

# QUALITY STRATEGY

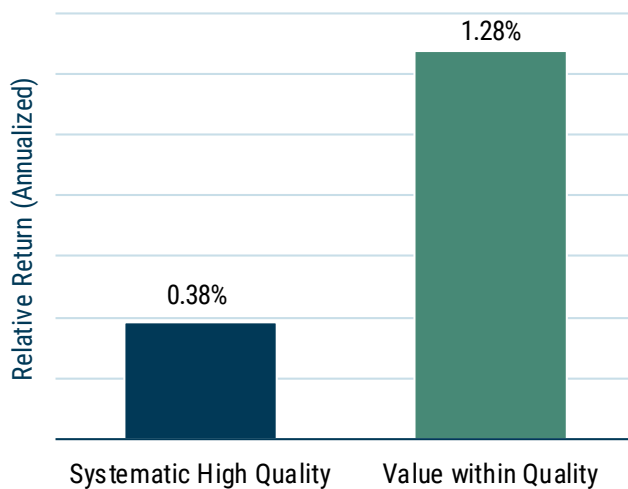
## *The Opportunity*

Quality stocks, or the equity securities of companies with durable, resilient business models and high returns on capital, have historically provided superior risk-adjusted returns. These companies typically trade at premium multiples, and they usually deserve to trade at those premia. Still, the persistence of Quality characteristics provides a foundation for an intrinsic value approach that incorporates the ability of a company to grow and compound at a high return. We believe building that valuation analysis into an investment process can both enhance portfolio return and reduce risk. The persistence of Quality also means that systematic screening on Quality characteristics, such as profitability and balance sheet strength, is a productive step in identifying high quality opportunities.

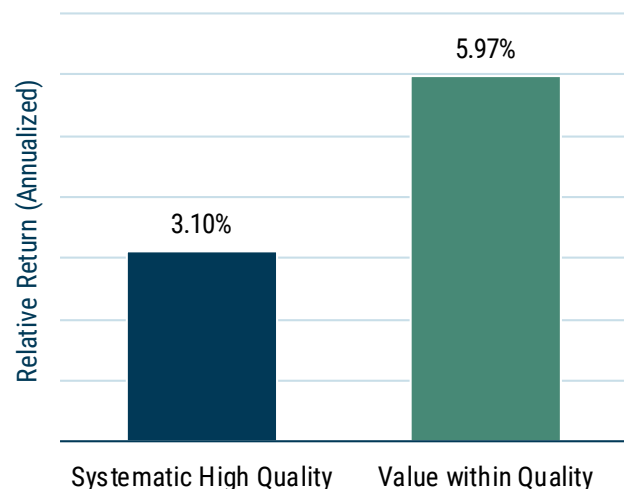
## GMO QUALITY: SAFETY AND THE ABILITY TO ADD VALUE

- Quality stocks have provided superior risk-adjusted returns over time.
- Long-term investors benefit from the predictable fundamentals of Quality stocks.
- Valuation-based stock selection has proven even more valuable in bear markets.

### ALL PERIODS



### BEAR MARKETS



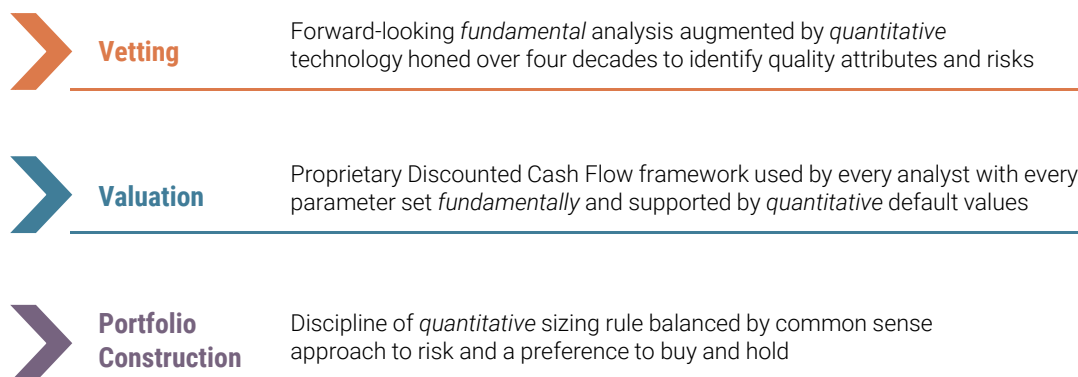
Data from April 1928 through December 2018 | Source: GMO

