

# Genter Capital Management Dividend Income Model Overview

*Seizing Opportunity & Preserving Wealth For Over Half a Century*



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CAPITAL MANAGEMENT



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# About Genter Capital Management



- Established in 1968
- \$8.94 billion in managed assets\*
- 64 employees
- Headquartered in Los Angeles, CA
- Focus on high quality income-oriented investments

Firm founded

Acquired by  
Bank Austria

RNC Genter  
celebrates 50 years

RNC Genter is renamed  
Genter Capital Management

1968

1979

1990

1998

2018

2020\*\*  
First  
appearance

2022

Dan Genter  
joined the firm

Dan Genter  
purchases the firm



Data as of 12/31/2025. \*Managed Assets include UMA assets of \$3.66 Billion. \*\*CNBC Financial Advisor (FA) 100 ranking published on October 6, 2020. Genter Capital Management was ranked 30 out of 100 firms and did not pay any subscription fee to be considered in the ranking. Subsequently, Genter Capital Management was ranked 18 out of 100 firms in the 2021 CNBC FA 100. In 2024, Genter Capital was ranked 26 out of 100 in the CNBC FA 100. CNBC disclosure: "The CNBC FA 100 ranking takes into consideration factors beyond just AUM. The ranking is based on a proprietary methodology developed by CNBC in partnership with data provider [AccuPoint Solutions](#). (View the methodology here.) It was based on data culled from thousands of advisory firms."

2.5% Yield

Management  
Committed to  
Dividends

Genter Capital  
Stock Selection  
Criteria

Investment  
Grade Debt

Qualified  
Dividend

\$2B+  
Market Cap



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# Equity Team



**Daniel J. Genter**  
President, CEO &  
Chief Investment Officer



**David Pescherine, CFA**  
Senior Vice President  
Director of Equity



**Glen Nam, CFA**  
First Vice President  
Consumer Discretionary & Energy



**Mark Harding, CFA**  
First Vice President  
Communication Services &  
Information Technology



**Aaron Vaughn, CFA, CPA, CFP™**  
Analyst  
Healthcare & Cons. Staples



**Steve McNeil, CPA**  
Analyst  
Industrials, Materials & Utilities



**John Campagnolo, CFA**  
Analyst  
Financials

## Dividend Income: Dividend Increases

The table to the right provides the most recent data on the dividend increases within our Dividend Income Equity strategy. The table is sorted by date, with the most recent fourth quarter announcements in bold. It shows the newly indicated dividend per share (“New Indicated Rate”), the dividend in effect at the start of the year (“Former Annual Rate”), and the resulting percentage change (“Percentage Change”). As of December 31st, 2025, the Genter Capital Dividend Income Equity Strategy had a portfolio yield of 3.2%. In the fourth quarter, 9 of the 32 portfolio companies initiated annual dividend increases. Overall, 27 of the 32 companies increased their dividend during the year.

- YTD 2025 Increase
- 2024 Last Increase
- 2023 Last Increase
- 2019 Last Increase

