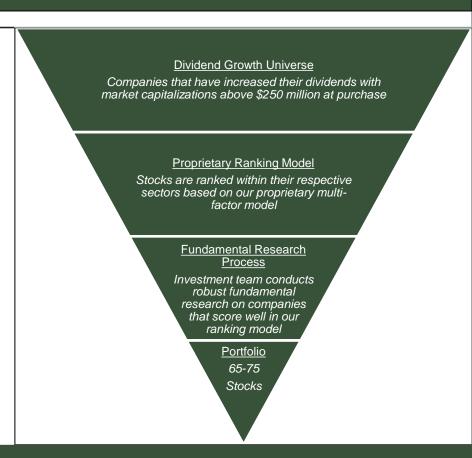
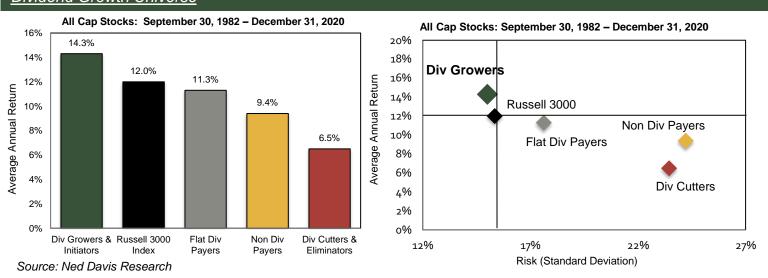
# **Dividend Growth Fund**

- Benchmark: S&P 500® Index
- Inception: December 28, 2010
- Description: Focused on companies with market capitalizations above \$250 million at purchase that have demonstrated consistent year over year dividend growth. Any stock that pays a dividend that, in our opinion, has strong prospects for dividend growth, qualifies for purchase.



# Dividend Growth Universe



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# The table below shows the percentage of time Dividend Growth stocks have outperformed their respective benchmarks over rolling periods

| Data as of 12/31/2020           | Initiation Date | Benchmark     | One Year<br>Rolling | Three Year<br>Rolling | Five Year<br>Rolling | Ten Year<br>Rolling |
|---------------------------------|-----------------|---------------|---------------------|-----------------------|----------------------|---------------------|
| All Cap Dividend<br>Growers     | 9/30/1982       | Russell 3000® | 58%                 | 66%                   | 75%                  | 87%                 |
| All Cap Flat Dividend<br>Payers | 9/30/1982       | Russell 3000® | 42%                 | 38%                   | 41%                  | 51%                 |
| All Cap Non-Dividend<br>Payers  | 9/30/1982       | Russell 3000® | 45%                 | 52%                   | 46%                  | 55%                 |
| All Cap Dividend Cutters        | 9/30/1982       | Russell 3000® | 52%                 | 49%                   | 57%                  | 64%                 |

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# <u>Investment Process – Ranking Model</u>

"We believe that stocks with sustainable dividend growth consistently outperform the market with less risk."

Dividend Growth defines our universe, drives our total return solution and is the centerpiece of our research process.

Dividend Growth stocks are ranked using a proprietary fundamental ranking system in an effort to establish each specific company's ability to grow its dividends in the future.

Factors we have found to be predictive of strong Dividend Growth and total return include:

- Dividend Coverage
- Free Cash Flow Generation
- Growth in the Underlying Business
- Return on Capital



Top-ranked stocks within the model are subject to deep fundamental analysis.

Copeland's research process is designed to identify companies with strong competitive positions that support steadily rising dividends.

<u>Competitive Advantage</u>: Low cost vs. differentiation strategies; scale, market share, pricing power, network effects, brands; high ROIC

#### Management's allocation of free cash flow:

- Reinvest to defend and enhance competitive position, promote growth
- Distribute to stakeholders: rising dividends, buybacks, pay down debt

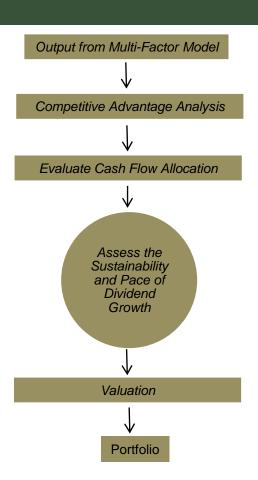
#### Assess the sustainability and pace of future Dividend Growth:

- Evaluate the success of reinvestment efforts: Consistency of ROIC
- Dividend coverage ratios; Business growth prospects; Management's commitment to future dividend increases

<u>Valuation</u>: Dividend yield relative to dividend growth projection, cash flow multiples, P/E's, etc.

<u>Total return</u> = Dividend yield + dividend growth +/- valuation change

The Dividend Guides Us: Dividend Growth defines our universe, supports our total return solution, and is the centerpiece of our research process.



# Sell Discipline

#### Stocks are sold for the following reasons:

- ➤ **Dividend Cut or Failure to Raise:** Any holding that cuts or even fails to raise its dividend is sold <u>No</u> Exceptions!
- ➤ **Deterioration of Dividend Quality:** Portfolio candidates must meet minimum thresholds of cash flows and earnings supporting the dividend. Violations of these thresholds have been found to be predictive of a future dividend cut.
- **Low Quantitative Ranking:** Problems are often exhibited in the quantitative rankings when factors such as earnings momentum, cash flow or return on capital deteriorate. These are red flags for a detailed analyst review.
- Fundamental Concerns: Analysts are continuously questioning the competitive advantage of the company, as well as macro, regulatory or secular themes, with a focus on identifying risks to the dividend.
- > Cap Size Graduation: If a security exceeds the maximum acceptable market cap ceiling for the strategy it is sold from the portfolio.

