

Walter Scott & Partners Limited (Walter Scott) was established in 1983 to manage long-term equity portfolios for institutional investors around the world. The firm is a non-bank subsidiary and 100% owned by The Bank of New York Mellon Corporation. All operations are based in Edinburgh, Scotland.

Original research is at the core of the firm’s investment process, which is structured to identify companies capable of sustained high rates of internal wealth generation. This is the firm’s primary value-adding activity and is carried out by its own investment professionals.

GLOBAL DIVIDEND GROWTH STRATEGY

In 2006 Walter Scott developed International and USA Dividend Growth strategies in response to a request from a particular client. In the same context, a Global Dividend Growth strategy was developed in late 2014. These strategies follow the same investment approach applied across all strategies managed by Walter Scott.

The Dividend Growth strategies follow the same strictly applied investment criteria to identify high quality companies but view that group through a slightly different lens; one that considers dividend yield as well as the ability to grow earnings and dividends over time.

OBJECTIVE

The objective of the Global Dividend Growth strategy is to achieve a total return of 7-10% compounded annually over the long term*. The strategy seeks to do this through a combination of (1) dividend income and (2) fundamental growth ('fundamental' encompassing dividend growth and capital growth).

A dividend growth portfolio places emphasis on the dividend income stream and seeks to achieve a yield of around 3% through the cycle, which ought to contribute around one-third of total shareholder return. In short, the strategy will target companies with the ability to sustainably grow earnings and dividends over time. It has no market cap, geographic or sector restriction.

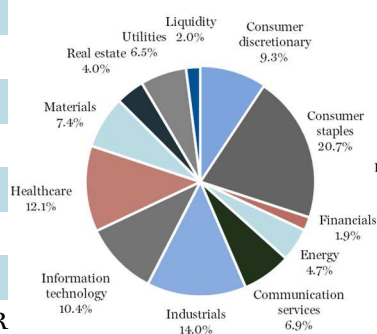
*Please note that the targets referenced are not a guarantee of performance.

REPRESENTATIVE GLOBAL DIVIDEND GROWTH PORTFOLIO

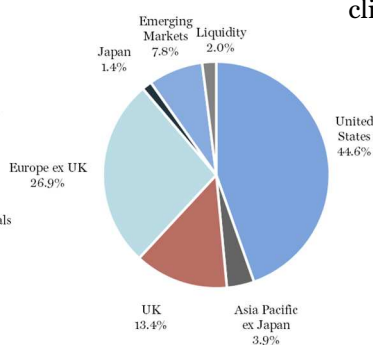
TOP TEN STOCKS

- Cisco Systems
- Microsoft Corporation
- Compass Group – ADR
- Coloplast – ADR
- Air Liquide – ADR
- Linde
- Novo Nordisk – ADR
- KONE Corporation – ADR
- Public Storage
- McDonald’s

SECTOR



REGION



A representative global dividend growth equity portfolio was used to illustrate this strategy. Portfolio holdings are subject to change without notice and may not represent current or future portfolio composition. Allocation distribution and actual percentages may vary from time to time. All data is as of the date indicated above.

FIRM DATA

- 148 staff
- Investment team of 44
- Investment Management Committee membership average 16 years with firm, 20 years in industry
- US\$69.0bn firm wide assets
- US\$38.2bn in global mandates

INVESTMENT STYLE

- Bottom-up stock picker
- 'Buy and hold' approach
- Independent investment judgement unconstrained by indices
- Low turnover – typically less than 20% per annum

PORTFOLIO IMPLEMENTATION

- Generally 40-60 stocks, maximum single position 5%
- All investment proposals reviewed and debated by entire Research team
- Buy – unanimous team decision
- Sell – one well researched dissenting argument

CONTACT

clientservice@walterscott.com

IMPORTANT INFORMATION

1.0 Walter Scott's investment approach: This schedule contains certain statements based on Walter Scott's experience and expectations about the markets in which it invests its portfolios and about the methods by which it causes its portfolios to be invested in those markets. Those statements are not guarantees of future performance and are subject to many risks, uncertainties and assumptions that are difficult to predict. The information in this schedule is subject to change and Walter Scott has no obligation to revise or update any statement herein for any reason. The opinions expressed are those of Walter Scott and should not be construed as investment advice.

