs based on their specific circumstances and should consult with their tax advisor regarding the tax consequences of an investment strategy that includes MLPs. Investors in MLPs should be aware that any changes in the current tax law could potentially result in future and retroactive tax consequences and should consult their tax advisors regarding any tax law changes. Investors in MLPs may be required to file tax returns and pay tax in each state in which the MLP operates. Individual retirement accounts and retirement plans investing in MLPs may be required to report unrelated business taxable income (UBTI) and pay unrelated business income tax (UBIT). Tax reporting information for MLPs is provided to investors on an annual Schedule K-1 issued by an MLP. Investors may be required to request an extension of time to file their tax returns if an MLP has not issued a Schedule K-1 by April 15.

# EQUITY INCOME STRATEGY for Institutional Wrap Program Clients

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Investments in our Equity Income Portfolios are selected across many industries and sectors. While the majority are large companies, we also offer diversification among small, midsize and international companies. Each portfolio is constructed to help meet your objectives, which may include asset growth, greater income, tax considerations and risk tolerance.

PORTFOLIO COMPOSITION  
Asset Diversification 9/30/2019



Sectors	Portfolio %
ENERGY	15%
CONSUMER DISCRETIONARY	14%
INFORMATION TECHNOLOGY	12%
INDUSTRIALS	12%
CONSUMER STAPLES	11%
CASH	9%
FINANCIALS	9%
HEALTHCARE	8%
MATERIALS	7%
COMMUNICATIONS	2%
REAL ESTATE	1%

% total assets

## COMBINED PERFORMANCE OF SELECT PORTFOLIOS\*\*

Total Returns %	Qtr	YTD	1 YR	Annualized		
				3 YR	5 YR	Since Inception
DAC (Gross of Fees)	3.20%	23.32%	7.56%	11.47%	5.77%	9.86%
DAC (Net of Fees)	2.43%	20.58%	4.39%	8.18%	2.65%	6.61%
S&P 500 Index	1.70%	20.55%	4.25%	13.43%	10.84%	14.10%

\*Inception Date 12/31/2011

Calendar Year Performance %	2018	2017	2016	2015	2014	2013	2012
DAC (Gross of Fees)	-4.65%	16.04%	2.77%	-6.37%	14.35%	27.58%	8.23%
DAC (Net of Fees)	-7.46%	12.61%	-0.27%	-9.13%	10.97%	23.82%	5.04%
S&P 500 Index	-4.39%	21.83%	11.96%	1.38%	13.69%	32.39%	16.00%

\*\*HISTORICAL PERFORMANCE RETURNS Past Performance is not indicative of future results. The U.S Dollar is the currency to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income.

Gross of fee returns are reduced by actual trading costs incurred. Net of fee returns are reduced by trading costs and the composite's model (highest) investment management fee. Results are based on fully discretionary accounts under management, including those accounts no longer with the Firm. Composite and benchmark performance is presented net of foreign withholding taxes on dividends, interest income, and capital gains. All-inclusive/Bundled/Wrap fee accounts pay a fee based on a percentage of assets under management. Other than brokerage commissions this fee includes investment management, portfolio monitoring, consulting services, and in some cases, custodial services. DAC receives a portion of the total wrap fee paid to the wrap program sponsor for its portfolio management services. Wrap/Bundled fee accounts make up 100% of the composite for all periods shown. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor. Net of fee performance was calculated using a model fee of 3.00%.

PORTFOLIO CHARACTERISTICS	DAC Institutional Equity Income Wrap Portfolio	S&P 500 Index
P/E Ratio	20.3x	19.6x
Dividend Yield	2.6%	1.9%
Return on Equity (ROE)	19.1%	15.3%
Total Debt to Capital	44.7%	51.2%
Weighted Avg. Market Cap	\$111.6B	\$249.5B
Beta	0.87	1.00

The Portfolio Composition, Top Ten Holdings and Portfolio Characteristics information provided for the Institutional Equity Income Wrap Composite represents certain financial characteristics of a representative account in the composite. A complete list of holdings is available upon request.

Information provided with respect to the Sector Weightings and Number of Holdings are shown as a percentage of net assets and are listed in order of rank in portfolio. The Top Ten Holdings information represents the top ten equity holdings, shown as a percentage of net assets and listed in order of rank. The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. Ten Year Average Dividend Increase represents 10-year average annual dividend increase through the date of this report. Source: Bloomberg and DAC. Any third-party information contained herein was prepared by sources deemed to be reliable, but is not guaranteed.

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The index comparisons herein are provided for informational purposes only and should not be used as the basis for making an investment decision. There are significant differences between client accounts and the indices referenced including, but not limited to, risk profile, liquidity, volatility and asset composition. You cannot invest directly in an index, which also does not take into account trading commissions and costs.

DAC does not assume any responsibility for the accuracy or completeness of information provided by third-party data sources.

Dividend Assets Capital Institutional ("DAC") is a division of Dividend Assets Capital, LLC that manages portfolios for institutional clients, financial intermediaries, and mutual funds. Dividend Assets Capital, LLC is a Registered Investment Adviser with the U.S. Securities and Exchange Commission. Registration does not imply any certain level of skill or training. Past performance is not indicative of future results. The risk of substantial loss exists in equity and MLP trading and equity and MLP investments are not suitable for all investors. You should carefully assess your objectives and risk tolerance before investing. Data is deemed to be reliable, but DAC does not guarantee reliability or accuracy. Information provided is as of the date of this report and subject to change at any time. DAC claims compliance with the Global Investment Performance Standards (GIPS®). The GIPS compliant presentation, as well as a full list of the Firm's composite descriptions, is available upon request by contacting DAC at (866) 348-4769.

The Equity Income Wrap Composite includes wrap accounts that seek to invest in high-quality U.S., foreign and global company stocks and midstream energy securities that provide opportunities for above-average capital appreciation with attractive, rising income. This strategy has a target of holding up to 10% cash, between 10% - 36% midstream energy securities and between 54% - 85% Equity. The composite is compared against the S&P 500®. The Equity Income Wrap Composite was created January 2012.

ADDITIONAL INFORMATION. You should carefully consider the investment objectives, potential risks, management in the Institutional Equity Income Wrap Composite represents of DAC's Form ADV Part 2 by visiting our website at [www.DACCapitalSC\\_emailinginfo@DACCapitalSC.com](http://www.DACCapitalSC_emailinginfo@DACCapitalSC.com), or by certain financial characteristics of a representative account in calling us at (866) 348-4769. Additional information about Dividend Assets Capital, LLC is also available on the United States Securities and Exchange Commission's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may search this site using a represent all of the securities purchased, sold or recommended for unique identifying number known as a CRD. DAC's CRD is 129973. DAC-19-26



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58 RIVERWALK BLVD · RIDGELAND, SC 29936 · USA · 866.348.4769 · DACAPITALSC.COM