

## DISCLOSURE NOTES

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PAST PERFORMANCE IS NEITHER INDICATIVE NOR A GUARANTEE OF FUTURE RESULTS. NO ASSURANCE CAN BE MADE THAT PROFITS WILL BE ACHIEVED OR THAT SUBSTANTIAL LOSSES WILL NOT BE INCURRED.

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PLEASE REFER TO ADDITIONAL DISCLOSURES AT THE END OF THIS PRESENTATION AND IN THE LEGAL AND DISCLOSURE BROCHURE SECTIONS AT [WWW.ARSINVESTMENTPARTNERS.COM](http://WWW.ARSINVESTMENTPARTNERS.COM).



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Q2 | 2022

# What Matters Now: The Comfort in Reducing Volatility

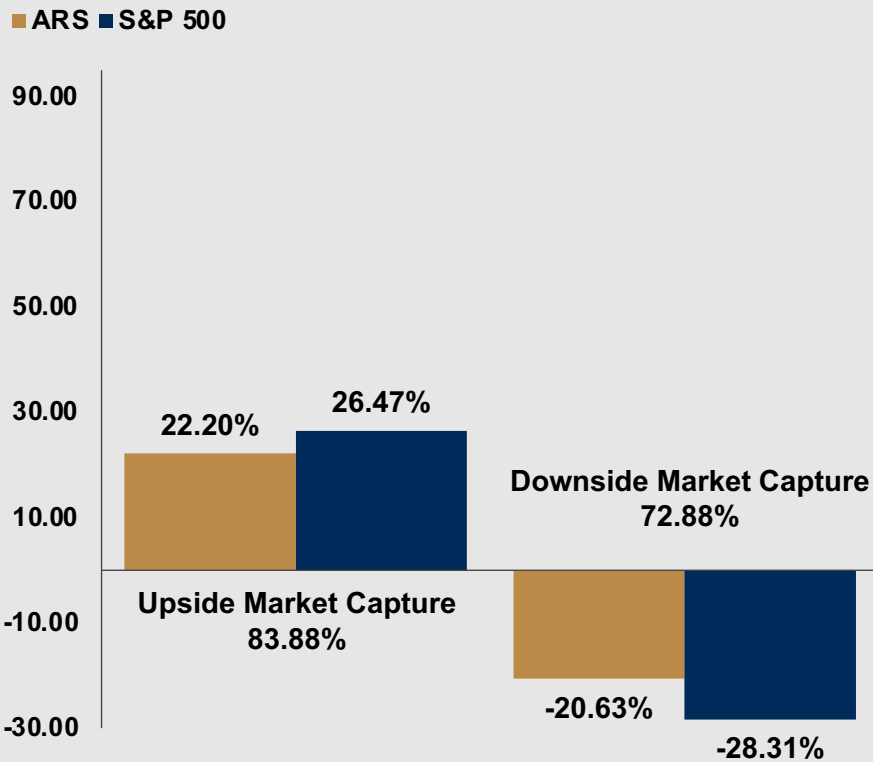
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May 31, 2022

# ABSOLUTE RETURNS WITH LOWER VOLATILITY

## Core Equity Market Capture and Total Risk/Reward, Informa Investment Solutions (period ending March 31, 2022)

### Upside capture with downside protection (since inception, March 2011)



### Favorable risk/return characteristics (since inception, March 2011)



Market Capture and Risk/Return statistics are calculated by Informa solely on a gross-of-fees basis. See Disclosure Notes.

