### DEARBORN

### PARTNERS

# Dearborn Partners High & Rising Dividend SMA

### **PORTFOLIO STRATEGY**

Dearborn Partners' High & Rising Dividend Separately Managed Account (SMA) invests in a diversified set of companies with consistently rising dividends that offer a potential yield greater than the S&P 500. Companies selected offer the potential for mid-single digit annual dividend growth over the long term. The combination of this attractive current yield plus potential regular dividend increases offers investors a portfolio that we believe will perform well in both rising and falling markets.

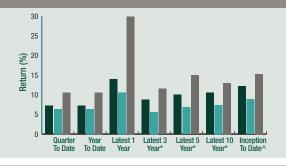
#### **INVESTMENT PHILOSOPHY**

- Growth of dividend income
- ► Disciplined stock selection
- Participate in the long-term wealth-building potential of investing in great businesses
- Relatively low turnover
- ► Long-term investment time horizon (5+ years)

# PORTFOLIO COMPANY CHARACTERISTICS

- ► Solid financial condition with very strong balance sheets
- ► Investment-grade debt (if company has debt)
- Dividends well covered by cash flow and earnings
- ▶ Operations in generally defensive businesses
- ► The potential to raise dividends consistently year after year

#### **RETURNS**



## **RETURNS (%)**

	Quarter To Date	Year To Date					Inception To Date^
■ High & Rising Dividend (Pure Gross)	7.2%	7.2%	14.0%	8.8%	10.0%	10.6%	12.2%
High & Rising Dividend (Net)	6.4%	6.4%	10.6%	5.6%	6.8%	7.4%	8.9%
■ S&P 500 TR	10.6%	10.6%	29.9%	11.5%	15.0%	13.0%	15.3%

\*Average annualized return

^Inception date: 9/30/2011

25

#### **CHARACTERISTICS**

Dividend Yield (%)	3.1
P/E (Next Four Quarters) (X)	20.1
Est. 3-5 yr. EPS Growth (%)	13.6
P/E to Growth Ratio (X)	1.5
ROE (%)	26.3
LT Debt/Cap (%)	49.8
Beta - 5 Year	0.79
Standard Deviation 5Y - Portfolio (%)	15.8
Standard Deviation 5Y - S&P 500 (%)	18.4
Turnover - 5 Year Annualized (%)	11.7

## TOP TEN HOLDINGS (% PORTFOLIO)

Republic Services Inc	5.9%		
Watsco, Inc.	5.5%		
Automatic Data Processing	5.0%		
Ares Management Corporation	5.0%		
Home Depot Inc	4.7%		

Total	48.7%
Snap-On	4.2%
McDonalds Corp	4.3%
ONEOK, Inc.	4.6%
Exxon Mobil Corp	4.6%
Qualcomm Inc.	4.7%

Number of Holdings

## DIVIDEND INCREASE ANNOUNCEMENTS

Companies	Quarter	YTD
Reporting Increase	11 of 25	11 of 25
Average Increase	5.6%	5.6%

# MARKET CAP

Weighted Average Market Cap. (B)	\$131.7
Median Market Cap (B)	\$60.2
Large Cap	100.0%
Mid Cap	0.0%
Small Cap	0.0%

## **SECTORS**

Industrials	20.6%
Health Care	14.4%
Information Technology	12.1%
Consumer Staples	9.7%
Energy	9.3%
Consumer Discretionary	9.1%
Financials	8.0%
Utilities	7.3%
Communication Services	3.7%
Materials	3.3%
Real Estate	2.7%

#### THE PREMISE FOR OUR STRATEGY

An objective of our Dearborn Partners Rising Dividend strategy is to reduce vulnerability. Among the ways we attempt to achieve that objective are to include in our portfolios companies that are in strong financial condition with little or no debt, that we believe are capable of increasing dividends at rates above the historic average annual 3% rate of inflation regardless of the economic environment, and to diversify properly across and within the sectors. We further believe that rising dividends offer the potential to reduce vulnerability in challenging markets.

Our Rising Dividend portfolios have representation from all 11 sectors into which Standard & Poor's divides the marketplace. Proper diversification with stocks of high-quality companies can help modify downside risk, i.e., reduce vulnerability, and enhance results in both challenging and favorable market environments.

We believe that the solid companies in our portfolios are likely to not only survive long term but continue to pay dividends with the potential to increase with regularity. Successful investing typically requires patience. Every company in our portfolio pays us while we patiently hold.