There is no guarantee that companies will declare dividends or, if declared, that they will remain at current levels or increase over time.

# Investment Team

Eric C. Brown, CFA - Chief Executive Officer, Portfolio Manager Mr. Brown is the Founder, Chief Executive Officer and a Principal at Copeland Capital Management. Eric is a Portfolio Manager and the lead manager for the Large Cap Strategies. He is responsible for research coverage of the Utilities and MLP sectors across all domestic portfolios. While founding Copeland, he developed a proprietary fundamental model to best evaluate dividend growth stocks. Prior to forming Copeland Capital Management in 2005, Eric was a Senior Portfolio Manager with The Colony Group. He previously served as a Portfolio Manager with Bingham Legg Advisors in Boston. Earlier in his career, Mr. Brown worked in municipal bond sales and trading at Bear Steams & Company. Eric holds a BA in Political Science from Trinity College in Hartford, CT. He also holds the Chartered Financial Analyst (CFA®) designation. He is a member of the Boston Security Analysts Society and the American Mensa Society.

Mark Giovanniello, CFA – Chief Investment Officer, Portfolio Manager Mr. Giovanniello is the Chief Investment Officer of Copeland Capital Management. Mark is a co-portfolio manager on all Domestic Strategies and the lead manager for the Mid Cap, Smid Cap, and Small Cap Strategies. He is responsible for research coverage of the Health Care, Materials and Energy sectors. Prior to joining Copeland in August 2009, Mark was the lead portfolio manager for the Mid Cap strategy at Rorer Asset Management. Before joining Rorer, Mark spent six years at The Colony Group as the portfolio manager of the firm's Mid Cap strategy as well as the Director of Research. Earlier in his career, Mark was a senior associate at the public accounting firm PricewaterhouseCoopers, where he earned his CPA. Mark holds a BS degree from the Carroll School of Management at Boston College. He also holds the Chartered Financial Analyst (CFA®) designation.

# Portfolio Characteristics

#### Top 10 Equity Holdings (Source: Morningstar Direct)

#### Portfolio Date: 11/30/2020 Industrials 11% Discretionary 13% Portfolio Sector Weighting % Staples 5% Automatic Data Processing Inc Industrials 2.11 Universal Display Corp Technology 2.03 Technology 25% 1.90 ResMed Inc Healthcare Financials 17% Microsoft Corp Technology 1.89 Ensign Group Inc Healthcare 1.89 **Encompass Health Corp** Healthcare 1.87 Accenture PLC Class A Technology 1.87 Energy 2% Texas Instruments Inc Technology 1.85 Materials 3% Broadcom Inc Technology 1.82 Health Care 13% Utilities 11% Technology 1.81 Motorola Solutions Inc

#### Disclosures:

When used as supplemental sales literature, the Investment Profile must be preceded or accompanied by the fund's current Prospectus as well as this disclosure statement. Fund portfolio statistics change over time. The fund is not FDIC insured, may lose value and is not guaranteed by a bank or other financial institution.

Prospectus Disclosure - Investors should carefully consider the investment objectives, risks, charges and expenses of the Copeland Dividend Growth Fund. This and other important information about the Fund is contained in the Prospectus, which can be obtained by calling 1-888-9-COPELAND or visiting www.COPELANDFUNDS.com. The Prospectus should be read carefully before investing. The Copeland Dividend Growth Fund is distributed by Northern Lights Distributors, LLC member FINRA/SIPC.

Top 10 Holdings - The top ten holdings, industry sectors, and asset allocation are presented to illustrate examples of securities that the fund has bought and the diversity of areas in which the fund may invest, and may not be representative of the fund's current or future investments. Portfolio holdings are subject to change and should not be considered investment advice. The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable.

**Alpha** - a measure of the difference between actual returns and expected performance, given the level of risk as measured by beta, where beta measures sensitivity to index movements.

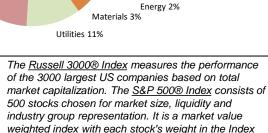
**Dividend Yield** - The company's total annual dividend payments divided by its market capitalization, or the dividend per share, divided by the price per share.

Ned Davis Research Additional Disclosures – Ned Davis Research adjusted the universe used for the domestic study as of December 31, 2017 from the Ned Davis Investable Universe to a universe based on the applicable Russell benchmarks. As a result, historical performance information may differ from previously disseminated performance information for stocks according to their dividend policy. This is not the performance of the firm and there is no guarantee that investors will experience the same type of performance. Past performance is no guarantee of future results.

You cannot invest directly in an Index. Index returns are unmanaged and do not reflect any fees, expenses or sales charges.

Copeland Capital Management and Northern Lights Distributors are not affiliated.

# Target Sector Weights (12/31/2020)



#### Risk Disclosure

proportionate to its market value.

Mutual Funds involve risk including possible loss of principal. The Fund may invest in MLP's. Holders of MLP units have limited control and voting rights on matters affecting the partnership. In addition, there are certain tax risks associated with an investment in MLP units and conflict of interest exist between common unit holders and the general partner, including those arising from incentive distribution payments. The Fund may invest in REIT's. A REIT's performance depends on the type and locations of the rental properties it owns and on how well it manages those properties. Real estate values rise and fall in response to a variety of factors, including local, regional, and national economic conditions, interest rates, and tax considerations. The adviser's judgments about the return tracking characteristics of securities may prove incorrect and may not produce the desired results. The Fund may invest in small and medium capitalization companies and the value of these company securities may be subject to more abrupt or erratic marketing movements than those of larger, more established companies or the market averages in general. A higher portfolio turnover will result in higher transactional and brokerage costs.

NLD Review Code: 1061-NLD-3/3/2021



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