|  | With Dividends Reinvested |  |  |  |  |  | Without Dividends Reinvested |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Starting Capital | Ending Capital | Total Return |  | Income Generated | Growth in Income |  | tarting Capital | Ending Capital | Stock <br> Return | Total Return |  | Income Generated | Growth in Income |
| 1997 | \$ 100,000.00 | \$ 133,599.19 | 33.60\% | \$ | 2,827.98 |  | \$ | 100,000.00 | \$ 130,771.21 | 30.77\% | 33.60\% | \$ | 2,827.98 |  |
| 1998 | \$ 133,599.19 | \$ 156,226.91 | 16.94\% | \$ | 2,973.18 | 5.13\% | \$ | 130,771.21 | \$ 150,009.71 | 14.71\% | 16.94\% | \$ | 2,910.25 | 2.91\% |
| 1999 | \$ 156,226.91 | \$ 162,322.24 | 3.90\% | \$ | 3,640.05 | 22.43\% | \$ | 150,009.71 | \$ 152,367.28 | 1.57\% | 3.90\% | \$ | 3,495.19 | 20.10\% |
| 2000 | \$ 162,322.24 | \$ 180,075.90 | 10.94\% | \$ | 3,988.06 | 9.56\% | \$ | 152,367.28 | \$ 165,288.66 | 8.48\% | 10.94\% | \$ | 3,743.48 | 7.10\% |
| 2001 | \$ 180,075.90 | \$ 181,900.09 | 1.01\% | \$ | 3,784.02 | -5.12\% | \$ | 165,288.66 | \$ 163,489.76 | -1.09\% | 1.01\% | \$ | 3,473.29 | -7.22\% |
| 2002 | \$ 181,900.09 | \$ 165,550.83 | -8.99\% | \$ | 3,897.75 | 3.01\% | \$ | 163,489.76 | \$ 145,291.98 | -11.13\% | -8.99\% | \$ | 3,503.26 | 0.86\% |
| 2003 | \$ 165,550.83 | \$ 206,738.94 | 24.88\% | \$ | 4,457.02 | 14.35\% | \$ | 145,291.98 | \$ 177,528.19 | 22.19\% | 24.88\% | \$ | 3,911.61 | 11.66\% |
| 2004 | \$ 206,738.94 | \$ 234,603.50 | 13.48\% | \$ | 5,204.82 | 16.78\% | \$ | 177,528.19 | \$ 196,986.27 | 10.96\% | 13.48\% | \$ | 4,469.42 | 14.26\% |
| 2005 | \$ 234,603.50 | \$ 245,715.87 | 4.74\% | \$ | 5,930.41 | 13.94\% |  | 196,986.27 | \$ 201,337.33 | 2.21\% | 4.74\% | \$ | 4,979.50 | 11.41\% |
| 2006 | \$ 245,715.87 | \$ 307,795.84 | 25.26\% | \$ | 6,881.10 | 16.03\% |  | 201,337.33 | \$ 246,566.78 | 22.46\% | 25.26\% | \$ | 5,638.31 | 13.23\% |
| 2007 | \$ 307,795.84 | \$ 367,749.88 | 19.48\% | \$ | 8,150.07 | 18.44\% |  | 246,566.78 | \$ 288,065.52 | 16.83\% | 19.48\% | \$ | 6,528.80 | 15.79\% |
| 2008 | \$ 367,749.88 | \$ 316,015.29 | -14.07\% | \$ | 9,713.44 | 19.18\% | \$ | 288,065.52 | \$ 239,932.10 | -16.71\% | -14.07\% | \$ | 7,608.73 | 16.54\% |
| 2009 | \$ 316,015.29 | \$ 382,935.24 | 21.18\% | \$ | 9,757.57 | 0.45\% | \$ | 239,932.10 | \$ 283,332.18 | 18.09\% | 21.18\% | \$ | 7,408.36 | -2.63\% |
| 2010 | \$ 382,935.24 | \$ 456,440.94 | 19.20\% | \$ | 11,186.06 | 14.64\% | \$ | 283,332.18 | \$ 329,442.22 | 16.27\% | 19.20\% | \$ | 8,276.52 | 11.72\% |
| 2011 | \$ 456,440.94 | \$ 511,617.82 | 12.09\% | \$ | 13,559.61 | 21.22\% |  | 329,442.22 | \$ 359,480.03 | 9.12\% | 12.09\% | \$ | 9,786.83 | 18.25\% |
| 2012 | \$ 511,617.82 | \$ 560,208.87 | 9.50\% | \$ | 15,959.13 | 17.70\% |  | 359,480.03 | \$ 382,408.32 | 6.38\% | 9.50\% |  | 11,213.43 | 14.58\% |
| 2013 | \$ 560,208.87 | \$ 689,127.46 | 23.01\% | \$ | 18,612.08 | 16.62\% |  | 382,408.32 | \$ 457,705.46 | 19.69\% | 23.01\% |  | 12,704.93 | 13.30\% |
| 2014 | \$ 689,127.46 | \$ 771,464.13 | 11.95\% | \$ | 21,929.06 | 17.82\% |  | 457,705.46 | \$ 497,827.06 | 8.77\% | 11.95\% |  | 14,564.87 | 14.64\% |
| 2015 | \$ 771,464.13 | \$ 773,154.93 | 0.22\% | \$ | 24,990.00 | 13.96\% |  | 497,827.06 | \$ 482,792.04 | -3.02\% | 0.22\% |  | 16,126.09 | 10.72\% |
| 2016 | \$ 773,154.93 | \$ 877,411.43 | 13.48\% | \$ | 27,264.95 | 9.10\% |  | 482,792.04 | \$ 530,868.96 | 9.96\% | 13.48\% |  | 17,025.44 | 5.58\% |
| 2017 | \$ 877,411.43 | \$ 995,354.20 | 13.44\% | \$ | 29,369.93 | 7.72\% | \$ | 530,868.96 | \$ 584,459.06 | 10.09\% | 13.44\% |  | 17,769.98 | 4.37\% |
| Summary Statistics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CAGR |  | 11.56\% |  |  | 12.41\% |  |  |  | 8.77\% |  |  |  | 9.63\% |  |
| Std. Dev |  |  | 11.53\% |  |  | 7.30\% |  |  |  | 11.40\% | 11.53\% |  |  | 7.20\% |
| Median |  |  | 13.44\% |  |  | 14.49\% |  |  |  | 9.96\% | 13.44\% |  |  | 11.69\% |