## ACTIVE MANAGEMENT AND RISK-ADJUSTED PERFORMANCE

### Core Equity Quartile Ranking Bar, Informa Investment Solutions (PSN) Large Cap (period ending March 31, 2022; inception March 7, 2011)

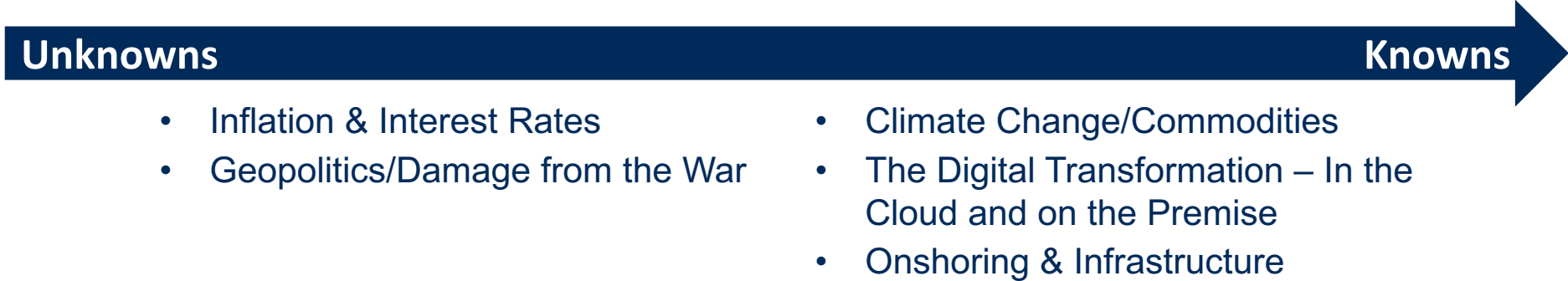
	Quarter-to-Date	1 Year	3 Years*	5 Years*	10 Years*	Since Inception*
	RETURN	RETURN	RETURN	RETURN	RETURN	RETURN
<b>ARS Core Equity (gross of fees)</b>	-2.40%	18.61%	17.11%	13.27%	12.89%	12.99%
<b>(net of fees)</b>	-2.71%	17.13%	15.64%	11.86%	11.56%	11.65%
<b>S&amp;P 500</b>	-4.60%	15.65%	18.92%	15.99%	14.64%	14.11%
<b>Russell 1000 Value</b>	-0.74%	11.67%	13.02%	10.29%	11.70%	11.16%

Performance rankings from Informa PSN are shown on a gross-of-fees basis.

\*Performance numbers are annualized for all time periods over 1 year. Index information is provided for illustrative purposes only. Indices are unmanaged, do not incur expenses and are not available for direct investment. See Disclosure Notes.

# ASSESSING THE KNOWN VS. THE UNKNOWN

We must invest in what we know while attempting to avoid losses by navigating the unknowns



Many of the Unknowns are in the short-term while most of the Knowns are longer-term, hence our long-term investment horizon



# A DIFFERENTIATED INVESTMENT PHILOSOPHY AND APPROACH

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## Core Equity — Portfolio Construction and Security Selection

High-quality companies	Strong balance sheet with reasonable earnings growth	Above-average portfolio dividend yields
Low turnover	Market share gainers	30 – 40 holdings

# A DIFFERENTIATED INVESTMENT PHILOSOPHY AND APPROACH

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Define global environments and who will be the beneficiary of capital flows



Evaluate and select individual securities



Construct and implement portfolios

## RISK ASSESSMENT AND MANAGEMENT

Ongoing  
Scenario Analysis

Industry  
Selection

Business  
Valuation Support

# REPRESENTATIVE ARS CORE EQUITY HOLDINGS\*

## COMMUNICATION SERVICES

COMCAST CORP. (CMCSA)	2.49%
PARAMOUNT GLOBAL CLASS B (PARA)	2.92%

## CONSUMER DISCRETIONARY

FORD MOTOR CO. (F)	1.87%
MCDONALD'S CO. (MCD)	2.06%

## CONSUMER STAPLES

WALMART INC. (WMT)	2.38%
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## INDUSTRIALS

HONEYWELL INTL. INC.	1.85%
NORTHROP GRUMMAN CORP. (NOC)	2.83%
PARKER HANNIFIN CORP. (PH)	2.94%
RAYTHEON TECHNOLOGIES (RTX)	3.82%
UNION PACIFIC CORP. (UNP)	3.88%

