

CROSSMARKGLOBAL.COM

Strategy Objective:

The Crossmark Global Equity Income solution seeks current income along with growth of capital.

Offering Investors:

- High Dividend Income
- Global Investment Exposure
- Disciplined Hybrid Quantitative Investment Process
- Relative Portfolio Risk Control

Model Portfolio Characteristics ⁴

	Global Equity Income	S&P 500 Index ³
Market Capitalization ¹	\$ 93.33 B	\$ 249.47 B
Quantitative Factors:		
Dividend Yield	2.88%	1.78%
Dividend Growth 3 Yr	12.23%	10.38%
Dividend Payout	52.18%	128.01%
EPS Growth 3 Yr	11.18%	11.50%
Valuation Factors:		
Price/Earnings ²	19.09x	23.24x
Price/Book ²	3.05x	3.47x
Price/Cash Flow	15.82	21.88
ROE	22.78%	19.51%
Beta vs S&P 500	0.83	1.00

Top 10 Model Holdings ⁴ Weight Country

1. Microsoft Corp.	2.89%	United States
2. Automatic Data Processing	2.67%	United States
3. McDonald's Corp.	2.40%	United States
4. Raytheon Co.	2.35%	United States
5. Taiwan Semiconductor Mfg Co.	2.34%	Taiwan
6. Quest Diagnostics, Inc.	2.18%	United States
7. Accenture plc	2.15%	United States
8. Unilever N V	2.11%	Netherlands
9. Exxon Mobil Corp.	2.08%	United States
10. Medtronic plc	2.07%	United States
Total of Portfolio	23.24%	

¹ Weighted Average

² Median

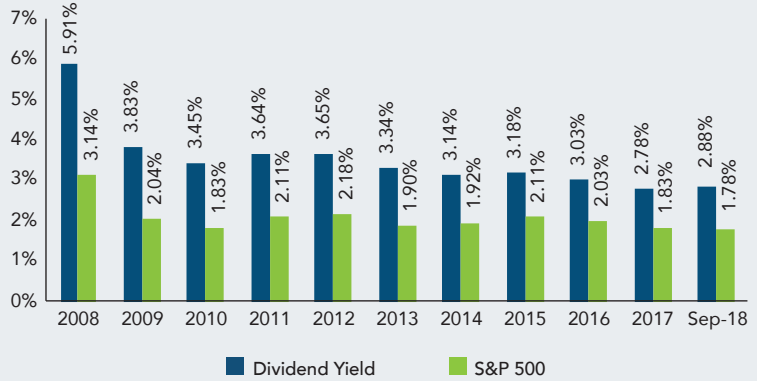
³ Source: Factset iShares Core S&P 500 ETF

⁴ Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

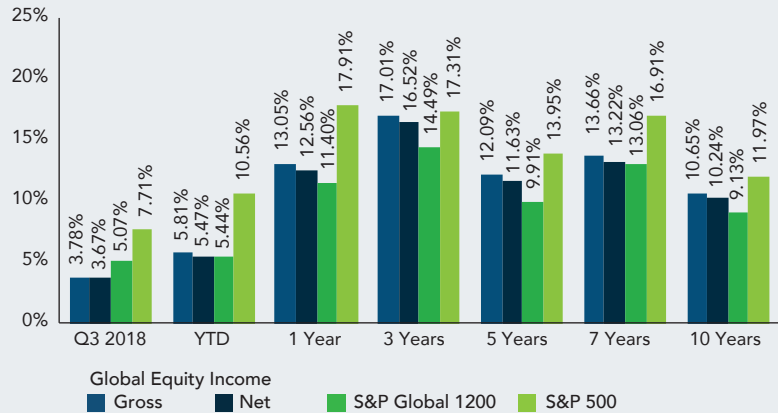
⁵ Returns greater than one year are annualized.

The current quarter's data is preliminary. Net performance was calculated using actual management fees.