1) All data is sourced from FactSet and Compustat.
2) Prices are sourced from FactSet and are split and spin-off adjusted.
3) DPS data is sourced from Compustat through FactSet. This data item is adjusted for stock splits and also includes any extra dividends whose ex-dates occur during the period. For the full Compustat DPS description, please see note below.
4) Portfolio is equal-weighted at the beginning of each year
5) Intra-year compounding does not occur in this backest.
6) Please note that the pricing data is split and spin-off adjusted while DPS data is only split adjusted. Making a spin-off adjustment to the dividends-4 instances over a 21 -year period-would modestly alter total return figures. However, the gap between the total return and income growth standard deviations remains robust, $4.94 \%$ and $4.98 \%$, for the portfolio with and without dividends reinvested, respectively.

## Compustat Dividend per Share Data via FactSet Research Systems:

Description: Dividends per Share by Ex-Date
Library: Compustat North America
Compustat/FactSet Detailed Description:

- This item represents the gross cash dividends by ex-date per share paid during the company's fiscal year. This item, excludes payments in preferred stock in lieu of cash, spin-offs, and stock of other corporations. - Standard \& Poor's uses the ex-date of the cash dividend to determine the reporting period in which the dividend is included. In cases where dividends are normally paid quarterly but the ex-dates of two dividend payments fall within the same quarter, both dividends are included in that quarter
- This item includes any extra dividends whose ex-dates occur during the period.
- For annual and quarterly data, this item is adjusted for stock splits and dividends that occur in the reporting period by the Adjustment Factor (Cumulative) by ex-date for that period.
-For companies that have more than one class of common stock outstanding, Standard \& Poor's bases dividends per share on the class of stock that is most widely traded.

