

# Logan Dividend Performers

DP

## CONSISTENT RETURNS WITH LESS RISK

Q3 | 2021

as of 09/30/2021

### TEN LARGEST PORTFOLIO HOLDINGS

	% OF PORTFOLIO
Microsoft Corporation	7.6%
Apple Inc.	5.9%
Visa Inc. Class A	4.6%
Abbott Laboratories	4.1%
JPMorgan Chase & Co.	3.5%
Johnson & Johnson	3.5%
Medtronic Plc	3.2%
NIKE, Inc. Class B	3.2%
McDonald's Corporation	2.9%
Procter & Gamble Company	2.8%

### EQUITY ALLOCATION



- Information Technology, 26.2%
- Health Care, 16.5%
- Financials, 11.5%
- Consumer Discretionary, 10.6%
- Industrials, 9.2%
- Consumer Staples, 8.3%
- Materials, 4.5%
- Utilities, 3.7%
- Communication Services, 3.3%
- Real Estate, 2.6%
- Energy, 1.7%
- Cash, 1.8%

Both timely and timeless, **Logan Dividend Performers (DP)** is an equity-based strategy investing exclusively in 35–50 high-quality companies with consistent growth in dividends and market capitalizations exceeding \$2 billion. The strategy’s low beta and low standard deviation suggest the portfolio has the potential to outperform in down markets while still participating in up markets.

**BENCHMARK** S&P 500

**INVESTMENT STYLE** Investments possess inherent defensive characteristics that can protect wealth during down markets • All candidates must demonstrate at least five consecutive years of dividend growth and market capitalizations exceeding \$2 billion • Candidates must demonstrate consistent growth in earnings, revenues, and dividends; a sustainable competitive advantage; high free cash flow; and superior margins and solid ROE • Portfolio provides low turnover, potentially a tax-efficient complement to a variety of investment models

**PERFORMANCE HIGHLIGHTS** A potentially “win by not losing” approach where expectations are often greatest during periods of market weakness • Portfolios designed to complement more aggressive concentrated investment alternatives and fixed-income portfolios

### PORTFOLIO MANAGEMENT



Christopher P. O’Keefe, CFA, Wayne M. Breisch, CFA, Christopher Ouimet, CFA, and Sarah J. Henry have 27+ years of investment experience. They have co-managed the Dividend Performers portfolio since inception.

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**FIRM BACKGROUND** Logan Capital is an independent, privately owned Registered Investment Advisor founded in 1993 and headquartered in Newtown Square, Pennsylvania, a Philadelphia suburb.

### LOGAN AUM+AUA

Strategy AUM	\$110M
Strategy AUA	\$555M
Firm AUA	\$1,651M
Firm AUM	\$2,451M
Total Firm AUM+AUA	\$4,102M

Numbers are subject to rounding differences  
AUA has a one month data lag

### PORTFOLIO CHARACTERISTICS

	DIV PERF	S&P 500
Active Share	71.4	0.0
Dividend Yield	1.9%	1.4%
LT Future Growth Rate	13.0	16.1
Market Capitalization (\$bil)	\$468.4	\$563.6
PEG Ratio	2.1	2.8
% Long Term Debt to Total Capital	46.9%	44.1%
Price to Sales	3.8	3.3
P/E Trailing 4 Quarters- Current	31.5x	48.7x

### LONG-TERM TRACK RECORD

	TOTAL RETURN NET OF FEES	TOTAL RETURN PURE GROSS OF FEES	S&P 500
QTD	-0.2%	0.3%	0.6%
YTD	9.2%	10.8%	15.9%
1 Year	18.5%	20.8%	30.0%
3 Year	10.7%	13.0%	16.0%
5 Year	12.1%	14.9%	16.9%
10 Year	10.7%	13.8%	16.6%
Since Inception <sup>†</sup>	6.2%	9.3%	11.0%

Annualized Returns (as of 9/30/2021). Time period greater than YTD is annualized.

<sup>†</sup>Inception of (12/31/2002)

Reference performance disclosure

### PORTFOLIO ANALYTICS

	DIV PERF PURE GROSS	DIV PERF NET	S&P 500
Annualized Alpha (%)	-0.08	-2.57	-
Beta	0.89	0.89	1.00
Information Ratio	-0.57	-1.38	
R-Squared	0.95	0.95	1.00
Sharpe Ratio	1.00	0.79	1.05
Standard Deviation (%)	13.73	13.73	15.07

Five Years (as of 09/30/2021)

**Logan Capital Management, Inc.**  
**Performance Disclosure Results**  
**Dividend Performers Wrap Composite**  
**December 31, 2002 through September 30, 2021**

