



Berkshire

DIVIDEND STRATEGY

Gerard Mihalick, CFA
gmihalick@berkshiream.com

46 Public Square, Suite 700
Wilkes-Barre, PA 18701
570.825.2600

Dividend Growth Scorecard 2Q 2021

ROLLING PERIOD DIVIDEND GROWTH SCORECARD (as of 6/30/2021)

Company Name	Symbol	Portfolio Weight	1 Year Dividend Growth	3 Year Dividend Growth	5 Year Dividend Growth	Current Dividend Yield
Bank Of America	BAC	5.96%	0.00%	14.47%	29.20%	2.04%
JPMorgan Chase	JPM	5.05%	2.86%	18.20%	15.39%	2.57%
PNC Financial	PNC	4.50%	0.00%	15.31%	17.66%	2.63%
Microsoft	MSFT	4.13%	10.05%	9.90%	9.52%	0.83%
Norfolk Southern	NSC	4.07%	2.66%	13.21%	10.34%	1.49%
Chevron	CVX	3.66%	5.04%	5.79%	4.01%	5.12%
Intel	INTC	3.45%	5.04%	5.77%	6.26%	2.48%
Cisco Systems	CSCO	3.44%	2.84%	6.51%	10.25%	2.79%
Lockheed Martin	LMT	3.13%	8.51%	9.26%	9.60%	2.75%
Apple	AAPL	3.10%	6.71%	8.43%	9.41%	0.64%
Nucor	NUC	3.05%	0.62%	2.15%	1.55%	1.69%
Bristol-Myers	BMJ	3.01%	9.30%	5.97%	4.48%	2.93%
Abbvie	ABBV	2.99%	10.22%	18.91%	18.09%	4.62%
Emerson Electric	EMR	2.65%	1.26%	1.36%	1.24%	2.10%
McDonald's	MCD	2.65%	4.28%	8.85%	7.78%	2.23%
Qualcomm	QCOM	2.62%	4.78%	4.12%	5.95%	1.90%
Honeywell	HON	2.59%	4.83%	8.36%	9.89%	1.70%
Walmart	WMT	2.58%	1.87%	1.91%	1.94%	1.56%
Waste Management	WM	2.56%	5.91%	7.96%	7.10%	1.64%
Johnson & Johnson	JNJ	2.43%	5.96%	6.14%	6.04%	2.57%
Abbott	ABT	2.40%	19.12%	14.12%	10.13%	1.55%
Kinder Morgan	KMI	2.11%	4.44%	22.52%	-3.29%	5.92%
Leggett & Platt	LEG	2.09%	1.25%	3.53%	4.50%	3.24%
Merck	MRK	2.07%	7.56%	10.26%	6.94%	3.34%
PepsiCo	PEP	2.05%	6.56%	7.41%	7.69%	2.90%
W.P. Carey	WPC	2.03%	0.77%	1.12%	1.57%	5.63%
PPL	PPL	1.94%	0.30%	1.02%	1.84%	5.93%
Procter & Gamble	PG	1.91%	7.05%	5.18%	4.05%	2.58%
Amgen	AMGN	1.87%	10.16%	10.80%	13.42%	2.89%
Pfizer	PFE	1.78%	4.05%	5.27%	5.83%	3.98%
M & T Bank	MTB	1.72%	2.33%	12.99%	9.46%	3.03%
Chubb	CB	1.69%	3.63%	3.16%	3.07%	2.01%
Kimberly-Clark	KMB	1.58%	5.24%	3.91%	4.19%	3.41%
AT&T	T	1.57%	0.97%	1.66%	1.83%	7.23%
General Mills	GIS	1.44%	3.06%	1.01%	2.56%	3.35%
Viatis	VTRS	1.07%	100.00%	0.00%	0.00%	3.08%
Weighted Average			4.47%	8.48%	8.60%	2.67%