## FINANCIALS

ARTHUR J. GALLAGHER & CO. (AJG)	2.91%
BLACKROCK INC. (BLK)	2.62%
BLACKSTONE GROUP INC. (BX)	4.18%
HANNON ARMSTRONG SUSTNBL (HASI)	2.63%
JPMORGAN CHASE & CO. (JPM)	2.73%

## INFORMATION TECHNOLOGY

APPLE INC. (AAPL)	5.22%
BROADCOM INC. (AVGO)	4.21%
CISCO SYSTEMS INC. (CSCO)	1.75%
INTERNATIONAL BUSINESS MACH. (IBM)	2.88%
KLA CORP. (KLAC)	2.78%
LAM RESEARCH CORP. (LRCX)	4.10%
MICROSOFT CO. (MSFT)	5.51%
QUALCOMM INC. (QCOM)	4.04%

## HEALTH CARE

CVS HEALTH CORP. (CVS)	3.28%
MERCK & CO., INC. (MRK)	2.06%

## MATERIALS

OLIN CORP. (OLN)	1.77%
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## ENERGY

CHEVRON CORP. (CVX)	3.75%
EOG RESOURCES INC. (EOG)	4.72%

## REAL ESTATE

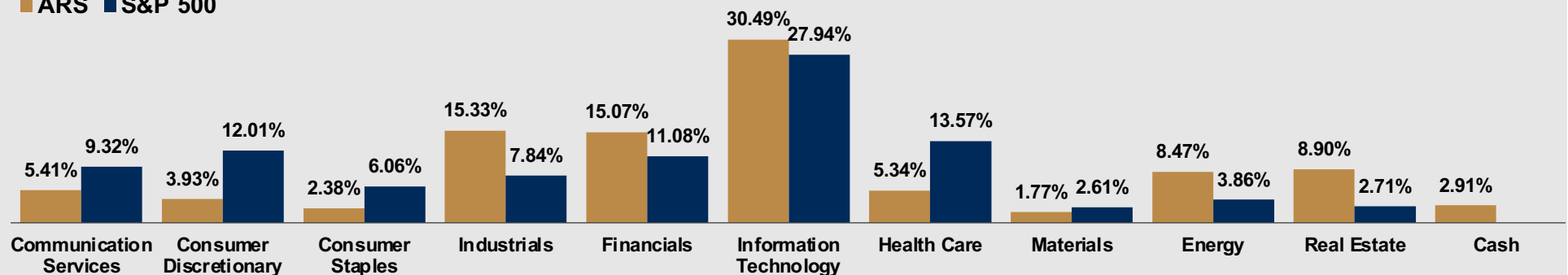
AMERICAN TOWER CORP. (AMT)	1.74%
TANGER FACTORY OUTLET (SKT)	2.46%
UNITI GROUP (UNIT)	4.71%

## CASH

USD	2.91%
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## Sector weights (%)

■ ARS ■ S&P 500



March 31, 2022

\*These holdings are supplemental information to the GIPS-verified presentation. Holdings are subject to change. Index information is provided for illustrative purposes only. Indices are unmanaged, do not incur expenses and are not available for direct investment. See Disclosure Notes.