DP

Year	Total Return			Number of Accounts	Composite Dispersion Gross of Fees	Composite 3- Yr Gross Std Dev	S&P 500 3-Yr Gross Std Dev	Composite 3- Yr Gross Sharpe Ratio	Assets in Composite (\$millions)	% of Firm Assets	Firm Assets (\$millions)
	Total Return Net of Fees	Pure Gross of Fees	S&P 500								
YTD 2021	9.2%	10.8%	15.9%	148	N.M.	16.8%	18.8%	0.7	\$87	3.6%	\$2,451
2020	7.3%	9.5%	18.4%	130	0.5%	16.4%	18.5%	0.7	\$62	2.8%	\$2,240
2019*	29.4%	32.0%	31.5%	155	N/A	10.3%	11.9%	1.5	\$82	4.0%	\$2,050
2018	-3.5%	-0.5%	-4.4%	237	N/A	9.8%	10.8%	0.9	\$78		
2017	18.1%	21.7%	21.8%	341	0.2%	9.4%	9.9%	1.0	\$130		
2016	6.9%	10.2%	12.0%	430	0.5%	9.8%	10.6%	0.6	\$130		
2015	-5.1%	-2.1%	1.4%	922	0.2%	9.8%	10.5%	1.1	\$248		
2014	5.9%	9.2%	13.7%	1124	0.2%	8.3%	9.0%	1.9	\$400		
2013	23.3%	27.2%	32.4%	1303	0.2%	11.5%	11.9%	1.2	\$445		
2012	7.2%	10.6%	16.0%	1569	0.2%	14.5%	15.1%	0.6	\$479		

**Annualized Returns (September 30, 2021)**

YTD is not annualized

Year	Total Return Net of Fees	Total Return PureGross of Fees	S&P 500
YTD	9.2%	10.8%	15.9%
1 Year	18.5%	20.8%	30.0%
3 Year	10.7%	13.0%	16.0%
5 Year	12.1%	14.9%	16.9%
10 Year	10.7%	13.8%	16.6%
Since Inception <sup>†</sup>	6.2%	9.3%	11.0%

<sup>†</sup>Inception 12/31/02

\*Logan Capital data starts 02/01/19

N.M. - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

N/A - Data is not available for time period.

Logan Dividend Performers Wrap Composite contains fully discretionary dividend performers equity accounts, measured against the S&P 500. You cannot invest directly in an index. The S&P 500 Index seeks to reflect the risk and return of all large cap companies and is also used as a proxy for all of the total stock market. It tracks the 500 most widely held stocks on the NYSE or NASDAQ and is widely regarded as the best single gauge of large-cap U.S. equities. The benchmark selected includes the reinvestment of dividends and income, but does not reflect fees, brokerage commissions, withholding taxes, or other expenses of investing. This benchmark is used for comparative purposes only and generally reflects the risk and investment style of the composite. The Sharpe Ratio is included to help investors understand the return of an investment compared to its risk. The ratio is the average return earned in excess of the risk-free rate (90 Day U.S. TBill) per unit of volatility or total risk.

The strategy invests in US securities with a market capitalization over \$2 billion at time of purchase. A small portion of the strategy (<15%) can be invest in ADR's. Turnover is low, typically under 35% and holdings range between 35 and 50 positions. Only accounts paying wrap fees are included. There is no minimum account size for this composite currently, but prior to April 1, 2009 there was a \$100,000 asset minimum required to be included in the strategy.

Logan Capital Management, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Logan Capital Management, Inc. has been independently verified for the periods April 1, 1994 through December 31, 2020. A copy of the verification report(s) is/are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedure for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

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Logan Capital Management, Inc. is a privately owned Pennsylvania-based investment adviser registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Registration as an investment adviser does not imply a certain level of skill or training. The verbal and written communications of an investment adviser provide you with information you need to determine whether to hire or retain the adviser. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Accounts in the composite pay a bundled wrap fee based on a percentage of assets under management. Other than portfolio management, this fee includes brokerage commissions, portfolio monitoring, consulting services, and in some cases, custodial services. Wrap fee accounts make up 100% of the composite for all periods shown. Pure gross returns are shown as supplemental information, as gross returns are not reduced by transaction costs. Net of fee performance was calculated by reducing the gross return by the highest wrap fee (0.50% quarterly fee). The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Additional information regarding the policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

The investment management fee schedule for non-wrap accounts is as follows: 65 basis points on the first \$25 million, 55 basis points on the next \$25 million, 45 basis points on the next \$25 million and 35 basis points on the next \$25 million. Fees for accounts with over \$100 million in assets are negotiable. Minimum fee is \$32,500. Actual investment advisory fees incurred by clients may vary. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor. Total annual fees charged by wrap sponsors are generally in the range of 2.0% to 3.0% annually.

The Logan Dividend Performers Wrap Composite was created February 1, 2019. Performance presented prior to February 1, 2019 occurred while the original members of the Portfolio Management Team were affiliated with a prior firm and those Portfolio Management Team members were the only individuals primarily responsible for selecting the securities to buy and sell.