*Systematic High Quality* blends high profitability, stable profitability, and low debt. *Bear Markets* reflects a drop in prices of at least 20% from any peak over a period of at least 3 months. *Systematic High Quality* is the highest quality third of the U.S. market. *Value within Quality* is the low valuation half of that, relative to the broader U.S. market.

## *The GMO Solution*

The GMO Quality Strategy seeks to deliver better long-term performance than broad markets with lower absolute risk by investing in high quality (or “Quality”) equities. The Focused Equity team defines Quality companies as those with durable business models, high return on capital, and secular growth drivers. The team builds a robust, high conviction universe of such companies and employs a proprietary framework to select those companies in the universe that we believe are best positioned to deliver superior returns.

## IDEALLY, BUY QUALITY COMPANIES UNDER A TEMPORARY CLOUD AND HOLD UNTIL OBNOXIOUSLY EXPENSIVE



GMO brings three key competitive advantages to Quality investing:

### *Experience*

GMO is a pioneer in Quality investing with more than 40 years of experience and a real track record in down markets.

### *“Best Of The Best” Blended Approach*

GMO combines the discipline and consistency of its quantitative framework with a forward-looking, fundamental vetting process that assesses the long-term relevance of each company’s business model.

### *Long Track Record Of Strong, Risk-Adjusted Returns*

The GMO Quality Strategy has a history of providing strong returns with less risk than broad equity markets. It has also provided meaningful downside protection, having outperformed broad market equity indices over its entire history.

## *The Client Fit*

The Quality Strategy is a core holding for clients with a long investment horizon. Clients also use the Strategy in more specific roles within their investment programs:

- **Core Global Equity Holding:** The Quality Strategy invests globally without constraint, and the best opportunities are largely in multinational corporations, so the revenue mix is also global. The GMO approach balances growth and value without tilting heavily toward either style. The best fit is for clients who are more concerned with absolute risk than relative tracking error.
- **Global Equity Allocation:** The search for Quality characteristics at attractive valuations has hleads to a concentration in U.S. domiciled names. Within the U.S., the relative value of Quality stocks is attractive by historical standards.
- **Defensive/Low Volatility Equities:** Some clients strategically allocate to factors they believe offer superior risk-adjusted return. The Quality Strategy is an attractive alternative to “smart beta” approaches, as it adds forward-looking fundamental analysis, an eye toward valuation, and a proven track record.
- **Tactically a Good Place to Hide:** The Strategy can be attractive to clients who are more dynamic with their portfolios and are concerned with current macroeconomic conditions or stock market valuations, but need to maintain an allocation to equities. Quality companies have business models that are robust against economic stress.
- **Sustainable Investing:** A company can only be a Quality company if its business is sustainable. GMO’s investment approach integrates many considerations beyond pure traditional financial analysis, including a material consideration of what are broadly termed “ESG” (environmental, social, and governance) factors in both Quality assessment and valuation modelling. The Strategy rates highly on third party ESG metrics.

## ***Who We Are***

Founded in 1977, GMO is a private partnership whose sole business is investment management. The firm manages global portfolios with offices and clients around the world. Investment offerings include equity, fixed income, multi-asset class, and alternative strategies. GMO is known for blended fundamental and quantitative investment research expertise and a long-term orientation toward value investing.

## ***The Team***

The GMO Quality Strategy is managed by the Focused Equity team. The experienced team includes 11 investment professionals and four partners of the firm, with members located in Boston and London. Tom Hancock, Ty Cobb, and Anthony Hene, portfolio managers for the Quality Strategy, oversee idea generation, research, and portfolio positioning.

## RISK

Risks associated with investing in the Strategy may include Market Risk - Equities, Management and Operational Risk, Focused Investment Risk, Non-U.S. Investment Risk, and Currency Risk.