COMPANY	MONTH	TICKER	SECTOR	NEW INDICATED RATE	FORMER ANNUAL RATE	PERCENTAGE CHANGE	CONSECUTIVE YEARS OF DIV GROWTH
<b>BRISTOL-MYERS SQUIBB</b>	<b>DEC</b>	<b>BMY</b>	<b>HC</b>	<b>\$ 2.52</b>	<b>\$ 2.48</b>	<b>1.61%</b>	<b>17</b>
<b>ENBRIDGE INC</b>	<b>DEC</b>	<b>ENB</b>	<b>ENE</b>	<b>\$ 3.88*</b>	<b>\$ 3.77*</b>	<b>3.00%</b>	<b>31</b>
<b>CAPITAL ONE FINANCIAL</b>	<b>NOV</b>	<b>COF</b>	<b>FIN</b>	<b>\$ 3.20</b>	<b>\$ 2.40</b>	<b>33.33%</b>	<b>1</b>
<b>EMERSON ELECTRIC</b>	<b>NOV</b>	<b>EMR</b>	<b>IND</b>	<b>\$ 2.22</b>	<b>\$ 2.11</b>	<b>5.21%</b>	<b>69</b>
<b>EVERGY, INC.</b>	<b>NOV</b>	<b>EVRG</b>	<b>UTI</b>	<b>\$ 2.78</b>	<b>\$ 2.67</b>	<b>4.12%</b>	<b>21</b>
<b>MERCK &amp; COMPANY</b>	<b>NOV</b>	<b>MRK</b>	<b>HC</b>	<b>\$ 3.40</b>	<b>\$ 3.24</b>	<b>4.94%</b>	<b>15</b>
<b>CRH PLC</b>	<b>NOV</b>	<b>CRH</b>	<b>MAT</b>	<b>\$ 1.48</b>	<b>\$ 1.40</b>	<b>5.71%</b>	<b>1</b>
<b>ABBVIE</b>	<b>OCT</b>	<b>ABBV</b>	<b>HC</b>	<b>\$ 6.92</b>	<b>\$ 6.56</b>	<b>5.49%</b>	<b>54</b>
<b>LOCKHEED MARTIN</b>	<b>OCT</b>	<b>LMT</b>	<b>IND</b>	<b>\$ 13.80</b>	<b>\$ 13.20</b>	<b>4.55%</b>	<b>23</b>
ALTRIA GROUP INC	AUG	MO	STA	\$ 4.24	\$ 4.08	3.92%	56
M&T BANK CORP	AUG	MTB	FIN	\$ 6.00	\$ 5.40	11.11%	9
NORTHERN TRUST	JUL	NTRS	FIN	\$ 3.20	\$ 3.00	6.67%	1
MEDTRONIC PLC	MAY	MDT	HC	\$ 2.84	\$ 2.80	1.43%	48
JOHNSON & JOHNSON	APR	JNJ	HC	\$ 5.20	\$ 4.96	4.84%	63
PHILLIPS 66	APR	PSX	ENE	\$ 4.80	\$ 4.60	4.35%	14
CISCO SYSTEMS INC	FEB	CSCO	TEC	\$ 1.64	\$ 1.60	2.50%	14
COTERRA ENERGY	FEB <sup>1</sup>	CTRA	ENE	\$ 0.88	\$ 0.84	4.76%	9
GILEAD SCIENCES	FEB	GILD	HC	\$ 3.16	\$ 3.08	2.60%	10
HOME DEPOT	FEB	HD	CD	\$ 9.20	\$ 9.00	2.22%	16
J.P. MORGAN CHASE	FEB <sup>2</sup>	JPM	FIN	\$ 6.00	\$ 5.00	20.00%	15
PEPSICO INC	FEB	PEP	STA	\$ 5.69	\$ 5.42	4.98%	53
SEMPRA	FEB	SRE	UTI	\$ 2.58	\$ 2.48	4.03%	16
UNITED PARCEL SERVICE	FEB	UPS	IND	\$ 6.56	\$ 6.52	0.61%	15
AIR PRODUCTS INC.	JAN	APD	MAT	\$ 7.16	\$ 7.08	1.13%	43
BLACKROCK INC	JAN	BLK	FIN	\$ 20.84	\$ 20.40	2.16%	16
CHEVRON CORP	JAN	CVX	ENE	\$ 6.84	\$ 6.52	4.91%	38
COMCAST CORP	JAN	CMCSA	COM	\$ 1.32	\$ 1.24	6.45%	17
MICROCHIP TECHNOLOGIES	AUG	MCHP	TEC	\$ 1.82	\$ 1.76	3.41%	0
CVS HEALTH	2023	CVS	HC	\$ 2.66	\$ 2.42	9.92%	0
LKQ CORP	2023	LKQ	CD	\$ 1.20	\$ 1.13	6.67%	0
CORNING INC	2023	GLW	TEC	\$ 1.12	\$ 1.08	3.70%	0
AT&T INC	2019	T	COM	\$ 2.08	\$ 2.04	1.96%	0

Source: Standard & Poors. Information contained herein has been derived from sources mentioned that we believe to be reliable but have not been independently verified by us. Past dividend experience is not necessarily indicative of future results. Dividend Yield is not used to indicate the performance an investor should expect to receive if invested in one of the firm’s strategies, but rather to provide measurable metrics of the securities in the portfolio. This report does not purport to be a complete statement of all data relevant to any security mentioned, and additional information is available on request. The information contained herein shall not constitute an offer to sell or the solicitation of an offer to purchase any security. \*Initial Dividend Rate.



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# Contact



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Average Annual Total Returns	Annualized						
	QTD	YTD	1-Year	3-Year	5-Year	7-Year	10-Year
Composite (gross)	2.20%	17.51%	17.51%	14.08%	13.24%	13.25%	11.88%
Composite (net of Lifetime fees)	1.69%	15.22%	15.22%	11.84%	11.03%	11.04%	9.69%
iShares Russell 1000 Value ETF (IWD)	3.81%	15.83%	15.83%	13.81%	11.19%	11.95%	10.37%

Net returns are calculated by reducing gross composite returns by the maximum Lifetime Investment Program wrap fee (1.99% on an annual basis).