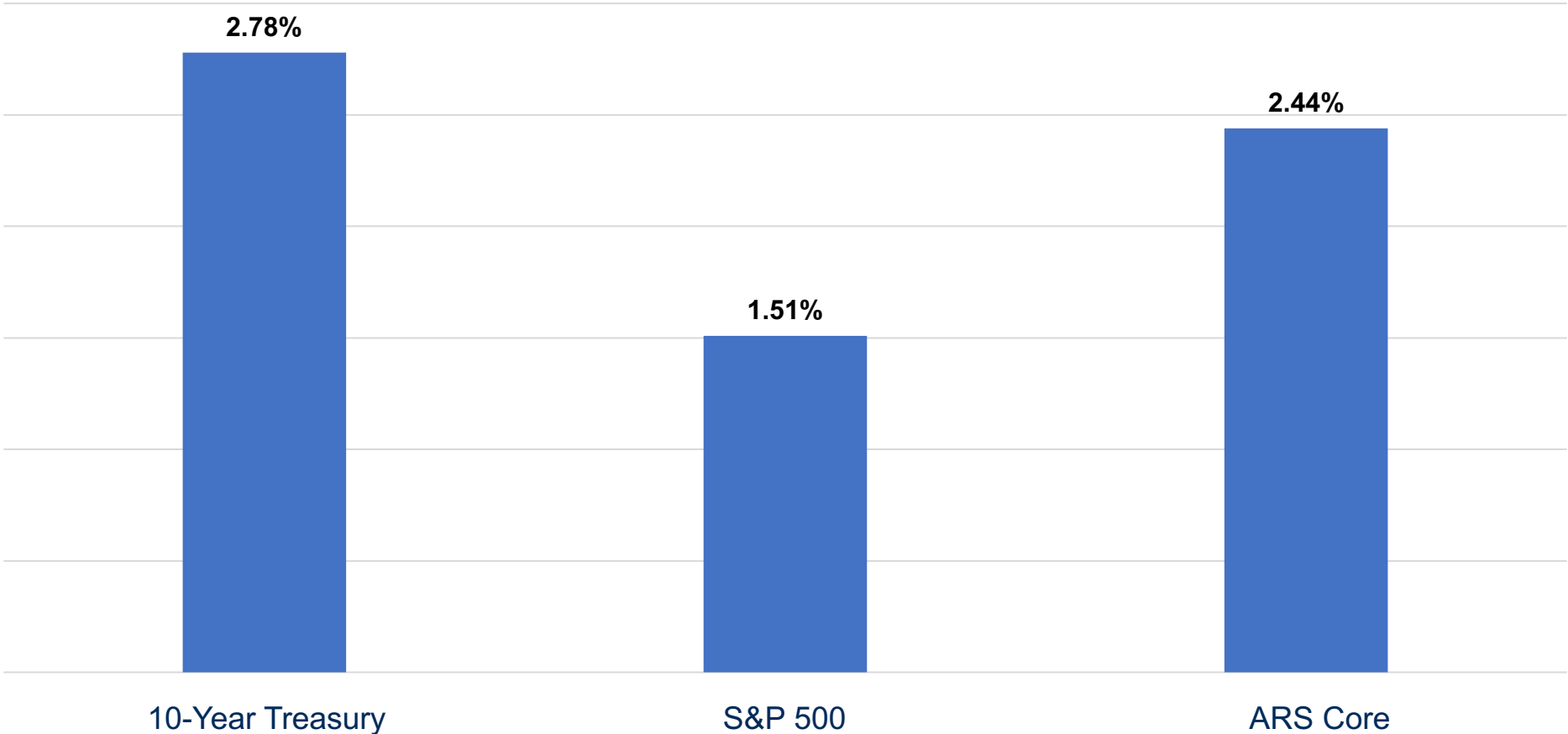
## PORTFOLIO STATISTICS – CORE EQUITY

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	ARS Core Equity	S&P 500
Price/Earnings (Next 4Q EST)	15.0x	16.8x
Price/Earnings (FY2 EST)	14.1x	15.6x
LT EPS Growth Rate	9.1%	11.1%

**Price/Earnings Ratio (Next 4Q EST):** Stock price divided by the future 12-month earnings per share estimate, excludes negative earnings. **Price/Earnings Ratio (FY2 EST):** Stock price divided by the future 24-month earnings per share estimate, excludes negative earnings. **LT EPS Growth Rate:** Forward multi-year consensus growth rate.

