



# **Equity Income Portfolio**

Third Quarter 2025

## **Portfolio Review**

The Equity Income portfolio underperformed the Russell 1000 Value Index in the third quarter. Poor stock selection and an underweight in communication services and poor stock selection in industrials detracted from performance. Good stock selection in health care and information technology contributed positively to performance.

The biggest contributors to performance during the quarter were Broadcom and AbbVie.

- Broadcom has outperformed over the past quarter as the general market sentiment around AI
  stocks recovers and the market continues to see large-scale AI capex commitments, with
  Broadcom being one of the beneficiaries. During the quarter, Broadcom substantially increased
  its medium-term outlook, onboarding a fourth hyperscaler customer, driving an incremental
  \$10bn in AI ASIC revenue and increasing its AI revenue outlook for the next year.
- AbbVie is returning to revenue growth post Humira biosimilar competition in the U.S. This is being driven by Skyrizi and Rinvoq and the company's oncology business and management believes this puts the company on track for high single digit revenue growth through the end of the decade.
- Other top contributors included Bank of New York Mellon, Amphenol Corporation, and PNC Financial Services.

The biggest detractors to performance during the quarter were Paychex and Watsco.

- The deceleration in organic top-line growth, alongside persistent challenges in the labor market, characterized by slowing hiring trends and rising unemployment, has weighed on investor sentiment. While the integration of Paycor has progressed well and Paychex's management has raised its synergy expectations, the transaction adds complexity to the investment thesis.
- Weakness in Watsco's core HVAC equipment distribution business—driven by a slowdown in new residential construction and soft consumer spending on replacement systems—has pressured the stock. We view this slowdown as transitory, largely influenced by regulatory changes in refrigerant requirements.
- Other bottom contributors included Coca-Cola, IBM, and Texas Instruments.

## **Outlook**

While recent market strength—particularly in small caps—has favored high-beta, lower-quality names, we remain cautious about the sustainability of this rally. Tariffs continue to be a focus for investors although we are still only seeing modest pricing pressure in the data noting that right now that data is backward-looking and has been impacted by tremendous front-loading of imports that occurred at the beginning of the year to avoid some of the tariff pain. Another potential headwind, in our view, is the impact of restrictive immigration policies, which could pose challenges to long-term U.S. growth.

Meanwhile, AI remains a dominant theme. The scale of investment by hyperscalers to expand data center capacity is unprecedented. While it's difficult to separate reality from hype, there's no denying that AI-related capital spending has become a major force in today's economy. Given the intensity and concentration of this spending, we believe it could have longer-term implications for costs and returns across industries and consumers. Against this backdrop, we continue to believe diversification remains essential as markets adjust to shifting economic and policy trends.

# **Purchases and Sales**

New Purchases	Complete Sales		
Applied Materials	None		

# **Portfolio Highlights**

Style: Large Cap
Index: Russell 1000® Value Index\*
Portfolio Turnover: 25%-45%

Number of Holdings: 25-50

**Investment Management Team** 

	Research Start Date
Richard Sherry, CFA Portfolio Manager + Senior Research Ana	1998 lyst
Chris Armbruster, CFA Senior Research Analyst	2004
<b>Noran Eid</b> Senior Research Analyst	2012
Katie Advena Research Analyst	2011
<b>Luke Longinotti, CFA</b> Governance & Sustainability Analyst	2020
Charlie Wang, CFA Research Analyst	2020
Clarissa Ali Associate Research Analyst	2023

# **Top 10 Holdings**

As of September 30, 2025

Company	Percent of equity (%)
Fortis	5.0
Zurich Insurance Group	4.7
AbbVie	4.6
PNC Financial Services	4.4
Broadcom	3.9
BAE Systems	3.7
Bank of New York Mellon	3.5
Southern Company	3.5
International Business Machin	es 3.4
Walmart	3.3
Total	40.0

\*The benchmark for the portfolio changed to the Russell 1000® Value Index on January 1, 2025. Prior to January 1, 2025, the benchmark was the MSCI® U.S. High Dividend Yield Index. This change has been applied retroactively and occurred due to the strategy's reduced emphasis on yield and to bring the strategy in line with industry peers.

This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor's opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation to purchase securities. Holdings are subject to change. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. Data is obtained by FactSet Research Systems and is assumed to be reliable. Numbers may not always add up due to rounding. **Past performance is no quarantee of future results.** 







Development of KAR High-Quality

#### **KAR Universe**

### **Typical Quantitative Screens**

- Investment-grade balance sheet
- Market cap > \$1.0 billion
- 5-year average ROE > 7.5%
  No dividend cut the last five years (under normal market conditions)

#### **Other Resources**

- Research on existing portfolio holdings
- Meetings with companies
- Industry reviews
- Investment conferences
- Third-party research



Proprietary
Fundamental

#### **Qualitative Analysis**

 Evaluate sustainability of business model and assess management's ability to direct capital where it can create further control of its market

#### **Financial Analysis**

 Evaluate basis for profitability, long-term growth potential, and ability to allocate capital appropriately