## Genter Capital Dividend Income Composite GIPS Composite Report

Calendar Year Returns	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Composite (gross)	0.09%	17.11%	17.86%	-6.86%	27.92%	0.32%	26.24%	-0.64%	7.31%	17.73%
Composite (net)	-1.89%	14.81%	15.57%	-8.71%	25.44%	-1.66%	23.80%	-2.60%	5.18%	15.47%
iShares Russell 1000 Value ETF (IWD)	-3.95%	17.09%	13.47%	-8.40%	26.34%	2.67%	24.92%	-7.72%	11.40%	14.24%
3-Yr Standard Deviation – Composite/Benchmark	11.23% / 10.67%	11.27% / 10.76%	10.31% / 10.19%	10.44% / 10.80%	11.25% / 11.83%	18.70% / 19.61%	18.42% / 19.05%	20.77% / 21.25%	15.75% / 16.51%	15.57% / 16.67%
Total Firm Assets (millions)	3,704	3,776	3,933	3,772	4,307	4,330	4,707	4,241	4,359	4,667
Composite Assets (millions)	142	160	194	168	185	93	85	96	95	104
# of Accounts in Composite	164	162	168	173	170	99	84	93	86	81
Composite Dispersion	0.4%	0.6%	0.4%	0.5%	1.0%	0.6%	0.3%	0.4%	0.4%	0.3%

*The Dividend Income Composite contains fully discretionary equity accounts. The Composite is designed to create maximum dividends by investing in stocks based almost entirely on dividend yield and dividend history. Key risks include the possibility of equity positions declining in value, causing the composite to underperform the benchmark. The iShares Russell 1000 Value ETF (IWD) aims to produce similar returns to the Russell 1000 Value Index. The ETF returns reflect the deduction of all expenses and transaction costs incurred by the IWD ETF. As of December 31, 2024, the expense ratio was 0.19%. The IWD ETF returns reflect the closing prices, which are determined by the last traded price of the ETF. The minimum account size for this composite is \$200 thousand. The Dividend Income Composite was created and inception on January 1, 2004. The firm's full list of composite descriptions and broad distribution pooled funds are available upon request.*

RNC Capital Management LLC is a registered investment adviser under the Securities and Exchange Commission pursuant to the Investment Advisors Act of 1940, as amended, doing business as Genter Capital Management. Prior to January 2022, the firm was doing business as RNC Genter Capital Management. Beginning January 1, 2005, the firm has been redefined to include all the assets of Genter Advisors LLC. The Primerica Advisors Lifetime Investment Program is an advisory program sponsored by PFS Investments, Inc. (PFSI) under the name Primerica Advisors. PFSI is a broker-dealer and investment adviser registered with the SEC, member, FINRA and member, SIPC. Primerica, Inc. and PFSI are affiliated. Neither Primerica, Inc. nor PFSI are affiliated with Genter Capital Management.

Results are based on fully discretionary accounts under management including those accounts no longer with the firm. Composite policy requires the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow greater than or equal to 10% of portfolio assets. Additional Information regarding the treatment of significant cash flows is available upon request. Past performance is not indicative of future results.

The currency used to express performance is USD. Gross-of-fee returns are reduced by trading costs. For investors that access strategies through the Primerica Advisors Lifetime Investment Program, Primerica advisors or its service providers, not Genter Capital Management, are responsible for implementing the strategy in your account. Gross performance of the strategy, as implemented by Primerica Advisors, will differ from Genter's composite performance. Net performance for individual investors will vary based on the fees charged by Primerica advisors, as well as Primerica Advisors' management of its program and each client's account. Net-of-fee returns are calculated by subtracting the highest Lifetime Investment Platform Wrap Fee (1.99% annually or 0.166% Monthly) from the composite gross returns. The highest fee of 1.99% assumes an all-inclusive/Bundled/Wrap fee that includes investment management, portfolio monitoring, consulting services and in some cases, custodial services. The actual fee paid by each client will vary based on the wrap program's fee schedule. As the investment advisor, Genter Capital receives a portion of that highest fee to cover the management fee. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor. Composite dispersion is measured by the asset-weighted standard deviation of annual gross returns of those portfolios included in the composite for the full year. The 3-year annualized standard deviation measures the variability of the composite gross returns and benchmark returns over the preceding 36-month period. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

The standard wrap fee schedule is 1.99% of all assets. Actual investment advisory fees incurred by clients are negotiable and may vary.

Genter Capital Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Genter Capital Management has been independently verified for the periods January 1, 2001 through December 31, 2024. The verification reports are available upon request. 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.

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