Time Period	Composite TWR - Pure Gross* (%)	Composite TWR - Net (%)	S&P 500 (%)	Standard Dispersion (%)	3-Yr Ann Deviation Composite (%)	3-Yr Ann Deviation S & P 500 (%)	Portfolios in Composite	End of Period Composite Assets (\$ thousands)	End of Period Strategy Assets (\$ thousands)	Pct of Composite \$ in Bundled-Fee	End of Period Total Firm GIPS Assets (\$ millions)
4 Qtr 11	10.96	10.13	11.82	N/A	N/A	18.71	8	\$1,393	\$1,393	68%	\$2,016
2012	10.60	7.34	16.00	0.23	N/A	15.09	75	\$19,182	\$59,961	95%	\$2,150
2013	21.75	18.15	32.39	0.26	N/A	12.23	175	\$50,914	\$122,235	98%	\$1,235
2014	18.32	14.83	13.69	0.33	8.03	8.97	235	\$70,046	\$215,241	91%	\$1,452
2015	-2.25	-5.14	1.38	0.12	9.02	10.47	278	\$68,020	\$271,267	94%	\$1,384
2016	17.40	13.93	11.96	0.37	9.58	10.59	361	\$92,515	\$337,089	94%	\$1,600
2017	13.98	10.61	21.83	0.20	8.88	9.92	461	\$125,789	\$441,983	95%	\$2,057
2018	0.68	-2.30	-4.38	0.17	10.13	10.80	395	\$105,144	\$446,788	95%	\$2,297
2019	30.10	26.26	31.49	0.32	9.21	11.93	462	\$145,213	\$745,040	95%	\$3,103
2020	2.77	-0.26	18.40	0.35	15.62	18.53	450	\$136,995	\$844,348	95%	\$3,389
2021	22.30	18.69	28.71	0.26	15.25	17.17	457	\$162,695	\$1,085,317	91%	\$4,048
2022	-3.77	-6.61	-18.11	0.22	18.11	20.87	459	\$154,394	\$1,124,780	93%	\$3,564
2023	7.87	4.69	26.29	0.21	14.95	17.29	474	\$162,948	\$1,274,864	93%	\$3,804

#### **INVESTMENT TEAM**

Carol M. Lippman, CFA

Portfolio Manager, Rising Dividend Strategy 30+ years investment experience

Michael B. Andelman

Portfolio Manager, Rising Dividend Strategy

15+ years investment experience

Peter J. Deakos, CFA

Portfolio Manager, Rising Dividend Strategy 20+ years investment experience

Matthew Guttosch, CFA

Analyst, Rising Dividend Strategy

15+ years investment experience

Jonathan Woo, CFA

Analyst, Rising Dividend Strategy 10+ years investment experience \*This statistic is Supplemental Information.

Dividend Yield % is a percentage calculated by dividing total dividends by the current market price and multiplying by 100. P/E (Next Four Quarters) is the most-recent stock price divided by the mean analyst EPS (earnings per share) estimate for the forward four quarters. This number gives some indication of how cheap or expensive a stock is compared with consensus earnings estimates. The lower the forward P/E, the cheaper the stock. FactSet Estimates data is used in the denominator of this calculation. Standard Deviation is the annualized standard deviation of monthly portfolio returns, according to Bloomberg. Estimated 3-5 Year EPS Growth is the FactSet mean analyst estimate for annualized future EPS growth for a minimum of 3 years and maximum of 5 years, depending on available analyst estimate data. P/E to Growth is the P/E (Next Four Quarters) divided by the Estimated 3-5 Year EPS Growth. Beta is a measure of the degree of change in value one can expect in a portfolio given a change in value in a benchmark index. A portfolio with a beta greater than one is generally more volatile than its benchmark index. The Return on Equity (ROE) is the percentage a company earns on its shareholders' equity in a given year. The calculation is net income divided by end-of-year net worth, multiplied by 100. Long-Term Debt as a Percentage of Capital is calculated by dividing long-term debt by total capitalization (the sum of common equity plus preferred equity plus long-term debt). TWR is the Time Weighted Return, also known as the Geometric Mean Return. YTD: year to date. Turnover is the lesser of purchases or sales as a percentage of the average portfolio value of a representative portfolio in the composite, annualized.

The High & Rising Dividend Composite contains discretionary accounts with a minimum size of \$100,000 that Dearborm manages pursuant to the Dearborm Partners High & Rising Dividend strategies. For comparison purposes the composite is measured against the \$&R 500 index. The composites in neutral control of the control of