

Data as of May 31, 2017

The Quality Dividend Strategy seeks to provide capital preservation and generate attractive current income and long-term capital appreciation by efficiently managing a focused and diversified portfolio of high-quality, higher-dividend-paying stocks.

Commentary and Outlook

- There was one change to the Quality Dividend Strategy in May.
 - **Microsoft Corp. (MSFT)** was removed and replaced with **IBM Corp. (IBM)** because it had become the lowest yielding and one of the most expensive holdings in the portfolio based on forward P/E. After Mr. Buffett's disclosure that he had sold one-third of his shares at prices north of \$180, IBM collapsed to the low \$150s. At that price its multiple was one-half of Microsoft's and its yield, following a recent 7.1% increase, was 3.9%, 160 basis points higher than Microsoft's. We believe the significantly higher dividend yield and lower multiple provide IBM with better upside potential and reduced downside risk.
- During May, there was one dividend increase announced as one of our energy holdings raised its dividend by 7.7%. By the end of May, 18 of our 25 stocks had raised dividends for 2017 with the increases averaging 8.2%. For the full year, we expect that all 25 will raise dividends as they did last year, and the average dividend growth will approximate 7.0%.
- At the end of May, the portfolio yielded 3.8%. The average payout ratio for 2017 is forecast at 60%, the portfolio beta was 0.7, and the average market capitalization was \$138.2 billion. The P/E ratio looking out 12 months was 17.0x.

Top Ten Holdings by Yield

| Symbol | Company Name | Yield | Price |
|--------|---------------------------------------|-------|----------|
| OHI | Omega Healthcare Investors, Inc. | 8.0% | \$31.32 |
| T | AT&T, Inc. | 5.1% | \$38.53 |
| VZ | Verizon Communications, Inc. | 5.0% | \$46.64 |
| ENB | Enbridge, Inc. | 4.6% | \$38.51 |
| SO | The Southern Co. | 4.6% | \$50.61 |
| VLO | Valero Energy Corp. | 4.6% | \$61.47 |
| DUK | Duke Energy Corp. | 4.0% | \$85.68 |
| QCOM | QUALCOMM, Inc. | 4.0% | \$57.27 |
| IBM | International Business Machines Corp. | 3.9% | \$152.63 |
| PFE | Pfizer Inc. | 3.9% | \$32.65 |

For illustrative purposes only and not intended as personalized recommendations.

The yield information included is as of the period indicated and should not be considered a recommendation to purchase, hold, or sell any particular security. There is no assurance that any of the yields noted will remain and may vary over time.

Key Portfolio Statistics

Represents Weighted Avgs.

| | |
|----------------------------|-----------------|
| Number of Holdings | 25 |
| Market Cap (\$Billion) | \$138.2 |
| Dividend Yield | 3.8% |
| Price/Earnings (F12M) | 17.0 |
| Beta | 0.7 |
| Payout Ratio - 2017 est. | 60% |
| Moody's Debt Rating | 100% Inv. Grade |
| Dividend Growth - 2017 YTD | 8.2% |

Sector Allocation

| | |
|----------------------------|-------|
| Consumer Staples | 16.2% |
| Information Technology | 12.7% |
| Health Care | 11.9% |
| Materials | 8.7% |
| Utilities | 7.8% |
| Real Estate | 7.7% |
| Energy | 7.6% |
| Industrials | 7.5% |
| Telecommunication Services | 7.3% |
| Financials | 6.9% |
| Consumer Discretionary | 4.3% |

The specific securities identified and described herein do not represent all of the securities purchased, sold, or recommended to advisory clients, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. A complete list of all recommendations made by the firm is available upon request.

Overview

- Seeks to construct a focused, equal-weighted portfolio of 25 high-quality, high-yielding stocks that provide the highest possible dividend yield within the constraints of quality, capital preservation, and diversification
- Seeks to provide income-seeking investors a superior alternative to investing in bonds

Highlights

The strategy has three goals

- 1) Provide asset preservation
- 2) Generate attractive current income
- 3) Develop growth in current income

Investment process combines quantitative and qualitative approaches

Invests in stocks based on the following criteria:

- Quantitative model selects portfolio candidates based on quality, momentum, valuation, and timeliness criteria
- Portfolio manager provides insights that leverage fundamental research
- Diversified across industry sectors with a sector maximum of 20%