#### **Valuation Analysis**

 Determine the current and potential value of the business



### Portfolio Construction

#### **Position Weights**

- Maximum initial position size is 5% (at cost)
- Maximum position size is 10% (at market)

### **Sector Tolerances**

• Seek broad diversification, but no sector constraints

#### **Holding Period**

- Typically 3-to-5 years, but is often longer
- Portfolio turnover is typically 25% to 45%

#### Cash Levels

 Typically will not exceed 10% once a portfolio is fully invested; review by CIO triggered if over 10%



Sell Discipline

Potential dividend cut

**Balance sheet deterioration** 

Inability to cover dividend via internal cash generation over medium-to-long term

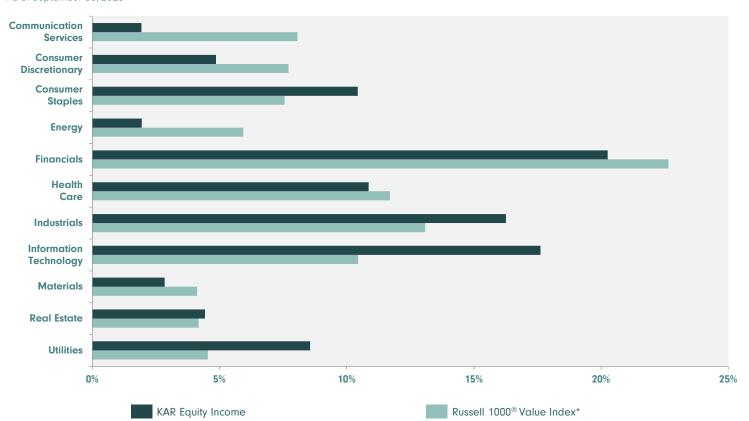
**Seeking High Yield** 

**Seeking Market Return** 

**Seeking Low Risk** 

## **Sector Diversification**

As of September 30, 2025



<sup>\*</sup>The benchmark for the portfolio changed to the Russell 1000® Value Index on January 1, 2025. Prior to January 1, 2025, the benchmark was the MSCI® U.S. High Dividend Yield Index. This change has been applied retroactively and occurred due to the strategy's reduced emphasis on yield and to bring the strategy in line with industry peers.

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# **Equity Income Portfolio**

Third Quarter 2025

## **Portfolio Characteristics**

As of September 30, 2025

	KAR Equity	Russell 1000®
	Income	Value Index*
Quality		
Return on Equity—Past 5 Years	27.4%	18.5%
Debt/EBITDA <sup>†</sup>	1.9 x	1.9 x
Earnings Variability—Past 10 Years	26.9%	50.0%
Growth		
Earnings Per Share Growth—Past 5 Years	9.9%	13.7%
Earnings Per Share Growth–Past 10 Years	9.7%	9.9%
Dividend Per Share Growth—Past 5 Years	8.4%	7.8%
Dividend Per Share Growth—Past 10 Years	9.8%	8.0%
Capital Generation—{ROE x (1-Payout)}	9.8%	11.4%
Value		
P/E Ratio—Trailing 12 Months	24.5 x	23.0 x
Dividend Yield <sup>‡</sup>	2.7%	1.9%
Free Cash Flow Yield§	3.0%	3.8%
Market Characteristics		
Dividend Payout Ratio—5 Year Average	64.3%	38.5%
\$ Weighted Average Market Cap	\$331.9 B	\$339.8 B
Largest Market Cap	\$3,849.7 B	\$2,952.5 B
Beta-Since Inception   (Net of Fees)	0.76	1.00

# **Historical Returns**

	KAR Equity Income (gross)	KAR Equity Income (net)**	Russell 1000® Value Index*
Annualized Returns (%) <sup>¶</sup> As of September 30, 2025			
3 <sup>rd</sup> Quarter	5.21	5.03	5.33
Year to Date	15.03	14.43	11.65
One Year	10.99	10.99 10.23	
Three Years	13.73	12.94	16.96
Five Years	11.00	10.23	13.88
Inception	11.77	10.99	14.45
Annual Returns (%)			
2024	10.57	9.81	14.37
2023	2.36	1.65	11.46
2022	(1.40)	(2.09)	(7.54)
2021	18.49	17.68	25.16
2020††	20.10	19.56	26.12

\*The benchmark for the portfolio changed to the Russell 1000® Value Index on January 1, 2025. Prior to January 1, 2025, the benchmark was the MSCI® U.S. High Dividend Yield Index. This change has been applied retroactively and occurred due to the strategy's reduced emphasis on yield and to bring the strategy in line with industry peers. 
†KAR utilizes the interquartile method when calculating Debt/EBITDA. The interquartile

method excludes outliers from an aggregate statistic such as weighted average. The interquartile method does not assume that data from the top or bottom of the distribution are outliers—only the extreme ends are excluded—and that it can be applied consistently as a quantitative method for most fundamental characteristics. Debt/EBITDA utilizes net debt for the calculation.