# ATTRACTIVE YIELD VERSUS STOCK AND BOND ALTERNATIVES



Yields as of May 24, 2022

Source: ARS and Treasury.gov

## DATA SUPERCYCLE: COMCAST CORP

***Regional monopoly in broadband with significant invested capital in the group***

- ✓ *Pricing power in inflationary environment*
- ✓ *Limited cost pressure related to food, energy, freight or chips*
- ✓ *Significant secular growth in data*
- ✓ *Low earnings multiple in a rising interest rate environment with dividend support*

Comcast Free Cash Flow per Share

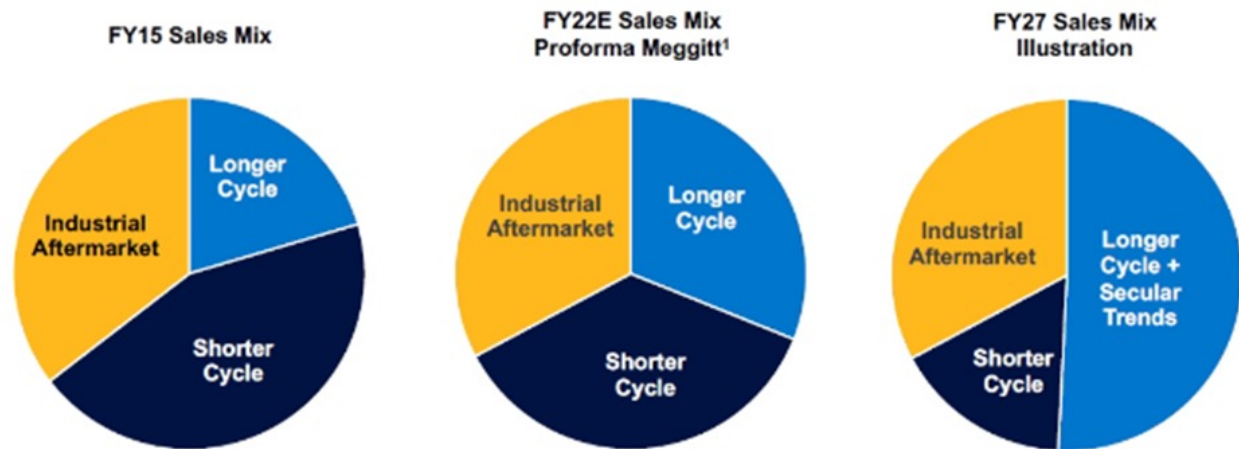


Sources: ARS Estimates, Company Releases

## INDUSTRIAL AUTOMATION: PARKER HANNIFIN

***Secularly growing, motion-control industrials business with secularly growing cash flows and dividend support***

- ✓ *Dividend yield above the S&P 500*
- ✓ *Strong pricing power in inflationary environment*
- ✓ *Reasonable earnings multiple with growth*
- ✓ *Cyclical stable business participating in industrial automation*



Sources: ARS Estimates, Company Releases

## DATA SUPERCYCLE GROWTH: QUALCOMM INC.

**Secular grower in 5G, internet-of-things, automotive and industrials with sustainable cash flows and dividend support**

- ✓ Pricing power in inflationary environment – royalty business
- ✓ Secular growth tied to chip growth across industries
- ✓ Free cash flow and dividend support
- ✓ Reasonable earnings multiple in a rising interest rate environment



Sources: ARS Estimates, Company Releases

# DISCLOSURE NOTES

## Past performance is not indicative of future results.

**Definition of the Firm** – ARS Investment Partners, LLC (“ARS”) was originally founded as A.R. Schmeidler & Co., Inc. in 1971 and is majority-owned by Artemis US Corporation. Artemis US Corporation is 100% owned by Artemis Corporation, an Ontario, Canada entity, which is in turn 100% owned by Artemis Investment Management Corporation, a financial services firm headquartered in Toronto, Ontario, Canada. Mr. Miles Nadal is the controlling shareholder of Artemis Investment Management Corporation. ARS is a registered investment adviser under the Investment Advisers Act of 1940. ARS Investment Partners, LLC claims compliance with the Global Investment Performance Standards (GIPS) and has prepared and presented this report in compliance with the GIPS Standards. ARS Investment Partners, LLC has been independently verified for the periods 1/1/2000 through 12/31/19. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. Benchmark returns are not covered by the report of independent verifiers.