Source: Bloomberg

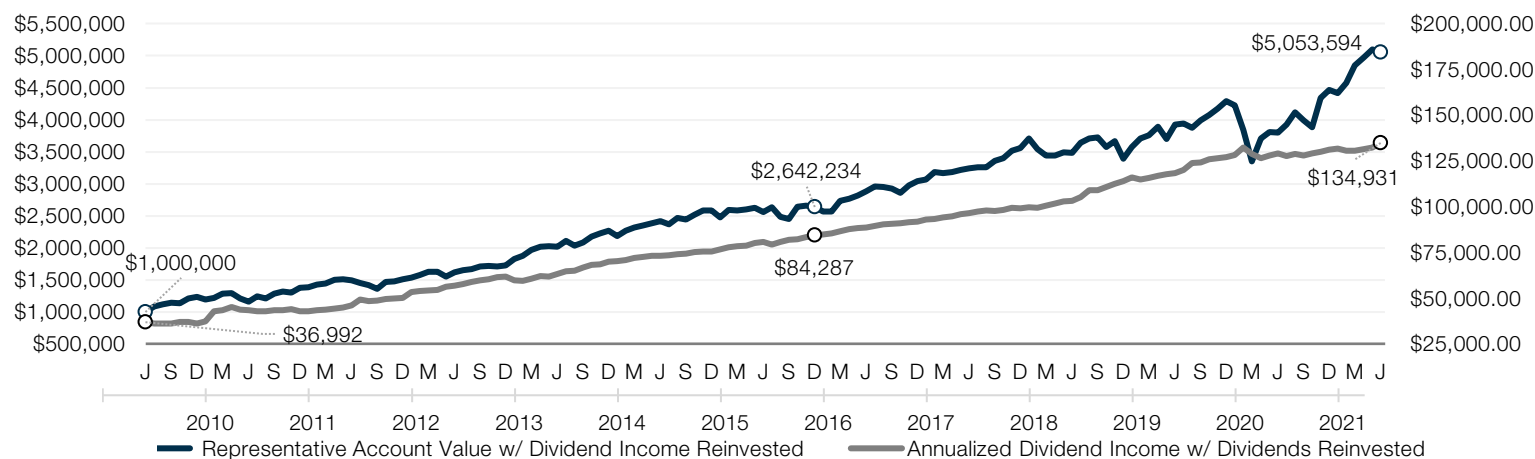
Positions are in order of portfolio weighting in the "Berkshire Dividend Growth and Income Model Portfolio" as of publish date. Weightings may vary. Dividend increase results are based on underlying holdings of a representative account in our Dividend Growth Strategy Composite. Growth rate over one year in the gross dividend per share. Calculated as: (Current year's dividend per share / Prior year's), minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. Growth rate over three years in net dividend per share. Calculated as: (Current year's dividend per share / Dividend per share three years prior), raised to the power of one-third, minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. Growth rate over five years in net dividend per share. Calculated as: (Current year's dividend per share / Dividend per share five years prior), raised to the power of 0.2, minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. There is no guarantee dividends will continue to be paid in the future. All information provided is supplemental to its attached GIPS compliant presentation. The information contained herein, is for Investment Personnel use only.

Berkshire Asset Management, LLC (Berkshire) is a fee-based, SEC registered advisory firm serving the portfolio management needs of high net worth and institutional clients. Our guiding principle is a belief that success can be achieved by combining rigorous, well crafted investment processes with an exceptional level of client service and attention to detail. Berkshire Asset Management, Inc. was formed in 1986 as a SEC registered investment adviser. In 1999 the company was sold to Legg Mason. In 2007, senior leadership repurchased the firm, forming Berkshire Asset Management, LLC, the company built to serve you today.

DIVIDEND HIGHLIGHTS

- 31 of 36 companies in the Berkshire Dividend Growth Strategy announced dividend increases over the past year.
- 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.

REPRESENTATIVE ACCOUNT VALUE AND INCOME W/ DIVIDENDS REINVESTED (as of 6/30/2021)



Intended for illustrative purposes only. Income chart is based on the assumption \$1,000,000 is invested in the Berkshire Dividend Growth Strategy at the inception of the Berkshire Dividend Growth and Income composite. (6/30/2009) The \$1,000,000 investment is adjusted monthly based on the stated monthly total returns for the given composite. This includes accumulation and reinvestment of the dividend. The monthly adjusted account values are then multiplied by the current yield of the respective composite. The resulting monthly income figures are then charted in the graph. Dividends are not guaranteed, and may be subject to change. Investing based on dividends alone may not be favorable as it does not include all material risks. There is no guarantee any stated (or implied) portfolio or performance objective mentioned by Berkshire can be met. Fees are not included in the analysis and would lower values. Berkshire Dividend Growth and Income current yields are calculated in Bloomberg from a representative account only. Individual account yields and returns can vary. Calculation limitations: Changes of the underlying holdings in the index or composite can change current yield calculations. This can lead to various ranges of results that may appear more or less favorable. Example: Stock A with 3% current dividend yield is sold. Stock B with 4% current dividend yield is purchased. This would result in higher yielding portfolio but is not the result of "dividend growth".

Contact Berkshire:

46 Public Square, Suite 700
 Wilkes-Barre, PA 18701
 570.825.2600
www.berkshiream.com

All information provided is supplemental to its attached [GIPS compliant presentation](#).

The information contained herein, is for Investment Personnel use only.

