

## Portfolio Characteristics

1. Current dividend yield of **2.7%**
2. Average S&P earnings and dividend quality ranking of **B+**
3. Weighted-average market capitalization of **\$7.1 billion**

## Portfolio Management Parameters

1. 100% of companies held in the portfolio pay a cash dividend
2. Maximum position size of 5.0%, minimum of 0.5% at purchase
3. Cash is frictional and generally represents 1% to 3% of portfolio value
4. Annual portfolio turnover is low to moderate
5. Sell or trim decisions are based upon fundamentals, dividend policy, and better opportunities for yield or income growth
6. The strategy employs no derivatives, exchange-traded funds or mutual funds

## Investment Philosophy

Bahl & Gaynor employs a Growth at a Reasonable Price discipline to purchase high-quality companies at sensible valuations. It is our goal to seek superior performance while preserving capital in declining markets. In addition, our focus on companies that pay a growing dividend has benefited our clients in the form of a reliable income stream.

We are long-term investors and seek to identify companies that are managed conservatively and for growth, have stable and sustainable business models, and reward shareholders with a growing dividend. It is our intention to identify the best companies that meet these criteria and hold them for long periods of time.

Since day one, our investment strategy has remained intact – we firmly believe in the power of long-term investing and compounding dividend income.

## Small/Mid Cap Income Growth Positioning

Our smig<sup>®</sup> strategy focuses on owning small and medium-size companies with an average market capitalization at purchase between \$200 million and \$15.0 billion. Protection of capital in falling markets, providing an above-average and growing income stream, and strong performance all relative to small to medium-size company managers constitute the strategy's goals.

Bahl & Gaynor's equity selection process yields an investable universe of companies that are managed conservatively and for long-term growth, have stable and sustainable business models, and reward shareholders of the company with a growing dividend. From this investable universe, the smig<sup>®</sup> strategy seeks small to medium-size companies with the ability to grow their dividend payments at a high rate in the future. The minimum dividend yield at purchase is 2.0%.

Over a full market cycle, Bahl & Gaynor's smig<sup>®</sup> strategy seeks to outperform its benchmark and small/mid-capitalization growth peers all in the context of a lower-than-average portfolio risk profile.

Client portfolios will generally be diversified among a selection of 45 to 55 common stock issues with each security typically held for three to five years. Low portfolio turnover combined with the favorable tax treatment of dividend income results in a cost and tax-efficient portfolio.

## Model Style Categorization

**Asset Class:** Domestic Equity

**Benchmarks:** Russell 2500

**Mandate:** Small/Mid Cap Core

### Top 10 Holdings

S&P Equity Quality Ranking<sup>1</sup>

Company	Weighting	S&P Equity Quality Ranking <sup>1</sup>
Maxim Integrated Products (MXIM)	3.60%	B+
Encompass Health (EHC)	3.31%	B
Watsco (WSO)	2.84%	A
Hubbell (HUBB)	2.84%	A-
RPM International (RPM)	2.76%	B+
Orion Engineered Carbons (OEC)	2.73%	NR
GasLog (GLOG)	2.62%	NR
Atmos Energy (ATO)	2.50%	A-
Fastenal (FAST)	2.47%	A
Arthur J. Gallagher (AJG)	2.37%	A

Sector Weightings	smig <sup>®</sup>
Financial Services	24.9%
Consumer Discretionary	16.1%
Materials & Processing	14.1%
Technology	13.9%
Producer Durables	13.8%
Health Care	8.9%
Utilities	3.5%
Consumer Staples	1.8%
Energy	0.7%
Money Market	2.3%

Portfolio Statistics	smig <sup>®</sup>	Russell 2500
P/E Ratio (Trailing 12 Months)	22.5x	18.1x
P/B Ratio	3.2x	2.4x
Weighted Market Cap	\$7.1 B	\$5.3 B
Dividend Yield	2.7% <sup>2</sup>	1.4%
Long-Term Debt/Capital	40.9%	38.6%
B+ or Better S&P Ranking	60.7%	26.9%
A- or Better S&P Ranking	28.2%	12.7%
Beta-Since Inception <sup>3,4</sup>	0.77	1.00

Source: Factset, 2018, Bahl & Gaynor. Data is drawn from the Small/Mid Cap Income Growth model portfolio that is fully discretionary, unconstrained and subject to change. Individual Bahl & Gaynor clients may or may not hold these positions or have similar characteristics. <sup>1</sup>Standard & Poor's [S&P] Quality Ranking: S&P determines "quality" via a company's 10-year history of earnings growth and dividend growth. Those with a quality rating of B+ (or better) are considered "average" (or better). <sup>2</sup>Dividend yield includes cash holding. <sup>3</sup>Source: PSN Enterprise, 2018. <sup>4</sup>Inception date is 3/31/13.