This document is provided for general information only and should not be construed as investment advice or a recommendation. You should consult with your advisor to determine whether any particular investment strategy is appropriate. This information does not represent and must not be construed as an offer or a solicitation of an offer to buy or sell securities, commodities and/or any other financial instruments or products. This document may not be used for the purpose of an offer or solicitation in any jurisdiction or in any circumstances in which such offer or solicitation is unlawful or not authorised.

2.0 Walter Scott does not generally use derivatives, but American style currency options have been used occasionally for hedging purposes (most recently held in 2007). Walter Scott does not use leverage or short positions.

3.0 Portfolio holdings and allocations: The data shown should not be relied upon as a complete listing of the portfolio's holdings as information on particular holdings (or top holdings) may be withheld. Information provided here should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities shown will remain in a portfolio at the time you receive this schedule or that securities sold have not been repurchased. Securities listed do not represent an entire portfolio and in aggregate may represent a small percentage of a portfolio's holdings. It should not be assumed that the holdings listed were or will prove to be profitable or that the investment decisions Walter Scott makes in the future will be profitable or will equal the investment performance illustrated herein. The allocation distribution and actual percentages may vary from time to time. The types of investments presented in the allocation chart will not always have the same comparable risks and returns. The actual performance of the portfolio will depend on Walter Scott's ability to identify and access appropriate investments, and balance assets to maximise return while minimising its risk. The actual investments in the portfolio may or may not be the same or in the same proportion as those shown.

4.0 Third party sources: Some information contained herein has been obtained from third-party sources that are believed to be reliable but the information has not been independently verified by Walter Scott. Walter Scott makes no representations as to the accuracy or the completeness of such information and has no obligation to revise or update any statement herein for any reason.

5.0 Walter Scott & Partners Limited ("Walter Scott") is authorised and regulated by the Financial Conduct Authority in the United Kingdom. The registered address for Walter Scott in Scotland is One Charlotte Square, Edinburgh EH2 4DR, Scotland. Walter Scott is a wholly owned non-bank subsidiary of The Bank of New York Mellon Corporation. Walter Scott is registered in the United States under the Investment Advisers Act of 1940.

6.0 BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation and may also be used as a generic term to reference the Corporation as a whole or its various subsidiaries generally. Products and services may be provided under various brand names and in various countries by subsidiaries, affiliates, and joint ventures of The Bank of New York Mellon Corporation where authorised and regulated as required within each jurisdiction. Not all products and services are offered at all locations.

7.0 The material contained in this factsheet, which may be considered advertising, is for general information and reference purposes only and is not intended to provide or be construed as legal, tax, accounting, investment, financial or other professional advice on any matter, and is not to be used as such. The contents may not be comprehensive or up to date and are subject to change without notice. Walter Scott assumes no liability (direct or consequential or any other form of liability) for any errors in or reliance upon this information. If distributed in the UK or EMEA, this factsheet may be deemed a financial promotion.

8.0 This factsheet and the statements contained herein are not an offer or solicitation to buy or sell any products (including financial products) or services or to participate in any particular strategy mentioned and should not be construed as such. This factsheet is not intended for distribution to, or use by, any person or entity in any jurisdiction or country in which such distribution or use would be contrary to local law or regulation. Similarly, this factsheet may not be distributed or used for the purpose of offers or solicitations in any jurisdiction or in any circumstances in which such offers or solicitations are unlawful or not authorised, or where there would be, by virtue of such distribution, new or additional registration requirements. Persons into whose possession this factsheet comes are required to inform themselves about and to observe any restrictions that apply to the distribution of this document in their jurisdiction. The information contained in this factsheet is for use by wholesale clients only and is not to be relied upon by retail clients.

9.0 Regulatory Information: Authorised and regulated in the United Kingdom by the Financial Services Authority. Walter Scott & Partners Limited (Walter Scott) is also registered as an investment adviser with the US Securities and Exchange Commission (SEC). Securities offered in the US by BNY Mellon Securities Corporation (BNYMSC), a registered broker-dealer. Investment advisory products offered in the US through BNYMSC employees acting in their capacity as associated investment adviser representatives of BNYMSC. This material is approved for Institutional Investors only and may not be reproduced in whole or in part or used for any purpose except as authorised by Walter Scott.



Walter Scott & Partners Limited, One Charlotte Square, Edinburgh, EH2 4DR, UK
Tel: +44 (0)131 225 1357 Fax: +44 (0)131 225 7997 Web: walterscott.com