Dividend yield is a financial ratio that shows how much companies have paid out in dividends in the most recent year relative to their stock price at the end of such year. Dividend yield is being shown here as a characteristic of the stocks held in the portfolio and not to infer how the stocks have or will perform, as dividends are not the only component of the portfolio' performance. Dividends are subject to change from year-to-year, and the portfolio's dividend yield could be lower or higher in future years.

Free cash flow data is as of June 30, 2025. Prices are as of September 30, 2025. Excludes

financials. <sup>II</sup>May 1, 2020

All periods less than one vear are total returns and are not annualized. Returns are final. \*\*Net of all fees and expenses. Assumes a 0.70% annual fee. Fees presented on the Disclosure page could vary from the assumed fee in the net-of-fee calculation, as actual fees paid by a particular client account differ depending on a variety of factors including, but not limited to, business unit and size of mandate. The fee used on the Disclosure page utilizes an assumed maximum fee across the firm's business units, which is further detailed on that page. To the extent actual performance results are shown in comparison to an index, the index is not actively managed, does not reflect the deduction of any investment management or other fees and expenses, and is not available for direct investment. While the securities comprising any such index are not identical to those in the composite, KAR believes this comparison may be useful in evaluating performance.

\*\*Performance calculations are for the eight months ended December 31, 2020.
This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. For further details on the composite and the index, please see the disclosure statement in this presentation. Other principal consultant firms may use different algorithms to calculate selected statistics. Estimates are based on certain assumptions and historical information. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. **Past performance is no guarantee of future results.** Returns could be reduced, or losses incurred, due to currency fluctuations





# **Equity Income Composite**

Third Quarter 2025

# **Disclosure**

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 1000 <sup>®</sup> Value Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Total Firm Assets (\$ Millions)
2020*	20.10	19.09	26.12	N/A	N/A	< 5	N/A	235	39,582
2021	18.49	16.98	25.16	N/A	N/A	7	N/A	250	47,269
2022	(1.40)	(2.68)	(7.54)	N/A	N/A	28	0.06	256	33,531
2023	2.36	1.04	11.46	13.62	16.74	43	0.14	223	41,186
2024	10.57	9.15	14.37	13.42	16.89	43	0.19	210	45,494

<sup>\*2020</sup> performance numbers in this table reflect the composite inception date of May 1, 2020 through December 31, 2020.
The Russell 1000® Value Index is a trademark/service mark of Frank Russell Company. Russell® is a trademark of Frank Russell Company.

KAR (as defined below) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. KAR has been independently verified for the period from January 1, 1999 through December 31, 2024. The verification reports are available upon request.

A firm that claims compliance with the GIPS standards must establish policies and procedures 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, 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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The composite includes all fully discretionary institutional and pooled Equity Income Portfolios. Equity Income Portfolios are primarily invested in

U.S. equity securities of high-quality companies that pay sustainable dividends. For comparison purposes, the composite is measured against the Russell 1000® Value Index. The Russell 1000® Value Index is a market capitalization-weighted index of value-oriented stocks of the 1,000 largest companies in the Russell Universe, which comprises of the 3,000 largest U.S. companies. The index is calculated on a total-return basis with dividends reinvested. Benchmark returns are not covered by the report of the independent verifiers. In March 2025, the benchmark was changed from MSCI® USA High Dividend Yield Index to Russell 1000® Value Index for all periods. The inception date of the composite is May 2020. The composite was created in May 2020. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. The firm's list of composite descriptions, list of broad distribution pooled fund and the list of limited distribution pooled funds descriptions are available upon request.

The model management fee used for the net returns in this table is 1.30% for all periods presented. The standard Institutional management fee schedule currently in effect is as follows: 0.70% for the first \$25 million; 0.55% on the next \$25 million; 0.45% on the next \$50 million; 0.35% on the balance. The maximum Wealth Advisory Services Fee in effect is 1.30% for all assets, which breaks out as follows: 1.00% for the first \$3 million; 0.80% on the next \$2 million; 0.70% on the next \$5 million; 0.60% on the balance; with an additional 0.30% for any assets invested in separately managed accounts strategies. The standard investment advisory fee schedule currently in effect for clients not engaging in Wealth Advisory Services is 1.00%.

Actual management fees charged may vary depending on applicable fee schedules and portfolio size, among other things. Additional information may be found in Part 2A of Form ADV, which is available on request. The performance information is supplied for reference. Past performance is no guarantee of future results. Results will vary among accounts. The U.S. dollar is the currency used to express performance. Returns are presented net of transaction fees and include the reinvestment of all income. Gross returns will be reduced by investment management fees and other expenses that may be incurred in the management of the account. Model net returns have been calculated by deducting 1/12th of the highest tier of the standard management fee schedule in effect for the respective period from the gross composite returns on a monthly basis.

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns for accounts in the composite for the entire year. For those years when less than five accounts were included for the full year, no dispersion measure is presented. The three-year annualized ex-post standard deviation, which measures the variability of the composite (using gross returns) and the benchmark for the 36-month period, is not presented for periods prior to 2023 because 36 monthly composite returns are not available.