



Berkshire

DIVIDEND STRATEGY

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"Casual Friday" Commentary

Casual Friday: Four Banks Plan Dividend Increases JPM, MTB, PNC, WFC – June, 29th 2018

We are pleased to report four banks in our portfolio have announced intentions for healthy dividend increases and stock buybacks. All are subject to final approval by each company's board:

JPMorgan Chase & Co. (NYSE: JPM) - *Expected Dividend Increase 43%* - Board of Directors intends to increase the quarterly common stock dividend to \$0.80 per share (up from the current \$0.56 per share), effective the third quarter of 2018 and has authorized gross common equity repurchases of up to \$20.7 billion between July 1, 2018 and June 30, 2019 under a new common equity repurchase program. - <https://www.jpmorganchase.com/corporate/investor-relations/pr/2018-capital-distribution-plan.htm>

PNC Financial Services Group, Inc. (NYSE:PNC) - *Expected Dividend Increase 27%* - Capital plan included a recommendation to increase the quarterly cash dividend on common stock by 20 cents per share, or 27 percent, to 95 cents per share, in the third quarter of 2018. PNC's board of directors is expected to consider this recommendation at its next scheduled meeting July 5, 2018. - <https://www.nasdaq.com/press-release/pnc-receives-no-objection-to-its-capital-plan-20180628-01212>

Wells Fargo & Company (NYSE:WFC) - *Expected Dividend Increase 10%* - As part of their capital plan, the Company expects it will, subject to approval by the Company's Board of Directors, increase its third quarter 2018 common stock dividend to \$0.43 per share from \$0.39 per share. The plan also includes higher levels of common stock repurchases - up to \$24.5 billion for the four-quarter period (third quarter 2018 through second quarter 2019). - <https://www.nasdaq.com/press-release/wells-fargo-receives-no-objection-to-its-2018-capital-plan-20180628-01193>

M&T Bank Corporation ("M&T") (NYSE:MTB) - *Expected Dividend Increase 25%* - The 2018 Capital Plan includes the repurchase of up to \$1.8 billion of common shares during that four-quarter period and an increase in the quarterly common stock dividend in the third quarter of 2018 of up to \$0.20 per share to \$1.00 per share. - <https://www.nasdaq.com/press-release/mt-bank-corporation-receives-no-objection-to-its-2018-capital-plan-20180628-01209>

Best Regards,
- Gerry

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Berkshire is a fee-based, SEC registered advisory firm serving the portfolio management needs of high net worth and institutional clients. Over the past 30 years, we have successfully implemented highly focused equity, fixed income and balanced portfolios. Our guiding principle is a belief that success is achieved by combining rigorous, well-crafted investment processes with an exceptional level of client service and attention to detail. Asset Management with a Difference... Diligence, Integrity, and Focus.

Dividend Highlights

- Dividend growth can often provide transparent insight into a company's fundamentals and vitality.
- Dividend growth can provide an attractive stream of increasing cash flow to satisfy many financial objectives.

Berkshire Asset Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®). Berkshire Asset Management is a fee-based, SEC registered advisory firm serving the portfolio management needs of institutional and high-net worth clients. The Dividend Growth Composite contains portfolios invested in Berkshire's Dividend Growth Strategy with an equity allocation target of 90% - 100%. The Dividend Growth Strategy's primary objective is to generate a growing stream of equity income by investing in a diversified portfolio of equities with stable, high, and growing dividends. The benchmark is the S&P 500 Index. The index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, the index is fully invested, does not include any trading costs, management fees, or other costs, and the reinvestment of dividends and other distributions is assumed. An investor cannot invest directly in an index. Gross returns are presented before management and other fees but after all trading expenses. Net returns are calculated by deducting actual management fees from gross returns. Returns reflect the reinvestment of dividends and other earnings. Valuations are computed and performance is reported in U.S. dollars. To receive a complete list of composite descriptions and/or a compliant presentation, contact Jason Reilly, CFP® Tel: 570-825-2600 or info@berkshiream.com. Past performance does not guarantee future results.

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