Portfolio Management Team

Larry C. Baker, Senior Portfolio Manager: More than 30 years of investment experience

- Managing Director and Security Analyst – Legg Mason
- Vice President and Security Analyst – Dillon, Read & Co.
- First Vice President and Security Analyst – E. F. Hutton

Award-Winning Stock Picker

- Three-time member of *Institutional Investor's* All-American Research Team
- *Forbes*/StarMine All-Star Analyst
- *The Wall Street Journal* Best on the Street

Education

- B.S. – United States Military Academy
- Masters in Finance – Sloan School of Management, Massachusetts Institute of Technology



Larry C. Baker, CFA
Senior Portfolio Manager



Michael S. Scherer
Senior Portfolio Manager

EquityCompass Strategies

Quality Dividend Strategy

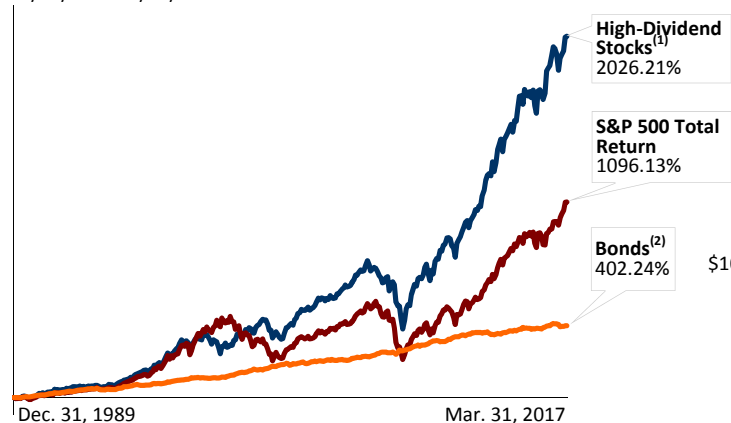
Data as of May 31, 2017

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Performance Advantage of High-Dividend Stocks

12/31/1989 - 3/31/2017

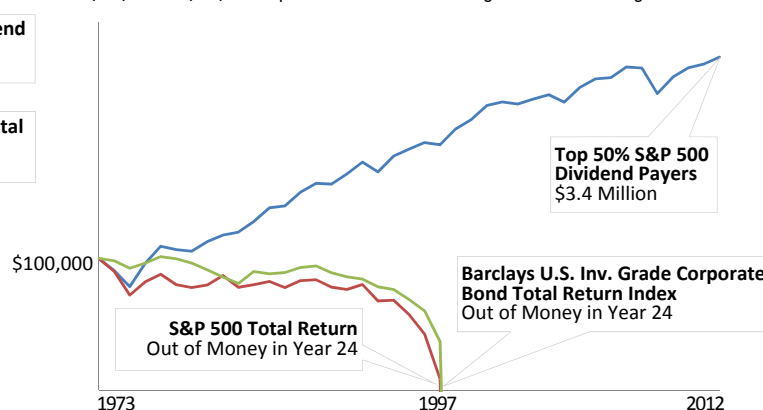


Source: Bloomberg | Includes Dividends | Monthly Data

- 1 S&P 500 Dividend Aristocrats Total Return
- 2 Barclays Capital Aggregate Bond Index

Superior Performance of High-Yield Stocks in Decumulation

12/31/72– 12/31/2012 | Annual withdrawals starting at 4.5% & increasing with inflation



Source: Ned Davis Research | Includes Dividends | Monthly Data | Net of 1% Fees

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Subsidiary of Stifel Financial Corp.

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- As a Stifel company, we are able to leverage the resources and global infrastructure of our parent and/or affiliates for risk management oversight, trading, record keeping, reporting, and risk control, while still maintaining the autonomy and service of a pure investment firm.

A Rules-Based Approach to Investment Management

We employ a structured and fully-transparent investment process that combines traditional fundamental analysis with sophisticated quantitative modeling.

Extensive Experience

- The EquityCompass investment team has been providing quantitative based strategies for equity portfolios on the Stifel platform since 2006
- We have been publishing investment research, analysis, and advice since 2001
- The investment team is led by Richard Cripps, CIO
 - Former Managing Director of Portfolio Strategy at Stifel and former Chief Market Strategist and Co-Chairman of the investment committee at Legg Mason Wood Walker, Inc.

About Stifel

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