**Benchmark Definitions** – The Russell 1000® Value measures the performance of the large-cap value segment of the US equity universe. It includes those Russell 1000® companies with lower price-to-book ratios and lower expected growth values. The Russell 1000® Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The Russell 3000® measures the performance of the largest 3,000 US companies representing approximately 98% of the investable US equity market. The Russell 3000® is constructed to provide a comprehensive, unbiased and stable barometer of the broad market and is completely reconstituted annually to ensure new and growing equities are included. The S&P 500® includes 500 leading companies and covers approximately 80% of available market capitalization. The S&P Mid Cap 400® is designed to measure the performance of 400 mid-sized companies, reflecting the distinctive risk and return characteristics of this market segment. The S&P Small Cap 600® seeks to measure the small-cap segment of the U.S. equity market. The index is designed to track companies that meet specific inclusion criteria to ensure that they are liquid and financially viable. The Russell 2000® includes approximately 2,000 of the smallest securities based on a combination of their market capitalization and current index membership. The Russell 2000® is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small-cap opportunity set. The MSCI All Country World Index (ACWI) ex US® is designed to represent performance of the full opportunity set of large- and mid-cap stocks across 23 developed (ex. US) and 26 emerging markets. It covers

more than 3,000 constituents across 11 sectors and approximately 85% of the free float-adjusted market capitalization in each market. The index is built using MSCI's Global Investable Market Index (GIMI) methodology, which is designed to take into account variations reflecting conditions across regions, market capitalization sizes, sectors, style segments and combinations. The Bloomberg Barclays Intermediate US Government/Credit Bond® is a broad-based flagship benchmark that measures the non-securitized component of the Bloomberg Barclays US Aggregate Index with less than 10 years to maturity. The index includes investment grade, US dollar-denominated, fixed-rate treasuries, government-related, and corporate securities. All Custom Blended Benchmarks are calculated by weighting the respective index returns on a monthly basis.

**Composite Definitions** – ARS Focused All Cap includes all fee-paying, discretionary institutional portfolios managed by ARS in a Focused All Cap strategy with an absolute return-oriented focus having a minimum initial portfolio size of \$5 million (amount lowered from \$10 million on 7/1/2010). The Focused All Cap strategy requires that equity, equity-like securities, and cash represent a target of 90% of the portfolio value. If a portfolio does not have at least 90% of its value in these assets, the portfolio will be removed from the composite for the entire period and will be included in the composite again if its allocation is aligned with the above parameters for one full period. The composite was created in January 2007. Effective 7/1/2010, the composite was redefined to include taxable accounts which had previously been excluded. Effective 1/1/17 a model fee of 1.05% was used to calculate net returns. Inception Date is 1/21/93. Management believes that the returns prior to 2000 are accurate, but due to a lack of firmwide client data, GIPS compliance cannot be claimed prior to 1/1/2000. ARS Core Equity includes discretionary institutional portfolios managed by the Firm and invests in companies with above-average dividend yields and strong balance sheets, typically with clear prospects for dividend growth. For periods prior to 1/1/17, the composite is made up of 100% wrap portfolios, which may include, but is not limited to broker, investment advisory, custodial, and administrative fees. As of 1/1/17, the composite began using non-wrap accounts. Also, as of 1/1/17, we no longer had any wrap accounts. The composite was created in October 2011. Effective 1/1/17 a model fee of 1.25% was used to calculate net returns. Inception Date is 3/7/11. ARS Focused Small Cap invests in companies with market capitalizations typically ranging from \$100 million to \$2.5 billion. The portfolio is long biased, aiming to control risk via cash levels, prudent shorts, inverse ETFs and option strategies. This composite was created in July 2018. Net returns are calculated using a 1.25% model fee. Inception Date is 3/31/17. ARS Focused ETF leverages our macro outlook by constructing a portfolio that utilizes ETFs to express our views. The strategy concentrates on sector, industry, and subindustry ETFs that we feel provide the greatest exposure to our highest conviction secular trends. A model fee of 0.70% is used to calculate net returns. Inception Date is 6/30/17. ARS Tactical Sector ETF Strategy: Balanced Composite leverages our investment philosophy and process, while providing a strategy that more closely tracks the benchmarks with limited turnover. This composite was created in December 2016..