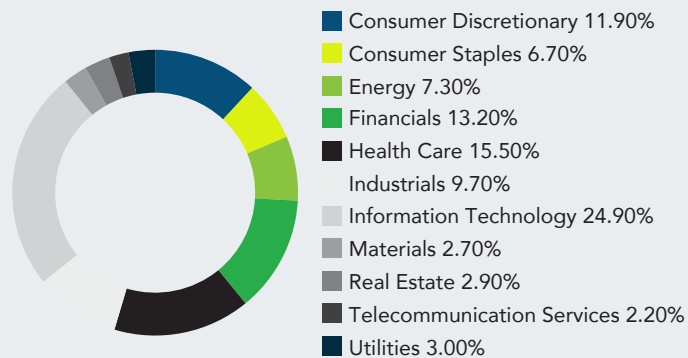
Dividend Yield vs S&P 500 ^{3, 4}



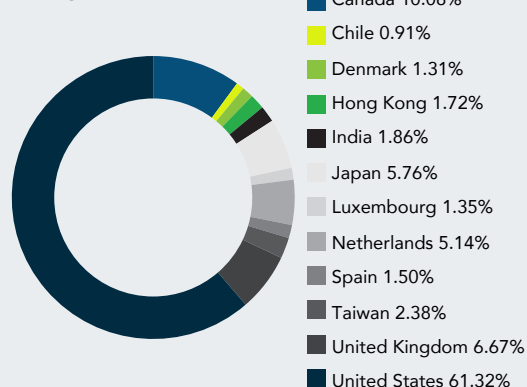
Composite Trailing Returns – 10 Years ⁵



Model Sector Diversification ⁴



Country Diversification ⁴



Global Equity Income Fact Sheet

Composite Calendar Year Returns – 10 Years

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Global Equity Income - Gross	-29.87%	27.86%	13.93%	6.63%	10.45%	21.42%	9.66%	-0.52%	15.30%	23.60%
Global Equity Income - Net	-30.26%	27.42%	13.59%	6.31%	10.10%	21.07%	9.21%	-0.96%	14.82%	23.08%
S&P Global 1200	-40.11%	31.69%	11.95%	-5.08%	16.82%	25.85%	5.38%	-0.85%	8.88%	23.84%
S&P 500	-36.99%	26.47%	15.06%	2.12%	16.00%	32.41%	13.69%	1.38%	11.96%	21.83%

The current quarter's data is preliminary. Net performance was calculated using actual management fees.

Investment Process:

The Strategy employs a four-step process that combines dividend income style with relative risk controlled portfolio construction and values screening policies:

- A quantitative screen is applied to the universe that identifies various positive attributes such as securities having higher dividend yields within their sectors, positive dividend growth and favorable relative earnings growth.
- A quantitative validation process is then applied to the remaining universe with respect to current available information focusing on trends and news that may impact the company. Any security that fails the review is removed from investment consideration.
- A relative risk controlled portfolio is constructed versus a targeted benchmark using the remaining universe of companies available for investment.



Our Firm:

Crossmark Global Investments is an innovative investment management firm. We provide a full suite of investment management solutions to institutional investors, financial advisors and the clients we serve. We have a multi-decade legacy of specializing in values based investment strategies for clients. Founded in 1987, the firm is headquartered in Houston, Texas and manages approximately \$5.2 billion in AUM.



JOHN R. WOLF
Managing Director –
Equity Investments

Portfolio Manager:

The Strategy is managed by John R. Wolf, Managing Director. Mr. Wolf began his career in 1983 and has over 31 years of experience in the financial services industry. He joined Crossmark in 1996 when Crossmark acquired New Castle Advisors, and has since served in his current capacity.

Supported by the entire Crossmark Global Investments team.

Crossmark Global Investments, Inc. is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Crossmark claims compliance with the Global Investment Performance Standards (GIPS®). Prospective clients can obtain a compliant presentation and/or list of composite descriptions by sending a request to: advisorsolutions@crossmarkglobal.com

Crossmark Global Equity Income Non-Wrap Composite contains fully discretionary Global Equity Income non-wrap accounts. Global Equity Income portfolios are invested in U.S. and non- U.S. dividend paying stocks of all market capitalization. The composite excludes portfolios for which the clients have imposed restrictions or requirements that impede the manager from fully executing their strategy such that the results will not be representative of the strategy. For comparison purposes the composite is measured against the S&P 500 Index. The S&P 500 Index is a large capitalization weighted index of 500 U.S. companies generally considered to be representative of stock market activity. We also show the S&P Global 1200 as a secondary comparison. The S&P Global 1200 Index is a composite index, comprised of seven S&P regional and country headlines indices, many of which are the accepted leaders in their local markets – S&P 500, S&P Europe 350, S&P/TOPIX 150 (Japan), S&P/TSX 60 (Canada), S&P/ASX 50 (Australia), S&P Asia 50 and S&P Latin America 40.

The U.S. Dollar is the currency used to express performance. The performance reflects the reinvestment of dividends and other earnings to the extent that client accounts included in the composite elected to reinvest dividends and earnings. Performance figures shown gross of fees do not reflect the payment of investment advisory fees.

Past performance is not an indicator of future results. Investments made using this strategy involve risk of loss, including the potential loss of principle.

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