Risks: Past performance does not guarantee future results. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment will either be suitable or profitable for an individual's investment portfolio. Dividends are subject to change, are not guaranteed, and may be cut. Investing based on dividends alone may not be favorable as it does not include all material risks. There is no guarantee any stated (or implied) portfolio or performance objective mentioned by Berkshire can be met. Berkshire's equity style may focus its investments in certain sectors or industries, thereby increasing potential volatility relative to other strategies or indices. The dividend strategy may include bundled services also known as a "wrap fee program". Because there is typically a low turnover in the strategy, this may be more costly for some investors. No one should assume that any information presented serves as the receipt of, or a substitute for, personalized individual advice from a qualified advisor or any other investment professional.

Market Commentary, Aggregate Holdings, Securities, Sectors, Portfolio Characteristics Mentioned: No statement made in this presentation shall construe investment advice. This presentation is for informational purposes only. Views, comments or research mentioned is not intended to be a forecast of future events. The mention of any security or sector is not deemed as a recommendation to buy or sell. It should not be assumed that the future performance of any company identified in this document will equal its prior performance or that any future recommendations regarding the securities of any such company will be profitable. Any reference to any security or sector is used to explain the portfolio manager's rationale for portfolio decisions or philosophy. Research or financial statistics cited regarding securities or sectors do not contain all material information about them. Any securities mentioned represent a partial list of holdings whereas Berkshire portfolios typically contain approximately 30-40 securities in percentage weightings ranging from 1-5%. A complete list of holdings from a representative account is available upon request. Overall portfolio characteristics mentioned are from a representative account deemed representative of the strategy; data may be compiled from Bloomberg, Baseline or Berkshire estimates. Individual holdings, performance and aggregate characteristics of actual portfolios may vary based on a variety of factors including market conditions, timing of client cash flows and manager discretion. This presentation contains Berkshire opinions and use of Berkshire estimates which are subject to change at any time. Berkshire employees may have personal positions in any securities or sectors mentioned. Charts, presentations or articles may be obtained from third parties and Berkshire does not guarantee their accuracy.

*Platform restrictions may apply. Preliminary returns are based on composite estimates only. Individual accounts will vary.

COMPLIANT PRESENTATION - BERKSHIRE ASSET MANAGEMENT

Dividend Growth Strategy - 6/30/2009 to 12/31/2020

Year	Composite Gross Return (%)	Composite Net Return (%)	Benchmark Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Year End Portfolios	Internal Dispersion (%)	Composite Assets (\$)	Firm Assets (\$)
2009 ¹	23.24	23.12	22.5			2	n/a	56.10	561.42
2010	11.62	10.95	15.06			14	n/a	76.44	620.20
2011	10.04	9.54	2.11			19	1.6	28.15	603.71
2012	14.18	13.44	16	11.69	15.09	22	1.15	23.38	638.08
2013	31.26	30.39	32.39	9.41	11.94	26	2.20	32.81	835.67
2014	13.88	13.15	13.69	8.21	8.97	31	1.39	50.08	925.35
2015	2.27	1.64	1.38	10.34	10.47	43	1.23	64.6	948.89
2016	15.29	14.62	11.96	9.94	10.59	44	1.71	85.83	1,174.94
2017	16.95	16.26	21.83	9.23	9.92	44	1.95	81.71	1,441.98
2018	-5.15	-5.69	-4.38	9.54	10.80	42	1.89	55.80	1,477.32
2019	26.78	26.10	31.49	10.26	11.93	39	2.28	70.95	1,614.51
2020	4.01	3.45	18.40	16.98	18.53	42	4.24	79.24	1,655.39

Partial Years¹ Returns for 2009 are from 06/30/2009 to 12/31/2009

Berkshire Asset Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Berkshire Asset Management, LLC has been independently verified for the periods January 1, 2009 through December 31, 2019. The verification report is 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.

Notes:

- Berkshire Asset Management is a fee-based, SEC registered advisory firm serving the portfolio management needs of personal high net worth and institutional clients. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request. 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 minimum size required to be in this composite is \$300,000.
- 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 minimum size required to be in this composite is \$300,000. Valuations are computed and performance is reported in U.S. dollars.
- 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. This composite was created in August 2016. A complete list of composite descriptions is available upon request.
- Valuations are computed and performance is reported in U.S. dollars. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2009 and 2010 because it is not required for periods prior to 2011. The standard deviation is not presented for 2011 because 36 monthly returns for the composite are not available.
- 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. The standard investment management fee schedule is as follows: 1.00% on the first \$2 million; 0.75% on the next \$3 million; 0.65% on the next \$5 million; and 0.50% over \$10 million.
- This composite was created in August 2016 and incepts on January 1, 2009. A list of composite descriptions and limited distribution pooled fund descriptions are available upon request.
- Internal dispersion is calculated using the equal-weighted standard deviation of annual gross returns of those portfolios that were included in the composite for the entire year. It is not presented for any period with five or fewer accounts in the composite for the full year.
- The three-year annualized standard deviation measures the variability of the composite gross returns and the benchmark returns over the preceding 36-month period.
- Past performance does not guarantee future results.
- GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.