## DISCLOSURE NOTES

The Strategy seeks a balance of current income and capital growth. The strategy strives for a 60/40 balance between equity and fixed income ETFs with a 25% variance. A model fee of 0.70% is used to calculate net returns. Inception Date is 1/31/14 ARS Tactical Sector Allocation Growth ETF leverages our investment philosophy and process, while providing a strategy that more closely tracks the benchmarks with limited turnover. The primary objective is capital appreciation and growth. This composite was created in December 2016. A model fee of 0.70% is used to calculate net returns. Inception Date is 1/31/14.

**Investment Management Fees** – The investment management fees that apply to the portfolio composites are as follows: Equity Accounts which include the ARS Core Equity, ARS Focused All Cap, ARS Focused Small Cap & ARS Tactical Asset Allocation (ARS Balanced Strategy & ARS Equity Strategy) – 1.25% per annum of the first \$1 million and 1.00% per annum of the next \$20 million and to be discussed thereafter; ARS Core Equity Account – 1.00% per annum, ETF Accounts which include the ARS Tactical Sector Allocation ETF Strategy: Growth Composite, ARS Tactical Sector ETF Strategy: Balanced Composite & ARS Focused ETF Strategy, ARS Fixed Income ETF Strategy & 0.70% per annum of the first \$5 million and 0.50% per annum of the next \$20 million and to be discussed thereafter; Institutional Accounts which include the ARS Tactical Asset (Balanced) Strategy– 0.80% per annum of the first \$25 million and 0.70% per annum of the next \$25 million and to be discussed thereafter. Fixed Income Accounts which include the ARS Core Fixed Income Strategy– 0.50% per annum of the first \$15 million and 0.35% per annum of the next \$15 million and to be discussed thereafter. The management fees for certain clients may differ from the above schedule because those clients' fees are grandfathered or because of relationships with the applicant or other accounts. For institutional accounts, certain asset or fee minimums may apply.

**Internal Dispersion** – Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns of all portfolios in the composite for the entire year. Dispersion is not presented for periods less than one year or when there were five or fewer portfolios in the composite for the entire year. The Annualized 3-Year Standard Deviation is calculated using gross returns and not presented for composites with less than a 36-month return. Also, the standard deviation is not presented and not required, for periods prior to 2011.

**Basis of Presentation** – Rates of return presented are computed using a time-weighted rate of return methodology that adjusts for external cash flows. Total rate of return calculations includes realized and unrealized gains and losses, plus income, and cash and cash equivalents held. Gross performance returns are presented after transaction costs and before investment management fees and all operating costs. Net performance returns are presented after transaction costs and investment management fees that are reduced by a model management fee and before all operating costs. However, gross performance prior to 2017 for the ARS Core Equity Composite is presented as gross and net performance is actual investment management fees and after all operating costs and the gross returns are presented as supplemental information.

Operating costs include custodian and administrative fees. Additional information regarding policies for valuating investments, calculating performance, and preparing GIPS reports are available upon request. Performance results for periods of less than a year are not annualized.

Performance returns are in U.S. Dollars. Periodic returns are geometrically linked. The composite rates of return have been calculated within ARS Investment Partners, LLC. A complete list and description of the composites managed by ARS is available upon request.

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